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CIPS Commercial Negotiation Sample Questions (Q291-Q296):

NEW QUESTION # 291

A negotiation process ends once the negotiating meeting has finished. Is this statement true?

- A. Yes, provided that the meeting results in a win-win for both parties
- B. Yes, because both parties have all of the emotional intelligence they need to proceed

- C. No, the negotiation of terms should always continue after the meeting and until signed by the supplier only
- **D. No, best practice would include a period of reflection after the meeting as part of the process**

Answer: D

NEW QUESTION # 292

In airline industry, suppliers prefer to adopt dynamic pricing in order to constantly monitor and change their fares in response to market conditions. Dynamic pricing is based on which costing method?

- A. Activity-based costing
- B. Cost plus costing
- **C. Marginal costing**
- D. Absorption costing

Answer: C

Explanation:

Dynamic pricing is the practice of dynamically calculating the price of a product or service in order to incorporate real-time market conditions, input costs, and/or competitive perspectives. Dynamic pricing which is based on marginal costing, is used by airlines and many other organisations.

Marginal cost is the cost of producing an additional unit of output. Marginal Costing is a costing technique wherein the marginal cost, i.e. variable cost is charged to units of cost, while the fixed cost for the period is completely written off against the contribution.

NEW QUESTION # 293

Lina Rawlins is a senior buyer working for a medical equipment company. Lina is in charge of the company's largest supplier account, Great Barrington Gas (GBG), a medical equipment supplier. Recently GBG's performance has declined, which has led to an increasing number of rejected items. Lina is aware of the seriousness of this, given the nature of the item, and has asked GBG to attend an urgent meeting. In the meeting, Lina asked the GBG representative "Can you tell me exactly what you are doing to ensure quality?" What type of question is Lina asking?

- A. Leading
- **B. Probing**
- C. Reflective
- D. Hypothetical

Answer: B

NEW QUESTION # 294

John suggests that a post-negotiation review must involve a meeting with all stakeholders as the most effective method. Is this statement correct?

- A. Yes, as it allows all stakeholders to be physically present
- **B. No, there may be a more effective way to undertake the review**
- C. Yes, it allows stakeholders to blame procurement for failings
- D. No, John may only record what he believes is correct

Answer: B

Explanation:

While stakeholder feedback is crucial, meetings are not always the most effective review method. Reviews may be better conducted through reports, surveys, or individual debriefs, depending on context. The key is to capture lessons learned, successes, and areas for improvement, and to record them for future negotiations.

Forcing all stakeholders into one meeting risks inefficiency or unproductive blame games. CIPS stresses structured reflection and documentation as best practice, ensuring organisational learning and preparation improvements.

Reference: CIPS L4M5 (2nd ed.), LO 2.2 - Post-negotiation review methods and reflection.

