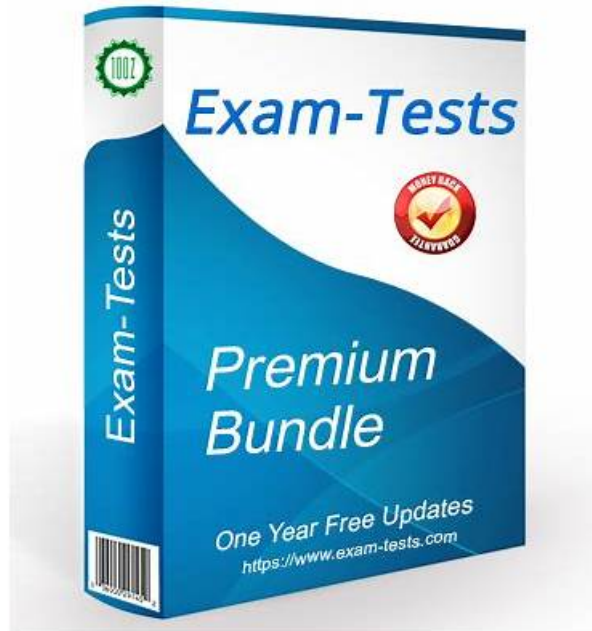


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## CIPS Advanced Negotiation Sample Questions (Q18-Q23):

### NEW QUESTION # 18

In a negotiation that centres on Behavioural Negotiation tactics, which of the following is true?

- A. Parties should focus on achieving the best possible outcome.

- B. Parties should never disagree with each other.
- **C. Parties should use constructive influencing behaviours.**
- D. Parties should meet in a neutral location.

**Answer: C**

Explanation:

Behavioural negotiation emphasises constructive influencing behaviours-active listening, empathy, and fairness-to strengthen relationships and achieve sustainable results, rather than adversarial or manipulative approaches.

Reference:CIPS L5M15 -Behavioural Approaches to Negotiation (Domain 2.1).

#### **NEW QUESTION # 19**

According to Maslow's hierarchy of needs, which is the most basic human need?

- A. Emotional
- B. Safety
- **C. Physiological**
- D. Belonging

**Answer: C**

Explanation:

Physiological needs (air, water, food, rest) sit at the base of Maslow's pyramid. Higher-order needs (safety, belonging, esteem, self-actualisation) become salient once lower levels are reasonably satisfied.

Reference:CIPS L5M15 - Motivation theories applied to negotiation.

#### **NEW QUESTION # 20**

Rationalising is the use of logic, facts, and reason in a negotiation. This is a pull style of influencing. Is this correct?

- A. Yes - rationalising influences outcomes by uniting others.
- B. No - rationalisation relies on personal confidence.
- **C. No - rationalising is a push technique which relies on persuasion and leverage.**
- D. Yes - rationalising is an inspirational technique.

**Answer: C**

Explanation:

Rationalising belongs to the push influencing style. It uses logic, facts, and evidence to convince others, leveraging authority or data. It contrasts with pull techniques such as inspiring and consulting, which engage others collaboratively.

Reference:CIPS L5M15 -Push vs Pull Influencing Techniques (Domain 3.1).

#### **NEW QUESTION # 21**

In preparing for a negotiation, an analysis of overall strategy can result in improved tactical planning and a better overall outcome. Is this statement TRUE?

- A. No - tactics are achieved following the strategy.
- B. Yes - strategy flows from the tactics.
- C. No - tactics are a high-level plan designed to achieve a long-term goal.
- **D. Yes - to develop a negotiation strategy you should consult with key stakeholders before deciding on tactics.**

**Answer: D**

Explanation:

Developing negotiation strategy requires stakeholder consultation to align the negotiation with organisational objectives. Strategy defines direction; tactics are the methods used to achieve it. Planning strategy first ensures tactics serve long-term goals effectively.

Reference:CIPS L5M15 -Negotiation Strategy and Tactics.

### NEW QUESTION # 22

A belief that someone is both highly competent and that they care is an example of which characteristic?

- A. Trust
- B. Respect
- C. Distrust
- D. Affection

**Answer: A**

Explanation:

Trust in negotiation is built when a counterpart is perceived as both capable (competence) and benevolent (care). Without either dimension, relationships may erode into mere respect or distrust.

Reference: CIPS L5M15 - Building Trust in Supplier Relationships.

### NEW QUESTION # 23

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