

GOVERNMENT COLLEGE OF COMMERCE AND ECONOMICS,

BORDA- MARGAO, GOA

B.COM (IV Semester) End Examination April, 2019

SEC 2: COLLECTIVE BARGAINING AND NEGOTIATION SKILLS

Time: 2 hours

Total marks: 80

Instructions:

- i Attempt all question.
- ii Figures to the right indicate full marks.
- iii Answer sub questions in Q.1 and Q.2 not more than 100 words.
- iv Answer Q.3 to Q.6 in not more than 400 words.

Q.1. Answer any four of the following:-

(16 Marks)

- i. Prerequisites of Collective Bargaining
- ii. Hicks Bargaining Model
- iii. Plant Level Bargaining
- iv. Coverage and Duration of Collective Bargaining
- v. Collective Bargaining in India
- vi. Bargaining Range Theory

Q.2. Answer any four of the following:-

(16 Marks)

- i. Meaning of Negotiation
- ii. Grievance Management
- iii. Steps in preparing for the Negotiation process
- iv. Coalition Bargaining
- v. Essentials of Negotiation
- vi. Fractional Bargaining

Q.3.A. State and explain issues in Collective Bargaining.

(12 Marks)

OR

B. Describe the concept of Collective Bargaining and its features.

(12 Marks)

Q.4.A. State and explain various difficulties in Collective Bargaining process.

(12 Marks)

OR

B. Explain the different levels of Collective Bargaining.

(12 Marks)

Q.5.A. Explain in detail the process of Negotiation.

(12 Marks)

OR

B. Write a detailed note on the different strategies of Negotiation.

(12 Marks)

Q.6.A. Explain in detail the procedure followed in Grievance Management.

(12 Marks)

OR

B. Briefly explain the recent trends in Collective Bargaining.

(12 Marks)