Reg.No. \_\_\_\_\_\_\_\_\_\_\_\_\_

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**End Semester Examination – Nov/Dec – 2018**

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| **Code :** | **18MS3059** | **Duration :** | **3hrs** |
| **Sub. Name :** | **NEGOTIATIONS MANAGEMENT** | **Max. marks :** | **100** |

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| **Q. No.** | **Sub Div.** | **Questions** | **Course Outcome** | **Marks** |
| 1. |  | Explain the Economic dimensions of negotiation. | CO2 | 20 |
| (OR) | | | | |
| 2. |  | Explain The socio-phychological dimensions of negotiation. | CO1 | 20 |
|  |  |  |  |  |
| 3. |  | Discus Integrative and Distributive Approaches with examples. | CO1 | 20 |
| (OR) | | | | |
| 4. |  | How important are norms and values in the context of negotiation? Give your reasons. | CO2 | 20 |
|  |  |  |  |  |
| 5. |  | Outline the Identity Theory. | CO1 | 20 |
| (OR) | | | | |
| 6. |  | Demonstrate Social interaction Theory. | CO2 | 20 |
|  |  |  |  |  |
| 7. |  | Illustrate Rational choice Theory. | CO2 | 20 |
| (OR) | | | | |
| 8. |  | Does personality style make a difference in negotiation? Give your comments. | CO2 | 20 |
|  | |  |  |  |
|  | | **Compulsory**: |  |  |
| 9. |  | **Case Study** |  |  |
|  |  | MUDFEST TURNS DIRTY  The disc jockey of a popular radio station spoke of an off road expedition to the mountains and meeting at a well known jeeping area. About 150 off road vehicles including two National Guard Humeevees turned up for the event.A man was standing outside the mine and yelling for the group to stop and go home. The SUV’s left tyre tracks debris, oil slicks across the land.  The man who was yelling owned the property. No Tresspassing signs and Large boulders stood at the entrance to the property. He wanted all those responsible to be punished to the full extent of the law. The land was a protected wetland and was a habitat for an nearly extint species of toad. Penalties for killing the toad could be as high as $ 1,00,000. An additional complication was that officials of the National Guard said that they had not given gaurdmen permission to take vehicles to the event. |  |  |
|  | a. | Who should be responsible for the damages? List the damages . | CO1 | 10 |
|  | b. | What potential settlements do you envision? | CO2 | 10 |