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CIPS Advanced Negotiation Sample Questions (Q82-Q87):

NEW QUESTION # 82

When assessing risks of a potential negotiation, you should mitigate all risks found. Is this the correct approach?

- A. Yes - all risks should be removed before negotiation.
- **B. No - some risks should be tracked and accepted.**
- C. Yes - there should be no risks in a negotiation.
- D. No - all risks should be monitored but not mitigated.

Answer: B

Explanation:

CIPS emphasises proportionate risk management. Low-impact/low-probability risks should be monitored or accepted, while high-impact or high-probability risks should be mitigated or eliminated. Attempting to remove all risks wastes resources.

Reference: CIPS L5M15 - Risk Assessment and Mitigation Matrices (Domain 2.1).

NEW QUESTION # 83

ABC Ltd is partnering with XYZ to create a new product. The Head of Technical Design who created the specification attends the meeting. What type of power does this person bring?

- A. Referent
- B. Coercive
- C. Legitimate
- **D. Expert**

Answer: D

Explanation:

Expert power derives from specialised knowledge, experience, or skill. The Technical Design Head, as the specification creator, holds expert authority influencing decisions through technical competence rather than hierarchy.

Reference: CIPS L5M15 - Sources and Application of Expert Power (Domain 3.1).

NEW QUESTION # 84

Bob is preparing for a negotiation with an important potential business partner. His approach is to devise options for mutual gain before deciding what to do. Which approach to negotiation is Bob taking?

- A. Hardball
- B. Playing hard to get
- C. Positional
- **D. Principled**

Answer: D

Explanation:

"Principled negotiation" (sometimes called the Harvard method) is built on four pillars: (1) separate people from the problem; (2) focus on interests, not positions; (3) generate options for mutual gain; and (4) use objective criteria. Bob's focus on creating options for mutual gain signals the principled approach.

Reference: CIPS Level 5, L5M15 - Topic: Approaches to Negotiation (Principled/Interest-based Negotiation).

NEW QUESTION # 85

A combination of which two behaviours fails to establish effective buyer-supplier relationships and can lead to aggressive negotiation tactics?

- A. Warm
- **B. Tough**
- C. Soft
- **D. Cold**

Answer: B,D

Explanation:

A cold (detached) and tough (adversarial) style discourages collaboration and may escalate conflict. CIPS categorises influencing behaviour across two dimensions - warm vs cold and tough vs soft - with "cold and tough" seen as destructive.

Reference: CIPS L5M15 - Influencing Behaviour Grid (Warm/Cold vs Tough/Soft, Domain 1.2).

NEW QUESTION # 86

Robert and Debbie want to formalise a business relationship and share resources to deliver a high-risk, high-value project. What type of relationship should they seek?

- **A. Strategic partnership**
- B. Preferred supplier
- C. Arm's-length relationship
- D. Strategic alliance

Answer: A

Explanation:

A strategic partnership is a formal, high-involvement relationship with shared resources and joint governance - appropriate where risk/value is high and close collaboration is essential. Strategic alliances can be looser and not always resource-sharing.

Reference: CIPS L5M15 - Relationship types and suitability (high risk/high value).

NEW QUESTION # 87

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