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## CIPS Advanced Negotiation Sample Questions (Q88-Q93):

### NEW QUESTION # 88

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

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

**Answer: C**

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 # 89

When you have awareness of a skill but are not yet proficient, which stage of competence applies?

- A. Conscious competence
- B. Conscious incompetence
- C. Unconscious competence
- D. Unconscious incompetence

**Answer: B**

Explanation:

Conscious incompetence means recognising a skill gap-you understand what's required but haven't yet mastered it. It's the second stage in the four-stage competence model: (1) Unconscious incompetence # (2) Conscious incompetence # (3) Conscious competence # (4) Unconscious competence.

Reference:CIPS L5M15 -Learning & Skills Development in Negotiation (Domain 3.2).

### NEW QUESTION # 90

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

**Answer: A**

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 # 91

The quality of being honest and having strong moral principles is known as what?

- A. Truthful
- B. Transparent
- C. Integrity
- D. Direct

**Answer: C**

#### Explanation:

Integrity refers to ethical consistency-acting honestly, fairly, and in accordance with moral principles, even under pressure. It underpins trust and credibility in procurement and negotiation.

Reference:CIPS L5M15 -Ethics and Professional Standards (Integrity).

#### NEW QUESTION # 92

To achieve a positive outcome for both parties in a negotiation you should be both honest and open. Is this statement true?

- A. Yes - these are the two most important characteristics for a win-win negotiation.
- B. Yes - being both honest and open ensures success.
- C. No - you should not be honest with the other party.
- D. No - you should not be open with the other party.

#### Answer: D

#### Explanation:

CIPS distinguishes between honesty and openness. Negotiators must always act honestly (ethical integrity), but openness-disclosing all information-can weaken your position. The key is to balance transparency with confidentiality and strategic discretion.

Reference:CIPS L5M15 -Ethical Negotiation and Information Disclosure (Domain 2.1).

#### NEW QUESTION # 93

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