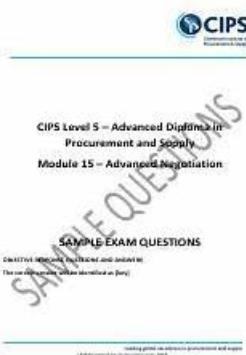


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## CIPS Advanced Negotiation Sample Questions (Q29-Q34):

### NEW QUESTION # 29

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

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

**Answer: A**

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 # 30

In which part of the relationship cycle is a supplier likely to be least motivated?

- A. Negotiation
- B. Mid-term contract
- C. Signing the contract
- D. Handover from previous supplier

**Answer: B**

Explanation:

Supplier motivation typically declines mid-contract, once initial enthusiasm fades and before renewal discussions begin. Motivation peaks during negotiation, contract signing, and early delivery when relationships are still being established.

Reference:CIPS L5M15 -Supplier Relationship Lifecycle and Motivation (Domain 1.3).

### NEW QUESTION # 31

Alan needs to communicate the outcome of a negotiation to his internal stakeholders. His internal stakeholders have high power.

Which communication methods would be best? Select TWO

- A. Article on the website
- B. Notice board
- C. Email
- D. Team meeting

**Answer: C,D**

Explanation:

When stakeholders hold high power or influence, communication should be direct and engaging, ensuring clarity and accountability.

Face-to-face team meetings allow discussion and immediate feedback, while emails provide documented communication.

Noticeboards and website articles are better suited for lower-power or external audiences.

Reference:CIPS L5M15 -Stakeholder Communication and Engagement Strategies (Domain 1.3).

### NEW QUESTION # 32

Georgia is entering into a negotiation with a supplier she knows well. Her manager asks that she "frame the agenda" at the beginning of the meeting. What does this mean?

- A. State the agenda first and do not deviate from it.
- B. Shift the focus of the meeting in a certain direction.
- C. Explain the purpose of the meeting at the beginning.

- D. Use a persuasive style of negotiation.

**Answer: B**

Explanation:

"Framing" means shaping how issues and proposals are perceived and interpreted. In negotiation, framing the agenda involves influencing focus and direction early in the discussion, ensuring that key topics are viewed from a preferred perspective. It helps establish a positive or strategic tone for dialogue.

Reference:CIPS L5M15 -Section: Framing Agendas and Perception Management.

**NEW QUESTION # 33**

To achieve a positive outcome for both parties in a negotiation you should be both honest and open. Is this statement true?

- A. Yes - being both honest and open ensures success.
- B. No - you should not be honest with the other party.
- **C. No - you should not be open with the other party.**
- D. Yes - these are the two most important characteristics for a win-win negotiation.

**Answer: C**

Explanation:

CIPS distinguishes between honesty and openness. Negotiators must always act honestly (ethical integrity), but openness - disclosing all information - can weaken your position. The key is to balance transparency with confidentiality and strategic discretion.

Reference:CIPS L5M15 -Ethical Negotiation and Information Disclosure (Domain 2.1).

**NEW QUESTION # 34**

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