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MMPH-004

**MASTER OF BUSINESS
ADMINISTRATION (MBA)**

Term-End Examination

December, 2024

**MMPH-004 : INDUSTRIAL AND EMPLOYMENT
RELATIONS**

Time : 3 Hours

Maximum Marks : 100

(Weightage : 70%)

Note : Attempt any ***five*** questions. All questions carry equal marks.

1. Discuss the trends in trade union membership at global level. List the important functions of trade unions in current scenario.
2. How do fundamental rights provide a basis for labour legislations ? Explain the role of the ILO in improving labour conditions in India.

3. Distinguish between the workers' trade unions and managerial trade unions. Outline the evolution of managerial unions in India.
4. Describe various approaches of worker-management relations in non-union firms. Write a brief note on dispute settlement in non-union organisations.
5. Briefly discuss the various steps in bargaining process. What are the conditions for success of collective bargaining in India ?
6. What are the tactics and strategies in negotiations ? Successful negotiation should no longer be viewed as an 'art'. It is far more appropriate today to refer to it as a 'science'. Discuss.
7. Explain the concept of discipline in organizations. Explain the process of disciplinary actions and its advantage and disadvantages.

8. What is industrial dispute ? Indicate various types of disputes. Mention the non-statutory methods for settlement of industrial dispute.

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