

CCNP - Certified Contract Negotiation Professional Practice Test Questions and Answers

1. What is a win-win outcome?

- A) Only one party benefits.
- B) Both parties are dissatisfied.
- C) Both parties achieve acceptable results
- D) The deal is postponed.

2. What is BATNA in negotiation?

- A) Best Approach To Negotiating Agreements
- B) Best Alternative to a Negotiated Agreement
- C) Basic Agreement Terms Negotiation Assessment
- D) Better Analysis of Terms and Needs Agreement

3. What helps manage performance issues?

- A) Ignoring them.
- B) Escalation and corrective action plans
- C) Canceling the contract immediately.
- D) Waiting until project ends.

4. What is the main goal of negotiation?

- A) To dominate the other party.
- B) To win at all costs.
- C) To reach a mutual agreement
- D) To delay the decision process.

Answers: 1-C 2-B 3-B 4-C

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