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CIPS Commercial Negotiation Sample Questions (Q276-Q281):

NEW QUESTION # 276

Where a negotiator uses numerical reasoning with facts as part of their negotiation approach, which of the following techniques will they be adopting?

- A. Threat
- **B. Logic**
- C. Power
- D. Emotion

Answer: B

Explanation:

Using logic involves applying numerical data and factual evidence to support arguments in a negotiation.

Logical reasoning appeals to objective analysis rather than emotional or coercive tactics and is effective in convincing the other party through structured, fact-based arguments, aligning with CIPS's guidance on logical negotiation techniques.

NEW QUESTION # 277

Maria fears her proposed pricing may be rejected by the supplier. To mitigate this risk, she is preparing a BATNA. Is this the correct approach?

- **A. Yes, it ensures an achievable backup option that can be used**
- B. No, Maria will get her desired outcome if she perseveres
- C. Yes, negotiations can be paused to prepare a new strategy
- D. No, as this may provide a sub-standard alternative solution

Answer: A

Explanation:

BATNA (Best Alternative to a Negotiated Agreement) gives negotiators a fallback plan if discussions fail. It ensures they never accept worse terms than their minimum acceptable alternative. For Maria, developing a BATNA mitigates rejection risk, strengthens her bargaining power, and provides confidence. Without a BATNA, negotiators risk over-conceding or being locked into unfavourable deals. CIPS emphasises that BATNAs must be realistic, actionable, and aligned to organisational objectives-not merely theoretical alternatives.

Reference: CIPS L4M5 (2nd ed.), LO 2.2 - Negotiation planning tools: BATNA and walk-away points.

NEW QUESTION # 278

Colin Smith is preparing for a negotiation with a supplier that provides a chemical for grass fertiliser. Colin has been given an action to secure a commercial deal that achieves his organisation's objective of 'ethical and sustainable procurement.' As part of his negotiation plan, Colin is using the 'must, intend, like (MIL)' framework to prepare for the negotiation. Colin would categorise his organisation's objective within the negotiation plan as:

- A. Like to have
- B. Likely to have
- C. Intend to have
- **D. Must have**

Answer: D

NEW QUESTION # 279

Which of the following occur within the planning and preparation stage in a negotiation process? Select THREE that apply.

- **A. Understanding the other party**
- B. Narrowing the range of solutions
- **C. Defining the constituents**
- D. Making as few concessions as possible
- **E. Analyse the bargaining power**
- F. Using questions to elicit information

Answer: A,C,E

Explanation:

In the planning and preparation stage of negotiation, it is essential to build a strong foundation by understanding various factors that influence the negotiation outcome. According to CIPS resources, critical aspects of preparation include:

Understanding the other party (A): This helps in anticipating their needs, objectives, and potential negotiation styles, leading to more strategic discussions.

Defining the constituents (B): This involves identifying all stakeholders or parties impacted by the negotiation, ensuring their interests are considered when planning the negotiation strategy.

Analyzing the bargaining power (F): Understanding the relative power each party brings to the negotiation helps in setting realistic goals and predicting possible negotiation dynamics.

These elements are foundational in ensuring a well-rounded approach and enabling both parties to enter negotiations with clarity and strategy, enhancing the potential for a positive outcome.

NEW QUESTION # 280

If the price of a good is above the equilibrium price, which of the following will happen?

