

Name:

Enrolment No:



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

Course: International Trade Negotiation
Program: MBA-IB
Course Code: INTB 7012

Semester: II
Time: 03 hrs.
Max. Marks: 100

Instructions:

SECTION A
10Qx2M=20Marks

S. No.		Marks	COs
Q 1	What is anchoring in negotiation? a) The process of breaking off negotiations b) The process of establishing a reference point for negotiations c) The process of using threats and ultimatums in negotiations d) The process of moving away from an established reference point in negotiations	2	CO 1
Q 2	What is de-anchoring in negotiation? a) The process of breaking off negotiations b) The process of moving away from an established reference point in negotiations c) The process of using threats and ultimatums in negotiations d) The process of establishing a reference point for negotiations	2	CO 1
Q 3	What is the study of culture called? a) Anthropology b) Psychology c) Sociology d) Biology	2	CO 1
Q 4	What is the purpose of anchoring in negotiation? a) To establish a starting point for negotiations b) To intimidate the other party in negotiations c) To force the other party to accept a specific offer d) The process of breaking off negotiations	2	CO 1
Q 5	What is culture? a) A biological trait b) A personality trait c) A set of shared beliefs, values, practices, and artifacts d) A physical characteristic	2	CO 1
Q 6	Which of the following is true about BATNA? A) It represents the minimum acceptable outcome for a negotiation. B) It represents the maximum possible outcome for a negotiation.	2	CO 1

	C) It is the same for all parties involved in a negotiation. D) It is irrelevant in negotiations.		
Q 7	Which of the following is an example of nonverbal communication? a) Speaking a different language b) Wearing certain clothing c) Expressing an opinion d) Writing a letter	2	CO 1
Q 8	How many personality types are there in MBTI? A) Two B) Four C) Eight D) Sixteen	2	CO 1
Q 9	What is the benefit of identifying the ZOPA in a negotiation? A) It can help both parties find a mutually acceptable agreement. B) It can help one party gain an advantage over the other. C) It can help one party get everything they want. D) It has no impact on the negotiation.	2	CO 1
Q 10	According to the trait theory of personality, which of the following is not considered a basic personality trait? a) Extraversion b) Agreeableness c) Narcissism d) Conscientiousness	2	CO 1
SECTION B 4Qx5M= 20 Marks			
Q 11	What is the reservation price?	5	CO 2
Q 12	Explain the concept of concession in negotiation, and why is it important?	5	CO 2
Q 13	Explain the importance of BATNA in negotiation and give an example.	5	CO 2
Q 14	What is anchoring in decision-making	5	CO 2
SECTION-C 3Qx10M=30 Marks			
Q 15	Analyze the most essential cultural characteristics and elements.	10	CO 3
Q 16	Analyze the five conflict-handling styles identified by the Thomas-Kilmann Instrument?	10	CO 3
Q 17	Suppose you are bidding on a house at an auction, and your reservation price is \$500,000. If the bidding starts at \$400,000, would you bid for the house? Why or why not?	10	CO 3
SECTION-D 2Qx15M= 30 Marks			
Q 18	Evaluate the importance of cultural competence in today's global business environment. How can individuals and organizations develop and enhance their cultural competence to succeed in a cross-cultural setting?	15	CO 4
Q 19	Evaluate the importance of understanding the audience when trying to persuade them. How can a persuader tailor their message to effectively persuade their audience?	15	CO 4