

Negotiations

Unit 05:

Conflict

Resolution

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1. Unit 05: Conflict Resolution

4. Chapter: Unit 05: Conflict Resolution

1. Unit 05: Conflict Resolution Questions

4.1.1. According to Bush and Folger, what is the primary focus of transfor...

Author: Charles Jumper

According to Bush and Folger, what is the primary focus of transformative mediation?

Please choose only one answer:

- To address deeper levels of social life
- To effect long-term change
- To foster the parties' empowerment and recognition
- All of these answers

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4.1.2. The Secretary-General of the United Nations or his envoys has the a...

Author: Charles Jumper

The Secretary-General of the United Nations or his envoys has the authority to "propose ideas and solutions to facilitate the resolution to the conflict." Which of the following terms describes this mandate?

Please choose only one answer:

- Arbitration
- Mediation
- Compromise
- Collaboration

Check the answer of this question online at QuizOver.com:

Question: [The Secretary-General of the United Nations Charles @Saylor Foundat](#)

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4.1.3. You plan to discuss an area of disagreement with a friend. You and ...

Author: Charles Jumper

You plan to discuss an area of disagreement with a friend. You and your friend agree that what you discuss together will be kept in confidence. This is an example of what type of statement?

Please choose only one answer:

- BATNA
- WATNA
- Conversation
- Ground rule

Check the answer of this question online at [QuizOver.com](http://www.quizover.com):

Question: [You plan to discuss an area of disagreement Charles @Saylor Foundat](#)

Flashcards:

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4.1.4. You typically tend to delegate controversial decisions and accept d...

Author: Charles Jumper

You typically tend to delegate controversial decisions and accept default decisions. Which of the following styles best describes this behavior?

Please choose only one answer:

- Competitive
- Collaborative
- Avoiding
- Accommodating

Check the answer of this question online at [QuizOver.com](http://www.quizover.com):

Question: [You typically tend to delegate controversial Charles @Saylor Foundat](#)

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4.1.5. Your firm has a union labor contract that you are trying to renegotot...

Author: Charles Jumper

Your firm has a union labor contract that you are trying to renegotiate. Members of the union have threatened to strike if a new contract is not agreed to within a stated timeframe. What is an alternative mechanism available to the parties to resolve this type of dispute?

Please choose only one answer:

- Mediation
- Court
- Arbitration
- Negotiation

Check the answer of this question online at QuizOver.com:

Question: [Your firm has a union labor contract that Charles Jumper @Saylor](#)

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4.1.6. When defining conflict, what term describes the change in people's ...

Author: Charles Jumper

When defining conflict, what term describes the change in people's behaviors, feelings, and ongoing responses when confronting an issue?

Please choose only one answer:

- Disagreement
- Perceived threat
- Interests
- Concerns

Check the answer of this question online at QuizOver.com:

Question: [When defining conflict what term describes Charles Jumper @Saylor](#)

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<http://www.quizover.com/flashcards/when-defining-conflict-what-term-describes-charles-jumper-saylor?pdf=3044>

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