



CIPS L5M15 Practice Questions

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Question 1

Question Type: MultipleChoice

The quality of being honest and having strong moral principles is known as what?

Options:

- A- Truthful
- B- Direct
- C- Integrity
- D- Transparent

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Answer:

C

Explanation:

Integrity refers to ethical consistency---acting honestly, fairly, and in accordance with moral principles, even under pressure. It underpins trust and credibility in procurement and negotiation.

Question 2

Question Type: MultipleChoice

In preparing for a negotiation, an analysis of overall strategy can result in improved tactical planning and a better overall outcome. Is this statement TRUE?

Options:

- A- No -- tactics are achieved following the strategy.
- B- No -- tactics are a high-level plan designed to achieve a long-term goal.
- C- Yes -- strategy flows from the tactics.
- D- Yes -- to develop a negotiation strategy you should consult with key stakeholders before deciding on tactics.

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Answer:

D

Explanation:

Developing negotiation strategy requires stakeholder consultation to align the negotiation with organisational objectives. Strategy defines direction; tactics are the methods used to achieve it. Planning strategy first ensures tactics serve long-term goals effectively.

Question 3

Question Type: MultipleChoice

Yi Ting is advised to use the Principled Approach. Which must she remember? Select TWO

Options:

- A- Separate people from problems
- B- Do not deviate from the agenda
- C- Focus on interests not positions
- D- She will be negotiating alone

Answer:

A, C

Explanation:

Two core principles are to separate people from the problem and to focus on interests rather than positions. (The other two statements are not defining elements of the approach.)

Question 4

Question Type: MultipleChoice

Every negotiation requires a rehearsal. Is this statement TRUE?

Options:

- A- Yes -- every negotiation should be rehearsed.
- B- Yes -- you are more likely to fail if not rehearsed.
- C- No -- only high-risk negotiations require rehearsals.
- D- No -- routine negotiations do not require rehearsals.

Answer:

D

Explanation:

Not all negotiations need formal rehearsals. For routine or low-value supplier interactions, preparation may be minimal. Rehearsals are best suited for strategic or high-stakes negotiations involving teams or complex outcomes.

Question 5

Question Type: MultipleChoice

To achieve a positive outcome for both parties in a negotiation you should be both honest and open. Is this statement true?

Options:

- A- Yes -- these are the two most important characteristics for a win-win negotiation.
- B- Yes -- being both honest and open ensures success.
- C- No -- you should not be honest with the other party.
- D- No -- you should not be open with the other party.

Answer:

D

Explanation:

CIPS distinguishes between honesty and openness. Negotiators must always act honestly (ethical integrity), but openness---disclosing all information---can weaken your position. The key

is to balance transparency with confidentiality and strategic discretion.

Question 6

Question Type: MultipleChoice

In what circumstances would it be acceptable to use gamesmanship and brinkmanship tactics?

Options:

- A- For high-risk products
- B- Where the relationship is not important
- C- For long-term contracts
- D- In international negotiations

Answer:

B

Explanation:

Gamesmanship/brinkmanship are aggressive, high-pressure tactics that can harm relationships. They are generally reserved for one-off or transactional situations where ongoing relationship quality is not a priority.

Question 7

Question Type: MultipleChoice

Principled Negotiation is an approach that attempts to achieve what outcome?

Options:

- A- Win--win
- B- Win--lose
- C- The other party concedes on all items

D- The quickest outcome

Answer:

A

Explanation:

Principled (interest-based) negotiation aims to create value and reach mutual gain by separating people from problems, focusing on interests, generating options, and applying objective criteria--hallmarks of win-win.

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Question 8

Question Type: MultipleChoice

According to Maslow's hierarchy of needs, which is the most basic human need?

Options:

- A- Safety
- B- Belonging
- C- Emotional
- D- Physiological

Answer:

D

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Explanation:

Physiological needs (air, water, food, rest) sit at the base of Maslow's pyramid. Higher-order needs (safety, belonging, esteem, self-actualisation) become salient once lower levels are reasonably satisfied.

Question 9

Question Type: MultipleChoice

Party City Ltd is negotiating with Cuppa Inc. After two hours, the discussion reaches a deadlock. What should Party City Ltd do?

Options:

- A- Walk away from the negotiation -- it is clear they will not get what they want.
- B- Start using hardball techniques.
- C- Concede some issues to ensure conversations continue.
- D- Suggest taking a break.

Answer:

D

Explanation:

When negotiations stall, best practice (according to CIPS) is to pause the meeting rather than escalate tension or concede prematurely. Taking a break allows time to reflect, regroup, and explore creative solutions. Other remedies include summarising agreed points, involving a neutral mediator, or escalating strategically.

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