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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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