# MP-405

## June - Examination 2026

## Master of Business Administration (IInd Year) Examination

### Collective Bargaining and Negotiation Skills

### Paper : MP-405

[*Time: **3** Hours*] [*Maximum Marks: **80***]

**Note :-** The question paper is divided into three Sections A, B and C. Write answers as per the given instructions in each section.

**Section-A** **8×2=16**

**(Very Short Answer Type Questions)**

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

1. (i) Explain collective bargaining.

   (ii) Define negotiation.

   (iii) Name any two essential negotiation skills.

   (iv) What is trust building?

   (v) What does coverage of agreements refer to?

   (vi) Define cross-cultural negotiation.

   (vii) What is administration of agreement?

   (viii) Define adjudication.

**Section-B** **4×8=32**

**(Short Answer Type Questions)**

**Note :-** Answer **any four** questions. You have to delimit your each answer maximum up to **200** words. Each question carries **8** marks.

2. Explain the characteristics of collective bargaining process.
3. Explain key stages in a standard negotiation process.
4. Write the difference between distributive bargaining and integrative negotiation strategies.
5. Why is building trust considered a prerequisite for long-term bargaining?
6. Write the clauses included under the coverage of agreements.

7. Explain the process and challenges involved in the administration of an agreement after it is signed.
8. How does cultural diversity impact the style and outcome of international commercial negotiations?
9. Discuss how adjudication differ from mediation and conciliation as a method of dispute resolution?

**Section-C** **2×16=32**

**(Long Answer Type Questions)**

**Note :-** Answer **any two** questions. You have to delimit your each answer maximum up to **500** words. Each question carries **16** marks.

10. Discuss the strategic importance of collective bargaining in maintaining good industrial relations.
11. Write a brief note on negotiation strategies.
12. What is the role of adjudication?
13. Why cross-cultural negotiation are important and what are the recent practices on global level of cross-cultural negotiation?

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