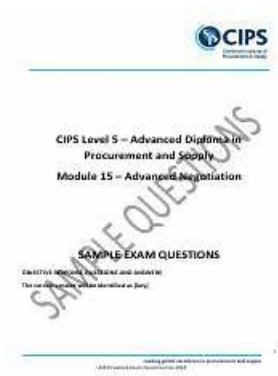


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CIPS Advanced Negotiation Sample Questions (Q72-Q77):

NEW QUESTION # 72

What is the main advantage for a supplier using a pain-share contract?

- A. It ensures cost certainty on the contract.
- **B. There is a shared approach to risk.**
- C. It ensures a better relationship with the buyer.
- D. The supplier will be penalised for not achieving a target cost.

Answer: B

Explanation:

Pain/gain share arrangements distribute both upside (gain) and downside (pain) between buyer and supplier, promoting fairness and shared accountability. This shared-risk structure encourages collaboration and continuous improvement.

Reference: CIPS L5M15 - Risk and Reward Sharing in Contracts.

NEW QUESTION # 73

When might crowdsourcing be useful in a negotiation?

- A. Assessing the other party's BATNA
- **B. Researching a supplier**
- C. During the negotiation, to gain better insight
- D. Deciding on final prices

Answer: B

Explanation:

In CIPS terms, crowdsourcing means collecting information or opinions from a large group via digital platforms. It can be useful for researching suppliers, validating performance, and benchmarking reputations before negotiations.

Reference: CIPS L5M15 - Information Gathering & External Intelligence Tools (Domain 2.1).

NEW QUESTION # 74

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

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

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.) Reference: CIPS L5M15 - The Four Principles of Principled Negotiation (Domain 2.2).

NEW QUESTION # 75

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

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

Answer: D

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.

Reference: CIPS L5M15 - Motivation theories applied to negotiation.

NEW QUESTION # 76

In preparing for a negotiation, an in-house procurement analyst has completed research and will present this to the team before negotiations begin. Which of the following tools could they use to organise the data? Select TWO.

- A. STEEPLE Analysis
- B. SWAP Analysis
- C. Data Cube
- D. Relationship Spectrum

Answer: A,C

Explanation:

The Data Cube is a multi-dimensional framework for presenting data clearly, while STEEPLE analysis (Social, Technological, Economic, Environmental, Political, Legal, Ethical) helps analyse the external environment. These tools aid structured preparation for negotiation.

Reference: CIPS L5M15 - Analytical Tools for Negotiation Preparation.

NEW QUESTION # 77

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