

**HRM624 CONFLICT MANAGEMENT  
SOLVED QUIZZES 3 BY DUA SMILE**

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Quiz Start Time: 07:17 PM

Time Left 86

sec(s)

Question # 1 of 15 ( Start time: 07:17:39 PM ) Total Marks: 1

Being in conflict with the wrong person, would be the:

Select correct option:

**Misattributed conflict**

Misaligned conflict

Misplaced conflict

Displaced conflict

Quiz Start Time: 07:17 PM

Time Left 88

sec(s)

Question # 2 of 15 ( Start time: 07:18:13 PM ) Total Marks: 1

\_\_\_\_\_ allows the user to choose the best blueprint and the best tools to handle a conflict well.

Select correct option:

**Conflict diagnosis**

Commercial conflict

Conflict resolution

Systematic conflict

Quiz Start Time: 07:17 PM

Time Left 89

sec(s)

Question # 3 of 15 ( Start time: 07:18:45 PM ) Total Marks: 1

Where each disputant believes that the existing conflict is due to a different cause, it is considered as:

Select correct option:

Threats to self-concept & world view

**Differing attributions of causation**

Differences in conflict orientation

Conflicts over deeply held values

Quiz Start Time: 07:17 PM

Time Left 87

sec(s)

Question # 4 of 15 ( Start time: 07:19:42 PM ) Total Marks: 1

**Note: Solved by VU Askari team students, not by professors.**

The main problem with relying on BATNAs is that:

Select correct option:

They are not useful

Using them almost invariably causes conflict to escalate out of control

Using them often leads to poor outcomes

**They can sometimes be very expensive or hard to determine accurately**

Quiz Start Time: 07:17 PM

Time Left 86

sec(s)

Question # 5 of 15 ( Start time: 07:20:54 PM ) Total Marks: 1

Which of the following idea is most relevant to the Deutsch's theory?

Select correct option:

Cooperation is less efficient than competition

Cooperation is destructive while competition is constructive

**Cooperation is constructive while competition is destructive**

Cooperation causes more duplication of effort than competition

Quiz Start Time: 07:17 PM

Time Left 87

sec(s)

Question # 6 of 15 ( Start time: 07:22:01 PM ) Total Marks: 1

Generation of options for responding in conflictive situation depends upon:

Select correct option:

Creativity

Thinking out of the box

Thinking level of disputants

**All of the given options**

Quiz Start Time: 07:17 PM

Time Left 89

sec(s)

Question # 7 of 15 ( Start time: 07:22:24 PM ) Total Marks: 1

Which of the following is/are always a social stimulus?

Select correct option:

Verbal

Nonverbal

Contextual

**All of the given options**

Quiz Start Time: 07:17 PM

Time Left 87

sec(s)

Question # 8 of 15 ( Start time: 07:22:58 PM ) Total Marks: 1

Many disputes over \_\_\_\_\_ can mask deeper conflicts.

Select correct option:

Law

**Fact**

Community

Communication

**Note: Solved by VU Askari team students, not by professors.**

Quiz Start Time: 07:17 PM

Time Left 89

sec(s)

Question # 9 of 15 ( Start time: 07:23:27 PM ) Total Marks: 1

A general negative and competitive approach to conflict is generally considered to be:

Select correct option:

Constructive

Cooperative

**Destructive**

Productive

Quiz Start Time: 07:17 PM

Time Left 89

sec(s)

Question # 10 of 15 ( Start time: 07:23:50 PM ) Total Marks: 1

The success of \_\_\_\_\_ style is dependent upon a free flow of information.

Select correct option:

Self-protectiveness

Mutual & unilateral

**Cooperative versus competitive**

Usefulness in inducing cooperation

Quiz Start Time: 07:17 PM

Time Left 89

sec(s)

Question # 11 of 15 ( Start time: 07:25:10 PM ) Total Marks: 1

The parties in conflict believe they have \_\_\_\_\_ goals.

Select correct option:

Clear

Compatible

Dependable

**Incompatible**

Quiz Start Time: 07:17 PM

Time Left 89

sec(s)

Question # 12 of 15 ( Start time: 07:25:44 PM ) Total Marks: 1

In a conflict diagram conflict is indicated by \_\_\_\_\_ with the parties at both ends.

