

MP-405

December - Examination 2015

MBA IInd Year Examination**Collective Bargaining and Negotiations Skills****Paper - MP-405****Time : 3 Hours]****[Max. Marks :- 80**

Note: The question paper is divided into three sections A, B and C. Write answers as per given instructions.

Section - A

8 x 2 = 16

(Very Short Answer Type Questions)

Note: Answer **all** 8 questions. As per nature of the question delimit your answer in one word or one sentence or maximum up to 30 words, each question carries 2 marks.

- 1) Explain the following concepts:
 - (i) Negotiation
 - (ii) Collective Bargaining
 - (iii) Adjudication
 - (iv) Industrial Disputes Act, 1948
 - (v) Trade Union Act
 - (vi) Administration
 - (vii) BATNA
 - (viii) Grievance

Section - B

4 x 8 = 32

(Short Answer Type Questions)

Note: Answer **any four** questions. Each answer should not exceed 200 words. Each question carries 8 marks.

- 2) Explain different theories of collective bargaining.
- 3) Explain problems of the collective bargaining.
- 4) Explain elements of negotiations.
- 5) Explain role of negotiator in collective bargaining.
- 6) Explain sources of various grievances.
- 7) Explain the kind and elements arbitration.
- 8) Explain how to improve negotiations in industrial disputes.
- 9) Explain essential elements of relationship.

Section - C

2 x 16 = 32

(Long Answer Questions)

Note: Answer **any two** questions. Each answer should not exceed 500 words. Each question carries 16 marks.

- 10) Explain the elements of negotiation and trust building in negotiation in detail.
- 11) Explain and compare the elements of contract and collective bargaining.
- 12) Explain the different types of agreements which have been expressly declared void under the Indian contract Act.
- 13) Explain in detail the Administration of collective bargaining agreements.