

Question # 10 of 10 (Start time: 12:58:31 PM, 18 July 2023)

Total Marks:

Adil wants to get credit from the bank but bank can not approve credit to him because of past slow pay record. The bank manager and Adil meet and agree on a win-win solution that meets the need of both parties by involving a guarantee that will ensure payment if not made with in prescribed period. This is an example of

Select the correct option

☐ Distributive negotiation☐ Compromising intention☒ integrative negotiation☐ Accommodating intention

Select the correct option

☐	Dialogue
☐	Negotiation
☐	Relationships
☒	Self interest

Question # 9 of 10 (Start time: 12:57:51 PM, 18 July 2023)

While managing political behaviors in organization, the manager requires to discourage:

Select the correct option

- | | |
|-----------------------|-------------|
| ☐ | Dialogue |
| ☐ | Negotiation |

The conflict process has _____ stages.

Select the correct option



Three



Six



Five

Question # 7 of 10 (Start time: 12:55:43 PM, 18 July 2023)

Which of the following group problem solving technique is referred as a process to generate ideas from physically dispersed experts?

Select the correct option

☐	Nominal Group technique
☒	Delphi method
☐	Consensus
☐	Brainstorming

Question # 6 of 10 (Start time: 12:54:43 PM, 18 July 2023)

Which of the following relates with traditional view of conflict?

Select the correct option

☐	Conflict should be encouraged and managed
☒	Conflict is bad and should be avoided
☐	Conflict brings life and creativity

Which kind of strategy to conflict is "Collaborating?"

Select the correct option

☐	I win - You lose
☒	I win - You win
☐	None of above

Which of the following tactics involves an individual in the decision-making process?

Select the correct option



Pressure



Inspirational appeals



Ingratiation

Question # 2 of 10 (Start time: 12:49:06 PM, 18 July 2023)

The consequence of Legitimate and Reward power is _ _ _ _ _

Select the correct option

☐	Commitment
☒	Compliance

Question # 1 of 10 (Start time: 12:47:41 PM, 18 July 2023)

Which one of the following is the last step in communication process?

Select the correct option



Feedback



Receiver

Question # 3 of 10 (Start time: 12:49:53 PM, 18 July 2023)

Every cricketer of Pakistan values the advice of Wasim Akram. He has which of the following power?

Select the correct option



Reward power



Legitimate power



Expert power