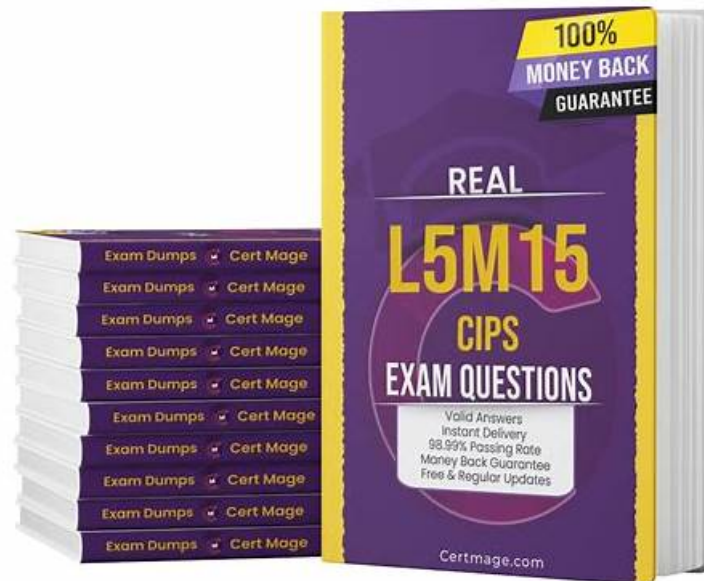


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CIPS Advanced Negotiation Sample Questions (Q57-Q62):

NEW QUESTION # 57

Explaining the benefit of an option is a soft tactic often used in negotiations. What is this commonly known as?

- A. Ingratiation
- B. Inspirational appeal

- C. Consultation
- **D. Apprising**

Answer: D

Explanation:

"Apprising" means spelling out how a proposal benefits the other party (e.g., efficiencies, cost savings, risk reduction). It's a classic soft, pull-style tactic that aims to increase willingness by linking options to the counterpart's interests.

Reference:CIPS L5M15 - Negotiation tactics: soft/pull tactics (Apprising).

NEW QUESTION # 58

In an exploitative authoritative form of management, which of the following is true?

- **A. Motivation is based on threats and decisions are imposed on subordinates.**
- B. Leadership involves trust and teamwork.
- C. Motivation is based on rewards and communication is limited.
- D. Responsibility is shared throughout the hierarchy.

Answer: A

Explanation:

Underexploitative authoritative management (Rensis Likert model), leaders rely on fear and punishment to control subordinates.

Communication is top-down and trust is minimal-contrasting with participative or consultative styles.

Reference:CIPS L5M15 - Leadership Models and Motivation (Domain 3.2).

NEW QUESTION # 59

An inexperienced negotiator may feel that resistance to their position is a personal attack. In this situation, which of the following components of principled negotiation should they refer to?

- A. Focus on interests, not positions
- B. Insist results are based on objective criteria
- C. Devise options for mutual gain
- **D. Separate people from problems**

Answer: D

Explanation:

Separating people from the problem means you treat the relationship and the substantive issues as distinct.

Pushback on a proposal is not a personal attack; it's part of clarifying interests and criteria. Keeping relationship concerns separate helps maintain respect and reduces defensiveness.

Reference:CIPS Level 5, L5M15 - Topic: Principled Negotiation (People vs. Problem).

NEW QUESTION # 60

What is the primary purpose of a negotiation?

- A. To win.
- B. To get a better price.
- **C. To reach an agreement.**
- D. To beat the other team.

Answer: C

Explanation:

Negotiation is defined by CIPS as a structured process between two or more parties aiming to reach a mutually acceptable agreement. While improving value or terms is often a goal, the essence of negotiation is achieving agreement, not victory over the other side.

Reference:CIPS L5M15 - Definition and Purpose of Negotiation (Introduction, p.2).

NEW QUESTION # 61

Every negotiation requires a rehearsal. Is this statement TRUE?

- A. Yes - you are more likely to fail if not rehearsed.
- B. Yes - every negotiation should be rehearsed.
- C. No - only high-risk negotiations require rehearsals.
- **D. No - routine negotiations do not require rehearsals.**

Answer: D

Explanation:

Not all negotiations need formal rehearsals. For routine or low-value supplier interactions, preparation may be minimal. Rehearsals are best suited for strategic or high-stakes negotiations involving teams or complex outcomes.

Reference: CIPS L5M15 - Negotiation Planning and Rehearsal (Domain 1.1).

NEW QUESTION # 62

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