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14MBAHR412

Fourth Semester MBA Degree Examination, Dec.2017/Jan.2018
Personal Growth and Interpersonal Effectiveness

Time: 3 hrs.

Max. Marks:100

SECTION - A

Note : Answer any FOUR questions from Q.No.1 to Q.No.7.

- 1 What is meant by “Neuro Linguistic Programming”? (03 Marks)
- 2 What is Resilience? (03 Marks)
- 3 Define “Strokes”. (03 Marks)
- 4 What is meant by “Internal dialogue”? (03 Marks)
- 5 Define “tracts”. (03 Marks)
- 6 What is sublimation? (03 Marks)
- 7 What is self concept? (03 Marks)

SECTION - B

Note : Answer any FOUR questions from Q.No.1 to Q.No.7.

- 1 What is self awareness? Explain its fine core areas. (07 Marks)
- 2 Explain the importance of “optimism” and “workplace spirituality” for personal development. (07 Marks)
- 3 What is “time structuring”? Explain six ways of structuring time by giving and receiving strokes. (07 Marks)
- 4 Explain the perceptual positions for assertiveness. (07 Marks)
- 5 Explain “Sharpen the saw” habit as put forth by Stephen Covey. What are its four major areas? (07 Marks)
- 6 Write short notes on :
 - i) T- Group
 - ii) Human process Lab. (07 Marks)
- 7 What is a relationship? Explain the key issues (components) of nurturing relationships with others. (07 Marks)

SECTION - C

Note : Answer any FOUR questions from Q.No.1 to Q.No.7.

- 1 What is role efficacy? Explain its dimensions. (10 Marks)

Important Note : 1. On completing your answers, compulsorily draw diagonal cross lines on the remaining blank pages.
2. Any revealing of identification, appeal to evaluator and/or equations written eg. 42+8=50, will be treated as malpractice.

- 2 What is emotional intelligence? Briefly explain any seven strategies for strengthening EI in individuals. (10 Marks)
- 3 What is an “ego state”? Explain the three ego states basic to T.A. (10 Marks)
- 4 Briefly elaborate on the five conflict management styles. What skills are necessary to resolve conflicts? (10 Marks)
- 5 What is personality? Explain personality “Enneagram”. (10 Marks)
- 6 Write short notes on :
 i) Locus of control
 ii) FIRO - B (10 Marks)
- 7 Explain Johar window. How does it help in discovering self and others? (10 Marks)

SECTION - D

CASE STUDY – [Compulsory]

1. You are given five occupational choices. For each of these occupations, identify the personality types using MBTI and justify your answers.
 i) Counselor
 ii) Architect
 iii) Music Composer
 iv) Inspector
 v) Supervisor. (10 Marks)
2. For the following two conversations given below identify the type of “transaction”, It relates to as per T.A. Give suitable reasons for your answer by representing their ego states used.
- a. Conversation 1 :
- Person X : “Secretaries have become so inefficient these days. I am never able to locate my papers”.
- Person Y : “Well, you should develop more organized Labels”.
- (05 Marks)
- b. Conversation 2 :
- Subordinate : “I feel I have done a great report, I am happy about it”.
- Boss : “Yes, it looks impressive. Well Done”.
- (05 Marks)

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