

Roll No. ....

**Y – 951**

**MBA (General) Final Year EXAMINATION, May/June-2021**

**DISTANCE MODE**

Paper – 405

**(HRM) COLLECTIVE BARGAINING AND NEGOTIATION SKILLS**

*Time : Three Hours*

*Maximum Marks : 70*

*Minimum Pass Marks : 28*

**Note**—Attempt *all* questions.

**Unit-I**

1. Define collective bargaining. Discuss types of collective bargaining. 14

**Unit-II**

2. Describe negotiation process in detail. 14

**Unit-III**

3. Discuss negotiation skill and techniques in detail. 14

**Unit-IV**

4. What is coverage of agreement ? Explain Characteristics and Importance of it. 14

**Unit-V**

5. What is Adjudication ? Write the process of adjudication. 14