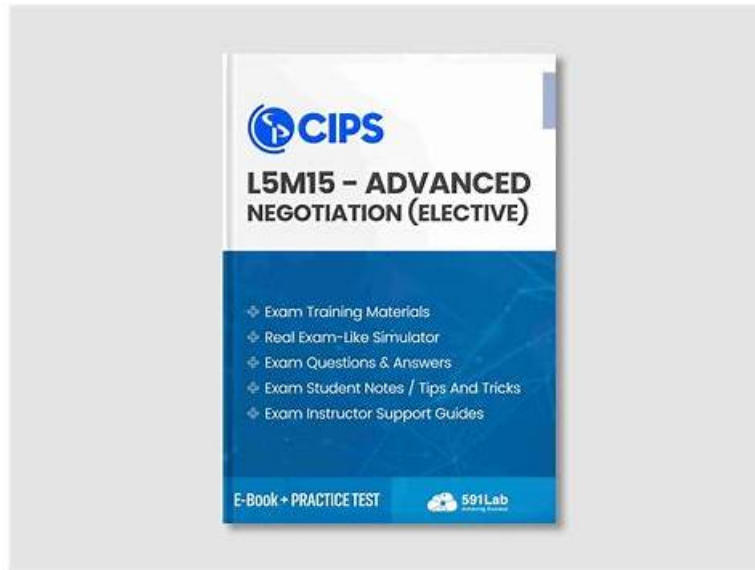


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CIPS Advanced Negotiation Sample Questions (Q39-Q44):

NEW QUESTION # 39

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

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

Answer: B

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.

Reference: CIPS L5M15 - Managing Deadlock and Stalemate in Negotiations.

NEW QUESTION # 40

Daniel is the lead negotiator for a deal with a potential supplier. He is quick-thinking, assertive, and has strong market knowledge. Which type of product is Daniel negotiating about?

- A. High value, low risk
- B. Low value, low risk
- C. High value, high risk
- D. Low value, high risk

Answer: A

Explanation:

Assertive, decisive negotiation styles align with high-value, low-risk situations, typically requiring competitive behaviour to maximise value without the complexity of shared risk.

Reference: CIPS L5M15 - Negotiation Styles and Specialist Tools Table (Domain 1.2).

NEW QUESTION # 41

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

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

Answer: C

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 # 42

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

Answer: A

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 # 43

When may the outcome of a negotiation be described as win: perceived win?

- A. When one of the parties is less experienced
- B. When using positional bargaining
- C. When there is a power imbalance between the two parties
- D. When negotiations are rushed

Answer: C

Explanation:

Awin : perceived win occurs where a powerful party wins substantive outcomes while the weaker party believes it has also "won," often due to power asymmetry and framing.

Reference: CIPS L5M15 - Power, Perception and Outcome Typologies (Domain 2.2).

NEW QUESTION # 44

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