

(Following Paper ID and Roll No. to be filled in your Answer Book)

PAPER ID : 270476

Roll No.

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**MBA**

**(SEM. IV) THEORY EXAMINATION 2013-14**

**NEGOTIATION AND COUNSELLING**

*Time : 3 Hours*

*Total Marks : 100*

**Note :- Attempt all Sections.**

**SECTION-A**

1. Answer all ten parts in 50-75 words. All parts carry equal marks.

**(2×10=20)**

- (a) What is Negotiation ?
- (b) What do you understand by Organisational Culture ?
- (c) What do you mean by Ethics in Negotiation ?
- (d) What is Counselling ?
- (e) Mention the nature and importance of International Business Negotiation.
- (f) Write a short note on Project Negotiation.
- (g) Write a brief note on the role of communication in negotiation.
- (h) What is Conflict ?

- (i) What are Strategies and Planning ?
- (j) Write a brief note on dealing with employees problem.

### SECTION-B

2. Answer any **three** of the following parts in 100-200 words each : **(10×3=30)**

- (a) Define Distribution Bargaining and discuss its fundamental strategies of negotiation.
- (b) Discuss various approaches of counselling.
- (c) Explain general guidelines for Negotiating International Business.
- (d) Explain the process of negotiation in detail.
- (e) Describe various tactics of Integrative Negotiation.

### SECTION-C

**Note :-** Answer the following questions in 300-500 words :

**(10×5=50)**

- 3. Discuss the main techniques for improving communication in negotiation.

**OR**

“BATNAs” are a measure of balance of power among parties.  
Comment.

- 4. Explain the factors contributing to the emergence and growth of counselling.

**OR**

Discuss the Hosted Model for understanding cultural differences in business negotiation.

- 5. What is Investment Negotiation ? Discuss negotiation with Europe and China.

**OR**

Discuss the Directive approach and Humanistic approach of counselling with example.

- 6. Explain the various stages in a conflict in an organisation. Discuss the functional and dysfunctional aspect of conflict in organisation.

**OR**

Explain the role of a counsellor in counselling. Discuss the modern trends in counselling.

- 7. Discuss the role of time and role of atmosphere in Business Negotiation.

**OR**

Discuss the culturally responsive strategies that negotiators can use with a negotiator from a different culture.