

## **COLLECTIVE BARGAINING & NEGOTIATION SKILLS**

**B.A. (P), Sem VI; 21<sup>st</sup> April,2020**

### **Class Assignment Questions:**

- 1) Define collective bargaining? Explain its various types?**
  - 2) Explain various qualities of a good negotiation?**
  - 3) Define coalition bargaining? How is it useful?**
  - 4) Explain the pre negotiation phase? How is it important?**
- {each question carries 5 marks}**