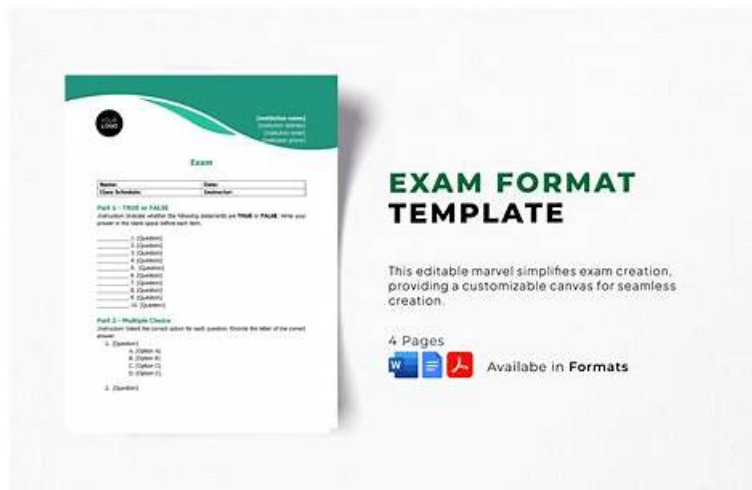


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CIPS Advanced Negotiation Sample Questions (Q37-Q42):

NEW QUESTION # 37

Which of the following models would you use for supplier preferencing?

- A. SWOT
- B. Kraljic
- C. Five Forces
- D. Relationship Spectrum

Answer: B

Explanation:

The Kraljic Matrix is used to assess procurement categories and supplier relationships based on value and risk, helping buyers tailor their negotiation and relationship management strategies.

Reference: CIPS L5M15 - Supplier Preferencing & Portfolio Models (Domain 1.2).

NEW QUESTION # 38

When a discussion is being driven by a consideration that has not been openly disclosed, leaving one party disadvantaged, this is known as what?

- A. Favouritism
- **B. Hidden agenda**
- C. Exaggerated claim
- D. Lack of confidentiality

Answer: B

Explanation:

A hidden agenda involves unspoken motives or objectives influencing negotiation behaviour. Transparency and open communication help avoid mistrust and unfair advantage.

Reference: CIPS L5M15 - Unethical Behaviour in Negotiation: Hidden Agendas.

NEW QUESTION # 39

Peter is negotiating with a supplier and is not concerned about the outcome because he has a strong alternative. The line of legitimacy has been crossed and it is acceptable in his company that he wins "at any cost." He is willing to push the negotiation to extremes to achieve the desired result. Which of the following best describes Peter's tactic?

- A. Distributive bargaining
- **B. Brinkmanship**
- C. Ploys
- D. Gamesmanship

Answer: B

Explanation:

Brinkmanship is the tactic of deliberately pushing a negotiation toward the "brink," using extreme pressure and risk tolerance in pursuit of a decisive concession or outcome. A powerful BATNA can embolden this approach, though it heightens relational and reputational risk.

Reference: CIPS Level 5, L5M15 - Topic: Negotiation Tactics and Power (Brinkmanship).

NEW QUESTION # 40

Sarah is a procurement manager who used a win-lose stance and deceptive techniques to reach her goals. Which consequences may follow? Select TWO

- A. The supplier will have more respect for Sarah
- **B. The contract may be rendered void**
- C. Sarah achieved all of her objectives
- **D. The approach may damage the long-term relationship**

Answer: B,D

Explanation:

Deceptive conduct can damage relationships and may expose the agreement to rescission for misrepresentation (fraudulent/neglectful untrue statements of fact), potentially rendering the contract voidable. We cannot infer she achieved all objectives or gained respect.

Reference: CIPS L5M15 - Integrity, Misrepresentation & Consequences in Negotiation (Domain 2.1).

NEW QUESTION # 41

The win-lose approach to negotiation is also sometimes known as what?

- **A. Distributive bargaining**
- B. Positional negotiation
- C. Gamesmanship
- D. Brinkmanship

Answer: A

Explanation:

Distributive bargaining treats the deal as a fixed pie: what one party gains, the other loses. It typically uses competitive tactics aimed at claiming value rather than creating it and is closely associated with win-lose outcomes.

Reference: CIPS Level 5, L5M15 - Topic: Distributive (Competitive) vs Integrative (Collaborative) Negotiation.

NEW QUESTION # 42

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