

**B. M. S. DEGREE (C.B.C.S.S) EXAMINATION, MARCH 2018****(2015 Admission Regular)****SEMESTER VI - CORE (B. M. S.)****CO6C14TB - BUSINESS NEGOTIATION****Time : 3 Hours****Maximum Marks : 80****Part A****I. Answer all questions. Each question carries 1 marks****(6x1=6)**

1. What is culture shock?
2. Discuss power distance in negotiation.
3. Describe negotiation environmental context.
4. Describe the components of 'pyramid of dispute solving'.
5. What is 'push style' of negotiation?
6. Cooperative model is given by whom?

**Part B****II. Answer any Seven questions. Each question carries 2 marks****(7x2=14)**

7. Describe negotiator from polychronic cultures.
8. What is 'information exchange' in negotiation?
9. What is 'Settling the Details' phase of negotiation?
10. Discuss execute phase of negotiation.
11. Discuss with example "competing" style of negotiation.
12. Discuss with example "accommodating" style of negotiation.
13. What are the Direct context of negotiation?
14. Discuss inter cultural decision making .
15. Discuss the negotiation problems caused by cultural differences.
16. Principled Negotiation model is given by?

**Part C****III. Answer any Five questions. Each question carries 6 marks****(5x6=30)**

17. Define culture based negotiation and describe it with example.
18. Discuss "Negotiation and Conflict Ethics".
19. Describe negotiation stages in detail.
20. Differentiate distributive vs. integrative negotiation strategies with example.
21. Give a detail note on "joint gain".
22. Give a note on American culture in negotiation with comparison to India.
23. Give a detailed note on conflict resolution in multinational organization.
24. Give a note on problem with culture in negotiation.

**Part D****IV. Answer any Two questions. Each question carries 15 marks****(2x15=30)**

25. Discuss role of Hofstede's contributions in business negotiation.
26. Discuss problem solving and negotiation in detail.
27. Discuss decision making models for negotiation with examples.
28. Give a note on theories of conflict resolution.