

11. What are the various negotiation strategies ?
Explain.
12. What are the rules of Adjudication ?
13. What are the challenges faced during cross-cultural negotiations ? Explain.

MP-405

December – Examination 2023

Master of Business Administration (II 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.

Section-A

8×2=16

(Very Short Answer Type Questions)

Note :- Answer any *eight* 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. What do you understand by the following ?

- (i) Collective Bargaining
- (ii) Collective Agreements
- (iii) Negotiation Skills
- (iv) Negotiation
- (v) Agreement
- (vi) Conflict
- (vii) Grievance
- (viii) Arbitration
- (ix) Culture
- (x) Negotiator

Section-B **4×8=32**

(Short Answer Type Questions)

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

2. What are the pre-requisites of Collective Bargaining ?

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3. Discuss different styles of Negotiations.

4. Explain the various barriers to Negotiation.

5. Discuss the various steps involved in Negotiation Process.

6. Discuss different trust building actions.

7. Is adjudication a good choice for dispute resolution ?

8. What is Cross-cultural Negotiation ?

9. Discuss the impact of culture on negotiation.

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 importance of collective bargaining in detail.

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TC-549 Turn Over