



TEXTBOOK TESTBANKS

Test Bank for Negotiation 1st Winn

TEST BANK SAMPLE PREVIEW

PUBLISHER

Sage

COPYRIGHT

2025

RESOURCE TYPE

Test Bank

ISBN

9781544361857

*Test Bank for Negotiation 1st Edition by
Winn, Sokol*

ISBN: 9781544361857

Negotiation (1st)

ISBN 9781544361857 | Chapter 1

Total Questions: 48

Multiple Choice (25)

Q1. [Multiple Choice] · Cognitive Domain: Knowledge

What are theories-in-practice?

- a) **Notions that guide your day-to-day decisions. ✓ correct**
- b) The knowledge gained from a negotiation experience.
- c) Key factors that lead to successful practices.
- d) The parts of negotiations that can be controlled.

Q2. [Multiple Choice] · Cognitive Domain: Comprehension

Thinking about how the text defines negotiation, which of the following is an outward behavior?

- a) Present, past, future focused, or any combination of these.
- b) **An offer for exchange of goods, services, behaviors, or a combination of each. ✓ correct**
- c) A process in which a party adapts as they learn from the process or does not.
- d) A process in which each party may be self-aware, other aware, both or neither.

Q3. [Multiple Choice] · Cognitive Domain: Comprehension

Thinking about how the text defines negotiation, which of the following is a mental activity?

- a) An effort to take divergent positions and find a way to converge into a shared position.
- b) An offer for exchange of goods, services, behaviors, or a combination of each.
- c) **Anticipatory, spontaneous, or a combination of both. ✓ correct**
- d) A fast, single offer that is accepted.

Q4. [Multiple Choice] · Cognitive Domain: Comprehension

Which negotiation element may be displayed as two parties adjusting the terms of a sale?

- a) Present, past, future focused, or any combination of these.
- b) A process in which each party may be self-aware, other aware, both or neither.
- c) **An offer for exchange of goods, services, behaviors, or a combination of each. ✓ correct**
- d) A process in which a party adapts as they learn from the process or does not.

Q5. [Multiple Choice] · Cognitive Domain: Comprehension

When pausing during a negotiation conversation and asking if you are focusing on what matters most to you, you are using which negotiation element?

- a) A process in which a party adapts as they learn from the process or does not.
- b) Present, past, future focused, or any combination of these.
- c) An offer for exchange of goods, services, behaviors, or a combination of each.
- d) **A process in which each party may be self-aware, other aware, both or neither. ✓ correct**

Q6. [Multiple Choice] · Cognitive Domain: Analysis

Which of the following single content may be included in a negotiation?

- a) Unrestricted behavior of self in future
- b) Product with a lack of services attached
- c) **Service exchange ✓ correct**
- d) Multiple product exchanges

Q7. [Multiple Choice] · Cognitive Domain: Comprehension

Which of the following is the negotiation of goods or barter of set of goods for another?

- a) Restricting behavior or representation of self/constituents in future
- b) Product of service exchange with ongoing services attached
- c) Service exchange
- d) **Simple product exchange ✓ correct**

Q8. [Multiple Choice] · Cognitive Domain: Comprehension

Which of the following is the negotiation for the exchange of goods for services or the bartering of services for other services in return?

- a) Restricting behavior or representation of self/constituents in future
- b) Product of service exchange with ongoing services attached
- c) **Service exchange ✓ correct**
- d) Simple product exchange

Q9. [Multiple Choice] · Cognitive Domain: Comprehension

Which of the following negotiations may include a non-disclosure agreement or are part of a mediated settlement of differences?

- a) Service exchange
- b) Simple product exchange
- c) Product of service exchange with ongoing services attached
- d) **Restricting behavior or representation of self/constituents in future ✓ correct**

Q10. [Multiple Choice] · Cognitive Domain: Comprehension

What are the big puzzle pieces that are part of negotiations?

