



# ICM

JUNE 2016

CONTRACT NEGOTIATIONS

**Instructions to candidates:**

- a) Time allowed: Three hours (plus an extra ten minutes' reading time at the start – do not write anything during this time)
  - b) Answer any FIVE questions
  - c) All questions carry equal marks. Marks for each question are shown in [ ]
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1. Risk is ever-present in contract negotiations and can, at times, undermine attempts to reach a successful conclusion. If potential risk can be identified, it is possible for it to be managed. Identify where and how within contract negotiations risk might occur and explain how it can be managed and mitigated. [20]
  2. Factors within a business may place significant pressure on contract negotiations. Explain possible internal factors that might influence or impact on contract negotiations. [20]
  3. Review the ways in which an effective negotiator will utilise their senses to achieve a successful outcome to the negotiating process. [20]
  4. It is commonly accepted that the contract negotiation framework comprises three key elements – principles, restrictions and pitfalls. Review EACH of these and comment on how they contribute to the contract negotiation framework. [20]
  5. It is often the case that negotiation strategies and tactics differ markedly in situations where there are team negotiations compared with those situations where there is a single negotiator. Analyse the principles that govern successful negotiations in situations where there is a single negotiator and those where there are team negotiations. [20]
  6. Review the ways in which contract negotiations can vary between countries. [20]
  7. Analyse the elements of, and significance of, post-negotiation activities. [20]
  8. Analyse the FIVE basic techniques that contract negotiators can utilise. Support your answer with examples of EACH. [20]