

# Internal Assessment 2

Collective Bargaining and Negotiation Skills (Each Answer carries 2 marks)

\*Required

1. Name \*

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2. Roll No. \*

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3. Mobile Number \*

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4. Email ID \*

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5. It refers to a situation in which two or more unions bargain jointly for common master agreement. \*

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6. It means a mandatory settlement of industrial disputes by Labour courts or National Tribunal. \*

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7. Collective bargaining is a bipartite process involving which two stakeholders: \*

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8. It is a collection of demands which the employees through their union, put before the management. \*

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9. The full form of BATNA \*

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10. In this form of collective bargaining both the employer and employee try to maximize their respective gains \*

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11. It occurs when negotiating parties are unable to reach consensus on collective bargaining agreement and become deadlocked. \*

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12. It is the process by which members of bargaining teams of union and employer formally approve the terms of the collective agreement that they have negotiated. \*

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13. It is a complaint of one or more workers in respect of wages, conditions of work etc. \*

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14. What is formal grievance procedure also known as? \*

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