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>> **L4M5 Demo Test** <<

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CIPS Commercial Negotiation Sample Questions (Q128-Q133):

NEW QUESTION # 128

What is the most likely outcome when two organisations with adversarial relationship negotiate with each other?

- A. Deadlocked
- **B. Win lose**
- C. Lose lose
- D. Win win

Answer: B

Explanation:

An adversarial relationship in purchasing and supply arises when identical or equivalent good or services are available from competing suppliers and buyers/sellers are trying to gain an advantage over each other. Low levels of trust are characteristic of

adversarial relationships. The outcome when two organisations with adversarial negotiate is most likely to be win-lose.

NEW QUESTION # 129

Understanding supplier's mark-up and margin can provide procurement professional a comprehensive insight into supplier's net profits. Is this statement true?

- A. No, because margin is enough to tell procurement about supplier's profitability
- **B. No, because mark-up and margin inform little about supplier's net profit**
- C. Yes, because these are two indicators of supplier's future prospect
- D. Yes, because supplier's mark-up and margin are two most valuable sources of information to procurement

Answer: B

Explanation:

Mark-up and margin allow supplier to make gross profit. Remember that every supplier operates under different cost structures and some are set up to be most profitable at a particular level of volume, so it is dangerous to assume all suppliers can survive on a lower margin if their volume increases. Intelligent buyers understand that mark-up and margin may define gross profits, but they tell you very little about a supplier's net profits.

LO 2, AC 2.1

NEW QUESTION # 130

When is an adversarial style of negotiation appropriate?

- A. When a sustainable partnership is key
- B. When a buyer feels the relationship is important
- C. When both parties want a win/win outcome
- **D. When one party has high bargaining power**

Answer: D

Explanation:

An adversarial negotiation style is appropriate when one party has high bargaining power and is focused on maximizing its benefit rather than maintaining a long-term relationship. This approach often involves competitive tactics that leverage power disparities, aligning with CIPS guidance on when adversarial tactics may be strategically used in negotiations.

NEW QUESTION # 131

In general, which of the following is the consequence of a flatter demand curve?

- A. Quantity elastic
- B. Unit price elastic
- **C. Price elastic**
- D. Price inelastic

Answer: C

Explanation:

Explanation

Elasticity refers to the responsiveness of quantity demanded or quantity supplied to a change in price or another factor.

In microeconomic graphs, elasticity and inelasticity can be shown by the slope of the demand curve. If a demand curve is almost horizontal, then the product pricing can be described as very elastic. If a demand curve is almost vertical, then the product pricing can be described as very inelastic.

The formulae of elasticity:

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$$E_D^P = \left| \frac{\frac{\Delta Q}{Q}}{\frac{\Delta P}{P}} \right| = \left| \frac{\Delta Q}{\Delta P} \times \frac{P}{Q} \right|$$

