

**Birla Institute of Technology and Science**  
**Comprehensive Examination**  
**GSF 311**  
**Introduction to Conflict Management**  
**Closed Book**  
**Attempt all the questions below**

Full marks: 40  
Time: 3 hours

Date: 7/12/2023

**Please answer in order of the questions below:**

**Substantiate with examples wherever relevant.**

1. Analyze 5 agents of socialization with relevant examples. Examine their importance and correlation with conflict. (5 marks).
2. Examine the 3 stages of childhood development according to Mead and how does that correspond to the “generalized other”? (5 marks).
3. What is the correlation of the export processing zones with gender? Respond with proper reasoning. (5 marks).
4. Differentiate between distributive and integrative negotiation techniques. (5 marks).
5. Critically respond to Charles Horton Cooley’s looking glass self with relevant examples. (5 marks).
6. Examine the main components of the Stanford Prison Experiment that correlate with socialization and power. (10 marks).
7. Write short notes on (2.5 + 2.5= 5 marks):
  - a) Glocalization.
  - b) Dramaturgical model.