

Instruction to Candidates:

- 1) Section - A is compulsory.
- 2) Attempt any Nine questions from Section - B.

Section - A

Q1) (15 x 2 = 30)

- a) Differentiate between salary and wages.
- b) What is piecemeal approach to CB?
- c) Explain, 'Bargaining the impasse'.
- d) What is Pressure bargaining?
- e) Discuss 'Trade offs'.
- f) What is collective agreement?
- g) What is conjunctive bargaining?
- h) What do you mean by Paternalistic attitudes of employees?
- i) What is minimum wage?
- j) How can bargaining unit be determined?
- k) Define Collective Bargaining.
- l) Give the purpose of CB.
- m) Define national wage policy.
- n) What is Dearness allowance?
- o) What is living wage?

Section - B

(9 x 5 = 45)

- Q2) Discuss the strategies to CB.
- Q3) Give the tactics used in CB.
- Q4) Give the procedure of CB.
- Q5) Discuss the theories of wage.
- Q6) Explain CB and technological change.
- Q7) Discuss the problems of CB.
- Q8) What is the process of CB.
- Q9) Give the historical introduction to collective bargaining.
- Q10) Explain the features of CB.
- Q11) Give the types of wages.
- Q12) Explain different types of bargaining.
- Q13) Give the calculation of bonus.