

MBA
(SEM-IV) THEORY EXAMINATION 2017-18
NEGOTIATION & COUNSELLING

Time: 3 Hours**Total Marks: 100****Note: 1.** Attempt all Sections. If require any missing data; then choose suitably.**SECTION A****1. Attempt all questions in brief. 2 x 10 = 20**

- a. What is the role of non-verbal communication in negotiation?
- b. Discuss the various principles of organization.
- c. Discuss the role of counselor in counselling process.
- d. Discuss the general guidelines of conduct for an effective negotiation?
- e. What are the barriers of negotiation process?
- f. Writs a short note on Project Negotiation.
- g. Mention the nature and importance of International Business Negotiation.
- h. What is Counselling?
- i. What is Conflict?
- j. Explain the various skills required for good counseling process?

SECTION B**2. Attempt any three of the following: 10 x 3 = 30**

- a. Explain the framework of International negotiation with reference to related environment.
- b. Differentiate Between Distributive Bargaining & Integrative Bargaining.
- c. Discuss the role of trade unions in negotiation process.
- d. What is the role of personality in negotiation?
- e. What are the essential elements of Counseling Process? Discuss in detail.

SECTION C**3. Attempt any one part of the following: 10 x 1 = 10**

- (a) Discuss the culturally responsive strategies that negotiators can use with a negotiator with a different culture.
- (b) Define relationship between national culture and organizational culture.

4. Attempt any one part of the following: 10 x 1 = 10

- (a) Classify the various factors influencing cross cultural negotiation.
- (b) What is cross cultural theory? Why cross cultural communication is important?

- 5. Attempt any *one* part of the following: **10 x 1 = 10****
- (a) Explain the basic rules for Effective International Negotiations.
 - (b) What do you mean by Negotiation Strategies? Discuss the strategies used in Distributive Bargaining.
- 6. Attempt any *one* part of the following: **10 x 1 = 10****
- (a) Explain the principles of negotiation to boost your bargaining skills in business situations.
 - (b) What is the importance of a relationship in negotiation?
- 7. Attempt any *one* part of the following: **10 x 1 = 10****
- (a) Explain the Roger's Self theory.
 - (b) What are the factors responsible for emergence & Growth of counseling?