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CIPS Advanced Negotiation Sample Questions (Q64-Q69):

NEW QUESTION # 64

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

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

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 # 65

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. Framing the agenda**
- D. BATNA

Answer: C

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 # 66

Which of the following is a negative body-language signal?

- A. Mirroring the other person's body language
- B. Smiling
- C. Eye contact
- **D. Crossed arms**

Answer: D

Explanation:

Crossed arms are commonly read as closed/defensive, which can hinder rapport. In contrast, natural smiling, appropriate eye contact, and subtle mirroring generally support openness and trust.

Reference:CIPS L5M15 - Communication and rapport: non-verbal behaviours.

NEW QUESTION # 67

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

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

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 # 68

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

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

Answer: A

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 # 69

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