Assignment 11

The due date for submitting this assignment has passed. As per our records you have not submitted this assignment. Due on 2019-04-17, 23:59 IST.

1) Research on opponents is ethical, as a part of preparation for negotiation.  
   ![Radio button options: A) True, B) False]
   No, the answer is incorrect. 
   Score: 0
   Accepted Answers:
   A) True

2) Threat is one of the basic methods of negotiations.  
   ![Radio button options: A) True, B) False]
   No, the answer is incorrect. 
   Score: 0
   Accepted Answers:
   A) True

3) Smooth Sailing during negotiations is vital for leading to closure of the deal.  
   ![Radio button options: A) True, B) False]
   No, the answer is incorrect. 
   Score: 0
   Accepted Answers:
   A) True

4) Asking questions till one is clear about the needs, during negotiations is not advisable.  
   ![Radio button options: A) True]
   No, the answer is incorrect. 
   Score: 0
   Accepted Answers:
   A) True
5) ‘Fear of Losing’ is one of the strong barriers during negotiations.  
A) True  
B) False  
No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
A) True

6) During negotiation one should not follow the Heart over the Mind.  
A) True  
B) False  
No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
A) True

7) After closing the deal, following a negotiation, one should attempt to Leave the ground at the earliest.  
A) True  
B) False  
No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
A) True

8) Securing ‘Repeat Orders’ do not require repeat negotiations.  
A) True  
B) False  
No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
B) False

9) Dominating Personality is considered to be a strong point during negotiation.  
A) True  
B) False  
No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
B) False

10) Frequent Replacement of Team Players is one of the favourable tactics of negotiations.  
A) True  
B) False  
No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
B) False