Assignment 10

The due date for submitting this assignment has passed. As per our records you have not submitted this assignment. Due on 2019-04-10, 23:59 IST.

1) Is negotiation very common during sharing responsibilities, tasks or gains for assignments? 1 point

- A) Yes
- B) No

No, the answer is incorrect.
Score: 0
Accepted Answers:
A) Yes

2) Negotiations among relatives, children and spouse are not feasible. 1 point

- A) True
- B) False

No, the answer is incorrect.
Score: 0
Accepted Answers:
B) False

3) Negotiations during Business are prevalent among collaborators or joint venture partners. 1 point

- A) True
- B) False

No, the answer is incorrect.
Score: 0
Accepted Answers:
A) True

4) Is a single negotiation valid for multiple issues? 1 point

- A) Yes

No, the answer is incorrect.
Score: 0
Accepted Answers:
A) Yes
<table>
<thead>
<tr>
<th>Question</th>
<th>Points</th>
<th>Answer</th>
</tr>
</thead>
<tbody>
<tr>
<td>5) Negotiations should never be considered as games.</td>
<td>1 point</td>
<td>B) False</td>
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<tr>
<td>6) Distributive Negotiation results in both the parties winning.</td>
<td>1 point</td>
<td>B) False</td>
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<tr>
<td>7) Is knowing the strengths and weaknesses of own colleagues within the negotiating team ethical?</td>
<td>1 point</td>
<td>B) No</td>
</tr>
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<td>8) In negotiations, Receiver and Giver are players of the same team.</td>
<td>1 point</td>
<td>B) False</td>
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<td>9) There are strong influences of various Conditions on negotiations.</td>
<td>1 point</td>
<td>B) False</td>
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<tr>
<td>10) There is a higher probability of winning the negotiations, in case the negotiation is held in one of the negotiators' Place.</td>
<td>1 point</td>
<td>B) False</td>
</tr>
</tbody>
</table>
11) BATNA of either party can be strong or weak.  
   A) True  
   B) False  
   No, the answer is incorrect.  
   Score: 0  
   Accepted Answers:  
   A) True

12) ZOPDA refers to the zone of possible disagreement, which lies within the zone of possible agreement.  
   A) True  
   B) False  
   No, the answer is incorrect.  
   Score: 0  
   Accepted Answers:  
   B) False

13) Can WIN - LOSE situation be avoided?  
   A) Yes  
   B) No  
   No, the answer is incorrect.  
   Score: 0  
   Accepted Answers:  
   A) Yes

14) Should LOSE - LOSE situations be converted to WIN-WIN?  
   A) Yes  
   B) No  
   No, the answer is incorrect.  
   Score: 0  
   Accepted Answers:  
   A) Yes

15) Can WIN - WIN situation be perceived in the beginning?  
   A) Yes  
   B) No  
   No, the answer is incorrect.  
   Score: 0  
   Accepted Answers:  
   B) No