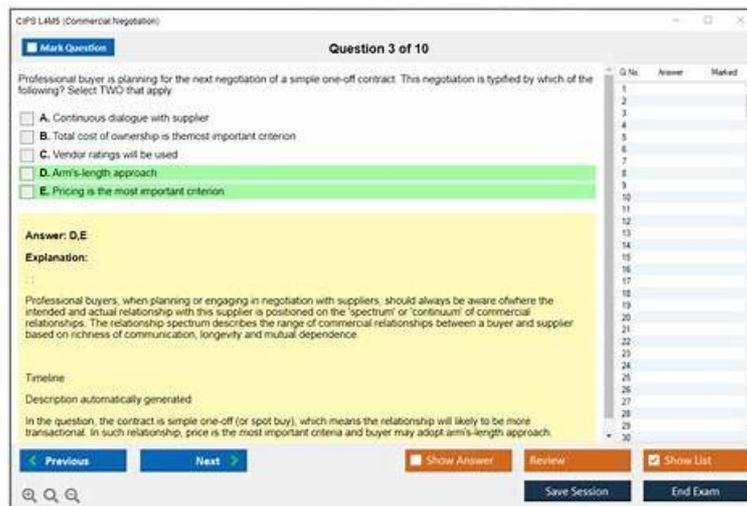


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CIPS Commercial Negotiation Sample Questions (Q238-Q243):

NEW QUESTION # 238

A procurement professional is preparing for a negotiation with supplier. She is setting targets for price which her company is seeking to achieve. Which of the following acronyms can help her identify limits before engaging in the negotiation?

- A. TIMWOOD
- **B. MIL**
- C. RAQSCI
- D. PPCA

Answer: B

Explanation:

MIL criteria indicate 3 limits that negotiator should establish:

M - Must achieve: minimum target/maximum you can concede on this point; the mandatory requirement or fall back position I -

Intend to achieve: realistic target you are aiming for on this point L - Like to achieve: stretch target to achieve on this point.

PPCA is purchase cost analysis

TIMWOOD indicates 7 types of waste in Lean principles

The RAQSCI model is a mnemonic summary of a business model used to define and structure business requirements

NEW QUESTION # 239

The buyer's bargaining power tends to be relatively higher than supplier's bargaining power in which of the following circumstances?

- A. The buyer demand is so urgent that it can't be postponed
- B. The buyer's spend takes up a small proportion of supplier revenue
- **C. The buyer is large in size relative to its suppliers**
- D. The buyer does not have the option to move to an alternative supplier

Answer: C

NEW QUESTION # 240

Which of the following is an attribute of a distributive negotiation approach?

- **A. Achieving personal success**
- B. Creative problem-solving
- C. Focus on problem solving
- D. Identifying common ground

Answer: A

Explanation:

Distributive negotiation is often described as a "win-lose" approach, where each party aims to maximize their own gain, often at the expense of the other. The focus is on achieving personal success, not collaboration.

Reference: L4M5 Commercial Negotiation 2nd edition (CORE), Section 1.1 - Distributive vs Integrative Negotiation Approaches

NEW QUESTION # 241

Maria is a professional services category buyer within the National Health Service. Due to severe financial budget cutbacks the National Health Service is facing, the procurement team has been tasked with achieving cost savings so that funding available can be spent on patient care. Maria plans to achieve savings with one of her collaborative suppliers. Which negotiation approach should she undertake?

- A. Win-Perceived Win
- B. Win-Lose
- **C. Win-Win**
- D. Lose-Lose

Answer: C

Explanation:

Reference: CIPS L4M5 Study Guide, Section 1.2 - Approaches to Negotiation

NEW QUESTION # 242

A procurement professional is preparing for a negotiation with a supplier. She is setting targets for a price which her company is seeking to achieve. Which of the following acronyms can help her identify limits before engaging in the negotiation?

- A. TIMWOOD
- **B. MIL**
- C. RAQSCI
- D. PPCA

Answer: B

NEW QUESTION # 243

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