



**OLABISI ONABANJO UNIVERSITY, AGO-IWOYE**  
**FACULTY OF SOCIAL AND MANAGEMENT SCIENCES**  
**DEPARTMENT OF SOCIOLOGY**

**COURSE TITLE: NEGOTIATION**

**COURSE CODE: IPM403**

**INSTRUCTION: ATTEMPT QUESTION ONE AND ANY OTHER TWO**

**SESSION: 2016/2017**

**SEMESTER: HARMATTAN**

**DURATION: 2 HOURS**

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**QUESTIONS**

1. Describe what is meant by structure of Negotiation and explain its content. (30 marks).
2. What are the tactics, strategies and styles relevant for effective Negotiation? Explain when and how they should be applied during negotiation process. (20 marks)
2. "Workers participation in management does not only connote power sharing in the enterprise but also due consultations". Discuss (20 marks).
3. Suggest ways to improve labour-management relations in Nigeria. (20 marks)
4. With relevant examples, give account for the reasons behind the success or deadlock of Negotiation process in Nigeria. (20 marks).
5. Briefly explain and give a succinct account of the nexus among the following concepts in Industrial Relations:
  - a. Negotiation (5 marks)
  - b. Collective Bargaining (5 marks)
  - c. Joint Consultation (5 marks)
  - d. Industrial Democracy (5 marks)