

Total No. of Questions : 5]

SEAT No. : 

P-4218

[Total No. of Pages : 

[6025]-215

M.B.A. (Semester - II)

GE - UL - 07 (207) : CONTEMPORARY FRAMEWORKS IN  
MANAGEMENT

(2019 Pattern) (Revised)



Time : 2 Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) All questions are compulsory.
- 2) All questions carry equal marks.

Q1) Answer any 5 : (2 marks each)

- a) What is Emotional Intelligence?
- b) What are the basic four types of activities as per the habit of put first thing first?
- c) Which of the following habits is not included in public victory habits?
  - i) Synergize
  - ii) Seek first to understand . . . Then to be understood.
  - iii) Sharpen your saw
  - iv) Think win/win
- d) First who, then what is about....
  - i) Deciding who will lead
  - ii) Deciding direction first
  - iii) Getting right people on board
  - iv) Motivating right people
- e) Which of the following is NOT a quality of collaboration?
  - i) Honesty
  - ii) Openness
  - iii) Respect
  - iv) Inconsistency
- f) What do you mean by the concept of Inside-out?
- g) What is the 'EQ brain'?

- h) The book Five Dysfunctions of a team is written by
- Daniel Goleman
  - Stephen Covey
  - Patrick M. Lencioni
  - John Maxwell

**Q2) Answer any 2 : (5 marks each)**

- What do you mean by self-awareness?
- What do you mean by being proactive?
- What are the various ways to earn respect of others as a leader?

**Q3) Answer any 1 : (10 marks each)**

- Evaluate the 5 dimensions of Trait EI model.  
OR
- “He who thinks he leads, but has no followers, is only taking a walk”.  
Explain this statement with the help of Law of influence.

**Q4) Answer any 1 : (10 marks each)**

- “Hedgehog concept is central for any organization to transform from good to great” – Discuss  
OR
- Briefly introduce seven habits of highly effective people.

**Q5) Answer any 1 : (10 marks each)**

- Analyze the fundamental causes of organizational team failure  
OR
- As soon as people lose respect for you, your influence over them will disappear. Do you agree with this? Justify your answer with the law of influence and law of respect.

