

## NEGOTIATION & COUNSELING (MBA HR-04)

### M.B.A 4<sup>TH</sup> SEMESTER

- Q1. Define negotiation. Discuss its structure.
- Q2. Discuss the role of communication in negotiation.
- Q3. How people communicate in negotiation? Discuss.
- Q4. How is BATNA useful in negotiation.
- Q5. What is the communicated during Negotiation? Discuss.
- Q6. Define the mood and emotion in negotiation?
- Q7. Define framing in negotiation.
- Q8. Define distributive bargaining.
- Q9. Define integrative bargaining.
- Q10. Define BATNA.
- Q11. Define negotiation characteristic
- Q12. What do you understand by Negotiation? Discuss its need in modern organization.
- Q13. "Effective distribution bargaining is a process that require careful planning, strong execution, and constant monitoring of the other party's reactions." Discuss
- Q14. What is integrative negotiation and Discuss its strategies for negotiation?
- Q15. What are the important points of protocol in the planning process the agenda, who will be at the able or observing the negotiation?
- Q16. Describe a brief overview of the perceptual process and discussed four types of perceptual distortions?
- Q17. Discuss "to best practices" for negotiators who wish to continue to improve their negotiation skills?
- Q18. "Effective communication is the foundation of sound negotiation." Comment on it
- Q19. What are the best practices for the negotiators who wish to continue to improve their negotiation skills?
- Q20. Describe the Key steps in the Integrative Negotiation process?
- Q21. What is the communicated during Negotiation? Discuss.
- Q22. What is negotiation wisdom? Discuss its major elements.
- Q23. Define the concept of Integrative Negotiation.
- Q24. What are the features of negotiation? Discuss.
- Q25. What do you understand by negotiation planning? How is it done?
- Q26. What is BATNA? How it is useful in negotiation?
- Q27. Discuss the contents of BATNA.
- Q28. What is perception? How is it effect the negotiation?
- Q29. Differentiate Integrative bargaining and distributive bargaining.
- Q30. Discuss the role of emotion in negotiation.
- Q31. What do you understand by PRAM Model? Explain.
- Q32. Discuss the utility of negotiation in modern organization.
- Q33. Define Distributive Bargaining and Discuss its Fundamental strategies of Negotiation? .
- Q34. Define Distributive Bargaining and Discuss its Fundamental strategies of Negotiation? .

- Q35. "BATNA is a measure of the balance of power among parties." Comment
- Q36. "Negotiation is the process of reaching to an mutually acceptable agreement." Critically examine.
- Q37. Define negotiation. Examine its characteristics and importance in modern organization.
- Q38. "Effective distributive bargaining is a process that require careful planning, strong execution, and constant monitoring of the other party's reactions." Discuss
- Q39. Define Integrative Negotiation. Discuss its tactics and strategies for negotiation.
- Q40. "Effective distributive bargaining is a process that requires careful planning, strong execution and constant monitoring of the 'other part' reactions." Discuss?
- Q41. Define integrative Negotiation and Discuss its strategies for negotiation?
- Q42. Define the important points of protocol in the planning process the agenda, who will be at the table or observing the negotiation?
- Q43. Describe a brief overview of the perceptual process and discussed four types of perceptual distortions?
- Q44. Discuss "to best practices" for negotiators who wish to continue to improve their negotiation skills?
- Q45. "Planning is a critically important activity in negotiation." Give your opinion.
- Q46. "Effective communication is the foundation of sound negotiation." Comment on it
- Q47. Discuss the best practices for the negotiators who wish to continue to improve their negotiation skills?
- Q48. Describe various Tactics of Distributive Bargaining ?
- Q49. Describe various Tactics of Integrative Negotiation?
- Q50. Describe the Key steps in the Integrative Negotiation process?
- Q51. Why isn't integrative bargaining more widely practiced in organization?
- Q52. Describe the strategy of the overall plan to achieve one's Goals?
- Q53. Discuss the various steps to implement the strategy in the planning process?
- Q54. How framing influences perceptions in negotiation? Discuss.
- Q55. Discuss 12 different cognitive biases in negotiation?
- Q56. How is BATNA useful in negotiation.
- Q57. Discuss the main techniques for improving communication in negotiation?
- Q58. "Effective communication is the foundation of sound negotiation." Comment on it
- Q59. Define Integrative Negotiation. Discuss its tactics and strategies for negotiation.
- Q60. "Planning is a critically important activity in negotiation." Give your opinion.
- Q61. What is negotiational wisdom? Discuss its major elements.
- Q62. "BATNA is a measure of the balance of power among parties." Comment
- Q63. Discuss the best practices for the negotiators who wish to continue to improve their negotiation skills?
- Q64. Discuss some of the factors that make the international negotiations different.
- Q65. How cultural differences can influence negotiation? Discuss.
- Q66. Discuss the Hofstede's model for understanding cultural differences in business Management.
- Q67. Discuss the culturally responsive strategies that negotiators can use with a negotiator from a different culture?
- Q68. Define 'Negotiation' and discuss its types.

- Q69. "In negotiation, the past has no future'. Comment
- Q70. Explain the role of emotion in negotiation.
- Q71. "Relying strictly on instinct during negotiation could be risky". Explain
- Q72. Distinguish between 'counseling' and 'mentoring' with illustrations/ examples.
- Q73. "Counseling plays a pivotal role today in organizations". Comment.
- Q74. Write short notes on :
- (a) Counseling process
  - (b) Evaluation of counseling
- Q75. Define Counseling and discuss its growth in Industry.
- Q76. Discuss the various factors contributing to the emergence of counseling.
- Q77. "The need of counseling in industry arises due to the problem of conflict, frustration and stress." Elucidate this statement.
- Q78. Discuss the various approaches of counseling?
- Q79. Discuss the Behaviouristic Approach to counseling?
- Q80. Discuss the humanistic approach of counseling.
- Q81. Explain the process of counseling in detail?
- Q82. Discuss the various phases of counseling in detail.
- Q83. Discuss the counseling environment and procedures of counseling?
- Q84. Give the guidelines for effective counseling in detail?
- Q85. Discuss the modern trends in counseling.
- Q86. Discuss the role of a counselor in counseling?
- Q87. Discuss the three Dimensional model of counseling in detail?
- Q88. Discuss the influence of culture on negotiation.
- Q89. What are the cultural perceptions and differences that led to the debacle of Dabhol?
- Q90. Discuss the Environmental context of International Negotiation.
- Q91. Humanistic Approaches of counseling.
- Q92. What are the main steps in counseling Process?
- Q93. Discuss the modern trends in counseling.
- Q94. Write short note of the following:
- (a) Growth of Counseling.
  - (b) God bole Committee.
  - (c) Emotions in negotiation .
  - (d) Use of Non Verbal Communication in Negotiation.
  - (e) Role of interest in planning process.
  - (f) Characteristics of a Good Negotiation.
- Q95. Discuss the growth and emergence of counseling and its implication in Indian Industry.
- Q96. What do you mean by counseling process? Discuss steps involved in this.
- Q97. Write short note of the following:
- (a) Roger's Self Theory
  - (b) Fundamental and Derivative Interests
  - (c) Win-Win strategy of negotiation

- (d) Humanistic Approach of Counseling
- (e) Problems of counseling Evaluation
- (f) Preparing for a negotiation
- (g) Power sources for negotiation

Q98. Discuss the Behaviouristic Approach to counseling?

Q99. Discuss the various phases of counseling in detail.

Q100. Give the guidelines for effective counseling in detail?