Reg.No. \_\_\_\_\_\_\_\_\_\_\_\_



**UNIVERSITY**

(Karunya Institute of Technology & Sciences)

(Declared as Deemed-to-be University under Sec.3 of the UGC Act, 1956)

**Supplementary Examination – June – 2017**

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| **Code :** | **14MS2002** | **Duration :** | **3hrs** |
| **Sub. Name :** | **MANAGERIAL SKILLS** | **Max. marks :** | **100** |

**ANSWER ALL QUESTIONS (5 x 20 = 100 Marks)**

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| Q. No. | Sub Div. | Questions | Course  Outcome | Marks |
| 1. | a. | What is POSDCORB? Explain with suitable examples. | CO1 | 10 |
| b. | “Management is getting thing done through other people” Comment | CO1 | 10 |
| (OR) | | | | |
| 2. | a. | Explain the Johari window model with diagrammatic representation. | CO1 | 10 |
| b. | Mr.John is an aspiring and graduating engineer.He want to secure a placement in an reputed company for which he seeks your advise for taking stock office skills and abilities. Advise Mr.John for his self assessment using SWOT analysis. | CO1 | 10 |
| 3. | a. | Differentiate right brain and left brain. | CO2 | 4 |
|  | b. | How to use convergent and divergent thinking to improve your performance in an Organization? | CO2 | 8 |
|  | c. | Explain the concept of creativity. How will you identify the creative  People. | CO2 | 8 |
| (OR) | | | | |
| 4. | a. | Describe any five examples pertaining to product innovation. | CO2 | 5 |
|  | b. | Innovation is the key driving force for societal change .Elaborate on the influence of innovation in reason changes in technology ,lifestyle, education and culture. | CO2 | 15 |
| 5. | a. | “The single most important characteristic of the human race is the ability to communicate.” Explain the role of communication. | CO3 | 5 |
|  | b. | What do you meant by Emotional Intelligence? Discuss Emotional Intelligence components . | CO2 | 10 |
|  | c. | How decision –making process is carried in industries? | CO2 | 5 |
| (OR) | | | | |
| 6. | a. | Explain the conceptual framework of corporate Governance. | CO3 | 10 |
|  | b. | Why does group conflict arise? What are its consequences? How would you prevent such conflict? | CO3 | 10 |
| 7. | a. | Explain negotiation process. What are the most common barriers in negotiation process? | CO3 | 10 |
|  | b. | What are the common measures used to ensure whether leaders actually achieved the results? | CO3 | 10 |
| (OR) | | | | |
| 8. | a. | Discuss stages of team development in brief wth suitable examples. | CO3 | 10 |
|  | b. | Explain different styles of leadership with suitable examples. | CO3 | 10 |
|  | | **Compulsory**: |  |  |
| 9. |  | “Control your emotions if you want to communicate well” Comment. Why are communication skills a key to success in today’s Business? | CO3 | 20 |

ALL THE BEST