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# **G.L. Bajaj Institute of Management & Research**

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

POST GRADUATE DIPLOMA IN MANAGEMENT (2017-19)

MID-TERM EXAMINATION (TERM - I)

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Paper Name- **Igniting Self and Interpersonal Skills**  
(Paper Code)- **PG-07**

Time: **90 Minutes**  
Max Marks: **20**

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## **Note:**

1. Answer all the Questions

### **Section - A**

1. Read the case and answer the questions below:

**(4+4= 8)**

Cassie is a student of average ability. She moves from a school where she is performing above the average. She is said to be a big fish in a little pond academically because there is not a lot of competition for her at her school and her grades are well above average. Her academic self-concept is high because she is comparing herself with many peers who are academically less able than she. Her parents decide she should sit for the Selective Schools Test and she passes. She is placed in Hillcrest Selective High School where she becomes a little fish in a big pond academically and socially. When Cassie sits the first round of class tests, she finds that she is no longer near the top of the class. Her rank is about halfway down the list. Her academic self-concept falls when she compares herself to the more able students in her class. She is suddenly confronted with the fact that she is no longer one of the brightest students in the class and she readjusts her academic self-concept to reflect her new standing in the new academic environment.

#### **Questions:**

- (i) With reference to the case explain how self- concept is formed and keeps evolving?
- (ii) What Cassie should do to ensure that her self -concept remains positive?

### **Section- B**

2. What skills are judged in Group Discussion? Explain in detail **(2)**
- 3 Distinguish between self -concept, self- esteem and self-monitoring? **(2)**
4. Which is more powerful and credible? Data driven communication or Soft communication? Given reasons for the same. **(2)**

### **Section-C**

5. Should one adopt an aggressive style and talk more to be recognized as a leader? Or can leaders have distinctive styles? **(3)**
6. “Soft Skills encompass a wide terrain of personal and interpersonal attributes”. Explain the statement. Why soft skills are so much in demand? **(3)**

