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CIPS Commercial Negotiation Sample Questions (Q194-Q199):

NEW QUESTION # 194

Which of the following types of relationship would possibly lead to a distributive negotiation?

- **A. Transactional**
- B. Partnership
- C. Outsourcing
- D. Alliance

Answer: A

Explanation:

Reference: CIPS L4M5 Study Guide, Section 1.1 - Types of Commercial Relationships

NEW QUESTION # 195

One of the most important steps in preparing for negotiations is to appraise the relative power of the parties. The buying organisation must assess its bargaining power against that of the supplier it intends to negotiate with. This information is necessary in facilitating the preparation, the negotiation team and the negotiation strategy. In what situation is the bargaining power of buyers likely to be high relative to suppliers?

- A. The supplier's product is critical to the buyer's business
- B. The buyer's requirement is urgent and cannot be postponed
- **C. There are fewer buyers relative to suppliers**
- D. There are few suppliers relative to buyers

Answer: C

Explanation:

When many suppliers compete for few buyers, buyers gain leverage. This competition can drive prices down and increase the buyer's ability to negotiate favorable terms. Conversely, if the buyer is dependent on a supplier (as in A), the buyer's power diminishes. "Buyer power increases when there are many suppliers and few buyers. The buyer has multiple options and can negotiate from a position of strength." (L4M5 Commercial Negotiation, 2nd edition, Section 2.3 - Relative Bargaining Power and Market Dynamics)

NEW QUESTION # 196

Which of the following is an advantage of consultation as an influencing tactic?

- A. Suits values-based cultures and addresses motivating factors
- B. Enhances decision-making and encourages communication
- **C. Encourages commitment and enhances low-position power**
- D. Secures swift compliance and wears down resistance

Answer: C

Explanation:

Consultation involves actively involving stakeholders or counterparties in decision-making. By seeking input, it fosters a sense of ownership, increasing commitment to negotiated outcomes. It is particularly effective when the negotiator has low positional power, as it shifts dynamics from authority to collaboration. Unlike coercion or compliance tactics, consultation builds engagement and long-term trust, which is critical in complex procurement where buy-in is essential for contract success. CIPS stresses its role in building influence where direct authority is limited.

Reference: CIPS L4M5 (2nd ed.), LO 3.2 - Persuasion through consultation, collaboration, and influence.

NEW QUESTION # 197

Colin Smith is preparing for a negotiation with a supplier that provides a chemical for grass fertiliser. Colin has been given an action to secure a commercial deal that achieves his organisation's objective of 'ethical and sustainable procurement.' As part of his negotiation plan, Colin is using the 'must, intend, like (MIL)' framework to prepare for the negotiation. Colin would categorise his organisation's objective within the negotiation plan as:

- **A. Must have**
- B. Like to have
- C. Likely to have
- D. Intend to have

Answer: A

Explanation:

Reference: CIPS L4M5 Study Guide, Section 3.1 - Planning and Preparation for Negotiation

NEW QUESTION # 198

If the price of a good is above the equilibrium price, which of the following will happen?

- **A. There is a surplus (i.e. an excess supply) and the price will fall**
- B. There is a shortage (i.e. an excess demand) and the price will fall
- C. There is a surplus (i.e. an excess supply) and the price will rise

- D. The quantity demanded is equal to the quantity supplied and the price remains unchanged

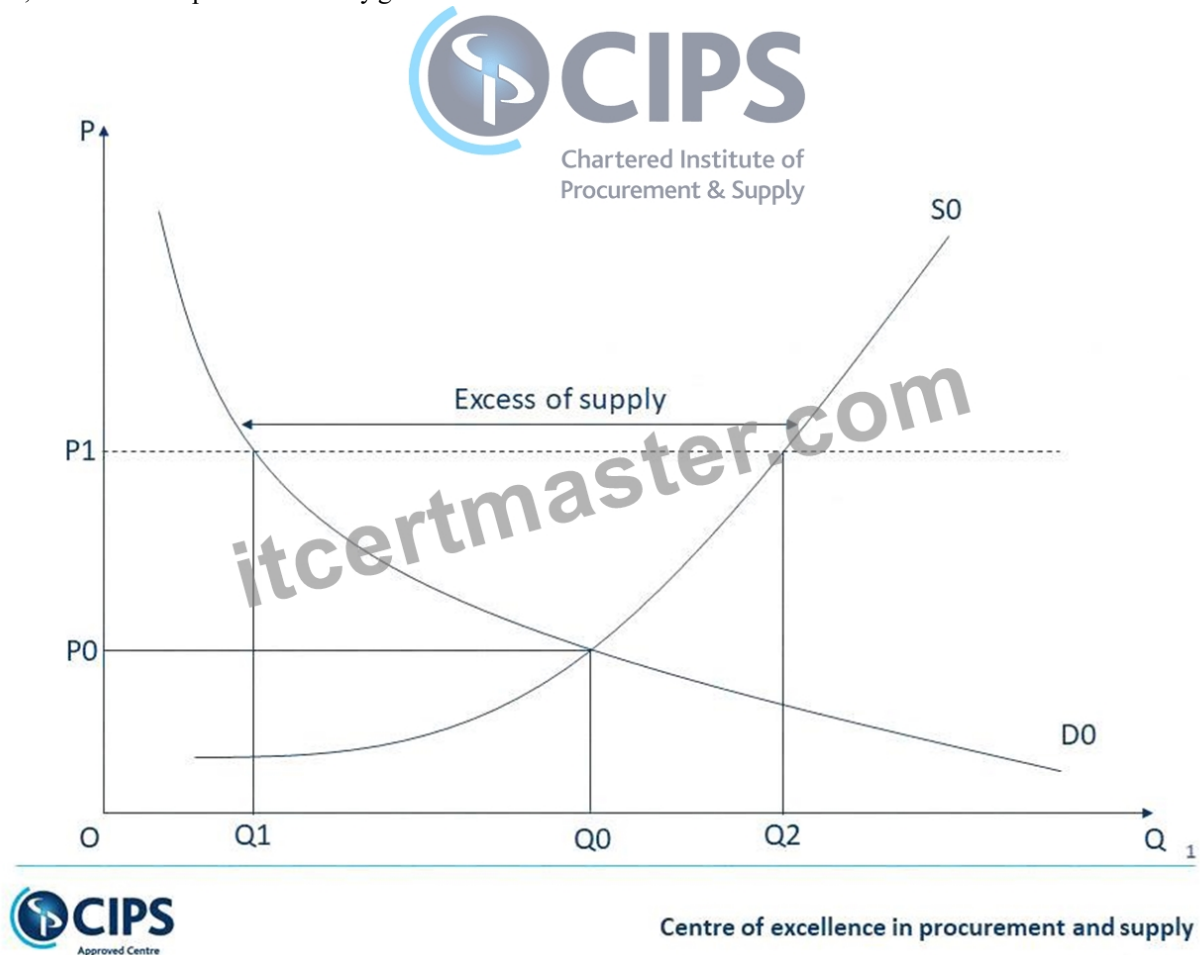
Answer: A

Explanation:

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In microeconomics, equilibrium price is determined when the quantity demanded is equal to the quantity supplied at equilibrium price in a market, there will be no shortages and no surpluses. If we combine our supply and demand curves on one graph, the point at which they converge determines the equilibrium price. If the price is set above this price and you read across the graph you will see the supply excess demand and there will be a surplus. In order to reduce this surplus, the price will need to fall. The scenario is illustrated in the graph below:

Chart, line chart Description automatically generated



NEW QUESTION # 199

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