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CIPS Advanced Negotiation Sample Questions (Q62-Q67):

NEW QUESTION # 62

When may the outcome of a negotiation be described as win: perceived win?

- A. When negotiations are rushed
- **B. When there is a power imbalance between the two parties**
- C. When using positional bargaining
- D. When one of the parties is less experienced

Answer: B

Explanation:

Awin : perceived win occurs where a powerful party wins substantive outcomes while the weaker party believes it has also "won," often due to power asymmetry and framing.

Reference: CIPS L5M15 - Power, Perception and Outcome Typologies (Domain 2.2).

NEW QUESTION # 63

Peter is negotiating with a supplier and is not concerned about the outcome because he has a strong alternative. The line of legitimacy has been crossed and it is acceptable in his company that he wins "at any cost." He is willing to push the negotiation to extremes to achieve the desired result. Which of the following best describes Peter's tactic?

- A. Ploys
- B. Distributive bargaining
- **C. Brinkmanship**
- D. Gamesmanship

Answer: C

Explanation:

Brinkmanship is the tactic of deliberately pushing a negotiation toward the "brink," using extreme pressure and risk tolerance in pursuit of a decisive concession or outcome. A powerful BATNA can embolden this approach, though it heightens relational and reputational risk.

Reference: CIPS Level 5, L5M15 - Topic: Negotiation Tactics and Power (Brinkmanship).

NEW QUESTION # 64

Which of the following is a soft skill that is important in procurement and supply?

- **A. Influencing skills**
- B. Computer skills
- C. Knowledge
- D. Financial acumen

Answer: A

Explanation:

Soft skills are interpersonal attributes that enable effective collaboration and impact. In the L5M15 context, influencing skills are highlighted as critical to negotiation and stakeholder engagement, whereas financial acumen, computer skills, and domain knowledge are typically classified as technical/hard skills.

Reference: CIPS L5M15 - Communication & Interpersonal Skills / Soft vs Hard Skills (Domain 3.1).

NEW QUESTION # 65

When might crowdsourcing be useful in a negotiation?

- **A. Researching a supplier**
- B. Assessing the other party's BATNA
- C. During the negotiation, to gain better insight
- D. Deciding on final prices

Answer: A

Explanation:

In CIPS terms, crowdsourcing means collecting information or opinions from a large group via digital platforms. It can be useful for researching suppliers, validating performance, and benchmarking reputations before negotiations.

Reference: CIPS L5M15 - Information Gathering & External Intelligence Tools (Domain 2.1).

NEW QUESTION # 66

Clear negotiation objectives can be taken from a Business Needs Analysis. Which of the following areas would be included within a Business Needs Analysis? Select THREE

- A. Location
- B. Quality
- C. Timescales
- D. Staff
- E. Budget

Answer: B,C,E

Explanation:

A Business Needs Analysis (BNA) identifies what the organisation requires from a contract or supplier before negotiation. Typical key criteria include budget (cost constraints), timescales (delivery or project duration), and quality (performance expectations). These factors form measurable negotiation objectives and KPIs.

Reference: CIPS L5M15 - Section: Business Needs Analysis in Negotiation Preparation (Domain 1.1).

NEW QUESTION # 67

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