

Quadrant IV–In Module Assessment

Course Code: COS102

Module Name: Effective Negotiation

Short Answer I

Q1. Answer the following in 30-50 words:

1. Write a short note on negotiation.
2. List down various issues taken for negotiation in a company.

Long Answer I

Q2. Answer the following in 50 to 100 words:

1. Explain the conditions for effective negotiation.
2. What is the procedure to conduct effective negotiation?