

ASSESSMENT # 2

Total Marks: 30

Answer the following questions:

Q: 1: Short Questions (15)

- I. What is the difference between the Lose-Lose and the Win-Win outcomes of conflict?
- II. Define the arbitration technique for the resolution of disputes.
- III. What is a Win/Lose Strategy?

Q: 2: Discuss the different stages of conflict. (7)

Q: 3: Describe the six stages of the Struggle Spectrum. (8)