

MP-405

December – Examination 2020

Master of Business Administration (IInd Year) Examination

Collective Bargaining and
Negotiation Skills)

Paper : MP-405

Time : 2 Hours]

[Maximum Marks : 80

Note :- The question paper is divided into two Sections A and B. Write answers as per the given instructions.

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 upto **30** words. Each question carries 2 marks.

1. Describe the following terms :

- (i) Employee-Employer relations
- (ii) Trade Unions
- (iii) Negotiation skills
- (iv) Conflict
- (v) Industrial Tribunal
- (vi) Conciliation
- (vii) Productivity bargaining
- (viii) Integrative negotiations

Section-B

4×16=64

(Short Answer Type Questions)

Note :- Answer any *four* questions. Answer should not exceed **200** words. Each question carries 16 marks.

- 2. What is a collective bargaining agreement ? Explain.
- 3. How to prepare for collective bargaining negotiations from workers side ? Explain.
- 4. Discuss the management strategy for union contract negotiations.
- 5. What are bargaining strategies ? Discuss.

6. Why is relationship building is important in negotiations ? Discuss.

7. “Experienced countries have increased coverage of collective bargaining agreements and vice versa.” Comment.

8. Why is adjudication important ? Discuss.

9. How cultural differences affect negotiations ? Explain.