

Bharati Vidyapeeth
(Deemed to be University), Pune
School of Distance Education

Name of the Assignment Setter:		Dr.Sachin Ayarekar			
Course:	MBA (HR)	Class:	MBA(HR)	Semester:	IV

Subject:	Negotiation and Counselling skills
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Q.1) Attempt ANY ONE of the Following (1000 Words) (10)

- a) Define Counselling and explain the process of counselling.
- b) Discuss the important issues in managerial counselling.

Q.2) Attempt ANY TWO of the Following (800 Words) (12)

- a) Explain the skills require for managers to do effective negotiation.
- b) Elaborate the phases of negotiation with suitable example.
- c) Discuss the basic theoretical principles of negotiations.

d) Explain specific counselling issues for HR mangers which they need to handle in organisations.

Q.3) Write Short Notes on (ANY TWO) (08)

- a) Types of Counselling
- b) Active listening
- c) Current trends in Negotiation in Indian Industries.
- d) Importance of negotiation skills
