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CIPS Advanced Negotiation Sample Questions (Q73-Q78):

NEW QUESTION # 73

Which of the following isnota cross-cultural factor of negotiation?

- A. Environment
- B. Legal system
- C. Financial and fiscal system
- D. Religion/belief/culture

Answer: A

Explanation:

Cross-cultural negotiation factors include social/ethical norms, legal and political systems, business systems, infrastructure, and financial/fiscal systems. "Environment" in the ecological sense is not typically classified by CIPS as a cross-cultural negotiation factor. Reference:CIPS Level 5, L5M15 - Topic: Cross-Cultural Considerations in Negotiation.

NEW QUESTION # 74

Why is it important to build rapport during a negotiation?

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

Answer: B

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 # 75

Which of the following are incentives to increase supplier performance? Select TWO

- **A. Bonus payments**
- **B. Gain share**
- C. Pain share
- D. Service credits

Answer: A,B

Explanation:

Gain share and bonus payments are positive incentives that encourage suppliers to perform beyond baseline requirements. Gain share rewards suppliers for creating mutual cost savings or innovation benefits, while bonus payments recognise exceeding service or delivery targets.

In contrast, pain share and service credits are deterrents for underperformance, not motivators.

Reference:CIPS L5M15 - Supplier Performance Incentives and Contractual Mechanisms (Domain 1.3).

NEW QUESTION # 76

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

- A. Intelligence test
- **B. Personality test**
- C. Procurement 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 # 77

What is meant by the Power Approach to negotiation?

- A. Agreements are made on mutual interest
- B. Relationships based on power should be discouraged
- **C. More relative power means the negotiator can be proactive rather than reactive**
- D. Inequality of power is a barrier to close relationships

Answer: C

Explanation:

Following Andrew Cox, relative power strongly shapes sourcing outcomes; greater buyer (or supplier) power enables a more proactive stance in shaping terms and managing the relationship. Power asymmetry does not automatically preclude close relationships.

Reference: CIPS L5M15 - The Power Perspective in Buyer-Supplier Relationships (Domain 2.2).

NEW QUESTION # 78

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