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CIPS Advanced Negotiation Sample Questions (Q79-Q84):

NEW QUESTION # 79

When may the outcome of a negotiation be described as win: perceived win?

- A. When using positional bargaining
- B. When one of the parties is less experienced
- C. When there is a power imbalance between the two parties
- D. When negotiations are rushed

Answer: C

Explanation:

A win : perceived win occurs where a powerful party wins substantive outcomes while the weaker party believes it has also "won," often due to power asymmetry and framing.

Reference:CIPS L5M15 - Power, Perception and Outcome Typologies (Domain 2.2).

NEW QUESTION # 80

Jonathan is a procurement manager who has been asked to gather primary data for an upcoming negotiation. He sends out a survey. Was this correct?

- A. Yes - the survey will ensure Jonathan wins the negotiation.
- B. No - surveys do not provide suitable information.
- C. No - the survey will produce secondary data.
- **D. Yes - the survey will provide primary data.**

Answer: D

Explanation:

Primary data is original information gathered firsthand for a specific purpose-such as surveys, interviews, or focus groups. By contrast, secondary data comes from existing sources. A survey, therefore, is an appropriate primary data-gathering tool.

Reference:CIPS L5M15 - Intelligence Gathering for Negotiation (Domain 1.1).

NEW QUESTION # 81

Robert and Debbie want to formalise a business relationship and share resources to deliver a high-risk, high-value project. What type of relationship should they seek?

- **A. Strategic partnership**
- B. Preferred supplier
- C. Arm's-length relationship
- D. Strategic alliance

Answer: A

Explanation:

A strategic partnership is a formal, high-involvement relationship with shared resources and joint governance-appropriate where risk/value is high and close collaboration is essential. Strategic alliances can be looser and not always resource-sharing.

Reference:CIPS L5M15 - Relationship types and suitability (high risk/high value).

NEW QUESTION # 82

Which of the following tactics would be considered a hard tactic in negotiation?

- A. Inspirational appeal
- B. Rational persuasion
- **C. Pressure tactic**
- D. Collaboration tactic

Answer: C

Explanation:

Pressure tactics are categorised as "hard" negotiation behaviours. They apply coercion or authority to gain compliance. In contrast, tactics such as collaboration, inspirational appeal, and rational persuasion are "soft" and relationship-oriented.

Reference:CIPS L5M15 - Negotiation Tactics: Hard vs Soft Approaches (Domain 3.1).

NEW QUESTION # 83

Haggling and coercive behaviour can lead to a win-win outcome in a negotiation. Is this true?

- **A. No - a win-win outcome requires both parties to achieve their objectives through a value-creating approach.**
- B. No - haggling and coercive behaviour can only lead to a lose-lose outcome.
- C. Yes - this is the most effective way to ensure a win-win outcome.
- D. Yes - both parties achieve their objectives.

Answer: A

Explanation:

A true win-win outcome arises when negotiators expand value and align interests so both sides achieve key objectives. Coercion/hard haggling is typically distributive and value-claiming, which risks damaging trust and typically does not create the integrative trades needed for win-win agreements.

Reference: CIPS Level 5, L5M15 - Topic: Win-Win vs Win-Lose; Value Creation vs Value Claiming.

NEW QUESTION # 84

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