



Name:			
Enrolment No:			
UPES End Semester Examination, December 2023			
Course: Introduction to International Trade Negotiations II		Semester: V	
Program: BBA(FT)		Time : 03 hrs.	
Course Code: INTB3012P		Max. Marks: 100	
Instructions:			
SECTION A 10Qx2M=20Marks			
S. No.		Marks	CO
Q1	Which of the following theorists is commonly associated with the trait theory of personality? A. Sigmund Freud B. B.F. Skinner C. Carl Rogers D. Gordon Allport	2	CO1
Q2	Which of the following statements best describes the Introversion-Extraversion dimension in the MBTI? A. Introverts are outgoing, while extraverts prefer solitary activities. B. Introverts prefer solitary activities, while extraverts are outgoing. C. Introverts are detail-oriented, while extraverts focus on the big picture. D. Introverts are spontaneous, while extraverts prefer routine and planning	2	CO1
Q3	According to Sigmund Freud's psychoanalytic theory, what is the part of the mind that operates on the pleasure principle, seeking immediate gratification of desires? A. Ego B. Superego C. Id D. Self	2	CO1
Q4	According to behavioristic theories of personality, who is considered the founder of classical conditioning? A. B.F. Skinner B. John B. Watson C. Sigmund Freud D. Carl Rogers	2	CO1
Q5	Which behaviorist psychologist is known for his research on operant conditioning, shaping behavior through rewards and punishments? A. Sigmund Freud B. Ivan Pavlov	2	CO1

	C. B.F. Skinner D. John B. Watson		
Q6	How can anchoring affect the negotiation process? A. It limits creativity and problem-solving skills B. It encourages compromise and mutual understanding C. It establishes a fixed, unchangeable position for both parties D. It influences the final outcome and concessions made by both parties	2	CO1
Q7	Which of the following is a common strategy to counteract the anchoring effect in negotiations? A. Rejecting all initial offers outright B. Making a counteroffer significantly lower than the anchor C. Accepting the anchor and building upon it D. Ignoring the anchor and changing the topic of discussion	2	CO1
Q8	What is the primary goal of using persuasive techniques in negotiation? A. To dominate and control the other party B. To deceive and manipulate the other party C. To influence the other party's attitudes and behavior D. To create conflict and tension in the negotiation process	2	CO1
Q9	Which of the following strategies is commonly used in distributive negotiation? A. Sharing information openly and transparently B. Integrative bargaining to find common ground C. Concealing information to gain a competitive advantage D. Collaborative problem-solving for win-win solutions	2	CO1
Q10	How can a negotiator use knowledge of the other party's reservation price to their advantage? A. By making an initial offer significantly lower than the other party's reservation price B. By revealing their own reservation price to build trust and transparency C. By avoiding discussion of reservation prices to prevent conflict D. By insisting on meeting exactly at the midpoint between the two reservation prices	2	CO1
SECTION B 4Qx5M= 20 Marks			
Q11	Briefly explain the element of culture	5	CO2
Q12	Give a brief explanation of trait theory of personality.	5	CO2
Q13	Discuss the key strategies used in integrative negotiation and how they influence the outcome of the negotiation process?	5	CO2
Q14	What are the primary phases involved in multiphase negotiations, and why is it essential to understand each phase in a multi-party negotiation process?	5	CO2
SECTION-C 3Qx10M=30 Marks			
Q15	Create a scenario and start negotiating by promoting value creation through.	10	CO3

Q16	Discuss the psychological underpinnings of anchoring and how it may impact the participants' perceptions and choices during a negotiation?	10	CO3
Q17	Give a brief explanation of the BATNA idea and an example of how understanding your BATNA might affect how a negotiation turns out.	10	CO3
SECTION-D 2Qx15M= 30 Marks			
Q 18	Examine and compare the psychoanalytic theory of personality to other prominent theories of personality, such as behavioural or humanistic theories. Draw attention to the main distinctions and overlaps between the two points of view.	15	CO4
Q19	Consider yourself to be a bargainer. Describe an instance where you were able to take advantage of anchoring strategies. What effects did it have on the result of the negotiations, and what tactics did you use to counter any attempts by the opposing party to counter anchor? OR Analyze a real-life negotiation situation and identify the specific persuasion techniques employed by both parties. Evaluate the effectiveness of these techniques in reaching a successful agreement.	15	CO4