



--	--	--	--	--	--	--	--	--	--

P.E.S. College of Engineering, Mandya - 571 401

(An Autonomous Institution affiliated to VTU, Belagavi)

Fourth Semester, Master of Business Administration (MBA)

Semester End Examination; May/June - 2018

Personal Growth and Interpersonal Effectiveness

Time: 3 hrs

Max. Marks: 100

Note: Answer all **FOUR** full questions from **PART - A** and **PART - B** (Case study) is compulsory.

PART - A

- 1 a. Explain the nature and scope of personal growth. 10
 b. What is Futuristic attitude? Explain the characteristics of people with Futuristic attitude. 10

OR

- 2 a. How does understanding of the Carl Jung aspects of Myers-Briggs type indicators help managers in organization? 10
 b. Briefly explain the adult learning process. 10
 3 a. What is perception? Explain perception process. 10
 b. Explain the importance of Andragogy learning for today's adults. 10

OR

- 4 a. What are the types of conflict? Explain the conflict outcome and resolution strategies. 10
 b. What are conflicts? Explain the sources of interpersonal conflicts. 10
 5 a. Explain Johari Window with suitable example. 10
 b. Explain the advantages of FIRO-B. 10

OR

- 6 a. Briefly explain crossed and ulterior transaction in Transaction analysis with suitable examples. 10
 b. Distinguish between self esteem and self concept. 10
 7 a. Explain the main components of Emotional intelligence. 10
 b. Explain in brief the 7 Habits of highly effective people. 10

OR

8. Write short notes on any four: 20
 a) Role Efficacy
 b) Assertive Behavior
 c) Ego Status
 d) Power of self talk
 e) Social adjustments

PART - B (Compulsory)**9. Case study:**

You are given the following occupations. Classify the personality types who fits for each occupation on the basis of Myers-Briggs Type Indicator (MBTI) considering four personality types given:

I) Sensation - Feelers

II) Intuitive - Feelers

III) Sensation - Thinkers

IV) Intuitive Thinkers

i) Judges

ii) Drama actors

iii) Advertisement consultants

iv) Entertainers

v) Music composers

vi) Doctors of medicine

vii) Psychologists

viii) Marketing Consultants

ix) Trainers in MDP programme

Give reasons specifying characteristics of each personality type given.

* * * *