

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

PAPER ID : 7151

Roll No.

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M.B.A.

(SEM IV) EVEN SEMESTER THEORY EXAMINATION,
2009-2010

NEGOTIATION AND COUNSELLING

Time : 3 Hours

Total Marks : 100

Note : (i) *Attempt all the questions.*

(ii) *All questions carry equal marks.*

1. Answer **any two** of the following : (2x10=20)
 - (a) Define the Nature and Characteristics of Negotiation.
 - (b) Discuss the tactics of Distributive Bargaining.
 - (c) Discuss the traits of a successful interest-based negotiator models.

2. Answer **any two** of the following : (2x10=20)
 - (a) Discuss the role of Perception in Negotiation.
 - (b) What are the main cognitive biases in Negotiation ?
 - (c) Discuss the main steps in 'role negotiation' at Bokaro Steel Plant.

3. Answer any two of the following : (2x10=20)
- (a) Discuss the influence of culture on Negotiation.
 - (b) What are the cultural perceptions and differences that led to the debacle of Dabhol ?
 - (c) Discuss the Environmental Context of International Negotiation.
4. Answer any two of the following : (2x10=20)
- (a) Humanistic Approaches of counselling.
 - (b) What are the main steps in Counselling Process ?
 - (c) Discuss the Modern trends in Counselling.
5. Write short note on any four of the following : (4x5=20)
- (a) Growth of Counselling.
 - (b) Godbole Committee.
 - (c) Emotions in Negotion.
 - (d) Use of Non Verbal Communication in Negotiation.
 - (e) Role of interest in planning process.
 - (f) Characteristics of a Good Negotiation.