

**MASTER OF BUSINESS ADMINISTRATION (HUMAN RESOURCE) (CBCS -
2020 COURSE)
M.B.A. (HR) Sem-IV HRM :SUMMER- 2022
SUBJECT : NEGOTIATION & COUNSELING**

Day : Wednesday
Date : 29-06-2022

S-22894-2022

Time : 02:00 PM-04:00 PM
Max. Marks : 50

N.B.

- 1) Attempt any **THREE** questions from **SECTION-I** and any **TWO** questions from **SECTION-II**.
 - 2) Figures to **RIGHT** indicate **FULL** marks.
 - 3) Answers to both the sections should be written in **SAME** answer book.
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SECTION-I

- Q.1** What is negotiation? Describe the scope and importance of negotiation in Human Resource Management. [10]
- Q.2** Describe the management of resistance in counseling in detail with suitable examples. [10]
- Q.3** Outline ethical issues that arise in employee counseling. [10]
- Q.4** Explain the stages involved in negotiation process. [10]
- Q.5** Write short notes on **ANY TWO** of the following: [10]
- (a) Demonstration in counseling
 - (b) Types of counseling
 - (c) Internal frame of reference

SECTION-II

- Q.6** Enlist the qualities of a successful negotiator that are most helpful during the negotiation. [10]
- Q.7** As HR head of large scale organization, you often conduct employee counseling for various reasons. Describe to your colleagues the meaning, importance and approaches that you use for employee counseling. [10]
- Q.8** “Effective distributive bargaining is a process that requires careful planning, strong execution and constant monitoring of the other party reactions” - Justify [10]

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