M.B.A.

(SEM. IV) EXAMINATION, 2006-07

NEGOTIATION & COUNSELLING

Time : 3 Hours] [Total Marks : 100

Notes : (i) Attempt all questions
        (ii) Each question carries equal marks.

1   Having more information does not automatically translate into better negotiation outcomes. Examine the statement with the help of examples.

    OR

    Explain with help of examples perceptual distortion in negotiation.

2   Explore the various sources of power which negotiators use during negotiations and how do they establish a temporary or permanent advantage using their sources of power?

    OR

    Describe in detail various stages and phases of negotiations.

VB-7035] 1 [Contd...
3 How important is the role of effective planning in a negotiation strategy? Explain the effective planning in reference to the following:
   Defining issues
   Identifying limits
   Developing supportive arguments.
   Analyzing the other party.

   OR

   Explain the term concession in negotiation. What are different problems of concession making during a negotiation process?

4 Trace the growth of counselling in India. Why is problem identification of extreme importance in any counselling?

   OR

   How is counselling different from coaching or mentoring? Explain with help of examples.

5 What different strategic choices are available to negotiators? Explain in detail problem solving duly supported by examples you have known or experienced in negotiation.

   OR

   Illustrate with examples the concept of Persuasive, Assertive and empathising styles of negotiation. How do negotiators use these influence outcome of a negotiation?