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CIPS Advanced Negotiation Sample Questions (Q51-Q56):

NEW QUESTION # 51

Which of the following is not a personality characteristic in the OCEAN "Big Five" model?

- A. Neuroticism
- B. Agreeableness
- C. Openness
- D. Sensitivity

Answer: D

Explanation:

The Big Five traits are Openness, Conscientiousness, Extraversion, Agreeableness, Neuroticism (OCEAN). "Sensitivity" is not one of the five canonical factors.

Reference: CIPS L5M15 - Individual differences and Big Five personality traits.

NEW QUESTION # 52

Josh plans to use a Myers-Briggs assessment for junior candidates. What type of test is this?

- A. Procurement test
- B. Personality test
- C. Intelligence test
- D. Competence test

Answer: B

Explanation:

Myers-Briggs Type Indicator (MBTI) profiles personality preferences (e.g., introversion/extraversion). It is not a measure of intelligence or job competence.

Reference:CIPS L5M15 - Assessing people in negotiation contexts: personality tools.

NEW QUESTION # 53

Which of the following behaviours can lead to a breakdown in trust because of the perceived lack of honesty?

Select TWO

- A. Using hardball negotiation techniques
- B. Lack of a fixed agenda
- C. Exaggerated claims
- D. Favouritism

Answer: C,D

Explanation:

Behaviours that undermine honesty (e.g., exaggerated claims and favouritism) erode credibility and trust in negotiations. Hardball techniques can be competitive but are not inherently dishonest; lack of a fixed agenda affects structure, not honesty.

Reference:CIPS L5M15 - Ethics, Trust & Relationship Risks (Domain 2.1).

NEW QUESTION # 54

Which of the following are advantages of videoconferencing? Select THREE

- A. Negotiators can watch facial expressions of the other party.
- B. Participants can share screens.
- C. It is convenient and quick.
- D. It results in better outcomes than face-to-face meetings.
- E. You can fully analyse the body language of the other party.

Answer: A,B,C

Explanation:

Videoconferencing offers benefits such as screen sharing, speed and convenience, and the ability to observe facial expressions. However, it limits full body-language assessment and may reduce personal connection compared to face-to-face interactions.

Reference:CIPS L5M15 - Modern Communication Channels in Negotiation (Domain 2.1).

NEW QUESTION # 55

The quality of being honest and having strong moral principles is known as what?

- A. Truthful
- B. Direct
- C. Transparent
- D. Integrity

Answer: D

Explanation:

Integrity refers to ethical consistency-acting honestly, fairly, and in accordance with moral principles, even under pressure. It underpins trust and credibility in procurement and negotiation.

Reference:CIPS L5M15 -Ethics and Professional Standards (Integrity).

NEW QUESTION # 56

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