

MP-405

December - Examination 2017

**Master of Business Administration - II 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 × 2 = 16**

(Very Short Answer Questions)

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

- 1) Describe the following
 - (i) Agreement.
 - (ii) Sources of grievance.
 - (iii) BATNA.
 - (iv) Different elements of negotiation.
 - (v) Three tier system of negotiation.
 - (vi) Difference between arbitration and adjudication.
 - (vii) Negotiation skills.
 - (viii) Collective agreements.

Section - B**4 × 8 = 32**

(Short Answer Questions)

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

- 2) What are the prerequisites of collective bargaining? Explain.
- 3) Discuss different types and styles of collective bargaining.
- 4) What are various barriers to negotiation? Explain.
- 5) Discuss the preparation needed for successful negotiation.
- 6) Define adjudication. Explain the types of adjudication.
- 7) What is the effect of culture on conflict resolution? Discuss.
- 8) Discuss the process of collective bargaining.
- 9) Discuss the trust building actions.

Section - C**2 × 16 = 32**

(Long Answer Questions)

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

- 10) Explain and compare the elements of contract and collective bargaining.
- 11) Explain different types of agreements which have been expressly declared void under the Indian Contract Act.
- 12) Prepare the pre-negotiation strategy checklist for negotiators.
- 13) Discuss the essentials of valid contract.