

W-1080

**M.B.A. (General) (N.C.) (Final Year) Examination,
(Distance Mode) December-2020**

COLLECTIVE BARGAINING AND NEGOTIATION SKILLS

Paper - 405

Time : Three Hours

Maximum Marks : 70

Minimum Pass Marks : 21

Note : Attempt **all** the questions.

- Q.1. What are the objective and functions of collective bargaining in the modern industrial set up? 14
- Q.2. What are the basic rules of Negotiation? 14
- Q.3. What are the most important elements of Negotiation? 14
- Q.4. How do you establish trust prior to and during Negotiation? 14
- Q.5. Why the adjudication claim must be consistent with the notice of adjudication? 14

