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## CIPS Advanced Negotiation Sample Questions (Q47-Q52):

### NEW QUESTION # 47

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

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

**Answer: B,D**

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 # 48

When might crowdsourcing be useful in a negotiation?

- A. Assessing the other party's BATNA
- B. Deciding on final prices
- **C. Researching a supplier**
- D. During the negotiation, to gain better insight

**Answer: C**

Explanation:

In CIPS terms, crowdsourcing means collecting information or opinions from a large group via digital platforms. It can be useful for researching suppliers, validating performance, and benchmarking reputations before negotiations.

Reference: CIPS L5M15 - Information Gathering & External Intelligence Tools (Domain 2.1).

#### NEW QUESTION # 49

In which part of the relationship cycle is a supplier likely to be least motivated?

- A. Handover from previous supplier
- B. Signing the contract
- **C. Mid-term contract**
- D. Negotiation

**Answer: C**

Explanation:

Supplier motivation typically declines mid-contract, once initial enthusiasm fades and before renewal discussions begin. Motivation peaks during negotiation, contract signing, and early delivery when relationships are still being established.

Reference: CIPS L5M15 - Supplier Relationship Lifecycle and Motivation (Domain 1.3).

#### NEW QUESTION # 50

Which of the following best describes a "Skunkworks" department in an organisation?

- A. Small and efficient
- B. Large and powerful
- **C. Experimental and independent**
- D. Wide-ranging and positional

**Answer: C**

Explanation:

"Skunkworks" refers to a small, independent unit within an organisation that focuses on innovation and experimental projects. It operates with autonomy and minimal bureaucracy, often outside the main corporate structure, to accelerate development.

Reference: CIPS L5M15 - Innovation and Organisational Structure (Skunkworks concept).

#### NEW QUESTION # 51

Dominic has reached a deadlock. He shifts focus to what happens if both parties cannot agree. What tactic is Dominic using?

- A. Take it or leave it
- B. BATNA
- **C. Framing the agenda**
- D. The nibble

**Answer: C**

Explanation:

Framing involves guiding attention toward specific consequences or perspectives. By emphasising the outcome of no agreement, Dominic reframes the discussion around the implications of failure, potentially prompting reconsideration.



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