



Question # 10 of 10 (Start time: 09:18:57 PM, 21 July 2023)

A business proposal should be in ----- tense.

Select the correct option

☐	future	
☐	present perfect	
☐	past	
☐	past continuous	

ial text

this translation

feedback will be used to help improve Google Translate



Search...





"To put someone in the other person's position to show them that they fully understand their needs and concerns" is a characteristic of

Select the correct option

- ☐ Courteous Behavior
- ☐ Negotiation Strategies
- ☐ Honest Response
- ☒ Successful Negotiators



Click to Save Answer & Move to Next Q

Google
translation
feedback will be used to help improve Google Translate



**ENG301 – Business Communication (Quiz No.4)****Question # 3 of 10 (Start time: 09:12:30 PM, 21 July 2023)**

You should clearly state thethat your thesis is going to address.

Select the correct option

☐	subject
☐	topic
☐	Interest
☐	problem



al text
his translation
edback will be used to help improve Google Translate



Search...



Question # 6 of 10 (Start time: 09:06:44 PM, 21 July 2023)

Messages are also sent to the speaker from the listener. These are called-----

Select the correct option

☐	Feedback
☐	Encodings.
☐	Decodings.
☐	Channels.



BC220410359- RAHAM ALI

Time left 82 sec(s)

ZOO202 - Animal Diversity: Chordates (Quiz no. 3)

Quiz Start Time: 07:30 PM, 21 July 2021

Question # 2 of 10 (start time: 07:33:34 PM, 21 July 2021)

Total Marks:

Some mammals had a large space called the _____ separating the anterior and posterior teeth.

Select the correct option

Reload Math Equations

☐	Cutting edges
☐	Cusps
☐	Diatemas
☐	Cynodonts

Click to Save Answer & Move to Next Question





Question # 4 of 10 (Start time: 09:13:21 PM, 21 July 2023)

The "thinking about it stage" of thesis writing is when you are finally faced with the reality of completing your degree.

Select the correct option

☐	False
☐	True

[Click to Save Answer](#) Search...

Question # 5 of 10 (Start time: 09:06:03 PM, 21 July 2023)

Which of the following is/are negotiation strategy/strategies?

Select the correct option

- | | |
|-----------------------|-------------------|
| ☐ | Lose-win strategy |
| ☐ | All of the above |
| ☐ | Win-win strategy |
| ☐ | Win-lose strategy |

Click to Save Answer



BC2204126899 MARIYAM QURBAN

ENG301 - Business Communication (Quiz No.4)

Qui

Question # 10 of 10 (Start time: 02:49:54 PM, 21 July 2023)

A skillful negotiator is able to identify them and recognize which one is being used by the other person.

Select the correct option

☐	Competition
☐	Both a & b
☐	Collaboration
☐	Illustration

Click to Save

Question # 9 of 10 (Start time: 01:04:38 PM, 21 July 2023)

Total Marks: 1

Byzantine art is a combination of _____ and classical Western art.

Select the correct option

☐	Byzantine art is a combination of _____ and classical Western art.
☐	Eastern
☐	Western
☐	Classical eastern

Click to Save Answer & Move to Next Question



ENG301 – Business Communication (Quiz No.4)

Question # 8 of 10 (Start time: 09:17:28 PM, 21 July 2023)

Write down your ideas as this will allow you to revisit an idea later.

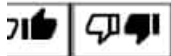
Select the correct option

☐	True
☐	False

inal text

: this translation

r feedback will be used to help improve Google Translate



Search...





ENG301 - Business Communication (Quiz No.4)

Question # 7 of 10 (Start time: 09:16:28 PM, 21 July 2023)

Select the appropriate option.

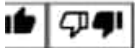
_____ is of speculative nature, an imaginative preconception of "what might be true".

Select the correct option

- | | |
|-----------------------|----------------------|
| ☐ | Statement of purpose |
| ☐ | Hypothesis |
| ☐ | Introduction |
| ☐ | Methodology |

Click

ial text
his translation
feedback will be used to help improve Google Translate



Search...





Question # 6 of 10 (Start time: 09:15:20 PM, 21 July 2023)

Which of followings is the part of Thesis Writing format?

Select the correct option

☐	Purpose of the Project, Research Questions/Hypotheses
☐	Introduction, Statement of the Problem:
☐	Background and Need, Rationale:
☐	All of the above





BC210412420: SANA AZRAM

Time Left 69 sec(s)

ENG301 - Business Communication (Quiz No.4)

Quiz start Time: 08:53 PM, 21 July 2023

Question # 5 of 10 (start time: 08:55:59 PM, 21 July 2023)

Total Marks:

In business while 'negotiating', it is important to:

Select the correct option



Focus on interests rather than position.



