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CIPS Advanced Negotiation Sample Questions (Q12-Q17):

NEW QUESTION # 12

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

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

Answer: C

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 # 13

Party City Ltd is negotiating with Cuppa Inc. After two hours, the discussion reaches a deadlock. What should Party City Ltd do?

- A. Start using hardball techniques.
- B. Concede some issues to ensure conversations continue.
- C. Walk away from the negotiation - it is clear they will not get what they want.
- D. Suggest taking a break.

Answer: D

Explanation:

When negotiations stall, best practice (according to CIPS) is to pause the meeting rather than escalate tension or concede prematurely. Taking a break allows time to reflect, regroup, and explore creative solutions. Other remedies include summarising agreed points, involving a neutral mediator, or escalating strategically.

Reference: CIPS L5M15 - Managing Deadlock and Stalemate in Negotiations.

NEW QUESTION # 14

Which of the following is a disadvantage of a positional approach to negotiation? Select TWO.

- A. It allows the other party to know what you wish to achieve.
- B. It allows for little flexibility.
- C. It always leads to a win-lose outcome.
- D. Individuals can become rigid and entrenched.

Answer: B,D

Explanation:

Positional bargaining starts with fixed opening stances and trades concessions from those stances. This often reduces flexibility and can make participants defensive or entrenched, inhibiting creativity and joint problem-solving.

Reference: CIPS L5M15 - Approaches to negotiation: Positional vs Principled.

NEW QUESTION # 15

Every negotiation requires a rehearsal. Is this statement TRUE?

- A. No - only high-risk negotiations require rehearsals.
- B. No - routine negotiations do not require rehearsals.
- C. Yes - every negotiation should be rehearsed.
- D. Yes - you are more likely to fail if not rehearsed.

Answer: B

Explanation:

Not all negotiations need formal rehearsals. For routine or low-value supplier interactions, preparation may be minimal. Rehearsals are best suited for strategic or high-stakes negotiations involving teams or complex outcomes.

Reference: CIPS L5M15 - Negotiation Planning and Rehearsal (Domain 1.1).

NEW QUESTION # 16

What is meant by the Power Approach to negotiation?

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

Answer: A

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 # 17

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