

## **Quadrant III – References/Web links**

**Paper Code: COS102**

**Module Name: Post Negotiation- Administration of the Agreement ,  
Grievance Management**

### **Offline Resources:**

- Kanika Bhutani Anand , Amit Kumar Paswan, Collective Bargaining and Negotiation Skills, 2017, Galgotia Publishing Company
- Dubey, S.,&Jain,P. , Collective Bargaining and Negotiation Skills, (2020),New Delhi Book Age Publications