- a) What, why, where
- b) When, where, who
- c) **What, how, why ✓ correct**
- d) What, how, when

Q11. [Multiple Choice] · Cognitive Domain: Comprehension

Which of the following is a purpose of negotiating?

- a) To secure commitment or compliance to a course.
- b) To guide, govern, and set expectations for behavior.
- c) **To discover where there is flexibility in the other party's stated position. ✓ correct**
- d) To recognize there not an agreement about some expectation or set of expectations.

Q12. [Multiple Choice] · Cognitive Domain: Analysis

Why should you negotiate with someone?

- a) They know you will not walk away.
- b) **They have something you desire. ✓ correct**
- c) You have something they want.
- d) They need your assistance to move forward.

Q13. [Multiple Choice] · Cognitive Domain: Comprehension

When negotiating, it is important to have _____ the other party.

- a) history with
- b) **trust in ✓ correct**
- c) competing interests with
- d) a completed assessment of

Q14. [Multiple Choice] · Cognitive Domain: Comprehension

In order for an assumption to be true, there needs to be _____ proof.

- a) quite a bit of
- b) absolute
- c) no ✓ correct
- d) a little

Q15. [Multiple Choice] · Cognitive Domain: Comprehension

Which of the following is true about assumptions?

- a) They may be widely used.
- b) They are always grounded in truth.
- c) They are beliefs about people. ✓ correct
- d) They are often based on a story.

Q16. [Multiple Choice] · Cognitive Domain: Comprehension

Myths are _____.

- a) understandings about how the world works
- b) ideas about cause and effect relationships
- c) beliefs about people
- d) based upon previous experiences ✓ correct

Q17. [Multiple Choice] · Cognitive Domain: Comprehension

Which myth sells popular books and sounds good on a reality TV show?

- a) Be ready to walk away
- b) Always ask for something you are willing to give up
- c) Never make the first offer
- d) It's all about winning ✓ correct

Q18. [Multiple Choice] · Cognitive Domain: Comprehension

Which myth is true in most negotiations?

- a) Be ready to walk away ✓ correct
- b) Always ask for something you are willing to give up
- c) Never make the first offer
- d) It's all about winning

Q19. [Multiple Choice] · Cognitive Domain: Comprehension

Which tactic can complicate the process because people load up on too many requests?

- a) You can't negotiate with someone you don't trust.
- b) Always ask for something you are willing to give up. ✓ correct
- c) Poker players make the best negotiators.
- d) The best negotiators think fast.

Q20. [Multiple Choice] · Cognitive Domain: Comprehension

For which myth, do you need to have process markers to ensure compliance with the agreement?

- a) You can't negotiate with someone you don't trust. ✓ correct
- b) Always ask for something you are willing to give up.
- c) The best negotiators think fast.
- d) Poker players make the best negotiators.

Q21. [Multiple Choice] · Cognitive Domain: Application

In negotiating, when you feel you cannot win or break even, then you are experiencing _____.

- a) being taken advantage of
- b) blame
- c) a lack of time to analyze options
- d) being out of control ✓ correct**

Q22. [Multiple Choice] · Cognitive Domain: Analysis

Which of the following may cause exhaustion when negotiating?

- a) When you can only think about what went wrong in past negotiations. ✓ correct**
- b) When you held firm to your values and the other side came around.
- c) When you avoid something bad happening to others as a result of negotiation skills.
- d) When you are one step closer to the larger goal as a result of negotiating.

Q23. [Multiple Choice] · Cognitive Domain: Comprehension

During negotiations, when may your biases affect the process?

- a) When the other party does not understand the message. ✓ correct**
- b) When you are worried about being taken advantage of.
- c) When you think you are likely to be blamed.
- d) When the other party is overly emotional.

Q24. [Multiple Choice] · Cognitive Domain: Analysis

If you go into a negotiation knowing the game plan and target, then you are _____.

- a) creative
- b) biased
- c) prepared ✓ correct**
- d) not afraid

Q25. [Multiple Choice] · Cognitive Domain: Comprehension

What is a key aspect to many negotiations?

