

11. What do you mean by culturally responsive negotiation strategies ? Why does culture affect negotiation strategies ?
12. What makes international negotiations different ?
13. Define adjudication. Explain the types of adjudication.

MP-405

June – Examination 2024

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. Define the following :
 - (i) What is negotiation ?
 - (ii) Factors ensuring success of collective bargaining.
 - (iii) Define Problems of collective bargaining.
 - (iv) Explain the main sources of grievance.
 - (v) Define the term negotiation skill.
 - (vi) Discuss the different key elements of relationship.
 - (vii) What do you mean by negotiators dilemma ?
 - (viii) Discuss the impact of culture on 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. What are the various functions of Collective Bargaining ?
3. Discuss the trust building actions.

4. Give the pre-negotiation strategy. Check list for negotiators.
5. The law of contract is not the whole law of agreement nor is it whole law of obligations.
6. What is Cross Cultural Negotiation ?
7. Explain Agreement.
8. Write rules of Adjudication
9. How to solve conflicts ?

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. Is it possible for an employer to voluntarily apply a collective agreement that does not apply to his/her business ? Then, how to prove this voluntary enforcement ?