



Plot No. 2, Knowledge Park-III, Greater Noida (U.P.)–201306
POST GRADUATE DIPLOMA IN MANAGEMENT (2019-21)
MID TERM EXAMINATIONS (TERM II)

Subject Name **Teams and Emotional Intelligence**

Time: **01.30 hrs**

Sub. Code: **PG 15**

Max Marks: **20**

Note:

- 1. Writing anything except Roll Number on question paper will be deemed as an act of indulging in unfair means and action shall be taken as per rules.**
- 2. All questions are compulsory in Section A, B & C. Section A carries 1 Case Study of 8 marks. Section B carries 3 questions of 2 marks each and Section C carries 2 questions of 3 marks each.**

SECTION – A

04+04 = 08 Marks

Q. 1: Case Study:

Frank Carbone began his career as a manufacturing engineer, later founding an entrepreneurial venture in engineering design and manufacture called Aerobatics. Carbone was Aerobatics' only employee for a couple of years after beginning the business, doing less than \$200,000 annually. Carbone had a team of five employees doing \$500,000 in business. The growth curve steepened, and after 5 years, when parts prototyping and machine tooling were added to the business, there were 75 people doing \$10 million in business. Aerobatics was a 130 person company with \$15 million in business after 7 years. While the big aerospace companies have consolidated and focused on core competencies, Carbone has welded a team of industry experts from diverse disciplines who focus on the aerospace industry leaders non core competencies. Aerobatics' work span prototyping, tooling, engineering, design, structural engineering, and production. Now located on a 38 acre technology campus, Aerobatics' has a 70,000 square foot production facility, a 40,000 square foot engineering and prototyping facility, and acquired \$40 million in aerospace equipment. The company's growth is fuelled by new product, new business development and through acquisitions. The company's growth is sustained by the high quality of its diverse workforce. For example one of the programs is the U.S. Air Force F-22 next generation fighter aircraft, for which Aerobatics is doing \$25 million in tooling and prototype composites.

Another major program is producing prototype parts for the X-33 single stage to orbit replacement for the Space Shuttle. In addition, Aerobatics does production work for several commercial aircraft. Carbon emphasizes "we" at Aerobatics and discourages interdepartmental rivalries, conflicts, and responsibility shifting.

- Elaborate the two driving forces displayed in the case study for an ideal team development.
- Discuss the potential and scope of synergy present in the team in the above case study.

SECTION – B

02×03 = 06 Marks

Q. 2: Discuss applications of ego states of Transactional Analysis at workplace with examples of crossed and ulterior transactions between a subordinate and a supervisor in a sales team of HDFC bank

Q. 3: Elaborate on significance of OCEAN in leadership that will support you to become informal leader in future.

Q. 4: Create two teams with help of Sociometry: a) Sales executives b) Post sales customer care executives in Apparel company.

SECTION – C

03×02 = 06 Marks

Q.5. Describe Life Positions matrix you observed in students' interactions during Alumni meet 2018, GLBIMR.

Q. 6. Differentiate Formal and Informal Leadership. Describe instances during your graduation or PGDM course where you displayed leadership skills and ways to convert those into formal leadership.