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18MBAHR406

Fourth Semester MBA Degree Examination, July/August 2021 Personal Growth and Interpersonal Effectiveness

Time: 3 hrs.

Max. Marks:100

Note: Answer any FIVE full questions.

- 1 a. What is Personal Growth? (03 Marks)
b. Discuss the different types of personality. (07 Marks)
c. Briefly discuss the concepts of personal growth. (10 Marks)
- 2 a. What do you mean by self-awareness? (03 Marks)
b. What are the determinants of personality? Explain with an example. (07 Marks)
c. Briefly explain the different life roles and the competencies to play an effective life role. (10 Marks)
- 3 a. What are the 4 panes in Johari window? (03 Marks)
b. Explain different types of defense mechanism. (07 Marks)
c. What is self-esteem? Explain characteristic of good and low self-esteem. (10 Marks)
- 4 a. What are the three components of an Attitude? (03 Marks)
b. Differentiate between convergent and divergent thinking with example. (07 Marks)
c. Briefly explain seven habits of effective people. (10 Marks)
- 5 a. What is self efficacy? (03 Marks)
b. What are the values? Explain the 2 types of values with examples. (07 Marks)
c. Explain the various blocks to creativity. (10 Marks)
- 6 a. What is NLP? (03 Marks)
b. Explain the various tools for creative ideas. (07 Marks)
c. Explain 6 thinking hats in creative problem solving. (10 Marks)
- 7 a. What is interpersonal relationship? (03 Marks)
b. What is sensitivity training? Explain the significance of sensitivity training in an organization. (07 Marks)
c. Enumerate the FIRO-B model. (10 Marks)

CASE STUDY

8 Nidhi and Sharma have something in common. They were promoted within their organizations into management positions. Each found the transition a challenge.

Nidhi was promoted to Director of catering for the 'Sweet and Spice' group of restaurants in New Delhi, with the promotion, she realized that she would not be able to participate in water cooler gossip or shrug off and employees chronic lateness. She found her new role to be daunting. At first, she was like a bulldozer knocking everyone over and that was not well-received. She forgot that her friends also were in a transition.

Rajesh Sharma, a technical manager in a software company felt uncertainty after being promoted to a Manager from a Junior Programmer. He had to give directives to those, who were his peers, only a day ago. He felt the conversation would stop when he entered the room. He felt people were not open when he became the boss.

Questions:

- a. Is it easier to be promoted internally or externally? (06 Marks)
- b. Leaders are the primary determinant of any organizations success or failure-Discuss. (07 Marks)
- c. What does this say about leadership and leadership training? (07 Marks)

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