

# SOUTHWESTERN UNIVERSITY NIGERIA

KM 20, SAGAMU-BENIN EXPRESSWAY, OKUN OWA, IJEBU-ODE, OGUN STATE.

FACULTY OF SOCIAL & MANAGEMENT SCIENCES

DEPARTMENT OF GENERAL STUDIES

HND TO BSC CONVERSION PROGRAMME

2018/2019 SECOND SEMESTER EXAMINATION

**COURSE CODE: BUA 308**

**COURSE TITLE:** Introduction to Industrial Relations

**INSTRUCTION:** Answer question 1 and any other three (3). **TIME:** 2hrs

1. (a) Without the theories of industrial relations, the basis for practice would have been lost. Discuss this in relation to the usefulness of theory in industrial relations.  
(b) Explain Unitary Theory and its implications on industrial relations.
2. List and explain five importance of industrial relations.
3. With relevant examples, discuss the basis of Marxian Theory to industrial relations.
4. A genuine bargaining strategy is one that has the chance to succeed. In line with this notion, enunciate on the collective bargaining techniques, strategies & tactics.
5. (a) Discuss any 5 negotiating tools in industrial relations  
(b) Iterate 6 important rules of conduct in negotiation.
6. Conflict is inevitable, it will come when it will come. Critically analyse 5 strategies in managing industrial conflict.