Try to keep to the point and avoid generalizing



All of the above



Link issues to the other party's objectives

Click to Save Answer & Move to Next Question



Question # 9 of 10 (Start time: 09:27:13 PM, 21 July 2023)

Which of the following is/are correct about Research Hypothesis?

Select the correct option

☐

Both of the above

☐

None of the above

☐

It establishes the precise focus of the research study.

☐

It is a kind of hunch that the researcher has about the topic.

NOT SW ✓

Click to Save Answer & Move to



Question # 3 of 10 (Start time: 09:04:16 PM, 21 July 2023)

One of the tips at the thinking stage of a research proposal is to be _____

Select the correct option

☐	creative
☐	quick
☐	flamboyant
☐	none of the above

[Click to Save Answer](#)



Quiz

vulms.vu.edu.pk



----- is exerted by someone who seeks information, considers other's advice and makes plans with others.

Select the correct option

☐	Coercive power
☐	Consultative power
☐	Expertise power
☐	Reward power

[Click to](#)



Question # 10 of 10 (Start time: 04:36:23 PM, 21 July 2023)

1

The continual refinement of the senses, especially sight, as the means to clarify experience is called as.

select the correct option



Refine Senses



Embrace Uncertainty



Creativity



Independent Thinking

Click to Save Answer & Move to Next





ENG301 - Business Communication (Quiz No.4)

Question # 5 of 10 (Start time: 09:14:29 PM, 21 July 2023)

At the thinking stage of proposal writing, to write down your ideas is better as _ _ _ _

Select the correct option

☒	It enhances the writing skill	
☐	none of the above	
☐	It makes you remember the ideas	
☐	It allows you to revisit the ideas	





Which of the following is not a type of art in Stone Age?

Select the correct option

- | | |
|----------------------------------|-----------------------|
| ☒ | Metallurgy |
| ☐ | Pictographs |
| ☐ | Petroglyphs |
| ☐ | Prehistoric sculpture |

Click to Save Answer





Question # 10 of 10 (Start time: 03:05:11 PM, 21 July 2023)

----- also played an important role in establishing a sense of order.

Select the correct option

- | | |
|-----------------------|-------------|
| ☐ | Materialism |
| ☐ | Symbolism |
| ☐ | Idealism |
| ☐ | Mentalism |

Click

Question # 7 of 10 (Start time: 09:07:15 PM, 21 July 2023)

The significance of the topic means _____

Select the correct option

- | | |
|----------------------------------|-----------------------------|
| ☒ | importance of the topic |
| ☐ | susceptibility of the topic |
| ☐ | viability of the topic |
| ☐ | none of the above |



BC210412420: SANA AZRAM

Time Left 85 sec(s)

ENG301 - Business Communication (Quiz No.4)

Quiz start Time: 08:53 PM, 21 July 2023

Question # 8 of 10 (start time: 08:59:03 PM, 21 July 2023)

Total Marks:

----- is based on a person's position or role in an organization. Their authority and control over resources gives them the power that is acknowledged.

Select the correct option

☐ Legitimate power☐ Expertise power☐ Coercive power☐ Reward power

Click to Save Answer & Move to Next Question



BC210412420: SANA AZRAM

Time Left 83 sec(s)

ENG301 - Business Communication (Quiz No.4)

Quiz start Time: 08:53 PM, 21 July 2023

Question # 4 of 10 (start time: 08:54:46 PM, 21 July 2023)

Total Marks:

Psychological barriers to negotiation do not include:



Wanting to be liked



Happiness of conflict or confrontation



Guilt about wanting to be assertive



Fear of being taken for a ride

Click to Save Answer & Move to Next Question

Question # 3 of 10 (Start time: 02:09:42 PM, 21 July 2023)

The most prior and specific purpose of negotiation is _____

Select the correct option

☐	none of the above
☐	to both of the above
☐	to reach an agreement
☐	to ensure clarity

[Click to Save Answer](#)



vulms.vu.edu.pk/



20



Relevant information should be given in communication.

Select the correct option

☐	True
☐	False



Question # 8 of 10 (Start time: 09:26:06 PM, 21 July 2023)

Readers are not allowed to cross-reference in global formats (APA, MLA)

Select the correct option

False



True



Click to Save Answer & Move





Rehearsal helps in overcoming anxiety in oral presentation.

Select the correct option

☐	False
☐	True



Click to Save Answer & Mark



One of the conditions of external validity of a research area is that it should provide the _____ for the achievability of t

Select the correct option

- ☐ methodology
- ☐ percentage
- ☐ evidence
- ☐ none of the above

Click to



ENG301 – Business Communication (Quiz No.4)

Question # 6 of 10 (Start time: 10:07:37 PM, 21 July 2023)

The better situation of a negotiation is a _____ on both sides.

