

MP-405

June - 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 within 30 words of each.

- 1) (i) Meaning of enforceability of agreements.
- (ii) Negotiator's dilemma.
- (iii) Importance of collective bargaining.
- (iv) KASH
- (v) Arbitration
- (vi) Trade Unions Act
- (vii) Any two elements of negotiation.
- (viii) Any two negotiation skills.

Section - B**4 × 8 = 32**

(Short Answer Questions)

Note: Answer **any four** questions within 200 words each.

- 2) Discuss different theories of collective bargaining.
- 3) Explain essential elements of relationship.
- 4) Discuss the role of negotiator in collective bargaining.
- 5) Discuss the impact of culture on negotiation.
- 6) Explain how to improve negotiations in industrial disputes.
- 7) Discuss the common negotiation pitfalls.
- 8) Explain various sources of grievances.
- 9) Is it possible for an employer to voluntarily apply a collective agreement that does not apply to his/her business? Then prove how is this voluntary enforcement.

Section - C**2 × 16 = 32**

(Long Answer Questions)

Note: Answer **any two** questions within 500 words each.

- 10) Discuss the function of collective bargaining in detail.
- 11) Discuss the essentials of a successful negotiation model.
- 12) Explain in detail the administration of collective bargaining agreements.
- 13) Elucidate the various functions of collective bargaining.
