



# ICM

MARCH 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. Explain what a **negotiation plan** is and analyse its typical components. [20]
  - 2. Explain the key negotiation parameters usually seen in any negotiation. [20]
  - 3. Analyse the advantages that are typically associated with the process of negotiating in pairs. [20]
  - 4. Review the importance of undertaking planning and preparation in advance of any negotiation. [20]
  - 5. Assess the significance of the following in the negotiation process:
    - a) Managing the relationship [10]
    - b) Expectation engineering [10]
  - 6. Explain how the following can support the self-preparation process in negotiations:
    - a) Mental imaging [10]
    - b) Performance imaging [10]
  - 7. Review the FIVE basic techniques that contract negotiators typically utilise. [20]
  - 8. 'At the heart of any negotiation is the use of ploys, tricks, devices and diversions.' Analyse FIVE typical ploys and explain how EACH can be effectively countered. [20]