Select the correct option



win-lose



lose-win



win-win



none of the above

win-win





vulms.vu.edu.pk/



20



Question # 3 of 10 (Start time: 09:39:48 PM, 21 July 2023)

While negotiating it is important to _____

Select the correct option

- | | |
|-----------------------|---|
| ☐ | None of the above |
| ☐ | Give the other party relevant information |
| ☐ | Consider the other party's point of view |
| ☐ | Both of the above |



Click to Save Answer



Question # 5 of 10 (Start time: 09:56:28 PM, 21 July 2023)

----- is exerted by those who use their authority or any force, emotional or physical, against the interest of the other party.

Select the correct option



Expertise power



Legitimate power



Coercive power



Reward power



Click to Save Answer & Move to Next



QUESTION 10: In a negotiation, using empathy means seeing the situation from _____.

In a negotiation, using empathy means seeing the situation from _____.

Select the correct option

- | | |
|-----------------------|------------------------|
| ☐ | personal point of view |
| ☐ | others' points of view |
| ☐ | your own point of view |
| ☐ | all of the above |



Click to



Question # 1 of 10 (Start time: 10:02:09 PM, 21 July 2023)

----- (in negotiation) often leads to one party gaining advantage over the other, if it ce

Select the correct option

☐

Collaboration

☐

Accommodation

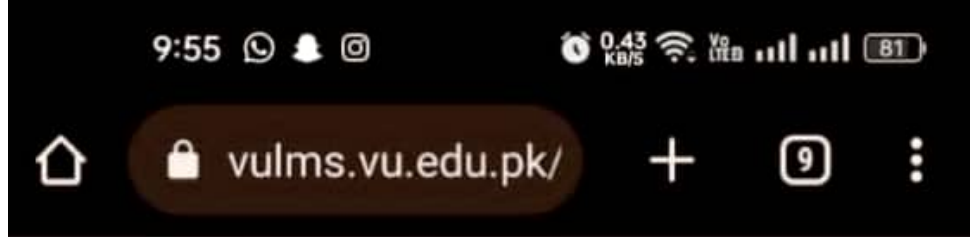
☐

Compromise

☐

Competition





Question # 4 of 10 (Start time: 09:55:39 PM, 21 July 2023)

Total

"To put someone in the other person's position to show them that they fully understand their needs and concerns" is a characteristic of

Select the correct option

☐	Negotiation Strategies
☐	Courteous Behavior
☐	Successful Negotiators
☐	Honest Response

Click to Show Answer & Move to Next Question



Question # 3 of 10 (Start time: 09:54:44 PM, 21 July 2023)

Total

----- (in negotiation) often leads to one party gaining advantage over the other. If it can negotiate at the expense of the other's need

Select the correct option

☐	Collaboration
☐	Accommodation
☒	Competition
☐	Compromise

Click to Save Answer & Move to Next Q



Question # 2 of 10 (Start time: 10:03:22 PM, 21 July 2023)

Write down your ideas as this will allow you to revisit an idea later.

Select the correct option

☐	True
☐	False

Cl





Question # 8 of 10 (Start time: 10:10:28 PM, 21 July 2023)

Readers are not allowed to cross-reference in global formats (APA, MLA).

Select the correct option

☐	False
☐	True





Question # 4 of 10 (Start time: 10:04:45 PM, 21 July 2023)

One of the conditions of external validity of a research area is that it should provide the _____ for the achievement of the research objectives.

Select the correct option

- ☐ percentage
- ☒ methodology
- ☐ evidence
- ☐ none of the above

[Click to Save Answer](#)



Question # 7 of 10 (Start time: 10:09:25 PM, 21 July 2023)

Self-exposing people demand attention by speaking loudly

Select the correct option



True



False

Click to Save Answer





Question # 5 of 10 (Start time: 10:06:11 PM, 21 July 2023)

Which one of the following is not the part of "Personal Styles in Negotiation"?

Select the correct option

☐	Self- bragging
☐	Self-denying
☐	Self-exposing
☐	Self-bargaining

Click





Question # 9 of 10 (Start time: 10:11:07 PM, 21 July 2023)

BATNA and WATNA are the alternatives if negotiation _____

Select the correct option

- | | |
|----------------------------------|-------------------|
| ☐ | is necessary |
| ☐ | is smooth |
| ☐ | none of the above |
| ☒ | is not possible |



Click to Save Answer





ENG301 - Business Communication (Quiz No.4)

Question # 10 of 10 (Start time: 10:12:16 PM, 21 July 2023)

To define the 'gap' in the existing knowledge is one of the purposes of _____ in thesis writing

Select the correct option

- | | |
|-----------------------|-------------------|
| ☐ | introduction |
| ☐ | literature review |
| ☐ | rationale |
| ☐ | none of the above |

Click to

