

CNE 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 is a 'closing tactic' in negotiations?

- A) Using pressure to force the deal.
- B) Summarizing and seeking agreement.
- C) Avoiding any further discussions.
- D) Withdrawing offers to test the other party.

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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