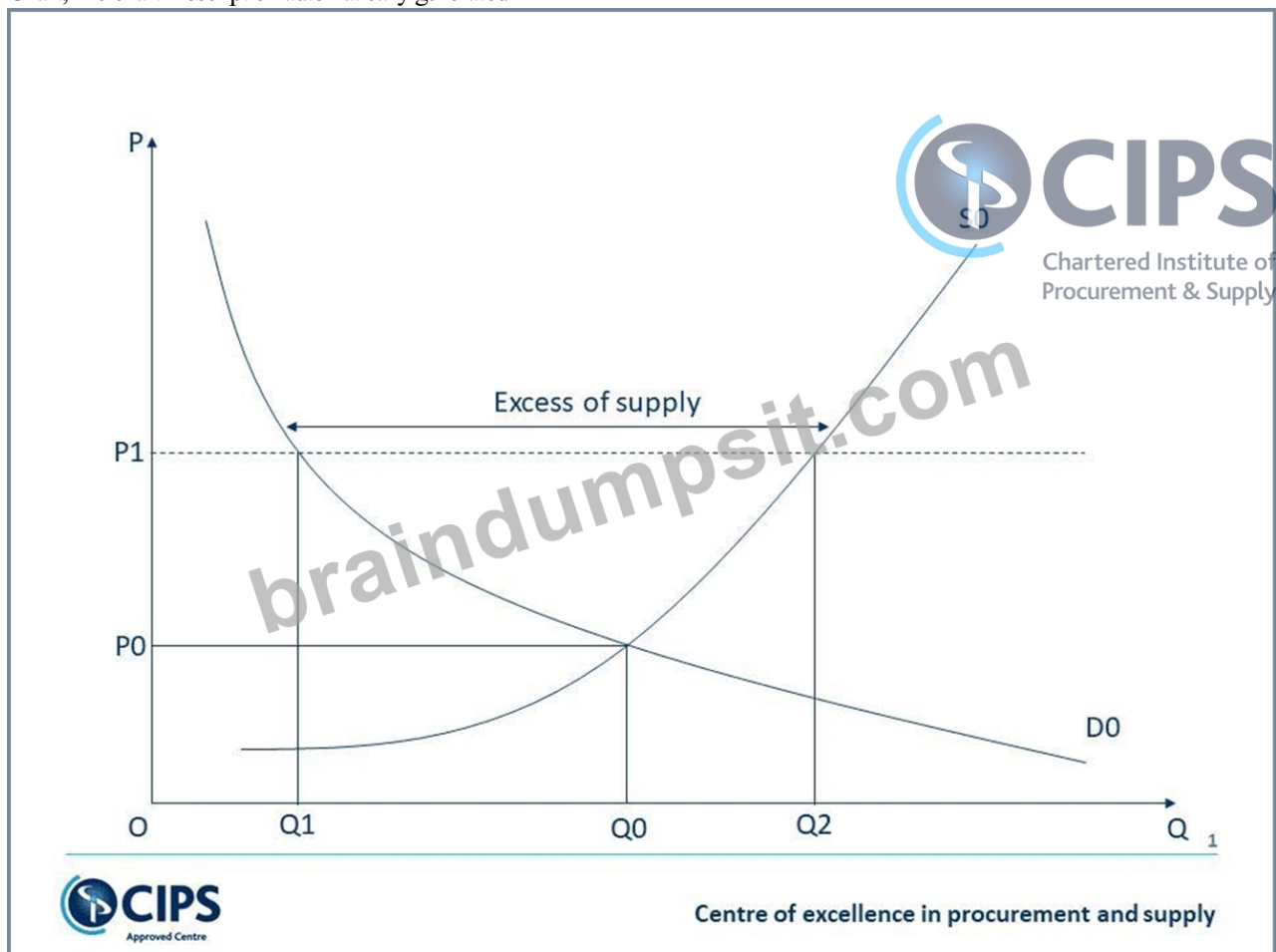
- A. There is a surplus (i.e. an excess supply) and the price will fall
- B. There is a shortage (i.e. an excess demand) and the price will fall
- C. The quantity demanded is equal to the quantity supplied and the price remains unchanged
- D. There is a surplus (i.e. an excess supply) and the price will rise

Answer: A

Explanation:

In microeconomics, equilibrium price is determined when the quantity demanded is equal to the quantity supplied at equilibrium price in a market, there will be no shortages and no surpluses. If we combine our supply and demand curves on one graph, the point at which they converge determines the equilibrium price. If the price is set above this price and you read across the graph you will see the supply excess demand and there will be a surplus. In order to reduce this surplus, the price will need to fall. The scenario is illustrated in the graph below:

Chart, line chart Description automatically generated



NEW QUESTION # 281

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