

MP-405

December - Examination 2025

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 **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) Define collective bargaining.
- (ii) Differentiate between distributive bargaining and integrative bargaining.
- (iii) Define decentralized bargaining.
- (iv) Define lockout.
- (v) Define the term bargaining unit.
- (vi) Define negotiation skills.
- (vii) Define the term coverage of agreements.
- (viii) Define the term negotiation.

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. Briefly explain the three challenges faced by management during collective bargaining.
3. What are the main stages involved in the collective bargaining process?
4. List and briefly describe any four bargaining issues typically found in a collective agreement.

5. Differentiate between conciliation and mediation in the context of collective bargaining.
6. Write a note on fundamentals of negotiation.
7. Write the key ethical consideration in negotiation.
8. Explain the adjudication.
9. Write a note on cross cultural 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. Write briefly about the negotiation strategies.
11. Write a brief note on administration of agreement.
12. Write a brief note on coverage of agreements.
13. Describe the process of adjudication and negotiation.
