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CIPS Advanced Negotiation Sample Questions (Q25-Q30):

NEW QUESTION # 25

In preparing for a negotiation, an analysis of overall strategy can result in improved tactical planning and a better overall outcome. Is this statement TRUE?

- A. No - tactics are a high-level plan designed to achieve a long-term goal.
- **B. Yes - to develop a negotiation strategy you should consult with key stakeholders before deciding on tactics.**
- C. Yes - strategy flows from the tactics.
- D. No - tactics are achieved following the strategy.

Answer: B

Explanation:

Developing negotiation strategy requires stakeholder consultation to align the negotiation with organisational objectives. Strategy defines direction; tactics are the methods used to achieve it. Planning strategy first ensures tactics serve long-term goals effectively. Reference:CIPS L5M15 -Negotiation Strategy and Tactics.

NEW QUESTION # 26

Holding a meeting is the best way to communicate outcomes of negotiation with Key Player stakeholders. Is this correct?

- A. Yes - key players need to receive regular communication.
- B. No - you should not over-communicate with key players.
- C. No - key players have a lot of power and won't have time for meetings.
- **D. Yes - this is a good way to engage their active support.**

Answer: D

Explanation:

Key players in Mendelow's Stakeholder Matrix (high power, high interest) must be actively engaged and involved in important decisions. Meetings are an effective way to build commitment, gain input, and secure their ongoing support. Reference:CIPS L5M15 -Stakeholder Mapping and Communication Methods (Domain 1.3).

NEW QUESTION # 27

Dominic has reached a deadlock. He shifts focus to what happens if both parties cannot agree. What tactic is Dominic using?

- **A. Framing the agenda**
- B. The nibble
- C. BATNA
- D. Take it or leave it

Answer: A

Explanation:

Framing involves guiding attention toward specific consequences or perspectives. By emphasising the outcome of no agreement, Dominic reframes the discussion around the implications of failure, potentially prompting reconsideration. Reference:CIPS L5M15 -Framing Agendas and Issue Management (Domain 1.2).

NEW QUESTION # 28

Which of the following best describes a "Skunkworks" department in an organisation?

- A. Large and powerful
- **B. Experimental and independent**
- C. Wide-ranging and positional
- D. Small and efficient

Answer: B

Explanation:

"Skunkworks" refers to a small, independent unit within an organisation that focuses on innovation and experimental projects. It operates with autonomy and minimal bureaucracy, often outside the main corporate structure, to accelerate development. Reference:CIPS L5M15 -Innovation and Organisational Structure(Skunkworks concept).

NEW QUESTION # 29

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. Develop relationship

- B. Partner
- C. Exploit
- **D. Minimise input**

Answer: D

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 # 30

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