

**2906020 SPEECH COMMUNICATION and NEGOTIATION SKILLS**

**Final exam Feb 26, 2002 9:00-11:00**

**This is an "open book" test where you can have available all of the course material and a dictionary.** –Please read the questions carefully and remember to write down your student number on the paper, too.

1. Explain **one of the models of communication** by Fisher. Explain the main ideas of the model to analyse communication process. How does the model describe human communication? How could you apply the model to your personal communication? –Give 2-3 examples from your own communicative experiences, like discussions, presentations, decision making situations or negotiations?
  
2. Take **three (3) important issues/items/topics/subjects** from the "Negotiations and Meetings" paper and combine them with your analysis and examples from the exercises "Magazine Subscription" and "Student Government priorities" (ranking 1-12).  
  
–You can use any phase of the negotiation i.e. preparation, individual work, final discussion, video clips etc. Be as concrete as possible, use names of the negotiators or groups, tell which statement or magazine you mean etc., if you think it is needed.
  
3. How could you apply the **Johari Window** theory to your own speech/presentation exercise? –Use your own ideas and considerations as well as the feedback you received from the group.
  
4. **Select only 2 of the following concepts.** Then in each case explain the concept in main ideas. Then give two examples from your home culture and two examples from some other culture to explain the selected concepts. Tell which cultures you mean.  
  
–stereotype  
–ethnocentrism  
–culture shock  
–individualism – collectivism  
–high power – low power  
–low context –high context

–Recommendation: take some ideas from the "Research Report: ten ways that culture affects negotiating style: Some survey results". –Write down the page, section or table that you refer to.