Select correct option:

Circles

Straight lines

One-tailed arrows

**A double ended block arrow**

Quiz Start Time: 07:17 PM

Time Left 88

sec(s)

Question # 13 of 15 ( Start time: 07:26:08 PM ) Total Marks: 1

**Note: Solved by VU Askari team students, not by professors.**

Ten themes of conflict diagnosis are helpful in:

Select correct option:

Understanding nature of conflict

Making better use of ADR

Resolving conflict

**All of the given options**

Quiz Start Time: 07:17 PM

Time Left 89

sec(s)

Question # 14 of 15 ( Start time: 07:26:30 PM ) Total Marks: 1

In identification of interpersonal conflicts it is necessary to identify the:

Select correct option:

Interests

Disputants

Divergent goals

**All of the given options**

Quiz Start Time: 07:17 PM

Time Left 89

sec(s)

Question # 15 of 15 ( Start time: 07:26:48 PM ) Total Marks: 1

Which of the following is a disagreement or difference of opinion of two persons or two parties?

Select correct option:

**Dispute**

Collision

Conciliation

Adjudication

Quiz Start Time: 07:30 PM

Time Left 89

sec(s)

Question # 1 of 15 ( Start time: 07:30:25 PM ) Total Marks: 1

A conflict which is purely internal and does not involve another person is a(n):

Select correct option:

Interpersonal conflict

**Intrapersonal conflict**

Interpretive conflict

Not a conflict

Quiz Start Time: 07:30 PM

Time Left 90

sec(s)

Question # 2 of 15 ( Start time: 07:30:43 PM ) Total Marks: 1

Which of the following emotion led to more integrative and compromised strategies by the partner?

Select correct option:

Disappointment

Anger

**Note: Solved by VU Askari team students, not by professors.**

**Pride**

Guilt

Quiz Start Time: 07:30 PM

Time Left 90

sec(s)

Question # 3 of 15 ( Start time: 07:31:00 PM ) Total Marks: 1

The first step to assessing one's best alternative to a negotiated agreement (BATNA) is:

Select correct option:

Assessing the alternatives

Fine tuning the alternatives

Choosing the best alternative

**Conducting an interest analysis**

**Assessing the BATNA**

BATNA assessment follows a six-step process.

1. Conduct an Interest Analysis

2. Brainstorm the Alternatives to a Negotiated Agreement

3. Fine-tunes the Alternatives

4. Assess Each Alternative Realistically

5. Choose the best alternative

6. Regularly Reassess the BATNA

Quiz Start Time: 07:30 PM

Time Left 89

sec(s)

Question # 4 of 15 ( Start time: 07:32:05 PM ) Total Marks: 1

When a party leader influences on the party members regarding his illegitimate approach on such matters, is one of the examples of:

Select correct option:

Expert power

**Coercive power**

Referent power

Normative power

Quiz Start Time: 07:30 PM

Time Left 89

sec(s)

Question # 5 of 15 ( Start time: 07:33:08 PM ) Total Marks: 1

Of the three levels of trust, \_\_\_\_\_ trust is the highest level of trust.

Select correct option:

Calculus-based

Experience-based

Knowledge-based

**Identification-based**

Quiz Start Time: 07:30 PM

Time Left 89

sec(s)

Question # 6 of 15 ( Start time: 07:33:41 PM ) Total Marks: 1

**Note: Solved by VU Askari team students, not by professors.**

Ten themes of conflict diagnosis are helpful in:

Select correct option:

Understanding nature of conflict

Making better use of ADR

Resolving conflict

**All of the given options**

Quiz Start Time: 07:30 PM

Time Left 89

sec(s)

Question # 7 of 15 ( Start time: 07:33:54 PM ) Total Marks: 1

Which of the following statement is true?

Select correct option:

**Anger can be used as a tool in negotiation**

Meta disputes are generally based on anger

Anger plays a positive role in resolving a conflict

Aggressive style is most appropriate to be adopted in most situations

**Anger can be an effective negotiating tool.**

**Mark McCormack**

**a) Anger**

Anger caused the opponents to place lower demands and to concede more in a zero sum negotiation, but also to evaluate the negotiation less favorably. It provoked both dominating and yielding behaviors of the opponent.

**Meta Disputes**

Meta-disputes are disputes about the way a conflict is being handled. Unresolved and escalating conflict breeds meta-disputes. More the conflict is complex, more the chances of evolving meta-disputes. The best way to deal with meta-disputes is to prevent them.

A cooperative conflict cycle minimizes meta-disputes through free and open communication.

Disputants can avoid negative attributions of each others behaviors. Meta-disputes generally are based on misunderstandings. Third party or mediator can untangle such misunderstandings.

