

28 NOV 2025

NATIONAL LAW UNIVERSITY, JODHPUR

End Term Examination August-December, 2025

Semester: UG IX Semester

Subject: Essentials of Negotiation (Optional)

Time: Three Hours

Total Marks: 100

Instructions:

1. All questions carry equal marks.
2. Attempt any five questions.
3. The expected answer length for each answer is 800–900 words; this is only suggestive and not compulsory.
4. Read the questions completely and carefully before answering.

Q.1). Imagine you have been tasked with designing a short training module for new law graduates joining a corporate law firm. The objective of this module is to critically analyse the relationship between gender and negotiation. Design the module by discussing the key themes that should be included.

(Marks 20)

Q.2). Write notes on the following:

- i. Coalition in Negotiation
- ii. Types of Conflicts

(10+10 = Marks 20)

Q.3). Explain the key steps involved in the integrative negotiation process with the help of relevant examples.

(20 Marks)

Q.4). Imagine you are negotiating with another party. To secure a favourable outcome, you must perform several tactical tasks that are central to distributive bargaining. Explain the four key tactical tasks involved in this process:

- i. Assessing the other party's target, resistance point, and the costs of terminating negotiations;
- ii. Managing the other party's impressions of your target, resistance point, and cost of terminating negotiations;
- iii. Modifying the other party's perceptions of his or her target, resistance point, and cost of terminating negotiations;
- iv. Manipulating the actual costs of delaying or terminating negotiation.

(4*5 = Marks 20)

Q.5). Analyse how cultural differences affect negotiation approach, processes and outcomes, using relevant theoretical frameworks and examples from contrasting cultural contexts. Further, propose culturally responsive negotiation strategies that negotiators can adopt to manage and overcome challenges in intercultural negotiation settings.

(Marks 20)



Q.6). Negotiators possess distinct abilities that can significantly shape the negotiation process. Discuss how such abilities influence negotiation behaviour and contribute to negotiation success, with a specific focus on the following four domains: cognitive ability, emotional intelligence, perspective-taking ability, and cultural ability.

(Marks 20)