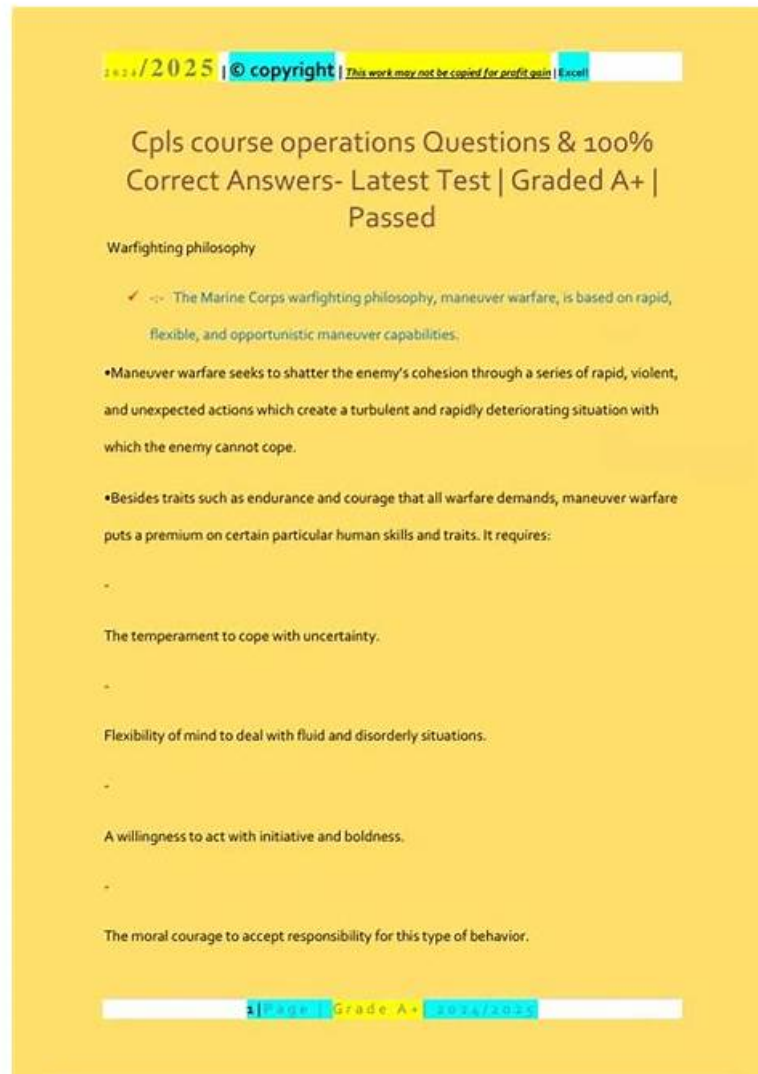


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CIPS Advanced Negotiation Sample Questions (Q30-Q35):

NEW QUESTION # 30

What is meant by the Power Approach to negotiation?

- A. Relationships based on power should be discouraged
- B. Agreements are made on mutual interest
- C. Inequality of power is a barrier to close relationships
- D. More relative power means the negotiator can be proactive rather than reactive

Answer: D

Explanation:

Following Andrew Cox, relative power strongly shapes sourcing outcomes; greater buyer (or supplier) power enables a more proactive stance in shaping terms and managing the relationship. Power asymmetry does not automatically preclude close relationships.

Reference: CIPS L5M15 - The Power Perspective in Buyer-Supplier Relationships (Domain 2.2).

NEW QUESTION # 31

For a high-value or high-risk project, which of the following are key actions in negotiation? Select TWO.

- A. Prepare thoroughly before the negotiation.
- B. Use a multi-disciplinary team.
- C. Host the meeting at your premises.
- D. Use ploys and tactics.
- E. Have a win-lose approach to negotiation.

Answer: A,B

Explanation:

High-risk or high-value negotiations require thorough preparation—understanding goals, alternatives, and stakeholder expectations—and often benefit from a cross-functional team bringing varied expertise. This improves quality of analysis and decision-making.

Reference: CIPS L5M15 - Negotiation Preparation and Planning for Complex Projects.

NEW QUESTION # 32

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

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 # 33

Why is it important to build rapport during a negotiation?

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

Answer: B

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 # 34

Haggling and coercive behaviour can lead to a win-win outcome in a negotiation. Is this true?

- **A. No - a win-win outcome requires both parties to achieve their objectives through a value-creating approach.**
- B. No - haggling and coercive behaviour can only lead to a lose-lose outcome.
- C. Yes - this is the most effective way to ensure a win-win outcome.
- D. Yes - both parties achieve their objectives.

Answer: A

Explanation:

A true win-win outcome arises when negotiators expand value and align interests so both sides achieve key objectives.

Coercion/hard haggling is typically distributive and value-claiming, which risks damaging trust and typically does not create the integrative trades needed for win-win agreements.

Reference: CIPS Level 5, L5M15 - Topic: Win-Win vs Win-Lose; Value Creation vs Value Claiming.

NEW QUESTION # 35

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