

**MP-405**

June - Examination 2019

**Master of Business Administration - II Year  
Examination**

**Collective Bargaining and Negotiations Skills  
Paper - MP-405**

**Time : 3 Hours ]**

**[ Max. Marks :- 80**

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**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 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) Describe the following terms:

- (i) Advisory arbitrations
- (ii) Cooling off period
- (iii) Fringe benefits
- (iv) Grievance
- (v) Meditation

- (vi) Unfair labour practice
- (vii) Single plant bargaining
- (viii) Conciliation

**Section - B****4 × 8 = 32**

(Short Answer Questions)

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

- 2) Discuss characteristics and objectives of collective Bargaining.
- 3) Discuss the sources of power for negotiation.
- 4) What do you mean by win-win negotiation strategies? Explain.
- 5) Discuss in brief some good negotiation skills.
- 6) What do you mean by administration of agreement? Why it is important?
- 7) What is adjudication? Why it is required?
- 8) Differentiate between voluntary and compulsory Arbitration.
- 9) Write a brief note on cross cultural negotiation.

**Section - C****2 × 16 = 32**

(Long Answer 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 obstacles in and advantages and disadvantages of collective bargaining.
  - 11) Discuss in detail negotiation process.
  - 12) Explain arbitration and conciliation. Differentiate the two concepts.
  - 13) Discuss three tier system of adjudication in detail.
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