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## CIPS

### L5M15

**ELECTIVE Advanced Negotiation  
QUESTION & ANSWERS**

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## CIPS Advanced Negotiation Sample Questions (Q60-Q65):

### NEW QUESTION # 60

Which of the following are advantages of having an agenda within a negotiation? Select TWO.

- A. It minimises distractions.
- B. It allows for flexibility.
- C. It ensures all key topics are covered.
- D. Becoming too scripted can reduce flexibility.

**Answer: A,C**

Explanation:

A clear agenda maintains structure, ensures that important issues are discussed, and prevents digression. It keeps discussions focused and efficient, though overly rigid agendas can limit responsiveness to opportunities.

Reference: CIPS L5M15 - Negotiation Process: The Use and Value of Agendas.

### NEW QUESTION # 61

A manager identifies an issue and discusses it with the team, taking on board their input. Which leadership strategy is this?

- A. Telling
- B. Selling
- C. Consulting
- D. Joining

**Answer: C**

Explanation:

Consulting leadership involves engaging team members in decision-making, valuing their input before implementing actions. It encourages ownership, trust, and collaboration-sitting between directive and participative styles.

Reference: CIPS L5M15 - Leadership Styles in Team Negotiation (Domain 3.2).

### NEW QUESTION # 62

Mohammed is a Procurement Manager who believes push influencing techniques are the most effective for securing low prices. Is this correct?

- A. Yes - push techniques show power whereas pull techniques show weakness.
- B. No - Mohammed should always use pull techniques instead of push.
- C. No - Mohammed can also use pull techniques, which may help build trust.
- D. Yes - you should always use a push technique when discussing price.

**Answer: C**

Explanation:

Effective negotiators adapt between push and pull styles depending on context. While push techniques (assertion, logic) can help when cost pressure is key, pull techniques (consulting, inspiring) strengthen relationships and trust-vital for long-term supplier collaboration.

Reference: CIPS L5M15 - Adaptive Influencing Styles in Negotiation (Domain 3.1).

### NEW QUESTION # 63

What is the main advantage for a supplier using a pain-share contract?

- A. It ensures a better relationship with the buyer.
- B. There is a shared approach to risk.
- C. It ensures cost certainty on the contract.
- D. The supplier will be penalised for not achieving a target cost.

**Answer: B**

Explanation:

Pain/gain share arrangements distribute both upside (gain) and downside (pain) between buyer and supplier, promoting fairness and shared accountability. This shared-risk structure encourages collaboration and continuous improvement.

Reference:CIPS L5M15 -Risk and Reward Sharing in Contracts.

#### NEW QUESTION # 64

The negotiation tactic in which a person enters with preconceived ideas and attacks the opposition rather than working toward a wise agreement is known as:

- A. Principled
- B. Win-win
- C. Positional
- D. Lose-lose

Answer: C

Explanation:

Positional bargaining starts from fixed stances and tends toward adversarial exchanges and concession trading, often impeding creative, interest-based outcomes.

Reference:CIPS L5M15 - Approaches to Negotiation: Positional vs Principled (Domain 2.2).

#### NEW QUESTION # 65

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