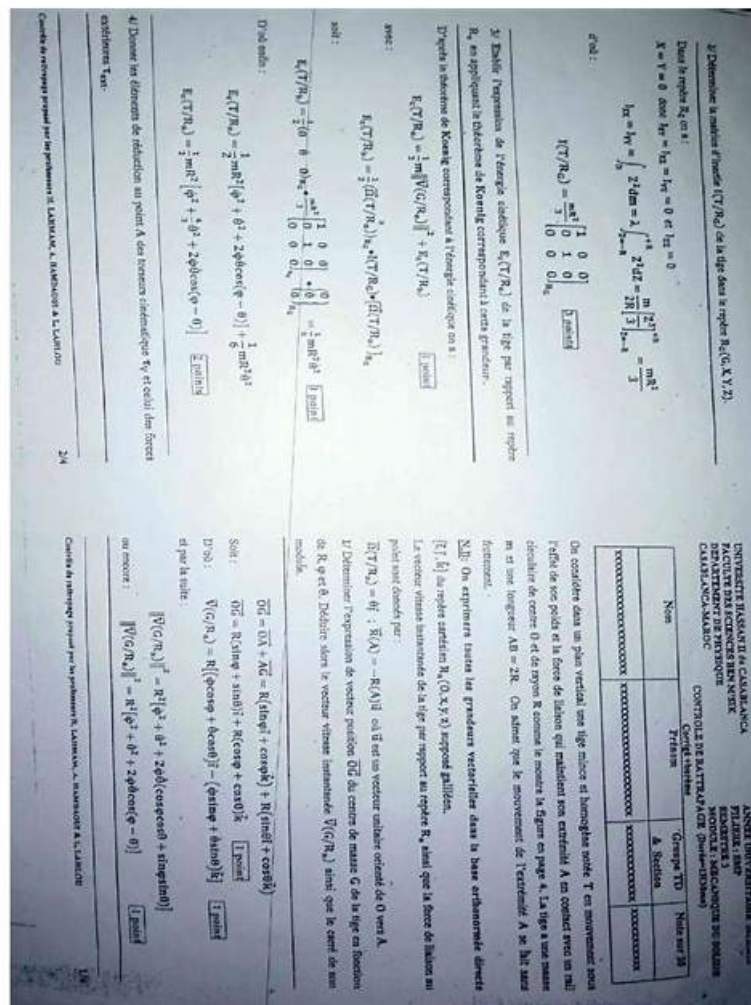


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CIPS Advanced Negotiation Sample Questions (Q20-Q25):

NEW QUESTION # 20

Which of the following are examples of reciprocated concessions? Select TWO

- A. Party A walks away, and Party B offers a concession to continue talks.
- B. Party A offers a larger delivery, and Party B agrees to pay 50% upfront while Party A waives the delivery charge.
- C. Party A offers a discount for better payment terms.
- D. Party A agrees a 2% discount and Party B accepts.

Answer: B,C

Explanation:

Reciprocated concessions occur when both sides trade something of value—such as exchanging discounts for improved terms. This supports balanced negotiation progress and fosters trust.

Reference: CIPS L5M15 - Concession Management and Reciprocity in Negotiation (Domain 1.2).

NEW QUESTION # 21

Honesty and integrity are core elements of business ethical codes of practice. Demonstrating these behaviours can help avoid which of the following?

- A. Loss of staff
- B. Physical damage
- C. Loss of contracts
- D. Reputational damage

Answer: D

Explanation:

Acting with honesty and integrity safeguards an organisation's reputation, ensuring public trust and compliance with professional standards. Ethical misconduct, by contrast, risks serious reputational harm and stakeholder distrust.

Reference: CIPS L5M15 - Ethics and Reputation Management in Procurement and Negotiation.

NEW QUESTION # 22

DSA is expanding its procurement team and wants recruits with soft skills useful in procurement. Which of the following are soft skills? Select THREE.

- A. Change management
- B. Communication
- C. Influencing
- D. Mathematical capability
- E. Knowledge of local markets

Answer: A,B,C

Explanation:

Soft skills are interpersonal and behavioural capabilities that enable effective collaboration and impact, such as communication, influencing, and managing change. Technical/market knowledge and numerical skills are valuable but are classed as hard/technical skills rather than soft skills.

Reference: CIPS Level 5, L5M15 - Topic: Soft vs. Hard Skills in Negotiation.

NEW QUESTION # 23

A manager identifies an issue and discusses it with the team, taking on board their input. Which leadership strategy is this?

- A. Consulting
- B. Telling
- C. Selling
- D. Joining

Answer: A

Explanation:

Consulting leadership involves engaging team members in decision-making, valuing their input before implementing actions. It encourages ownership, trust, and collaboration-sitting between directive and participative styles.

Reference:CIPS L5M15 -Leadership Styles in Team Negotiation (Domain 3.2).

NEW QUESTION # 24

TYD is a furniture manufacturer with various customers. One of them is considered a "nuisance customer." What approach should TYD take with this customer?

- A. Exploit
- **B. Minimise input**
- C. Develop relationship
- D. Partner

Answer: B

Explanation:

"Nuisance" customers in the Supplier Preferencing Matrix are low-value and low-attractiveness accounts.

The recommended strategy is to minimise investment of time and resources-maintaining transactional efficiency but avoiding over-engagement.

Reference:CIPS L5M15 -Supplier Preferencing and Relationship Strategies.

NEW QUESTION # 25

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