Quiz Start Time: 07:30 PM

Time Left 89

sec(s)

Question # 8 of 15 ( Start time: 07:34:36 PM ) Total Marks: 1

First stage of Erik Erickson's psychosocial development assumes which of the following challenge of individual's life:

Select correct option:

**Trust versus mistrust**

Initiative versus guilt

Industry versus inferiority

Autonomy versus doubt & shame

**Note: Solved by VU Askari team students, not by professors.**

Quiz Start Time: 07:30 PM

Time Left 90

sec(s)

Question # 9 of 15 ( Start time: 07:35:06 PM ) Total Marks: 1

Conflict is the source of \_\_\_\_\_ change.

Select correct option:

**Personal & social**

Political & legal

Hierarchical & political

Global & social

Quiz Start Time: 07:30 PM

Time Left 90

sec(s)

Question # 10 of 15 ( Start time: 07:35:23 PM ) Total Marks: 1

The main cause of different conception about a same thing is due to the reason that:

Select correct option:

Education levels are different

Family backgrounds are different

**People try to conceive what they want**

People have different experiences and beliefs

Quiz Start Time: 07:30 PM

Time Left 87

sec(s)

Question # 11 of 15 ( Start time: 07:36:02 PM ) Total Marks: 1

The extreme form of conflict is violence and violence generally hurts \_\_\_\_\_.

Select correct option:

Rich parties

Poor parties

**Weaker parties**

Stronger parties

Quiz Start Time: 07:30 PM

Time Left 89

sec(s)

Question # 12 of 15 ( Start time: 07:36:17 PM ) Total Marks: 1

Which of the following can be happened in revengeful culture?

Select correct option:

**It is difficult to resolve conflict through ADR**

Vengefulness is a simple issue to resolve conflict

Rigidity of values and fixity of mind are rare

Self worth is not important for people

Quiz Start Time: 07:30 PM

Time Left 89

sec(s)

Question # 13 of 15 ( Start time: 07:36:56 PM ) Total Marks: 1

Many disputes over \_\_\_\_\_ can mask deeper conflicts.

**Note: Solved by VU Askari team students, not by professors.**

Select correct option:

Law

**Fact**

Community

Communication

Quiz Start Time: 07:30 PM

Time Left 89

sec(s)

Question # 14 of 15 ( Start time: 07:37:11 PM ) Total Marks: 1

Maslow's Needs Theory describes that people need to satisfy different needs which are organized hierarchically and the most basic of these needs is:

Select correct option:

**Air, food, shelter & sleep**

Love & belongingness

Be a unique individual

Safety & security

Quiz Start Time: 07:30 PM

Time Left 90

sec(s)

Question # 15 of 15 ( Start time: 07:37:29 PM ) Total Marks: 1

The success of 'cooperative versus competitive' style is dependent upon:

Select correct option:

**Free flow of information**

Self-protectiveness

Effective interest analysis

Low concern for self

Quiz Start Time: 07:42 PM

Time Left 89

sec(s)

Question # 2 of 15 ( Start time: 07:42:08 PM ) Total Marks: 1

In an interpersonal conflict where a disputant puts so much time, money and energy into the conflict that it seems wasteful to cancel, the impediment to resolution is:

Select correct option:

**Over commitment & entrapment**

Excluded stakeholders

Jackpot syndrome

Lack of ripeness

Quiz Start Time: 07:42 PM

Time Left 89

sec(s)

Question # 3 of 15 ( Start time: 07:42:54 PM ) Total Marks: 1

A disputant would rather gamble on a likely huge loss than pay out a smaller loss is considered as what type of barrier in conflict resolution?

Select correct option:

Jackpot syndrome

Lack of ripeness

**Note: Solved by VU Askari team students, not by professors.**



**Loss aversion**

Mistrust

Quiz Start Time: 07:42 PM

Time Left 88

sec(s)

Question # 4 of 15 ( Start time: 07:43:41 PM ) Total Marks: 1

During a labor dispute one side accuses the other of unfair practices, is one of the examples of:

Select correct option:

Mistrust

Linkages

**Meta-disputes**

Unpleasant disputant

Quiz Start Time: 07:42 PM

Time Left 88

sec(s)

Question # 5 of 15 ( Start time: 07:44:38 PM ) Total Marks: 1

All of the following are steps which might influence the conflict cycle EXCEPT:

Select correct option:

Establishing ground rules for civility

Pointing out areas of agreement

**Using competitive language**

Assigning joint tasks

Quiz Start Time: 07:42 PM

Time Left 89

sec(s)

Question # 6 of 15 ( Start time: 07:45:36 PM ) Total Marks: 1

Which of the following power is based on superior knowledge to the others?

