



**UNIVERSITI TUN HUSSEIN ONN MALAYSIA**

**MID TERM EXAMINATION  
SEMESTER I  
SESSION 2017/2018**

COURSE NAME : REAL ESTATE NEGOTIATION  
COURSE CODE : BPF 42703  
PROGRAMME CODE : BPD  
EXAMINATION DATE : DECEMBER 2017 / JANUARY 2018  
DURATION : 2 HOURS 30 MINUTES  
INSTRUCTION : ANSWER ALL QUESTIONS

**TERBUKA**

THIS QUESTION PAPER CONSISTS OF **THREE (3)** PAGES

**Q1** Briefly discuss the followings in property negotiation:

- (a) Everything is negotiable
- (b) Win-win situation
- (c) Power and authority in negotiation
- (d) Preparing a High Class Negotiation

(20 marks)

**Q2** Professor Douglas North (the winner of Nobel Laurette in Economic Science in 1993) asserted that institutions play important roles in economic productivity. Briefly discuss the way in which informal rules and culture affect real estate negotiation.

(20 marks)

**Q3** Give reasons for the followings:

- (a) Willingness to lower the gain in short term but looking forward for more in longer term
- (b) The importance of “as is and where is basis” in property negotiation
- (c) The action speaks louder than words
- (d) Be the last person mentioning about the figures in negotiation

(20 marks)

**TERBUKA**

**Q4** Briefly explain the followings:

- i) Caucusin property negotiation
- ii) Using Malaysian Valuation Standard (MVS) in property valuation
- iii) Groups negotiation
- iv) Use of media in property negotiation

(20 marks)

**Q5** Negotiation has different phases which need strategies.

- (a) Explain what should you do in each phases of negotiation?
- (b) Discuss solutions to solve problems in each phases of negotiation.

(20 marks)

**- END OF QUESTIONS -**

**TERBUKA**