



Fourth Semester MBA Degree Examination, June/July 2025  
**Conflict & Negotiation Management**

Max. Marks: 100

- Note: 1. Answer any FOUR full questions from Q.No.1 to Q.No.7.  
 2. Question No. 8 is compulsory.  
 3. M : Marks , L: Bloom's level , C: Course outcomes.

		M	L	C
Q.1	a.	3	L1	CO1
	b.	7	L2	CO1
	c.	10	L3	CO1
Q.2	a.	3	L1	CO1
	b.	7	L2	CO1
	c.	10	L3	CO2
Q.3	a.	3	L1	CO1
	b.	7	L2	CO1
	c.	10	L4	CO2
Q.4	a.	3	L1	CO1
	b.	7	L3	CO1
	c.	10	L4	CO1
Q.5	a.	3	L1	CO1
	b.	7	L3	CO1
	c.	10	L3	CO1

Q.6	a.	3	L1	CO1
	b.	7	L2	CO3
	c.	10	L3	CO1
Q.7	a.	3	L1	CO1
	b.	7	L2	CO1
	c.	10	L4	CO2
Q.8	<b>Case Study:</b>			
	<p>A research project is being conducted jointly between two universities and a collaborating company. The project is coordinated by a project manager from the company. You are the principal investigator at your institution and have colleagues in a corresponding position at the other institution. The funder has issued each institution with separate research contact. You feel the project manager is pursuing their own agenda, is focused on hitting delivery dates without thinking for the quality of work being produced and has lost right of expertise. Your research group brings to the project, furthermore, the Post Docs in your research group and at the university are battling against each other and the project manager.</p> <p>Questions :</p>			
	a.	10	L3	CO2
	b.	10	L3	CO2

CMRIT LIBRARY  
 BANGALORE - 560 037

\*\*\*\*\*