Select correct option:

Normative power

Referent power

Coercive power

**Expert power**

Quiz Start Time: 07:42 PM

Time Left 86

sec(s)

Question # 7 of 15 ( Start time: 07:45:58 PM ) Total Marks: 1

In an interpersonal conflict in which there are disputes about the way a conflict is being handled, the impediment to resolution is:

Select correct option:

Mistrust

Loss aversion

**Meta-disputes**

Lack of ripeness

**Note: Solved by VU Askari team students, not by professors.**

Quiz Start Time: 07:42 PM

Time Left 88

sec(s)

Question # 8 of 15 ( Start time: 07:46:33 PM ) Total Marks: 1

“The greater the power, the more dangerous the abuse” is quoted by the:

Select correct option:

George Bidault

**Edmund Burke**

Baines Johnson

Winston Churchill

Quiz Start Time: 07:42 PM

Time Left 87

sec(s)

Question # 9 of 15 ( Start time: 07:47:06 PM ) Total Marks: 1

\_\_\_\_\_ are main source of error of interpretation of a stimulus in conflict diagnosis.

Select correct option:

Intentions

**Heuristics**

Perceptions

None of the given options

Quiz Start Time: 07:42 PM

Time Left 89

sec(s)

Question # 10 of 15 ( Start time: 07:47:27 PM ) Total Marks: 1

The American legal system is a(n) \_\_\_\_\_ process built on the notion that justice is achievable through competition.

Select correct option:

Win-win

**Adversarial**

Cooperative

None of the given options

Quiz Start Time: 07:42 PM

Time Left 89

sec(s)

Question # 11 of 15 ( Start time: 07:47:48 PM ) Total Marks: 1

When there is a group power imbalance, a(n) \_\_\_\_\_ group is likely to wield or threaten to use coercive power over a low power group.

Select correct option:

Neutral

Low power

**High power**

Negotiating

Quiz Start Time: 07:42 PM

Time Left 89

sec(s)

**Note: Solved by VU Askari team students, not by professors.**

Question # 12 of 15 ( Start time: 07:48:26 PM ) Total Marks: 1

In what type of conflict, the disputant's duplicate efforts gather information?

Select correct option:

Constructive conflict

**Competitive conflict**

Cooperative conflict

Destructive conflict

Quiz Start Time: 07:42 PM

Time Left 89

sec(s)

Question # 13 of 15 ( Start time: 07:48:48 PM ) Total Marks: 1

Which of the following idea is most relevant to the Deutsch's theory?

Select correct option:

Cooperation is less efficient than competition

Cooperation is destructive while competition is constructive

**Cooperation is constructive while competition is destructive**

Cooperation causes more duplication of effort than competition

Quiz Start Time: 07:42 PM

Time Left 88

sec(s)

Question # 14 of 15 ( Start time: 07:49:18 PM ) Total Marks: 1

\_\_\_\_\_ allows the user to choose the best blueprint and the best tools to handle a conflict well.

Select correct option:

**Conflict diagnosis**

Commercial conflict

Conflict resolution

Systematic conflict

Quiz Start Time: 07:42 PM

Time Left 87

sec(s)

Question # 15 of 15 ( Start time: 07:49:40 PM ) Total Marks: 1

Ten themes of conflict diagnosis are helpful in:

Select correct option:

Understanding nature of conflict

Making better use of ADR

Resolving conflict

**All of the given options**

Question # 1 of 15 ( Start time: 07:59:31 PM ) Total Marks: 1

In an interpersonal conflict where a disputant puts so much time, money and energy into the conflict that it seems wasteful to cancel, the impediment to resolution is:

Select correct option:

**Over commitment & entrapment**

Excluded stakeholders

**Note: Solved by VU Askari team students, not by professors.**

Jackpot syndrome  
Lack of ripeness

Question # 2 of 15 ( Start time: 07:59:45 PM ) Total Marks: 1

Who are engaged in positional bargaining tends to focus their attention only on the issue represented by the position?

Select correct option:

**Agents**

Friends

Principals

Disputants

Question # 3 of 15 ( Start time: 08:00:03 PM ) Total Marks: 1

Who said, "All men have an instinct for conflict, at least all healthy men"

Select correct option:

Martin Luther King

Jorge Washington

**Hillarie Belloc**

Aristotle

Question # 4 of 15 ( Start time: 08:00:44 PM ) Total Marks: 1

Which of the following emotion led to more integrative and compromised strategies by the partner?

Select correct option:

Disappointment

Anger

**Pride**

Guilt

Question # 5 of 15 ( Start time: 08:01:52 PM ) Total Marks: 1

Which of the following power is based on superior knowledge to the others?

