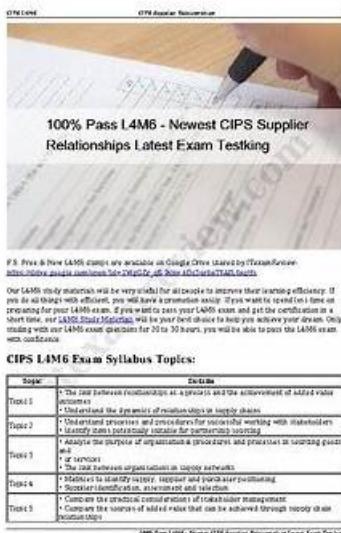


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principles of negotiation, the psychology of negotiations, and the specific challenges faced during commercial negotiations.

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CIPS Commercial Negotiation Sample Questions (Q257-Q262):

NEW QUESTION # 257

A purchasing organisation is discussing its approach to an upcoming negotiation with a key supplier over a contract for critical new services. They have decided they want to find a Win/Win (integrative) solution.

Which TWO of the following would be appropriate in this scenario?

- A. Transfer of risk
- B. Persuasion
- C. Coercion
- D. Collaboration
- E. Problem solving

Answer: D,E

Explanation:

In a Win/Win or integrative negotiation approach, the goal is to achieve mutual benefit, which is characterized by a collaborative environment. According to CIPS principles on integrative negotiation:

Collaboration (A): Actively working together enables both parties to find solutions that maximize joint gains and address the needs of both sides.

Problem solving (B): Focusing on problem-solving allows both parties to address the issues at hand rather than competing over positions, facilitating a solution that satisfies both parties' needs.

By emphasizing collaboration and problem-solving, the organization increases the likelihood of a successful, sustainable agreement that respects both parties' interests.

NEW QUESTION # 258

Which of the following is considered a strength of a 'logical' style negotiator?

- A. Interrelate issues easily and make quick decisions
- B. Friendly and accessible
- C. Assertive
- D. Methodical

Answer: D

Explanation:

:

A useful and simple shorthand for preferred negotiation styles is summarised by four simple descriptor:

'warm', 'tough', 'logical' and 'dealer', which can be applied to describe individuals' dominant preferred style in most circumstances.

Warm - a people person

Tough - a hard-nosed negotiator

Logic - a numbers person

Dealer - a trader who loves bargaining

Strengths, weaknesses of logical style are described below:

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NEW QUESTION # 259

Which of the following is definition of elasticity of demand in microeconomics?

- A. The percentage change in the quantity demanded of a good divided by the percentage change in the price of that good
- B. The percentage change in price of a good divided by the percentage change in the quantity demanded of that good.
- C. The percentage change in income divided by the percentage change in the quantity demanded
- D. The percentage change in the quantity demanded divided by the percentage change in income

Answer: A

Explanation:

Elasticity refers to the responsiveness of quantity demanded or quantity supplied to a change in price or another factor:

The price of a product can be described as being elastic if a small change in price leads to a big change in demand.

The price of a product can be described as being inelastic if a big change in price leads to a small change in demand.

The formulae of elasticity of demand is known as the following:

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NEW QUESTION # 260

Which of the following are most likely to be macro factors that may influence the balance of power in commercial negotiation? Select THREE that apply.

- A. Economic growth rates
- B. Intensity of competition in a industry
- C. Sustainability of natural resources
- D. Disruptive technologies
- E. Number of substitute products or services
- F. Purchasing spend volume

Answer: A,C,D

Explanation:

All one-to-one commercial negotiations between a specific purchaser and a specific supplier take place within an industrial market and a larger business environment characterised by multiple forces which both parties typically have little control over. STEEPLE framework highlights the 6 main external influences on a business:

LO 1, AC 1.3

NEW QUESTION # 261

Which of the following is an example of non-verbal communication?

- A. 1 and 3 only (Interview and Eye contact)
- B. 3 and 4 only (Eye contact and Body language)
- C. 2 and 4 only (Word-of-mouth communication and Body language)
- D. 2 and 3 only (Word-of-mouth communication and Eye contact)

Answer: B

NEW QUESTION # 262

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