



# 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 (201-) MID TERM EXAMINATIONS (TERM -)

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Subject Name: Igniting Self & Interpersonal Skills  
Sub. Code: SSP-1

Time: **01.30 hrs**  
Max Marks: **20**

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**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 a Case Study with 2 questions of 4 marks each. Section B carries 3 questions of 2 marks each and Section C carries 2 questions of 3 marks each.**

**SECTION - A04+04 = 08 Marks**

Q. 1: Read the **Case Study** and answer the question given below:

**The power of interpersonal skills and self image**

Kirti always dreamt of becoming an account manager at her workplace which kept her on her toes and on spot comments. Based on the initiatives she took as a team member, her boss recommended her name for promotion from just a support position to a more creative position and role. In her drive to be a valuable member, she gave incredible creative ideas for campaigns to be launched but which were completely discarded by the team leader, Priya as now Priya could not accept her as her peer who was a subordinate earlier. This is leading to problems in the team and certain conflict is arising. Kirti who otherwise is very confident and self-motivated is finding it difficult to remain connected with the team members. Even when Kirti is giving ample time and support to the team members, the things are not moving in her direction. The overall respect and value is declining and also her people image in the team. Kirti is facing both self concept confusion and her interpersonal relations are degrading with the team members.

- Critically discuss the various dimensions of the self concept for Kirti and how she can be helped in achieving the Ideal Social Image for herself in the team?
- Examine the problems being faced by the team members and suggest possible solutions through the Steven Covey model of Interdependence.

**SECTION - B02×03 = 06 Marks**

Q. 2: Discuss the impact of Self Disclosure and Feedback can have in summer internship that could lead you to the pre-placement offer by the organization you do training with?

Q. 3: Suggest what possible implications can Johari Window have on building up your SWOT analysis for future managerial positions.

Q. 4: Develop a SWOT analysis for yourself while applying for the job of Sales manager and identify how the gaps would be closed.



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**SECTION - C03×02 = 06 Marks**

Q.5. You have been hired as a Regional Manager for a FMCG company and are required to manage a diverse team of subordinates from different parts of the world. Suggest possible ways you would use to build trust and communication among the team members in order to facilitate positive interpersonal relations.

Q. 6. Social Media platforms are a double edged sword for young graduates seeking jobs in modern day organizations as their networking skills would be questioned. Discuss the statement with your understanding of how such platforms can be used for building a suitable future profile.

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