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CIPS Advanced Negotiation Sample Questions (Q39-Q44):

NEW QUESTION # 39

Using praise or flattery in a negotiation is the use of which of the following tactics?

- A. Collaboration
- **B. Ingratiation**
- C. Personal appeal
- D. Exchange

Answer: B

Explanation:

Ingratiation involves using flattery, praise, or friendliness to increase likability and influence. It's a soft tactic often used to build rapport and reduce resistance before discussing substantive issues.

Reference: CIPS L5M15 - Soft Tactics and Relationship Building (Domain 3.1).

NEW QUESTION # 40

Where two parties share the cost of implementing new production capabilities or in sharing costly storage /transport infrastructure, what type of strategic alliance is this?

- **A. Operations and logistics**
- B. Marketing and sales
- C. Financial
- D. Technology development

Answer: A

Explanation:

Sharing warehousing, distribution, or production capacity is characteristic of operations and logistics alliances-aimed at cost leverage, service improvements, and risk sharing in physical operations.

Reference: CIPS L5M15 - Types of alliances: operations/logistics collaboration.

NEW QUESTION # 41

A push style of negotiation uses logic, facts, and reasoning to make a case for change. Is this true?

- A. No - push tactics are good at winning hearts and minds.
- **B. Yes - push tactics can be effective in getting results but not commitment.**
- C. No - push tactics focus on listening and involving others.
- D. Yes - push tactics focus on collaborative approaches to problem-solving.

Answer: B

Explanation:

Push tactics emphasise advocacy: using facts, logic, and directive communication to move others. They can deliver short-term compliance and clarity but may limit ownership/commitment compared with pull tactics, which are more involving and collaborative.

Reference: CIPS Level 5, L5M15 - Topic: Push vs Pull Influencing Styles in Negotiation.

NEW QUESTION # 42

To achieve a positive outcome for both parties in a negotiation you should be both honest and open. Is this statement true?

- A. Yes - these are the two most important characteristics for a win-win negotiation.
- **B. No - you should not be open with the other party.**
- C. Yes - being both honest and open ensures success.
- D. No - you should not be honest with the other party.

Answer: B

Explanation:

CIPS distinguishes between honesty and openness. Negotiators must always act honestly (ethical integrity), but openness-disclosing all information-can weaken your position. The key is to balance transparency with confidentiality and strategic discretion.

Reference:CIPS L5M15 -Ethical Negotiation and Information Disclosure (Domain 2.1).

NEW QUESTION # 43

Josh plans to use a Myers-Briggs assessment for junior candidates. What type of test is this?

- A. Personality test
- B. Competence test
- C. Intelligence test
- D. Procurement test

Answer: A

Explanation:

Myers-Briggs Type Indicator (MBTI) profiles personality preferences (e.g., introversion/extraversion). It is not a measure of intelligence or job competence.

Reference:CIPS L5M15 - Assessing people in negotiation contexts: personality tools.

NEW QUESTION # 44

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