Select correct option:

Normative power

Referent power

Coercive power

**Expert power**

Question # 6 of 15 ( Start time: 08:02:06 PM ) Total Marks: 1

An accurate estimate of BATNA:

Select correct option:

**Protects disputant from making irrational choices**

Allows being unduly pressurized into settlement

Prevents team to accept a deal better than the BATNA

Prevents team to make better choices

**Note: Solved by VU Askari team students, not by professors.**

Question # 7 of 15 ( Start time: 08:03:27 PM ) Total Marks: 1

Which of the following statement is true?

Select correct option:

**Anger can be used as a tool in negotiation**

Meta disputes are generally based on anger

Anger plays a positive role in resolving a conflict

Aggressive style is most appropriate to be adopted in most situations

Question # 8 of 15 ( Start time: 08:04:04 PM ) Total Marks: 1

The every new information should be included in Sociogram when ever it receives because:

Select correct option:

It may be most important information

It may help to resolve the conflict

It may be the cause of conflict

**All of the given options**

Question # 9 of 15 ( Start time: 08:04:19 PM ) Total Marks: 1

After having received social stimuli, people assign meaning to what they have experienced which is known as:

Select correct option:

**Interpretation**

Perception

Reception

Stimulus

Question # 10 of 15 ( Start time: 08:04:44 PM ) Total Marks: 1

Inaccurate \_\_\_\_\_ about how the other feels can lead to conflict.

Select correct option:

Values

Position

Support

**Perceptions**

Question # 11 of 15 ( Start time: 08:05:00 PM ) Total Marks: 1

BATNA:

Select correct option:

Causes undue pressure into settlement

Is usually unable to give the disputant a clear picture of how much ability one has to get ones underlying interests and needs met

**Protects disputant and his or her team from making irrational choices**

Forbids team to accept a deal better than the BATNA

Question # 12 of 15 ( Start time: 08:06:11 PM ) Total Marks: 1

All of the following are steps which might influence the conflict cycle EXCEPT:

Select correct option:

**Note: Solved by VU Askari team students, not by professors.**

Establishing ground rules for civility

Pointing out areas of agreement

**Using competitive language**

Assigning joint tasks

Question # 13 of 15 ( Start time: 08:06:32 PM ) Total Marks: 1

Which one of the following mainly shows individuals and their relationships to one another?

Select correct option:

Sociomap

**Sociogram**

Interception

Determination

Question # 14 of 15 ( Start time: 08:06:50 PM ) Total Marks: 1

“There are two educations; one should teach us how to make a living and the other how to live”, is quoted by:

Select correct option:

**John Adams**

John Howard

Andrew Simian

Andrew Bernstein

Question # 15 of 15 ( Start time: 08:07:37 PM ) Total Marks: 1

\_\_\_\_\_ the sources of conflict can greatly help improve the chances of resolving the conflict.

Select correct option:

Organizing

Understanding

**Understanding & conceptually organizing**

All of the given options

Quiz Start Time: 08:08 PM Time Left 87

sec(s)

Question # 1 of 15 ( Start time: 08:08:40 PM ) Total Marks: 1

Processes that combine the attributes of two or more of the major forms of dispute resolution are called:

Select correct option:

**Mixed processes**

Expert processes

Dynamic processes

Processes evaluation

**Note: Solved by VU Askari team students, not by professors.**

Quiz Start Time: 08:08 PM Time Left 88  
sec(s)

Question # 2 of 15 ( Start time: 08:09:15 PM ) Total Marks: 1

Which type of trust is founded on information?

Select correct option:

Calculus-based trust

Productive-based trust

**Knowledge-based trust**

Identification-based trust

Quiz Start Time: 08:08 PM Time Left 89  
sec(s)

Question # 3 of 15 ( Start time: 08:09:48 PM ) Total Marks: 1

Which one of the following statement is most relevant to the BATNA?

Select correct option:

**Gives the disputant a clear picture of how much ability one has to get ones underlying interests and needs met**

Is unable to protect disputant and his or her team from making irrational choices

Forbids team to accept a deal better than the BATNA

Cause undue pressure into settlement

Quiz Start Time: 08:08 PM Time Left 89  
sec(s)

Question # 4 of 15 ( Start time: 08:10:50 PM ) Total Marks: 1

In identification of interpersonal conflicts it is necessary to identify the:

Select correct option:

Interests

Disputants

Divergent goals

**All of the given options**

Quiz Start Time: 08:08 PM Time Left 89  
sec(s)

Question # 5 of 15 ( Start time: 08:11:10 PM ) Total Marks: 1

Who said, "If you are a master, be some time blind; if a servant, sometimes deaf"?

