

- 3 How important is the role of effective planning in a negotiation strategy ? Explain the effective planning in reference to the following : 20

Defining issues

Identifying limits

Developing supportive arguments.

Analyzing the other party.

OR

Explain the term concession in negotiation. What are different problems of concession making during a negotiation process ?

- 4 Trace the growth of counselling in India. Why is problem identification of extreme importance in any counselling ? 20

OR

How is counselling different from coaching or mentoring ? Explain with help of examples.

- 5 What different strategic choices are available to negotiators ? Explain in detail problem solving duly supported by examples you have known or experienced in negotiation. 20

OR

Illustrate with examples the concept of Persuasive, Assertive and empathising styles of negotiation. How do negotiators use these influence outcome of a negotiation ?