

BUS847

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1. A successful negotiation is not characterised by

Consume less time

--->> Prompt payment

Produces a wise agreement

Is harmonious

2. Another approach to negotiation is

Haggling

Discussion

--->> Partnership

Professional

3. Financial insecurity may not be caused by

Hasty financial liberation

--->> Low income

Excessive debt

Lack of capital inflow

4. Objectives of economic plans do not include

--->> Minimisation of capital expenditure

Increase of agricultural production

Increase national per capita income

Industrialisation of the economy

5. An example of a multinational negotiation is

Between buyer and seller in a foreign country

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Between buyer and seller in a host country

--->> Between seller and buyer in different countries

6. Wealth distribution may not be achieved through

Technological transfers

--->> Trade by barter

Bilateral agreements

Use of MNCs

7. Basic types of negotiation include

--->> Two-party negotiation

Three-party negotiation

four-pary negotiation

multi-party negotiation

8. Negotiation applies

to buying and selling

Making a request

--->> Business and non business transactions

Seeking a pay rise

9. Which of these is an approach to negotiation?

Appeal

Argumentative

Discussive

--->> Adversarial

10. There are how many common types of negotiation

--->> 2

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