



বিদ্যাসাগর বিশ্ববিদ্যালয়
VIDYASAGAR UNIVERSITY

Question Paper

Major Examinations 2020

Semester - III

Subject: OMSP

Paper: SEC-1T

(Counseling & Negotitation Management)

Full Marks : 40

Time : 2 Hours

Candidates are required to give their answer in their own words as far as practicable.

The figures in the margin indicate full marks.

Answer any *two* from the following questions :

2×20

1. (a) State the goals of counseling.

(b) Explain briefly the process of counseling.

10+10

2. (a) State the role of counseling skills in conflict management.

(b) What do you mean by ethics in counseling ?

15+5

3. (a) Define negotiation.

(b) Discuss the different negotiation styles. Which negotiation style is the best style ?

5+15

4. Write short notes on :

5+5+5+5

(a) Cross Cultural Negotiation.

(b) Conflict Management.

(c) Negotiation Tactics.

(d) Salary Negotiation.

Vidyasagar University