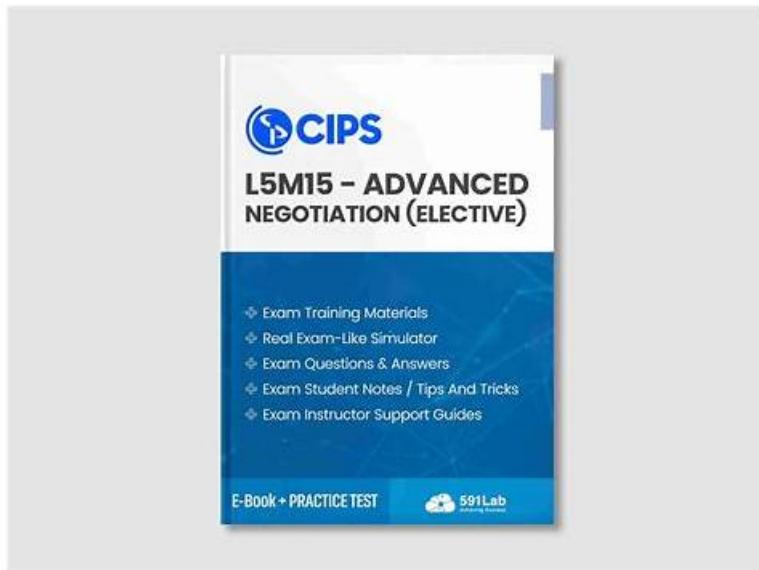


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## CIPS Advanced Negotiation Sample Questions (Q70-Q75):

### NEW QUESTION # 70

The quality of being honest and having strong moral principles is known as what?

- A. Truthful
- B. Integrity
- C. Transparent
- D. Direct

**Answer: B**

Explanation:

Integrity refers to ethical consistency-acting honestly, fairly, and in accordance with moral principles, even under pressure. It underpins trust and credibility in procurement and negotiation.

Reference:CIPS L5M15 -Ethics and Professional Standards (Integrity).

**NEW QUESTION # 71**

Which of the following are disadvantages of entering into a strategic alliance?Select TWO

- A. Access to resources
- **B. Disputes**
- C. Economies of scale
- **D. Confidentiality**

**Answer: B,D**

Explanation:

While alliances can deliver benefits (e.g, shared resources, economies of scale), they also pose risks, notably confidentiality issues(data sharing vulnerability) and potential disputes over governance, profit sharing, or objectives.

Reference:CIPS L5M15 -Strategic Alliances: Advantages & Disadvantages (Domain 3.1).

**NEW QUESTION # 72**

Kelly is a lead negotiator preparing for a meeting with a supplier. Her approach is to appear "warm and tough." Which of the following behaviours should Kelly exhibit?

- A. Dominating and aggressive
- B. Disinterested
- **C. Confident and assertive**
- D. Overly friendly

**Answer: C**

Explanation:

"Warm and tough" means balancing firmness on issues with respect and empathy in style. Confidence and assertiveness maintain authority while preserving positive tone-ideal for collaborative negotiation.

Reference:CIPS L5M15 -Influencing Behaviours in Negotiation: Warm vs Tough Styles.

**NEW QUESTION # 73**

Which of the following is not a personality characteristic in the OCEAN "Big Five" model?

- A. Agreeableness
- **B. Sensitivity**
- C. Neuroticism
- D. Openness

**Answer: B**

Explanation:

The Big Five traits are Openness, Conscientiousness, Extraversion, Agreeableness, Neuroticism (OCEAN)

."Sensitivity" is not one of the five canonical factors.

Reference:CIPS L5M15 - Individual differences and Big Five personality traits.

**NEW QUESTION # 74**

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. Yes - to develop a negotiation strategy you should consult with key stakeholders before deciding on tactics.**

- B. Yes - strategy flows from the tactics.
- C. No - tactics are a high-level plan designed to achieve a long-term goal.
- D. No - tactics are achieved following the strategy.

#### Answer: A

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 # 75

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