

FYBCOM/SEM I/REG/Negotiation Skills

Time: 1 hr.

Marks:30

Note:

1. Draw neat diagrams wherever necessary.
2. Figures to the right indicate full marks.
3. Write any TWO questions from the following
4. Each question carry 15 Marks.

- Q.1 Answer the following.** [15]
- (a) What are the skills of an effective negotiator?
 - (b) What are the barriers to negotiation agreement?
- Q.2 Answer the following.** [15]
- (a) State the practical applications of decision tree in negotiation.
 - (b) Explain the process of negotiation.
- Q.3 Answer the following.** [15]
- (a) Explain the psychological tools in negotiation.
 - (b) What are the key elements of negotiation.

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