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CIPS Advanced Negotiation Sample Questions (Q65-Q70):

NEW QUESTION # 65

Rationalising is the use of logic, facts, and reason in a negotiation. This is a pull style of influencing. Is this correct?

- A. No - rationalising is a push technique which relies on persuasion and leverage.
- B. No - rationalisation relies on personal confidence.
- C. Yes - rationalising is an inspirational technique.
- D. Yes - rationalising influences outcomes by uniting others.

Answer: A

Explanation:

Rationalising belongs to the push influencing style. It uses logic, facts, and evidence to convince others, leveraging authority or data. It contrasts with pull techniques such as inspiring and consulting, which engage others collaboratively.

Reference: CIPS L5M15 - Push vs Pull Influencing Techniques (Domain 3.1).

NEW QUESTION # 66

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

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

Answer: D

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 # 67

Which of the following are disadvantages of entering into a strategic alliance? Select TWO

- A. Economies of scale
- B. Disputes
- C. Access to resources
- 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 # 68

Research by Meredith Belbin into team roles and predicting success showed that the most successful teams had which of the following characteristics?

- A. A successful team must have a clear leader.
- B. A successful team needs highly intelligent people.
- C. A successful team should have nine people.
- D. A successful team requires different people to play different roles.

Answer: D

Explanation:

Meredith Belbin's research found that high-performing teams have a balanced mix of complementary roles rather than simply highly skilled individuals. The nine Belbin roles (e.g., Plant, Coordinator, Implementer, Completer Finisher) reflect diverse strengths that,

when combined, improve overall team performance.

Reference:CIPS L5M15 - Team Roles and Effectiveness(Belbin's Team Role Theory).

NEW QUESTION # 69

Which of the following is not a cross-cultural factor of negotiation?

- **A. Environment**
- B. Religion/belief/culture
- C. Financial and fiscal system
- D. Legal system

Answer: A

Explanation:

Cross-cultural negotiation factors include social/ethical norms, legal and political systems, business systems, infrastructure, and financial/fiscal systems. "Environment" in the ecological sense is not typically classified by CIPS as a cross-cultural negotiation factor. Reference:CIPS Level 5, L5M15 - Topic: Cross-Cultural Considerations in Negotiation.

NEW QUESTION # 70

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