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08MBA HR344

Third Semester MBA Degree Examination, Dec.09-Jan.10
Personal Growth and Interpersonal Effectiveness

Time: 3 hrs. Max. Marks:100

Note: ***Answer any FIVE full questions.***

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.

1 a. What is meant by self – efficacy? **(03 Marks)**
b. What are negotiation skills? What is its importance in an organization? **(07 Marks)**
c. Explain the different learning styles and their relatedness to personality development. **(10 Marks)**

2 a. What do you understand by 'values'? **(03 Marks)**
b. Discuss the requirements for a negotiation situation. **(07 Marks)**
c. Explain Johari window, with suitable examples. **(10 Marks)**

3 a. What is pedagogy? **(03 Marks)**
b. Briefly explain the adult learning process. **(07 Marks)**
c. What are the types of conflict? Explain the conflict outcome and resolution strategies. **(10 Marks)**

4 a. What is perception? **(03 Marks)**
b. Discuss how behaviour modification operates to motivate people. **(07 Marks)**
c. What is the need for team building? What are the ingredients of an effective team? **(10 Marks)**

5 a. Give the meaning of personal growth and development. **(03 Marks)**
b. Make a short questionnaire to assess employee job dissatisfaction. **(07 Marks)**
c. What is emotional intelligence? How does it affect personality? **(10 Marks)**

6 a. What are attitudes? **(03 Marks)**
b. Enumerate the functions of counseling. **(07 Marks)**
c. Describe the factors in the Big – five model. Which factors, show the greatest value in predicting behaviour and why? **(10 Marks)**

7 a. What is organizational commitment? **(03 Marks)**
b. Explain the nature and dimensions of attitudes. **(07 Marks)**
c. Briefly explain the seven habits of highly effective people. **(10 Marks)**

8 You are given ten occupational choices. For each occupation, identify the personality types using Myers – Briggs Type Indicator (MBTI). Substantiate your answers.
a. Designers.
b. Actors.
c. Computer science support staff.
d. Reporters.
e. Aeronautical engineers.
f. University Teachers.
g. Writers.
h. Doctors
i. Detectives.
j. Editors. **(20 Marks)**

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