Select correct option:

Robert Gaits

**Note: Solved by VU Askari team students, not by professors.**

Robert Frost  
Thomas Millar  
**Thomas Fuller**

Quiz Start Time: 08:08 PM Time Left 89  
sec(s)

Question # 6 of 15 ( Start time: 08:11:46 PM ) Total Marks: 1  
\_\_\_\_\_ allows the user to choose the best blueprint and the best tools to handle a conflict well.  
Select correct option:

**Conflict diagnosis**  
Commercial conflict  
Conflict resolution  
Systematic conflict

Quiz Start Time: 08:08 PM Time Left 89  
sec(s)

Question # 7 of 15 ( Start time: 08:12:04 PM ) Total Marks: 1  
The diagram which is designed to show the relationships among the various aspects of the participants' interest is known as a/an:  
Select correct option:

Family tree  
**Interest tree**  
Diagrammatic  
Interest picture

Quiz Start Time: 08:08 PM Time Left 89  
sec(s)

Question # 8 of 15 ( Start time: 08:12:22 PM ) Total Marks: 1  
In an interpersonal conflict where a disputant feels s/he has insufficient power in the relationship, the impediment to resolution is:  
Select correct option:

**Disempowered disputant**  
Excluded stakeholders  
Jackpot syndrome  
Loss aversion

Quiz Start Time: 08:08 PM Time Left 88  
sec(s)

**Note: Solved by VU Askari team students, not by professors.**



Question # 9 of 15 ( Start time: 08:13:15 PM ) Total Marks: 1

A disputant would rather gamble on a likely huge loss than pay out a smaller loss is considered as what type of barrier in conflict resolution?

Select correct option:

Jackpot syndrome

Lack of ripeness

**Loss aversion**

Mistrust

Quiz Start Time: 08:08 PM Time Left 83

sec(s)

Question # 10 of 15 ( Start time: 08:13:38 PM ) Total Marks: 1

People confronted with conflict in our culture typically react by seeing the situation as a \_\_\_\_\_ where there can only be one winner.

Select correct option:

Opportunity for change

Win-win situation

**Competition**

Positive

Quiz Start Time: 08:08 PM Time Left 89

sec(s)

Question # 11 of 15 ( Start time: 08:14:14 PM ) Total Marks: 1

The success of 'cooperative versus competitive' style is dependent upon:

Select correct option:

**Free flow of information**

Self-protectiveness

Effective interest analysis

Low concern for self

Quiz Start Time: 08:08 PM Time Left 89

sec(s)

Question # 12 of 15 ( Start time: 08:14:50 PM ) Total Marks: 1

Personal power and environmental power are relevant in which stage of BATNA assessment?

Select correct option:

Conduct an Interest Analysis

Brainstorm the Alternatives to a Negotiated Agreement

**Fine-tunes the Alternatives**

**Note: Solved by VU Askari team students, not by professors.**

Assess Each Alternative Realistically

Quiz Start Time: 08:08 PM Time Left 88  
sec(s)

Question # 13 of 15 ( Start time: 08:15:55 PM ) Total Marks: 1

“There are two educations; one should teach us how to make a living and the other how to live”, is quoted by:

Select correct option:

**John Adams**

John Howard

Andrew Simian

Andrew Bernstein

Quiz Start Time: 08:08 PM Time Left 88  
sec(s)

Question # 14 of 15 ( Start time: 08:16:15 PM ) Total Marks: 1

In assessing the BATNA:

Select correct option:

We can access BATNA in any order

Interest analysis comes after choosing the alternative of ways of negotiation

Fine-tunes the alternatives comes after the realistic assessment of each alternative

**Brainstorming the alternatives to a negotiated agreement comes before regular assessment of BATNA**

Quiz Start Time: 08:08 PM Time Left 89  
sec(s)

Question # 15 of 15 ( Start time: 08:17:40 PM ) Total Marks: 1

Conflict is the source of \_\_\_\_\_ change.

Select correct option:

**Personal & social**

Political & legal

Hierarchical & political

Global & social

Question # 1 of 15 ( Start time: 08:29:02 PM ) Total Marks: 1

Trust, based on a calculation, comparing the costs and benefits of creating and sustaining a relationship with the costs and benefits of severing it, is the form of which type of trust?

