

FYBCOM/SEM I/ATKT/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) Explain the process of negotiation.
 - (b) What are the key elements of negotiation?
- Q.2 Answer the following.** [15]
- (a) What are the barriers of negotiation agreement?
 - (b) What are the skills of an effective negotiator?
- Q.3 Answer the following.** [15]
- (a) How would you prepare a deal in negotiation?
 - (b) What are the cultural differences in negotiation style?

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