



GL BAJAJ

Institute of Management & Research

Approved by A.I.C.T.E., Ministry of HRD, Govt. of India

Roll No.....

Plot No. 2, Knowledge Park-III, Greater Noida (U.P.) –201306

POST GRADUATE DIPLOMA IN MANAGEMENT (2020-22) END TERM EXAMINATION (TERM -I)

Subject Name: Igniting Self and Interpersonal Skills (SSP-I)

Time: 02.30 hrs

Sub. Code: PG-07

Max Marks: **60**

Note:

All questions are compulsory. Section A carries 10 marks: 5 questions of 2 marks each, Section B carries 30 marks having 3 questions (with internal choice question in each) of 10 marks each and Section C carries 20 marks one Case Study having 2 questions of 10 marks each.

SECTION - A

Attempt all questions. All questions are compulsory.

2×5 = 10 Marks

Q. 1 (A): Explain working self-concept in context of working women.

Q. 1 (B): Confidence is directly proportional to willingness to try". Write about a situation when trying lead to increased self-confidence and fear of failure never make you try something.

Q. 1 (C): Taking your own example differentiates between Personal Self and Ideal Self.

Q. 1 (D): What strategies/ways could you adopt to expand your Open Area of Johari Window.

Q. 1 (E): How should one relate the strengths to opportunities and weaknesses to threats while doing SWOT Analysis of our own self?

SECTION - B

10 x 3 = 30 Marks

All questions are compulsory (Each question has an internal choice. Attempt any one (either A or B) from the internal choice)

Q. 2 (A) Analyze a conflict happened during group discussion round of campus placement using the Thomas-Kilmann model of conflict.

Or

(B) Do you think it is possible to disguise your body language? Why or why not?

Q. 3: (A) Explain the relationship of independence to interdependence explained by Steven Covey?

Or

(B) What are interpersonal skills? How do they relate to communication, trust and networking?

Q. 4: (A) How does 16 PF test helps in assessing human personality constructs? Elaborate with an example.

Or

(B) "Self-efficacy and locus of control concern how people's views of themselves can affect outcomes". Discuss in detail with an example.

SECTION - C

Read the case and answer the questions

10×02 = 20 Marks

Q. 5: The Acme Electric Company worked day and night to develop a new current regulator designed to cut the electric power consumption in aluminum plants by 35%. They knew that, although the competition was fierce, their regulator could be produced more cheaply, was more reliable, and worked more efficiently than the competitors' products.

The owner, eager to capture the market, personally but somewhat hastily put together a 120-page proposal to the three major aluminum manufacturers, recommending that their regulators be installed at all company plants.

She devoted the first 87 pages of the proposal to the mathematical theory and engineering design behind his new regulator, and the next 32 to descriptions of the new assembly line she planned to set up to produce regulators quickly. Buried in an appendix were the test results that compared her regulator's performance with present models, and a poorly drawn graph showed how much the dollar savings would be.

Acme Electric didn't get the contracts, despite having the best product. Six months later, the company filed for bankruptcy.

Question

Q5(A): What is the key problem highlighted in the above case?

Q5(B): What are your recommendations to avoid the problem that led Acme Electric Company towards bankruptcy?

Mapping of Questions with Course Outcome

Question Number	COs	Marks Allocated
Q. 1	CO1	10 marks
Q. 2:	CO2	10 marks
Q. 3:	CO3	10 marks
Q. 4:	CO4	10 marks
Q. 5:	CO5	20 marks

Note: Font: Times New Roman, Font size: 12.