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CIPS Advanced Negotiation Sample Questions (Q52-Q57):

NEW QUESTION # 52

Why is it important to build rapport during a negotiation?

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

Answer: C

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 # 53

Holding a meeting is the best way to communicate outcomes of negotiation with Key Player stakeholders. Is this correct?

- A. Yes - key players need to receive regular communication.
- B. No - you should not over-communicate with key players.
- C. No - key players have a lot of power and won't have time for meetings.
- D. Yes - this is a good way to engage their active support.

Answer: D

Explanation:

Key players in Mendelow's Stakeholder Matrix (high power, high interest) must be actively engaged and involved in important decisions. Meetings are an effective way to build commitment, gain input, and secure their ongoing support.

Reference: CIPS L5M15 - Stakeholder Mapping and Communication Methods (Domain 1.3).

NEW QUESTION # 54

Dominic has reached a deadlock. He shifts focus to what happens if both parties cannot agree. What tactic is Dominic using?

- A. Take it or leave it
- B. The nibble
- C. BATNA
- D. Framing the agenda

Answer: D

Explanation:

Framing involves guiding attention toward specific consequences or perspectives. By emphasising the outcome of no agreement, Dominic reframes the discussion around the implications of failure, potentially prompting reconsideration.

Reference: CIPS L5M15 - Framing Agendas and Issue Management (Domain 1.2).

NEW QUESTION # 55

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

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

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 Prefencing & Portfolio Models (Domain 1.2).

NEW QUESTION # 56

An inexperienced negotiator may feel that resistance to their position is a personal attack. In this situation, which of the following components of principled negotiation should they refer to?

- A. Insist results are based on objective criteria
- B. Devise options for mutual gain
- **C. Separate people from problems**
- D. Focus on interests, not positions

Answer: C

Explanation:

Separating people from the problem means you treat the relationship and the substantive issues as distinct.

Pushback on a proposal is not a personal attack; it's part of clarifying interests and criteria. Keeping relationship concerns separate helps maintain respect and reduces defensiveness.

Reference: CIPS Level 5, L5M15 - Topic: Principled Negotiation (People vs. Problem).

NEW QUESTION # 57

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