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Free PDF 2026 CIPS L4M5: Marvelous Commercial Negotiation Exam Bootcamp

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CIPS Commercial Negotiation Sample Questions (Q144-Q149):

NEW QUESTION # 144

Which of the following is a true statement regarding macroeconomic factors and their potential impact on negotiations?

- A. Changes in macroeconomic factors may affect businesses and individuals differently
- B. Macroeconomic factors cannot be influenced by anyone's expectation or sentiment
- C. Expectations on macroeconomic prospect are always correct
- D. Macroeconomic factors always directly influence the negotiations

Answer: A

Explanation:

'Macroeconomic factors always directly influence the negotiations': This statement is false. For any given negotiation it is not the macroeconomic factor itself that necessarily influences the negotiation but the change or rate of change that factor.

'Changes in macroeconomic factors may affect businesses and individuals differently': This statement is true.

Macroeconomic factors are factors that have general effects on the economy and many businesses may be completely unaffected or affected more or less than others in the same industry by a change in a factor.

'Macroeconomic factors cannot be influenced by anyone's expectation or sentiment': This statement is false.

When it comes to macroeconomic factors another key consideration is expectation regarding what might happen to these factors, or specifically the measures, metrics or percentage rates associated with these factors in the future.

'Expectations on macroeconomic prospect are always correct': This statement is false. Expectations are not always correct.

LO 2, AC 2.2

NEW QUESTION # 145

Which of the following would cause a demand curve for a good to be price inelastic?

- A. The luxury goods
- B. There are a great number of substitutes for the good
- C. The necessary goods
- D. The consultancy service

Answer: C

Explanation:

Essential goods and services such as electricity, fuel, basic food stuffs, commuter transport and habitual products such as tobacco, alcohol and sugar-based drinks are often cited as facing a relatively inelastic demand curve. This means when the price goes up, the quantity demanded does not decrease very much and so they are often the target of government taxation.

LO2, AC 2.2

NEW QUESTION # 146

Toby is an international sourcing category buyer within a third sector (not-for-profit) organisation. He has chosen to use a more adversarial style of negotiation as he believes his organisation has greater bargaining power over the supplier.

In what other situation would an adversarial relationship be used by Toby?

- A. When there is a short-term transaction focus from the category buyer's organisation
- B. In all forms of negotiation as each party is always trying to gain advantage over the other
- C. In a monopoly market, as the supplier will allow the category buyer quantity discounts
- D. When there is a mutual objective from the category buyer and supplier for efficiencies

Answer: A

Explanation:

An adversarial (win-lose) negotiation approach is most appropriate where the relationship is short-term and transactional, and where long-term collaboration is not required. In such situations, the buyer may focus on maximising immediate value rather than building trust or joint efficiencies. A monopoly market places power with the supplier, making adversarial tactics ineffective. Where there are mutual objectives for efficiencies, an integrative (win-win) approach is more suitable. CIPS makes clear that adversarial negotiation is not appropriate in all negotiations, only where conditions such as short-term focus, low relationship dependency, and buyer power exist.

Reference: CIPS L4M5 Commercial Negotiation (CORE), 2nd edition - LO 1.1: Adversarial vs integrative negotiation approaches and when to apply them.

NEW QUESTION # 147

An organisation is developing the specification for a capital purchase project. An important stakeholder has doubt on the draft specification. The buyer invites him to the product function meetings. In these meeting the attendees can raise their concerns, the specification development team takes in all the concerns and adjusts the specification accordingly. What kind of technique is the specification development team using?

- A. Persuasive reasoning
- B. Coalition
- C. Visionary
- D. Directive

Answer: B

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