

# CBCS SCHEME



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16MBAHR406

## Fourth Semester MBA Degree Examination, June/July 2018 Personal Growth and Interpersonal Effectiveness

Time: 3 hrs.

Max. Marks:80

Note: 1. Answer any **FOUR** full questions from Q.No.1 to 7.  
2. Q.No. 8 is compulsory.

- 1 a. Define "Super-ego" (02 Marks)  
b. "Heredity determines personality": i) Build an argument to support the statement; ii) Build an argument against the statement. (06 Marks)  
c. What are the barriers to attitude change? Explain how attitudes of self and others can be changed. (08 Marks)
- 2 a. What is sublimation? (02 Marks)  
b. Explain the benefits of self disclosure. (06 Marks)  
c. What is emotional intelligence? Explain any seven strategies for promoting or nurturing EI in employees. (08 Marks)
- 3 a. Clarify "Sharpen the Saw" principle. (02 Marks)  
b. List the constraints in creativity development. (06 Marks)  
c. What skills are essential to resolve a conflict? Explain the role of negotiation in conflict resolution. (08 Marks)
- 4 a. What are banal scripts? (02 Marks)  
b. Explain the requisites for personal change. (06 Marks)  
c. What is self awareness? Explain its five core areas. (08 Marks)
- 5 a. Define "traits". (02 Marks)  
b. Explain the six ways of structuring time in reference to TA. (06 Marks)  
c. What is Appreciative Inquiry (AI)? Explain the 4D cycle model of AI. (08 Marks)
- 6 a. What is divergent thinking? (02 Marks)  
b. Clearly indicate the ego states used by A and B in the following conversation and hence identify the type of transaction. Justify your answer.  
A to B : "Will you help me fill out this report?"  
B to A : "You have done several of them; do it on your own; then I will check it out for you". (06 Marks)  
c. Explain the concept, classification and utility of the FIROB scale. (08 Marks)
- 7 a. What is NLP? (02 Marks)  
b. With suitable justification, indicate the personality type best suited for the following occupations as per the MBTI: i) Architect; ii) Supervisor; iii) Teacher. (06 Marks)  
c. Write short notes on: i) Locus of control ii) Sensitivity Training. (08 Marks)
- 8 How has this course, on "Personal growth and Interpersonal Effectiveness" helped you in?
  - a. Assessing yourself
  - b. Assessing your relationships
  - c. Managing conflict
  - d. Developing positive attitudes.(Justify your perspectives with concepts studied in this course). (16 Marks)

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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.