

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

<b>Assignment No.</b>		<b>Name of the Assignment Setter:</b>	<b>Dr. Parul Agrawal</b>		
<b>Course:</b>	423	<b>Class:</b>	<b>MBA/EMBA/MBA-HR</b>	<b>Semester:</b>	<b>IV</b>

<b>Subject:</b>	<b>Negotiation Management</b>
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**Q.1) Attempt ANY ONE of the Following (1000 Words) (10)**

- a) What do you understand by psychological sub process of negotiation?
- b) What is zero sum negotiation? How it is different from integrative negotiation?

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

- a) What are the different ways to manage negotiation?
- b) Differentiate between negotiation and conflict.
- c) What are the skills required to manage conflicts?
- d) Write a detailed note on the effects of negotiation in social context.

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

- a) Communication Dynamics
- b) Perception
- c) Cross Cultural Negotiation
- d) Conflict

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