Table Description automatically generated with medium confidence

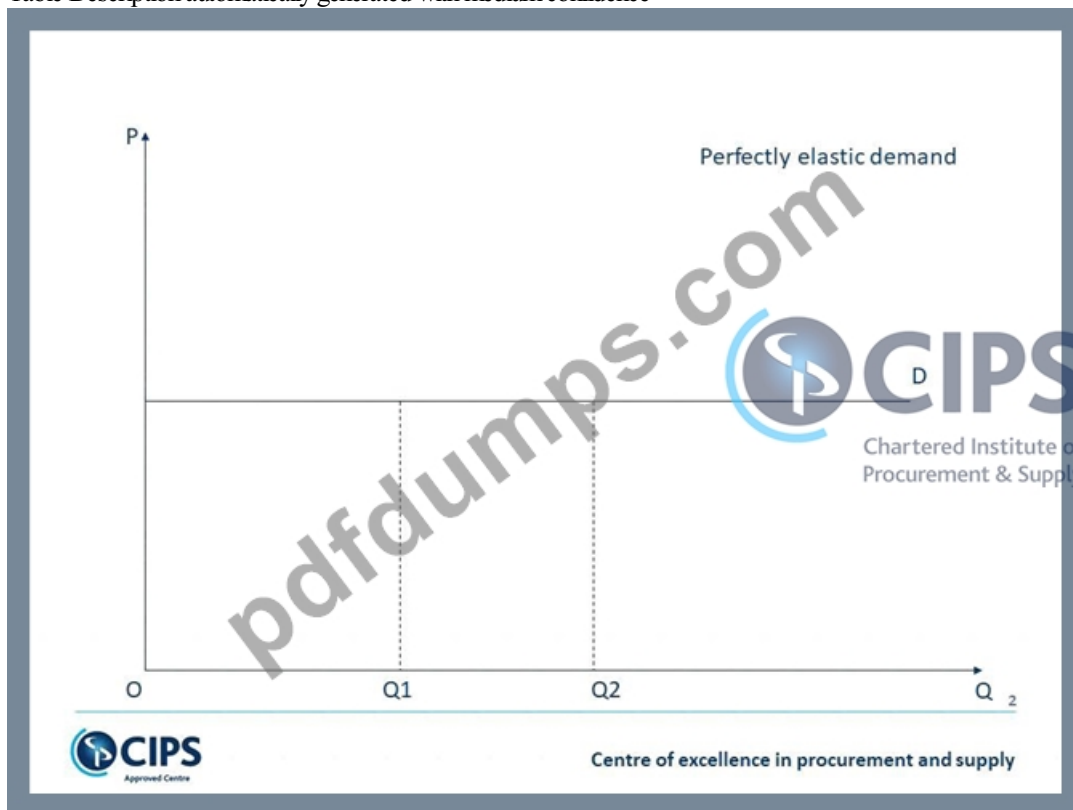
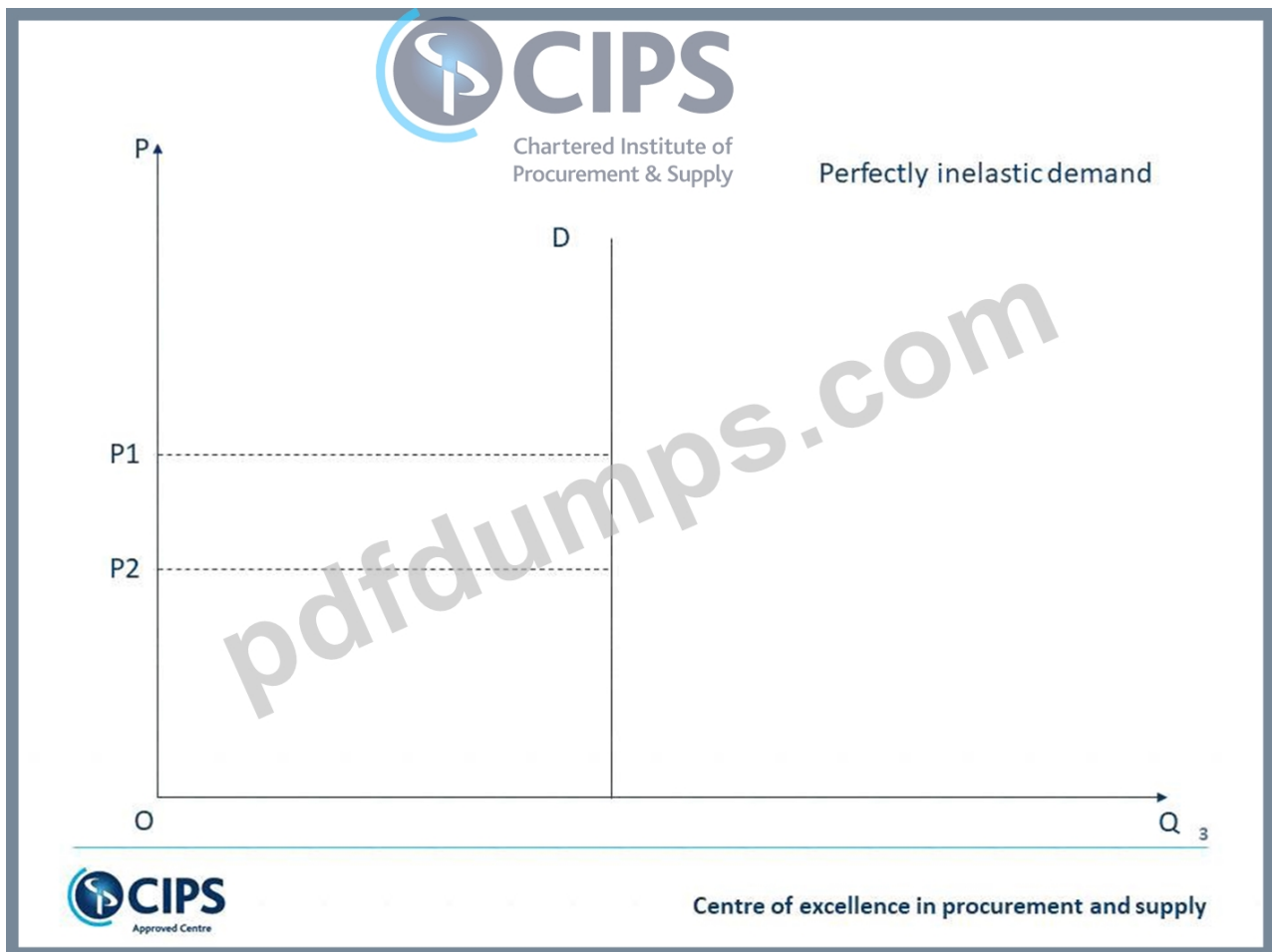


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LO 2, AC 2.2

NEW QUESTION # 132

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

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

Answer: D

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 # 133

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