

Name:

Enrolment No:



**UNIVERSITY OF PETROLEUM AND ENERGY STUDIES**  
**End Semester Examination, May 2023**

**Course: International Business Negotiation**

**Program: MBA-IB**

**Course Code: INTB 8015**

**Semester: IV**

**Time: 03 hrs.**

**Max. Marks: 100**

**Instructions:**

**SECTION A**  
**10Qx2M=20Marks**

S. No.		Marks	COs
Q 1	What is the primary goal of international business negotiations? a) To achieve a win-win outcome for both parties b) To maximize profits for one party c) To dominate and overpower the other party	2	CO 1
Q 2	Which of the following is NOT a key factor to consider when preparing for international business negotiations? a) Cultural differences b) Political stability c) Economic growth	2	CO 1
Q 3	What is the difference between a distributive negotiation and an integrative negotiation? a) A distributive negotiation involves creating value for both parties, while an integrative negotiation involves dividing value between the parties. b) A distributive negotiation involves dividing value between the parties, while an integrative negotiation involves creating value for both parties. c) There is no difference between a distributive negotiation and an integrative negotiation.	2	CO 1
Q 4	What is BATNA in negotiation? a) Best Alternative to a Negotiated Agreement b) Better Agreement than Negotiated Alternative c) Bargaining Alternative to Negotiated Agreement	2	CO 1
Q 5	What is the purpose of a negotiation strategy? a) To deceive the other party b) To establish goals and objectives for the negotiation c) To use power tactics to win the negotiation	2	CO 1
Q 6	What is the importance of identifying ZOPA in a negotiation? a) It allows both parties to understand their negotiation strengths and weaknesses b) It helps both parties identify areas where they can make concessions and still reach an agreement	2	CO 1

	c) Both of the above		
Q 7	What is persuasion? a) The process of changing someone's beliefs, attitudes, or behaviors b) The process of promoting one's own beliefs, attitudes, or behaviors c) The process of avoiding conflict in communication	2	CO 1
Q 8	What is cross-cultural communication? a) The exchange of information between people from different cultures b) The exchange of information between people who speak different languages c) The exchange of information between people from different countries	2	CO 1
Q 9	Which conflict resolution mode involves a win-win approach? a) Collaborating b) Accommodating c) Competing	2	CO 1
Q 10	What is the trait theory of personality? a) A theory that emphasizes the role of genetics and biology in shaping personality b) A theory that emphasizes the role of environmental factors in shaping personality c) A theory that emphasizes the importance of observable, enduring characteristics in shaping personality	2	CO 1
<b>SECTION B</b> <b>4Qx5M= 20 Marks</b>			
Q 11	What is the Negotiator's Dilemma?	5	CO 2
Q 12	Can you explain the meaning and significance of BATNA in the negotiation process?	5	CO 2
Q 13	What are the six rules of effective persuasion?	5	CO 2
Q 14	What are the types of concessions in negotiations?	5	CO 2
<b>SECTION-C</b> <b>3Qx10M=30 Marks</b>			
Q 15	How effective are the 9 steps of negotiation in helping negotiators achieve successful outcomes in negotiations?	10	CO 3
Q 16	How effective is the ZOPA concept in helping negotiators reach successful outcomes in negotiations, and what are its limitations?	10	CO 3
Q 17	Analyzed the different types of personality traits, and how do they interact to shape individual behavior and tendencies?	10	CO 3
<b>SECTION-D</b> <b>2Qx15M= 30 Marks</b>			
Q 18	Analyze how the cultural elements of a society or group affect attitudes and behaviours, and how they affect relationships with other cultures.	15	CO 4
Q 19	Evaluate the Thomas Kilmann Instrument in predicting conflict behavior and outcomes?	15	CO 4