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No of printed pages: 01

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**SARDAR PATEL UNIVERSITY**  
**On Demand**  
**BA (Semester VI) Examination**  
**Wednesday, August 02, 2023**  
**10:00 am - 01:00 pm**  
**UA06DENG21**  
**Applied English for Communication**

**Total Marks: 70**

**Notes:**

1. Figures to the right indicate full marks.
2. Mention clearly the option you attempt.

- |     |   |      |
|-----|---|------|
| Q 1 | Write a detailed note on advantages of Negotiation.                       |      |
|     | (OR)  | (17) |
| Q 1 | Discuss the importance of planning and influencing in negotiation skills. |      |
| Q 2 | Explain the emotional skills in detail.                                   |      |
|     | (OR)  | (18) |
| Q 2 | Critically explain persist and prioritise of personal skills.             |      |
| Q 3 | Discuss the significance of critical thinking.                            |      |
|     | (OR)  | (17) |
| Q 3 | Write a detailed note on <i>how to succeed in a negotiation</i> .         |      |
| Q 4 | Discuss the techniques of effective time management.                      |      |
|     | (OR)  | (18) |
| Q 4 | Discuss the different punctuation marks with relevant examples.           |      |

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