

CM Practice Test Questions and Answers

1. What is a BATNA?

- A) A legal document
- B) A type of mediator role
- C) A negotiation deadline
- D) Best Alternative to a Negotiated Agreement

2. What is reframing in mediation?

- A) Repeating exactly what was said
- B) Changing the subject
- C) Restating issues constructively
- D) Making legal arguments

3. What action reflects impartiality?

- A) Helping one party win
- B) Treating parties equally
- C) Ignoring one party
- D) Suggesting solutions

4. What is a mediator's primary role?

- A) Judge the parties
- B) Represent one side
- C) Impose outcomes
- D) Guide neutral dialogue

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

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