

<b>Name:</b>	 <b>UPES</b> <small>UNIVERSITY OF TOMORROW</small>
<b>Enrolment No:</b>	

**UNIVERSITY OF PETROLEUM AND ENERGY STUDIES**  
**End Semester Examination, December 2022**

**Course: Introduction to International Trade Negotiations**  
**Program: BBA(FT)**  
**Course Code: INTB 2008**

**Semester: V**  
**Time: 03 hrs.**  
**Max. Marks: 100**

**Instructions:**

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

S. No.	Question	M ar ks	COs
Q 1	BATNA is an acronym that stands for?	2	CO 1
Q 2	Zone of possible agreement (ZOPA) is. a) When the parties disagree b) The zone of agreement in the field of negotiation c) Best alternative to achieving a negotiated outcome d) All of the above	2	CO 1
Q 3	One trait that dominates a personality so much that it influences nearly everything a person does is a: a) Global Trait b) Cardinal Trait c) Specific trait d) Central Trait	2	CO 1
Q 4	16 PF test is based on  a) Eysenck's theory b) Cattell's theory c) Allport's theory d) None of the above	2	CO 1
Q 5	What do you understand by persuasion?	2	CO 1
Q 6	How value creation through trades improves parties' position in negotiation?	2	CO 1
Q 7	Name the theory which describe id, ego, and super ego?	2	CO 1
Q 8	Who inspired Katharine Cook Briggs and Isabel Briggs Myers in developing the MBTI?	2	CO 1
Q 9	Differentiate between Anchoring and Counter-anchoring.	2	CO 1
Q 10	Name the two types of Deadlocks.	2	CO 1

**SECTION B**  
**4Qx5M= 20 Marks**

Q 11	Explain the best way of improving your BATNA?	5	CO 2
Q 12	Define ZOPA and how can you use it for your advantage?	5	CO 2
Q 13	Discuss reservation price and how reservation price is determined.	5	CO 2

Q 14	How do you explain the problems of cross-cultural negotiations? Discuss briefly	5	CO 2
<b>SECTION-C</b> <b>3Qx10M=30 Marks</b>			
Q 15	Explain the notion of the Negotiator's Dilemma in the context of a negotiation.	10	CO 3
Q 16	Analyze the Thomas Kilmann Conflict Mode Instrument technique in detail?	10	CO 3
Q 17	Define Culture? Write its types and characteristics.	10	CO 3
<b>SECTION-D</b> <b>2Qx15M= 30 Marks</b>			
Q 18	Analyze and compare the Behavioral and Trait theory of Personality	15	CO 4
Q 19	Critically analyze the concept of negotiations and explain the 9-steps of negotiations in detail.	15	CO 4