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CIPS Advanced Negotiation Sample Questions (Q19-Q24):

NEW QUESTION # 19

The negotiation tactic in which a person enters with preconceived ideas and attacks the opposition rather than working toward a wise agreement is known as:

- A. Win-win
- B. Lose-lose
- C. Principled
- **D. Positional**

Answer: D

Explanation:

Positional bargaining starts from fixed stances and tends toward adversarial exchanges and concession trading, often impeding creative, interest-based outcomes.

Reference: CIPS L5M15 - Approaches to Negotiation: Positional vs Principled (Domain 2.2).

NEW QUESTION # 20

Which of the following models would you use for supplier preferencing?

- A. Relationship Spectrum
- **B. Kraljic**
- C. Five Forces
- D. SWOT

Answer: B

Explanation:

The Kraljic Matrix is used to assess procurement categories and supplier relationships based on value and risk, helping buyers tailor their negotiation and relationship management strategies.

Reference: CIPS L5M15 - Supplier Preferencing & Portfolio Models (Domain 1.2).

NEW QUESTION # 21

An inexperienced negotiator may feel that resistance to their position is a personal attack. In this situation, which of the following components of principled negotiation should they refer to?

- A. Focus on interests, not positions
- **B. Separate people from problems**
- C. Insist results are based on objective criteria
- D. Devise options for mutual gain

Answer: B

Explanation:

Separating people from the problem means you treat the relationship and the substantive issues as distinct.

Pushback on a proposal is not a personal attack; it's part of clarifying interests and criteria. Keeping relationship concerns separate helps maintain respect and reduces defensiveness.

Reference: CIPS Level 5, L5M15 - Topic: Principled Negotiation (People vs. Problem).

NEW QUESTION # 22

Georgia is entering into a negotiation with a supplier she knows well. Her manager asks that she "frame the agenda" at the beginning of the meeting. What does this mean?

- A. State the agenda first and do not deviate from it.
- B. Use a persuasive style of negotiation.
- C. Explain the purpose of the meeting at the beginning.
- **D. Shift the focus of the meeting in a certain direction.**

Answer: D

Explanation:

"Framing" means shaping how issues and proposals are perceived and interpreted. In negotiation, framing the agenda involves influencing focus and direction early in the discussion, ensuring that key topics are viewed from a preferred perspective. It helps establish a positive or strategic tone for dialogue.

Reference:CIPS L5M15 - Section: Framing Agendas and Perception Management.

NEW QUESTION # 23

The extent to which hierarchy and subordinate relationships are accepted is which of Hofstede's cultural dimensions?

- A. Individualism vs collectivism
- **B. Power distance**
- C. Long-term orientation
- D. Uncertainty avoidance

Answer: B

Explanation:

Power distance gauges how cultures accept unequal power distribution and hierarchy-key to planning authority lines, escalation, and decision-making in cross-cultural negotiations.

Reference:CIPS L5M15 - Cross-Cultural Negotiation (Hofstede's Dimensions) (Domain 2.2).

NEW QUESTION # 24

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