

B.A. (P)
Semester VI
Collective Bargaining and Negotiation Skills
 UPC- 62413636

Q1.

- a) Explain the meaning of collective bargaining. Explain its benefits to employers, employees and society at large. 8
- b) Explain Conflict-Choice Model of negotiation. 7

OR

- a) Describe behavioural theory of labour negotiations. 8
- b) What are the critical issues in collective bargaining? Explain. 7

Q2.

- a) Do you think that it is important to prepare before negotiation? Describe preparation activities briefly. 8
- b) What are the pre-requisites for successful collective bargaining in any country? 7

OR

- a) Explain characteristics of collective bargaining. 7
- b) Write a note on "BATNA". 8

Q3.

- a) Explain the meaning and causes responsible for "Impasse Resolution". 8
- b) Write a note on the "costing of labour contracts" in the success of bargaining process. 7

OR

- a) Explain the concept of "COD". 7
- b) Explain the factors for making collective bargaining successful and effective. 8

Q4.

- a) Explain the emerging scenario in the area of collective bargaining. 8
- b) Explain the process of collective bargaining. 7

OR

- a) Explain the process of grievance management. 7
- b) What is coalition bargaining? Describe its merits and demerits. 8

Q5.

- a) "Strikes and Lockouts are established means of collective bargaining in India".
Comment. 8
- b) What is "Hicks Paradox"? 7

OR

- a) Write a note on the role of trade unions in bargaining. 8
- b) Write a note on contract ratification. 7