- a) Bias
- b) Confidence ✓ correct**
- c) Fear
- d) Mixed messages

True/False (10)

Q26. [True/False] · Cognitive Domain: Knowledge

Effective negotiating is more than just periodically making deals, but an ever-present way of moving your career and life forward with others.

- a) True ✓ correct**
- b) False

Correct answer: True

Q27. [True/False] · Cognitive Domain: Knowledge

Negotiation never has modifications. It is the process of getting and acknowledging an acceptable offer.

- a) True
- b) False ✓ correct**

Correct answer: False

Q28. [True/False] · Cognitive Domain: Comprehension

Internally negotiating is a simple psychological experience.

a) True

b) False ✓ correct

Correct answer: False

Q29. [True/False] · Cognitive Domain: Comprehension

A non-disclosure agreement is an example of a service exchange.

a) True

b) False ✓ correct

Correct answer: False

Q30. [True/False] · Cognitive Domain: Comprehension

Negotiations consist of the content, process, and the behavior of others.

a) True ✓ correct

b) False

Correct answer: True

Q31. [True/False] · Cognitive Domain: Knowledge

An assumption is a condition that is accepted as a given or as true.

a) True ✓ correct

b) False

Correct answer: True

Q32. [True/False] · Cognitive Domain: Comprehension

A myth is "the belief is always false," causing us to question its validity.

a) True

b) False ✓ correct

Correct answer: False

Q33. [True/False] · Cognitive Domain: Comprehension

When you discover where there is flexibility in the other party's stated position, then you are negotiating.

a) True ✓ correct

b) False

Correct answer: True

Q34. [True/False] · Cognitive Domain: Comprehension

It is more difficult to negotiate in the present when your mind is clear about the intent.

a) True

b) False ✓ correct

Correct answer: False

Q35. [True/False] · Cognitive Domain: Comprehension

Increased attention to your own personal reactions can help you separate that "inner voice" from external negotiation activities.

a) True ✓ correct

b) False

Correct answer: True

Essay (13)

Q36. [Essay] · Cognitive Domain: Analysis

Why is using recall a good start to thinking about negotiation?

Suggested answer: Sample response: Answers may vary.

Q37. [Essay] · Cognitive Domain: Comprehension

What are some questions you can ask yourself to help remember what you already know about negotiating?

Suggested answer: Sample response: Answers may vary.

Q38. [Essay] · Cognitive Domain: Knowledge

Define negotiation.

Suggested answer: Sample response: Answers may vary.

Q39. [Essay] · Cognitive Domain: Comprehension

What may be included in the content of negotiation?

Suggested answer: Sample response: Answers may vary.

Q40. [Essay] · Cognitive Domain: Knowledge

What are the three pieces of negotiation?

Suggested answer: Sample response: Answers may vary.

Q41. [Essay] · Cognitive Domain: Knowledge

What is the “how” of negotiating?

Suggested answer: Sample response: Answers may vary.

Q42. [Essay] · Cognitive Domain: Knowledge

What is the “why” of negotiations?

Suggested answer: Sample response: Answers may vary.

Q43. [Essay] · Cognitive Domain: Comprehension

What is the purpose of negotiating?

Suggested answer: Sample response: Answers may vary.

Q44. [Essay] · Cognitive Domain: Analysis

Why negotiate?

Suggested answer: Sample response: Answers may vary.

Q45. [Essay] · Cognitive Domain: Comprehension

Define assumption.

Suggested answer: Sample response: Answers may vary.

Q46. [Essay] · Cognitive Domain: Application

Describe the elements of negotiation and using examples how they may be displayed.

Suggested answer: Sample response: Answers may vary.

Q47. [Essay] · Cognitive Domain: Analysis

Compare and contrast external and internal negotiations.

Suggested answer: Sample response: Answers may vary.

Q48. [Essay] · Cognitive Domain: Application

Using examples differentiate between myths and realities of common negotiation assumptions.

Suggested answer: Sample response: Answers may vary.