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## CIPS Advanced Negotiation Sample Questions (Q52-Q57):

### NEW QUESTION # 52

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

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

**Answer: C**

Explanation:

CIPS emphasises proportionate risk management. Low-impact/low-probability riskssshould 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 # 53

Yi Ting is advised to use the Principled Approach. Which must she remember?Select TWO

- A. Separate people from problems
- B. Do not deviate from the agenda
- C. She will be negotiating alone
- D. Focus on interests not positions

**Answer: A,D**

Explanation:

Two core principles are toseparate people from the problemand tofocus on interests rather than positions

. (The other two statements are not defining elements of the approach.) Reference:CIPS L5M15 - The Four Principles of Principled Negotiation (Domain 2.2).

### NEW QUESTION # 54

In a negotiation that centres onBehavioural Negotiation tactics, which of the following is true?

- A. Parties should never disagree with each other.
- B. Parties should meet in a neutral location.
- C. Parties should use constructive influencing behaviours.
- D. Parties should focus on achieving the best possible outcome.

**Answer: C**

Explanation:

Behavioural negotiationemphasisesconstructive influencing behaviours-active listening, empathy, and fairness-to strengthen relationships and achieve sustainable results, rather than adversarial or manipulative approaches.

Reference:CIPS L5M15 -Behavioural Approaches to Negotiation (Domain 2.1).

### NEW QUESTION # 55

Which of the following is a disadvantage of apositionalapproach to negotiation?Select TWO.

- A. It allows for little flexibility.
- B. Individuals can become rigid and entrenched.
- C. It always leads to a win-lose outcome.
- D. It allows the other party to know what you wish to achieve.

**Answer: A,B**

Explanation:

Positional bargaining starts with fixed opening stances and trades concessions from those stances. This often reduces flexibility and can make participants defensive or entrenched, inhibiting creativity and joint problem- solving.

Reference:CIPS L5M15 - Approaches to negotiation: Positional vs Principled.

### NEW QUESTION # 56

The win-lose approach to negotiation is also sometimes known as what?

- A. Distributive bargaining
- B. Brinkmanship
- C. Gamesmanship
- D. Positional negotiation

**Answer: A**

### Explanation:

Distributive bargaining treats the deal as a fixed pie: what one party gains, the other loses. It typically uses competitive tactics aimed at claiming value rather than creating it and is closely associated with win-lose outcomes.

Reference:CIPS Level 5, L5M15 - Topic: Distributive (Competitive) vs Integrative (Collaborative) Negotiation.

## NEW QUESTION # 57

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