

Juhani

TETA-1046 SPEECH COMMUNICATION and NEGOTIATION SKILLS

Final exam December 3, 2009 9-11

This is an "open book" test where you can have all the course material and a dictionary available. No other electronic device but a dictionary is allowed on the table. -Please read the questions carefully and remember to write down **your name and student number on the paper.**

**Bonus:** If you refer to the journal research articles in a relevant way in any of your answers, you have possibility to get bonus points in grading. Please refer clearly to the article, its page, and e.g. to a specific table.

- e.g. **"Research Report: Ten Ways that Culture Affects Negotiating Style: Some Survey Results"** (article by Jeswald W. Salacuse). -etc. other articles

In all of your answers use examples from the course exercises, take into consideration your personal experience, and different feedback sources, discussion, written comments and video. Use other additional examples if needed.

1. Explain the usefulness of Johari Window theory for your personal communication skills development purposes
2. Explain one (1) communication model by B.A. Fisher
3. Explain two (2) essential intercultural communication concepts.
4. Explain two (2) essential negotiation concepts or items.