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Fourth Semester MBA Degree Examination, June/July 2023 Personal Growth and Interpersonal Effectiveness

Time: 3 hrs.

Max. Marks: 100

Note: 1. Answer any **FOUR** full questions from Q1 to Q7.
2. Question No. 8 is compulsory.

- 1 a. Define Personal growth. (03 Marks)
b. What is time structuring? Explain six ways of structuring time. (07 Marks)
c. Elaborate the five dimensions of emotional intelligence. (10 Marks)
- 2 a. What is Neuro Linguistic programming? (03 Marks)
b. Define Self awareness and explain its core areas. (07 Marks)
c. Explain the four Quadrants of the Johari window. What are the applications of Johari window tool? (10 Marks)
- 3 a. What is a T- Group? (03 Marks)
b. Define "life position" and explain its four types. (07 Marks)
c. What is creativity? Explain six Thinking Hats tool of creative thinking. (10 Marks)
- 4 a. Compare Type A and Type B individuals. (03 Marks)
b. Define personal change and explain the pre-requisites. (07 Marks)
c. What is transactional analysis? Explain the three types of transactions with examples. (10 Marks)
- 5 a. Define Personality. (03 Marks)
b. What is an Altitude? Explain its three dimensions. (07 Marks)
c. Describe the seven habits of highly effective people. (10 Marks)
- 6 a. What is "Locus of Control"? (03 Marks)
b. Explain the three interpersonal needs as classified by FIRO-B and state the utility of FIRO-B scale. (07 Marks)
c. Explain the five conflict handling styles. (10 Marks)
- 7 a. Define Appreciative Inquiry. (03 Marks)
b. Explain briefly the MBIT theory of personality. (07 Marks)
c. What is Ego? Explain defense mechanisms used by the individual to manage the ego. (10 Marks)

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.

8 CASE STUDY [Compulsory]

Go through the following transactions and identify :

- i) Ego states used by both the individuals
- ii) The type of Transaction using the \textcircled{P} \textcircled{A} \textcircled{C} diagram and justify your answers

Questions :

- a. Boss : "our values are getting eroded"
Subordinate: "I agree with you. We are deteriorating every day" (05 Marks)
- b. Subordinate : " I want to discuss the resources I need to complete the assignment"
Boss : "your are always complaining. (05 Marks)
- c. Boss: "What is the date today?"
Employee : "Sir, I shall definitely send the report tomorrow" (05 Marks)
- d. A to B: "How are you?"
B to A: "Why do you care?" (05 Marks)

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