



BOWEN UNIVERSITY, IWO
College of Management and Social Sciences
Industrial Relations & Personnel Mgt. Program
Second Semester 2021/2022 Examination

Level	: 400
Course Title	: Collective Bargaining
Course Code	: IRP 404
Credit	: 2
Instruction	: Answer Question 1 & any other two questions
Time Allowed	: 2 Hours
Date	: Friday, 22 nd July 2022

1. (a) Bargaining is what makes employment relationships. Discuss (5 Marks)
(b) Discuss any five features of collective bargaining. (10 Marks)
(c) Discuss parties in collective bargaining (15 Marks)

2. (a) Discuss marketing theory of collective bargaining (8 Marks)
(b) Discuss any three types of collective bargaining (12 Marks)

3. (a) Discuss methods of collective bargaining in Nigeria (10 Marks)
(b) Highlight objectives of bargaining in workplace (10 Marks)

4. (a) Discuss bargaining techniques known to you (10 Marks)
(b) State any ten skills a bargainer must possess to be able to win at the bargaining table. (10 Marks)

5. (a) What are the are the components of any good collective agreement? (10 Marks)
(b) Discuss the issues that often forestall the implementation of collective bargaining agreements in Nigeria. (10 Marks)