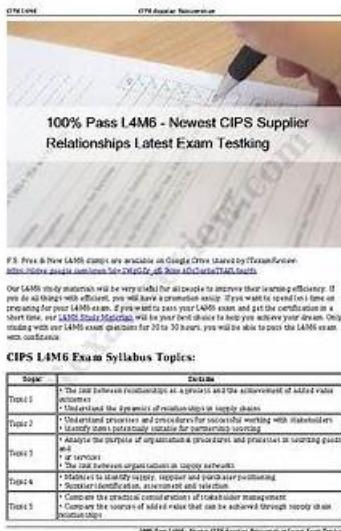


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CIPS Advanced Negotiation Sample Questions (Q65-Q70):

NEW QUESTION # 65

A combination of which two behaviours fails to establish effective buyer-supplier relationships and can lead to aggressive negotiation tactics?

- A. Soft
- B. Cold
- C. Tough
- D. Warm

Answer: B,C

Explanation:

A cold(detached) and tough(adversarial) style discourages collaboration and may escalate conflict. CIPS categorises influencing behaviour across two dimensions-warm vs cold and tough vs soft-with "cold and tough" seen as destructive.

Reference:CIPS L5M15 -Influencing Behaviour Grid (Warm/Cold vs Tough/Soft, Domain 1.2).

NEW QUESTION # 66

In which circumstances may a buyer suggest that a negotiation meeting be held at the supplier's premises?

- A. To ensure the buyer has the advantage
- B. To ensure the supplier has the advantage
- C. To allow the buyer to find out more about the supplier
- D. To ensure negotiations run smoothly

Answer: C

Explanation:

Holding a meeting at the supplier's site allows the buyer to gain insights into the supplier's capacity, infrastructure, culture, and quality systems. This firsthand observation strengthens understanding and informs negotiation strategy.

Reference:CIPS L5M15 -Negotiation Preparation and Venue Selection (Domain 1.1).

NEW QUESTION # 67

Why is it important to build rapport during a negotiation?

- A. It demonstrates power and influence in the negotiation.
- B. It allows you to deviate from the agenda.
- C. It is a hard influencing technique that will help secure the desired outcome.
- D. It is the process of building a relationship of mutual trust and understanding.

Answer: D

Explanation:

In negotiation, rapport is about creating a foundation of mutual trust, respect, and understanding so that information flows more freely, misinterpretations are reduced, and collaborative problem-solving becomes easier. Strong rapport supports effective communication and smoother movement toward agreement.

Reference:CIPS Level 5, Advanced Negotiation (L5M15) - Topic: Building Rapport (Communication and Interpersonal Skills).

NEW QUESTION # 68

Clear negotiation objectives can be taken from a Business Needs Analysis. Which of the following areas would be included within a

Business Needs Analysis?Select THREE

- A. Budget
- B. Quality
- C. Staff
- D. Location
- E. Timescales

Answer: A,B,E

Explanation:

A Business Needs Analysis (BNA) identifies what the organisation requires from a contract or supplier before negotiation. Typical key criteria include budget (cost constraints), timescales (delivery or project duration), and quality (performance expectations). These factors form measurable negotiation objectives and KPIs.

Reference:CIPS L5M15 -Section: Business Needs Analysis in Negotiation Preparation (Domain 1.1).

NEW QUESTION # 69

Where two parties share the cost of implementing new production capabilities or in sharing costly storage /transport infrastructure, what type of strategic alliance is this?

- A. Operations and logistics
- B. Technology development
- C. Financial
- D. Marketing and sales

Answer: A

Explanation:

Sharing warehousing, distribution, or production capacity is characteristic of operations and logistics alliances aimed at cost leverage, service improvements, and risk sharing in physical operations.

Reference:CIPS L5M15 - Types of alliances: operations/logistics collaboration.

NEW QUESTION # 70

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