Assignment 4

The due date for submitting this assignment has passed. As per our policy, you may not resubmit 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
   A. It is a process of generating conflicting positions
   B. It occurs in organizations
   C. It improves decision-making
   D. It is a process of gaining agreement

2. Which of the following is the most important condition for negotiation? 1 point
   A. Interest of both parties
   B. Ambiguity
   C. Common purposes and agreements
   D. Coercive and non-coercive behavior

3. No, the answer is incorrect. Score: 0
   Accepted Answers: None
   Checklist: Both parties

4. Conditions for formal negotiations are 2 points
   A. Personal relationship
   B. Pre-negotiation meeting
   C. Fixed agenda
   D. People
   Score: 0
   Accepted Answers: None
   Checklist: All of the above

5. No, the answer is incorrect. Score: 0
   Accepted Answers: Agreement
   Checklist: All of the above

6. What is the single most important reason for a successful negotiation? 2 points
   A. Standing
   B. Agreement
   C. Trust
   D. None of the above
   Score: 0
   Accepted Answers: Agreement
   Checklist: All of the above

7. In global context communication is done by 2 points
   A. Face-to-face interaction
   B. Communication occurs across cultures
   C. None of the above
   Score: 0
   Accepted Answers: None
   Checklist: Both (face-to-face and across cultures)

8. No, the answer is incorrect. Score: 0
   Accepted Answers: Japan
   Checklist: Japan

9. No, the answer is incorrect. Score: 0
   Accepted Answers: America
   Checklist: America

10. Which country can be more casual in terms of formality? 2 points
    A. China
    B. America
    C. Japan
    D. Norway
    Score: 0
    Accepted Answers: America
    Checklist: America

11. Which role of the following comments believe in exchange of cards and giving documents as a sort of ritual? 2 points
    A. Business
    B. Greeting
    C. Meme
    D. None, the answer is incorrect
    Score: 0
    Accepted Answers: Meme
    Checklist: Meme

12. A contract and a memorandum are worthiness usually found in the people of________. 2 points
    A. Low contract culture
    B. High contract culture
    C. Both of high and low contract cultures
    D. Neither culture
    Score: 0
    Accepted Answers: High contract culture
    Checklist: High contract culture