

Unit 7 - Week 6

Course outline

How to access the portal?

Week 1

Week 2

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Week 5

Week 6

Death by Power Point-2

Negotiation-1

Negotiation-2

Assertiveness-1

Assertiveness-2

Quiz : Assignment- 6

Solution For Assignment 6

Week 7

Week 8

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Assignment- 6

The due date for submitting this assignment has passed.
As per our records you have not submitted this assignment.

Due on 2019-09-11, 23:59 IST.

1) 'KIFP' stands for-

- Keep It Flowing, Powerful
- Keep It Fast Paced
- Keep It Fast, Pointed
- Keep It Full, Packed

No, the answer is incorrect.
Score: 0

Accepted Answers:
Keep It Fast Paced

1 point

2) In PPT, '1+1=0' rule indicates that -

- Statistical data should not be used
- Each slide should contain at least two ideas
- One slide should contain only one idea
- None of the above

No, the answer is incorrect.
Score: 0

Accepted Answers:
One slide should contain only one idea

1 point

3) In negotiation 'Win/Win' situation means-

- Both the parties should feel benefited
- Two consecutive benefits
- To be benefited again and again
- All of the above

No, the answer is incorrect.
Score: 0

Accepted Answers:
Both the parties should feel benefited

1 point

4) Whose study found that 'people who believed negotiation could be learnt outperformed those who regarded it as an innate, horrible trait'?

- Solomon and Brodsky
- Noam Chomsky
- U.C. Berkeley
- Robert Gaskin

No, the answer is incorrect.
Score: 0

Accepted Answers:
U.C. Berkeley

1 point

5) BATNA stands for-

- Best Alternative to a Negative Argument
- Best Alternative to a Negotiated Agreement
- Best Argument to a Negotiated Agreement
- None of the above

No, the answer is incorrect.
Score: 0

Accepted Answers:
Best Alternative to a Negotiated Agreement

1 point

6) Which kind of Negotiation most efficiently leads to the win/win situation?

- Distributive Negotiation
- Determinative Negotiation
- Integrated Negotiation
- All of the Above

No, the answer is incorrect.
Score: 0

Accepted Answers:
Integrated Negotiation

1 point

7) Which of the following affects a successful negotiation?

- Attitude
- Aggression
- Knowledge
- Interpersonal skills

No, the answer is incorrect.
Score: 0

Accepted Answers:
Aggression

0 points

8) Who stated, "Assertiveness is all about being present in a relationship.?"

- Randy Paterson
- U.C. Berkeley
- Slavoj Zizek
- Michael Foucault

No, the answer is incorrect.
Score: 0

Accepted Answers:
Randy Paterson

1 point

9) What can be the best way to build self-confidence?

- Speaking loudly
- Speaking little
- Positive thinking
- Observing people

No, the answer is incorrect.
Score: 0

Accepted Answers:
Positive thinking

1 point

10) What can help you become more assertive?

- Using 'I' statements
- Practicing saying 'no'
- Tuning with your feeling
- All of the above

No, the answer is incorrect.
Score: 0

Accepted Answers:
All of the above

1 point