

Eng 301

OBJECTIVE FILE

FOR FINAL TERM

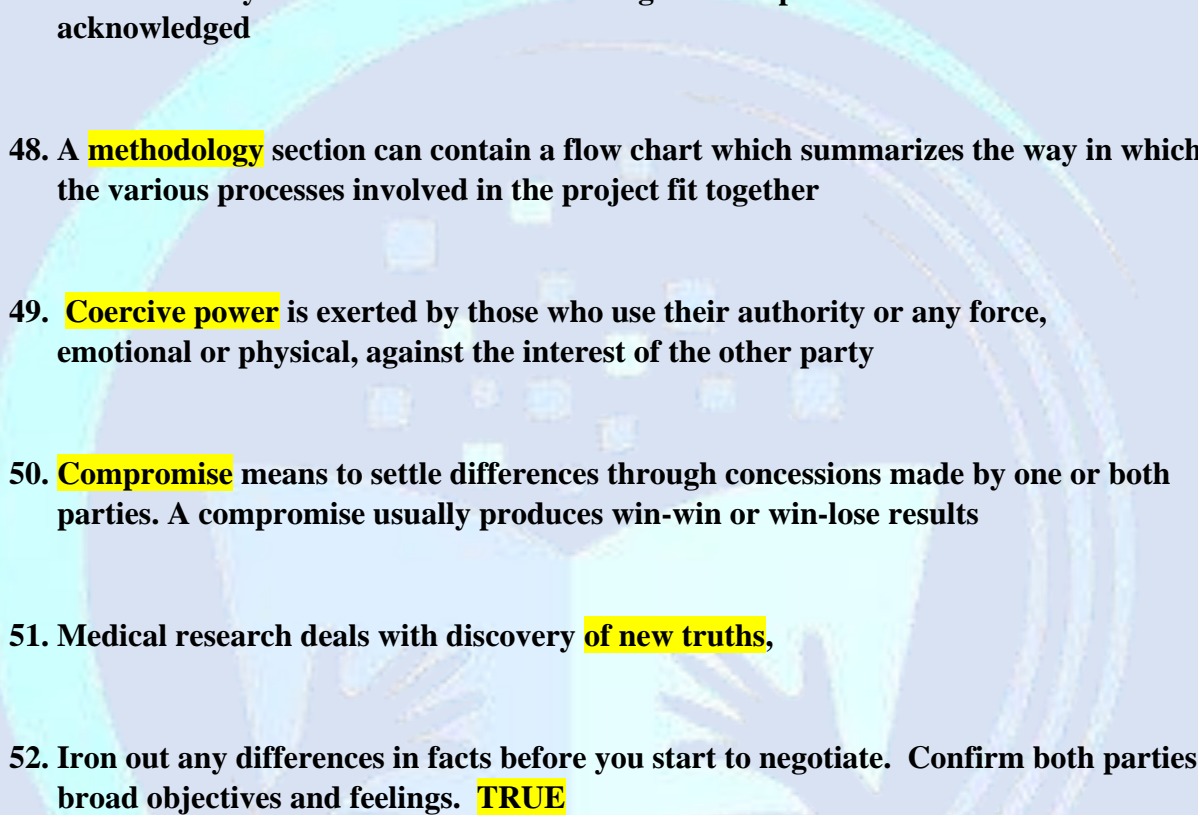
ZAINEE

1. If they refuse, or are unable to do this, conflict will arise because processes that are essential to the running of the workplace do not take place. (True statement)
2. Use your communication skills to present your ideas without producing conflict.
3. In Withdrawal negotiation method both parties are dissatisfied
4. Rehearsal helps in overcoming anxiety and depression in oral presentation. (True statement)
5. Good negotiator's verbal and nonverbal communication is open, confident and oriented to the needs and concerns of both parties. (True statement)
6. SUCCESSFUL NEGOTIATION Use empathy appropriately because they can see the situation from others' points of view.
7. Put them in the other person's position to show them that they fully understand their needs and concerns are characteristics of Successful negotiation.
8. Positive regard for yourself and the others involved will communicate your warmth and acceptance of them. (True statement)
9. In Win-win strategy, both parties are satisfied with the settlement negotiated, it aims to meet the needs of both parties.

