

**AZƏRBAYCAN RESPUBLİKASI TƏHSİL NAZİRLİYİ**

**AZƏRBAYCAN DÖVLƏT İQTİSAD UNİVERSİTETİ**

**BEYNƏLXALQ İQTİSADİYYAT MƏKTƏBİ**

**Lecturer: Bahruz Babayev
Course: Business relationship**

**Qrup 1082**

1. Describe the role of communication in business.
2. Leadership and its importance in business relations
3. Business networking and its importance
4. Interpersonal skills and their importance in business relationships
5. Provide tips for successful business networking
6. Communication and its channels
7. What are the main techniques for effective communication?
8. Importance of trust in business relationships
9. Key managerial skills and their importance in business
10. What are differences between culture and values in the workplace?
11. Determine characters for an effective business leader
12. Importance of human skills at every level of management and business
13. What is Customer Relationship Management?
14. What is the relationship between marketing and networking?
15. Benefits of good communication in business relationships
16. Barriers of effective communication in business
17. Role of education and training in raising business leaders
18. Key functions of communication in business.
19. How can we associate foreign market entry with business relationships?
20. What kinds of management activities make successful manager?
21. What is key business relationship building and networking activities
22. What are the key leaderships skills and abilities?
23. Does culture affect business relationships?
24. What should we do for maintaining effective business relationships?
25. What are strategies to manage client-business relationships successfully?
26. Present the table illustrating the typology of relationships.
27. What is the role of feedback in business writing?
28. Indicate at least 3 common mistakes in business writing.
29. Do international managers need to study culture? If yes, why?
30. Describe the leadership and main leadership skills.
31. Describe the things you should avoid in email writing.
32. What are the key ways to develop your business network?
33. How do companies build long-term relationships?
34. Introduce and discuss the tips to manage business-client relationships
35. Explain the difference between doing and thinking management.
36. What are cell phone etiquette and its tips?
37. What is business relationship?
38. Present an effective communication tips for phone communication.
39. What is the strategic alliance and why companies need it?
40. What are five key ways to effective writing?
41. Give the brief description of the ways to manage B2B relations.
42. What is culture, and how the culture affects business relationships?
43. Describe traditional market view in business relationship and its main stakeholders.
44. What are the key principles for the business relationship management?
45. Explain business relationship management with suppliers/subcontractors.
46. Present and justify the importance of business network.
47. What are the implications for business relationship for marketing strategy?
48. Present an effective communication tips for email communication.
49. Discuss the main tips for employee management.
50. Explain conceptual, human and technical skills at various levels of management.
51. What is business writing? List at least 3 types of business writing.
52. What are the things you consider in business writing?
53. Present and explain the subheadings of a company profile.
54. What is the business plan? Present its subheadings.
55. What should you consider while writing business reports?
56. What is the project proposal? Present its subheadings.
57. What is the concept paper? Why do businesses need it?
58. What are the key techniques to overcome business communication barriers?
59. What are key cotemporary communications challenges?
60. Explain techniques for active listing and their importance.
61. Describe the key component of effective feedback process.
62. Explain an effective delegating process.
63. What is the conflict? Compare traditional and interactionist view on conflict.
64. What are key measures in conflict management?
65. What are the sources of business conflicts?
66. Present and explain the main negotiating strategies.
67. What issues should you consider while developing business presentations?
68. Present and explain high-context cultures.
69. Present and explain low-context cultures.
70. Who are good cross-cultural communicators?
71. Is conflict bad in a workplace? Justify your argument.
72. What are key skills for conducting effective negotiations?
73. Explain criteria for an effective feedback and obstacles that hinder a feedback.
74. Explain why managers stimulate conflict
75. Compare distributive and integrative bargaining.