

# Certified Professional Negotiator Practice Test Questions and Answers

**1. What is the primary goal of principled negotiation as described in "Getting to Yes"?**

- A) Winning at all costs
- B) Creating win-win solutions by focusing on interests rather than positions
- C) Avoiding all conflict
- D) Making quick decisions

**2. What does BATNA stand for in negotiation strategy?**

- A) Basic Agreement Terms and Negotiation Analysis
- B) Best Alternative to a Negotiated Agreement
- C) Business Alliance Trade Network Agreement
- D) Bilateral Agreement for Trade Negotiation Approval

**3. Which communication technique is most effective during active listening in negotiations?**

- A) Interrupting frequently
- B) Paraphrasing and asking clarifying questions
- C) Making immediate counteroffers
- D) Avoiding eye contact

**4. What should a professional negotiator do when faced with an impasse?**

- A) Immediately walk away
- B) Reframe the problem and explore creative alternatives
- C) Make ultimatums
- D) Reduce all offers

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

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