

Lecture-24

Questions

1. Explain Conflict in Organizations. Discuss a contemporary perspective on intergroup conflict
2. What causes intergroup conflict? What are the causes of dysfunctional intergroup conflict. What are the ways of managing intergroup conflict through Resolution and Stimulating Constructive intergroup conflict-Discuss with suitable examples. Which conflict management technique is best and why?
3. What is Negotiation? What are the negotiation tactics followed in organizations?
4. What are the issues related to negotiation ? Discuss with examples ways of Increasing negotiation effectiveness