10. In **win-lose strategy** the party who initiates the conflict being satisfied and the other **dissatisfied**. This strategy focuses on the initiator's problem to the exclusion of the other's.
11. **Lose-lose strategies** result from a situation in which both parties are unable to collaborate, or unaware of the opportunity to do so. Both parties walk away from the negotiation dissatisfied.
12. People ideal negotiators, want information and feedback from others for **self-actualization**.
13. Use your communication skills to present your ideas without producing **conflict**
14. If they refuse, or are unable to do this, conflict will arise because processes that are essential to the running of the workplace do not take place. (**True statement**)
15. Relevant information should be given in the negotiation. (**True statement**)
16. One of the conditions of external validity of a research area is that it should provide the **evidence** for the achievable stated goal
17. Readers are not allowed to cross-reference in global formats (APA, MLA). (**false statement**)
18. In thesis writing, it is a poor practice to cite form research literature to support your study. (**False statement**)
19. the BATNA and WATNA, you are exploring the alternatives available if **negotiation is not possible**.
20. In the negotiating process, the parties involved may choose one of **five** different negotiation methods
21. Negotiation based on **empathy** for the other party establishes a climate where both parties can communicate easily.

22. In **active listening** an active listener has empathy with the speaker: that shows that you understand the issue from other persons' point of view. Feedback is the connecting continuing or completing link.
23. **Cognition** is not a negotiation method
24. You should clearly state the **problem** that your thesis is going to address.
25. Negotiation based on **empathy** for the other party establishes a climate where both parties can communicate easily.
26. Try to be **creative** while thinking about Thesis writing
27. The **hypothesis** is the central question being researched.
28. Reward power is exerted by someone who has control over resource desire by others. Such as person can influence and manipulate **behavior**.
29. In this strategy, both parties are satisfied with the settlement negotiated, it aims to meet the needs of both parties,
30. The word research is used in different field in different **senses**.
31. **Preparation** is not a cause of listening pitfalls.
32. Assumed power is not include in **five** types of workplace power.
33. The "thinking about it stage" is when you are finally faced with the reality of **completing** your degree.
34. **RAW DATA** should appear as an appendix at the end of your thesis.
35. **Minimal and brief responses** let speaker know you are listening and encourage them to talk.
36. One should aim **high** and be realistic in setting one's goal in the process of research.

37. Good negotiation meets as many interests as possible with an agreement that **is durable**
38. In Science and technology Everyone naturally associates research with science and technology, white coats and laboratories.
39. Rational is based on the background information, explain the purpose of the study.
True
40. In **Self-protecting** People use divisionary tactics, discussing other people or sides tracking to other issues hide their true feelings.
41. A good proposal should consist of the first **three** chapters of the dissertation.
42. which section of research report is not contained in a research proposal?
a. results and discussion about them
b. research question
c. justification of study
d. purpose of the study
43. At the thinking stage of proposal writing, to write down your ideas is better as ...?
a. it makes you remember the ideas
b. it enhances the writing skills
c. it allows to revisit the ideas
44. process of listening includes following except
a. passive process
b. active process
c. message
d. aural stimuli
45. The best ways to deal with hostile question during oral presentation is **a polite and a diplomatic answer**
46. **Compromise** means to settle differences through **concessions** made by one or both parties

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- The background of the page features a large, faint watermark of the Zainee Academy logo. The logo consists of a circular emblem with a book in the center, flanked by two hands. Below the emblem, the text 'ZAINEE ACADEMY' is written in a stylized, blocky font.
47. **Legitimate power** bases on a person's position or role in an organization, their authority and control over resources give them power that is acknowledged
48. A **methodology** section can contain a flow chart which summarizes the way in which the various processes involved in the project fit together
49. **Coercive power** is exerted by those who use their authority or any force, emotional or physical, against the interest of the other party
50. **Compromise** means to settle differences through concessions made by one or both parties. A compromise usually produces win-win or win-lose results
51. Medical research deals with discovery **of new truths,**
52. Iron out any differences in facts before you start to negotiate. Confirm both parties' broad objectives and feelings. **TRUE**