Select correct option:

**Note: Solved by VU Askari team students, not by professors.**

**Calculus-based trust**

Productive-based trust  
Knowledge-based trust  
Identification-based trust

Question # 2 of 15 ( Start time: 08:29:28 PM ) Total Marks: 1  
Which of the following idea is most relevant to the Deutsch's theory?  
Select correct option:

Cooperation is less efficient than competition  
Cooperation is destructive while competition is constructive  
**Cooperation is constructive while competition is destructive**  
Cooperation causes more duplication of effort than competition

Question # 3 of 15 ( Start time: 08:30:08 PM ) Total Marks: 1  
The parties in conflict believe they have \_\_\_\_\_ goals.  
Select correct option:

Clear  
Compatible  
Dependable  
**Incompatible**

Question # 4 of 15 ( Start time: 08:30:36 PM ) Total Marks: 1  
Which of the following provides a rigorous and clear framework for understanding and appreciating the multiple facets of any conflict?  
Select correct option:

Commercial conflict  
Conflict resolution  
**Conflict diagnosis**  
Systematic conflict

Question # 5 of 15 ( Start time: 08:30:59 PM ) Total Marks: 1  
Who said that "It is essential to the sanity of mankind that each should think the other crazy..."?  
Select correct option:

Walt Kelly  
Neil Johnson  
Hillarie Belloc  
**Emily Dickinson**

Question # 6 of 15 ( Start time: 08:31:27 PM ) Total Marks: 1  
"The greater the power, the more dangerous the abuse" is quoted by the:  
Select correct option:

George Bidault  
**Edmund Burke**  
Baines Johnson  
Winston Churchill

**Note: Solved by VU Askari team students, not by professors.**

Question # 7 of 15 ( Start time: 08:32:10 PM ) Total Marks: 1

In assessing the BATNA:

Select correct option:

We can access BATNA in any order

Interest analysis comes after choosing the alternative of ways of negotiation

Fine-tunes the alternatives comes after the realistic assessment of each alternative

**Brainstorming the alternatives to a negotiated agreement comes before regular assessment of BATNA**

Question # 8 of 15 ( Start time: 08:33:02 PM ) Total Marks: 1

A dispute in which some of the contentions can be expressed as a cause of action or as a defense to a cause of action is known as:

Select correct option:

War

Collision

**Legal dispute**

Fender-Bender

Question # 9 of 15 ( Start time: 08:33:33 PM ) Total Marks: 1

Many conflictive situations have more than one \_\_\_\_\_.

Select correct option:

Agency conflict

Personal conflict

**Interpersonal conflict**

Intrapersonal conflict

Question # 10 of 15 ( Start time: 08:33:54 PM ) Total Marks: 1

Efforts to apply alternative blueprints largely fail because:

Select correct option:

There is little support from others

**People lack proficiency in using new tools**

People try to use old tools to address alternative blueprints

All of the given options

Question # 11 of 15 ( Start time: 08:34:15 PM ) Total Marks: 1

Processes that combine the attributes of two or more of the major forms of dispute resolution are called:

Select correct option:

**Mixed processes**

Expert processes

Dynamic processes

Processes evaluation

Question # 12 of 15 ( Start time: 08:34:34 PM ) Total Marks: 1

Which of the following is a disagreement or difference of opinion of two persons or two parties?

**Note: Solved by VU Askari team students, not by professors.**

Select correct option:

**Dispute**

Collision

Conciliation

Adjudication

Question # 13 of 15 ( Start time: 08:34:52 PM ) Total Marks: 1

In what type of conflict, the disputant's duplicate efforts gather information?

Select correct option:

Constructive conflict

**Competitive conflict**

Cooperative conflict

Destructive conflict

Question # 14 of 15 ( Start time: 08:35:33 PM ) Total Marks: 1

A common conflict between brothers & sisters is known as:

Select correct option:

Blood relation conflict

In-house conflict

**Sibling rivalry**

Mutual rivalry

Question # 15 of 15 ( Start time: 08:35:56 PM ) Total Marks: 1

BATNA is an abbreviation of:

Select correct option:

Best Alternative to a Negotiated Argument

Best Alternative to a Negotiated Assignment

Best Alternative to a Negotiated Arrangement

**Best Alternative to a Negotiated Agreement**

Quiz Start Time: 08:47 PM Time Left 88

sec(s)

Question # 1 of 15 ( Start time: 08:47:32 PM ) Total Marks: 1

Usually the sources of conflict are \_\_\_\_\_ and many of them are \_\_\_\_\_.

Select correct option:

**Multiple, hidden**

Multiple, obvious

Less than 5, hidden

Less than 5, obvious

Quiz Start Time: 08:47 PM Time Left 89

sec(s)

**Note: Solved by VU Askari team students, not by professors.**

Question # 2 of 15 ( Start time: 08:47:56 PM ) Total Marks: 1

Which type of trust is founded on information?

