

CNE - Certified Negotiation Expert Practice Test

Questions and Answers

1. What does fairness mean in negotiation?

- A) Ensuring one party gets the best deal at the expense of the other.
- B) Only considering your own needs and goals.
- C) Seeking mutually beneficial solutions that are acceptable to both parties.
- D) Forcing the counterpart to agree to your terms.

2. What does BATNA stand for in negotiation?

- A) Best Approach to Negotiation Agreement.
- B) Best Alternative to Negotiation Agreement.
- C) Best Agreement to Negotiation Action.
- D) Balanced Alternative to Negotiated Agreement.

3. What role does empathy play in negotiation?

- A) Empathy allows you to manipulate the counterpart.
- B) Empathy helps you understand the counterpart's perspective and needs.
- C) Empathy leads to one-sided agreements.
- D) Empathy is irrelevant in negotiations.

4. What is an anchoring effect in negotiation?

- A) A tactic to propose a high starting price.
- B) A tactic to propose a low starting price.
- C) The tendency to rely on the first piece of information encountered.
- D) A tactic that avoids initial offers.

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

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