



# 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 (2019-21) END TERM EXAMINATION (TERM - I)

Subject Name : **Igniting Self & Interpersonal Skills**

Time: **02.00 hrs**

Sub. Code : **PG07**

Max Marks: **50**

### 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 5 questions of 2 marks each, Section B carries 2 questions of 10 marks each and Section C carries 2 Case Studies of 10 marks each**

### SECTION - A

**02×05 = 10 Marks**

Q. 1 (A): Differentiate between Factual Group Discussion and Controversial Group Discussion with examples of topics and ways to handle.

Q. 1 (B): Through an example from your team presentation at the institute, discuss the methods you have adopted for improving your presentation and public speaking skills.

Q. 1 (C): Through your conduct in a Group Discussion, evaluate the role of 'Personality' in how a person conducts himself in a GD. Give suitable example.

Q. 1 (D): Elaborate on the use of Interpersonal & networking skills used by you during various events viz. HR Conclave and Alumni Meet etc. organized by the institute in the month of August and September 2019.

Q. 1 (E): According to your understanding, which personality model is the most appropriate for selecting a candidate for HR profile and why?

### SECTION - B

**10×02 = 20 Marks**

Q. 2: Through an example from your team presentation at the institute, discuss the strategy to be adopted for reducing Blind Area in the Johari Window.

Q. 3: "Networking is both an art and science", Elucidate this statement with practical examples of both pros and cons of networking. Also compare the benefits and problems associated with using Face Book, LinkedIn and Twitter for networking for a managerial job.

### SECTION - C

**10×02 = 20 Marks**

Q. 4: Case Study:

Anshika's first year at Institute has brought its fair share of challenges so far. Having moved to a new city from Tier 3 city school, where she has lived all her life, she is used to having her friends around her. Her friends all attended the same schools and sixth form college and tend to have similar beliefs and attitudes. At Institute, there are many people from different backgrounds and in different circumstances. Anshika feels a bit lonely at first and spends a lot of time texting her mates

around the old city. The novelty soon wears off and Anshika starts to think about making new friends.

Question:

- a) If you were Anshika what things might you do to start meeting people? Through the Stephen Covey' model of Interdependence, what strategies can she adopt for making new friends.

Q. 5: Case Study:

Simrat was very social and had a huge group of friends. She also was good in her academic scores and performed well in extra curricular activities. As she grew up her circle of friends grew big which further boosted her self confidence. She was also very vocal and forthcoming in her social presence along with being able to interact freely with each and everyone. By the time she reached her college, she was a changed person. Her earlier group was disintegrated and she was part of a new world altogether. She further went on to study management where she had to be a part of completely different team and group. Suddenly she was not able to interact and communicate with others around her. She feared the concept of public speaking and addressing the audience as her self esteem had reached the lowest point.

She was not able to understand what was wrong with her. She started fearing facing people like death. She was not able to make friends and confided in her old friends about this. They all suggested different solutions to her and motivated her. But her confidence was not picking up and she rarely spoke. During her training period also, her nervousness was clearly visible that was becoming part of her personality. It was becoming to find the root cause of her problem. She was making efforts but the results were not upto the mark. She questioned herself many times, why being a good public speaker is so important. She lost trust in herself and was moving into her shell. There was no way out. You have been asked to consult her as a counselor and suggest her suitable ways to gain back confidence and her public speaking skills.

- a) Through Self concept models, analyse the main problems and her personality traits which are becoming a hindrance in her development. Also suggest her ways to be a good public speaker.