Select correct option:

Calculus-based trust

Productive-based trust

**Knowledge-based trust**

Identification-based trust

Quiz Start Time: 08:47 PM Time Left 87

sec(s)

Question # 3 of 15 ( Start time: 08:48:23 PM ) Total Marks: 1

The theorists who developed this model proposed five basic negotiation styles which include all of the following EXCEPT:

Select correct option:

Dominating

Avoiding

Obliging

**Settling**

Quiz Start Time: 08:47 PM Time Left 89

sec(s)

Question # 4 of 15 ( Start time: 08:48:49 PM ) Total Marks: 1

\_\_\_\_\_ allows the user to choose the best blueprint and the best tools to handle a conflict well.

Select correct option:

**Conflict diagnosis**

Commercial conflict

Conflict resolution

Systematic conflict

Quiz Start Time: 08:47 PM Time Left 80

sec(s)

Question # 5 of 15 ( Start time: 08:49:10 PM ) Total Marks: 1

Of the three levels of trust, \_\_\_\_\_ trust is the highest level of trust.

Select correct option:

Calculus-based

Experience-based

Knowledge-based

**Identification-based**

**Note: Solved by VU Askari team students, not by professors.**

Quiz Start Time: 08:47 PM Time Left 78  
sec(s)

Question # 6 of 15 ( Start time: 08:49:39 PM ) Total Marks: 1  
Who said, "If you are a master, be some time blind; if a servant, sometimes deaf"?  
Select correct option:

Robert Gaits  
Robert Frost  
Thomas Millar  
**Thomas Fuller**

Quiz Start Time: 08:47 PM Time Left 88  
sec(s)

Question # 7 of 15 ( Start time: 08:50:16 PM ) Total Marks: 1  
The faulty perceptions that arise during conflicts are usually thought as:  
Select correct option:

Obscure  
**Obvious**  
Uncertain  
Ambiguous

Quiz Start Time: 08:47 PM Time Left 89  
sec(s)

Question # 8 of 15 ( Start time: 08:50:40 PM ) Total Marks: 1  
In a conflict diagram participants are indicated by:  
Select correct option:

Double-ended block arrow  
One-tailed arrows  
Straight lines  
**Circles**

Quiz Start Time: 08:47 PM Time Left 89  
sec(s)

Question # 9 of 15 ( Start time: 08:50:59 PM ) Total Marks: 1  
Focusing only on resource aspects of a conflict leads to:  
Select correct option:

Zero-sum thinking

**Note: Solved by VU Askari team students, not by professors.**

A cooperative approach to resolution

A competitive approach to resolution

**Zero-sum thinking & competitive approach to resolution**

Quiz Start Time: 08:47 PM Time Left 89  
sec(s)

Question # 10 of 15 ( Start time: 08:52:25 PM ) Total Marks: 1

Various negative emotions affect negotiation outcomes. The most common negative emotion identified by the researchers is:

Select correct option:

Fear

**Anger**

Anxiety

Rage

Quiz Start Time: 08:47 PM Time Left 89  
sec(s)

Question # 11 of 15 ( Start time: 08:52:52 PM ) Total Marks: 1

A dispute in which some of the contentions can be expressed as a cause of action or as a defense to a cause of action is known as:

Select correct option:

War

Collision

**Legal dispute**

Fender-Bender

Quiz Start Time: 08:47 PM Time Left 88  
sec(s)

Question # 12 of 15 ( Start time: 08:53:14 PM ) Total Marks: 1

Which of the following is the least intrusive of third-party processes?

Select correct option:

Arbitration

Negotiation

**Conciliation**

Adjudication

Quiz Start Time: 08:47 PM Time Left 89  
sec(s)

Question # 13 of 15 ( Start time: 08:53:53 PM ) Total Marks: 1

**Note: Solved by VU Askari team students, not by professors.**



Which of the following power is the flip side of Coercive power?

Select correct option:

**Reward/exchange power**

Normative power

Coercive power

Referent power

Quiz Start Time: 08:47 PM Time Left 88

sec(s)

Question # 14 of 15 ( Start time: 08:54:23 PM ) Total Marks: 1

In which of the following people who take a position, particularly when they do so publicly paint themselves into a corner?

Select correct option:

Communication

**Negotiation**

Publication

Bargaining

Quiz Start Time: 08:47 PM Time Left 90

sec(s)

Question # 15 of 15 ( Start time: 08:54:56 PM ) Total Marks: 1

“The greater the power, the more dangerous the abuse” is quoted by the:

Select correct option:

George Bidault

**Edmund Burke**

Baines Johnson

Winston Churchill