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CIPS Advanced Negotiation Sample Questions (Q80-Q85):

NEW QUESTION # 80

Which influencing styles are most suitable for a high-risk, high-value project aiming to form a partnership?

- A. Rationalising, appraising
- B. Asserting, pressuring
- C. Bridging, integration, coalition
- **D. Inspiring, collaborating, consulting**

Answer: D

Explanation:

In high-value, high-risk partnerships, success depends on collaboration, trust, and shared goals. Hence, inspiring, consulting, and collaborating styles promote open communication and joint problem-solving.

Reference: CIPS L5M15 - Supply Position Model and Influencing Styles (Domain 3.2).

NEW QUESTION # 81

In preparing for a negotiation, an analysis of overall strategy can result in improved tactical planning and a better overall outcome. Is this statement TRUE?

- A. Yes - strategy flows from the tactics.
- **B. Yes - to develop a negotiation strategy you should consult with key stakeholders before deciding on tactics.**

- C. No - tactics are a high-level plan designed to achieve a long-term goal.
- D. No - tactics are achieved following the strategy.

Answer: B

Explanation:

Developing negotiation strategy requires stakeholder consultation to align the negotiation with organisational objectives. Strategy defines direction; tactics are the methods used to achieve it. Planning strategy first ensures tactics serve long-term goals effectively.

Reference:CIPS L5M15 -Negotiation Strategy and Tactics.

NEW QUESTION # 82

Procurement or contract risk can come in many forms. A STEEPLE analysis can provide awareness of potential risk factors. Which of the following factors are included within a STEEPLE analysis?

- A. Ergonomic, technological, political
- **B. Legal, ethical, political**
- C. Legitimate, ethical, economic
- D. Social, time, environment

Answer: B

Explanation:

STEEPLE analysis(Social, Technological, Economic, Environmental, Political, Legal, Ethical) helps identify external factors that could create risks or opportunities in procurement. It broadens situational awareness beyond immediate operational issues.

Reference:CIPS L5M15 -Environmental Scanning and Risk Awareness: STEEPLE Model (Domain 2.1).

NEW QUESTION # 83

In what circumstances would it be acceptable to use gamesmanship and brinkmanship tactics?

- A. For high-risk products
- B. In international negotiations
- **C. Where the relationship is not important**
- D. For long-term contracts

Answer: C

Explanation:

Gamesmanship/brinkmanshipare aggressive, high-pressure tactics that can harm relationships. They are generally reserved forone-off or transactionalsituations where ongoing relationship quality is not a priority.

Reference:CIPS L5M15 - Competitive Tactics: Gamesmanship & Brinkmanship (Domain 2.2).

NEW QUESTION # 84

Which of the following stages in group development comesfirst?

- A. Mourning
- B. Performing
- C. Norming
- **D. Storming**

Answer: D

Explanation:

In Tuckman's team development model:Forming # Storming # Norming # Performing # Adjourning /Mourning. "Storming" is the first stage listed here and marks initial conflict as roles and norms form.

Reference:CIPS L5M15 - Team Dynamics: Tuckman's Stages (Domain 3.1).

NEW QUESTION # 85

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