

Unit 5 - Week 4

Course outline

How to access the portal?

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Week 2

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Week 4

Negotiation Skills

Negotiation Strategies

Culture as Communication

Communicating Across Cultures

Organizational Communication

Quiz : Assignment 4

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Text Transcripts

Assignment 4

The due date for submitting this assignment has passed.
As per our records you have not submitted this assignment.

Due on 2019-08-28, 23:59 IST.

1) Of the following statements, which one is true about Negotiation according to Zartman's definition? **1 point**

- It is a process of combining conflicting positions
- It focuses on dissuasion
- It splits the decision
- All of the above

No, the answer is incorrect.
Score: 0

Accepted Answers:
It is a process of combining conflicting positions

2) Which of the following is the most important condition for Negotiation? **1 point**

- Interest of both parties
- Authority
- Dominance and presumptions
- Conflict and non-achievement

No, the answer is incorrect.
Score: 0

Accepted Answers:
Interest of both parties

3) Choose the odd one out:
Conditions for formal negotiations are **1 point**

- Personal relationship
- Pre-announced meeting
- Fixed agenda
- Three people

No, the answer is incorrect.
Score: 0

Accepted Answers:
Personal relationship

4) Which among these factors affects negotiation? **1 point**

- Place
- Exchange of views freely
- Time
- All of the above

No, the answer is incorrect.
Score: 0

Accepted Answers:
All of the above

5) What should be the most important moto for a successful negotiation? **1 point**

- Winning
- Agreement
- Control
- None of the above

No, the answer is incorrect.
Score: 0

Accepted Answers:
Agreement

6) In global context communication is done by **1 point**

- Face to face interactions
- Trans-border transfer of information
- Comparing phenomena across cultures
- None of the above

No, the answer is incorrect.
Score: 0

Accepted Answers:
Trans-border transfer of information

7) "Let us never negotiate out of fear. But let us never fear to negotiate."- Who said this? **1 point**

- Mark Twain
- Benjamin Franklin
- Benjamin Disraeli
- John F Kennedy

No, the answer is incorrect.
Score: 0

Accepted Answers:
John F Kennedy

8) Which community is more casual in terms of formality? **1 point**

- Greeks
- Americans
- Japanese
- Mexicans

No, the answer is incorrect.
Score: 0

Accepted Answers:
Americans

9) Which one of the following communities believe in exchange of cards and signing documents as a sort of ritual? **1 point**

- Japanese
- Americans
- Arabs
- Mexican

No, the answer is incorrect.
Score: 0

Accepted Answers:
Japanese

10)Intuitiveness and Contemplation are attributes usually found in the people of _____ . **1 point**

- Low context culture
- High context culture
- Both of high and low culture contexts
- Elitist culture

No, the answer is incorrect.
Score: 0

Accepted Answers:
High context culture