

Total No. of Questions : 5]

P7892

SEAT No. :

[Total No. of Pages : 2

[6118]-2015

M.B.A. - I

**207 GE-UL-07 : CONTEMPORARY FRAMEWORKS
IN MANAGEMENT**

(Revised 2019 Pattern) (Semester - II)

Time : 2 Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) All questions are compulsory.
- 2) Figures to the right indicate full marks.

Q1) Answer any 5 : (2 Marks each)

[10]

- a) What is the 'EQ brain'?
- b) What are the three habits under public victory?
- c) What is Habit?
 - i) An everyday thing we do that "makes" or "breaks"
 - ii) A routine
 - iii) A result of what we do
 - iv) A schedule we follow
- d) Leadership is about advancing others, not about advancing yourself. The critical question is this; Are you making things better for the people who follow you?
 - i) Law of addition
 - ii) Law of the respect
 - iii) Law of the lid
 - iv) Law of the connection
- e) Teams that lack of commitment doesn't show the following attribute
 - i) Lack confidence and are in fear of failure
 - ii) Make ambiguity and second-guessing thrive
 - iii) Fail to seize opportunity spending too much time on making a decision
 - iv) Are willing to sign long term bonds

P.T.O.

- f) What are the basic four types of activities as per the habit of put first thing first?
- g) What is Emotional Intelligence?
- h) Recognizing your own emotions and how they affect your thoughts and behavior is -
 - i) Self-regulation
 - ii) Self-awareness
 - iii) Self-motivation
 - iv) Social skill

Q2) Answer any 2 :

[2×5=10]

- a) What are the benefits of emotional intelligence?
- b) What do you mean by dysfunctions of teams?
- c) Explain in details the law of legacy.

Q3) Answer any 1 :

[10]

- a) What do you understand by social skills? What is importance of social skills in human life?
- OR
- b) As per the Law of Navigation what is a role of a good leader?

Q4) Answer any 1 :

[10]

- a) What are the two concepts that come under the umbrella of "disciplined people" for organizations who want to move from good to great?
- OR
- b) What do you mean by "Begin with the end in mind"? Why is it important for leading an effective life?

Q5) Answer any 1 :

[10]

- a) "Absence of trust among team members is basic reason for failure of team" - do you agree with this? What organization can do to build trust among team members?
- OR
- b) "People do what people see". Discuss the role of leader in demonstrating good behavior to employees for creating better organization.



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SEAT No. :

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P7929

[6118]-25

F.Y.M.B. A.

207-GE-UL-07: CONTEMPORARY FRAMEWORKS IN MANAGEMENT
(2019 Pattern) (Semester-II)

Time : 2 Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

Q1) Answer any five questions.

[10]

- a) What is amygdala?
 - i) The brain
 - ii) An area of the brain said to be linked to emotions.
 - iii) Something that stops us going mad.
 - iv) The area of the brain that makes us different from apes.
- b) What do you mean by the concept of inside-out?
- c) What is a habit?
 - i) An everyday thing that make or break us.
 - ii) A routine
 - iii) A result of what we do.
 - iv) A schedule we follow.
- d) The book Good to Great is written by-
 - i) Daniel Goleman.
 - ii) Jim Collins
 - iii) Stephen Covey
 - iv) John Maxwell
- e) Intuitive leaders are Headers of _____
 - i) Situation
 - ii) Trends
 - iii) Themselves
 - iv) All the above
- f) Which of the following habits is not included in public victory habits?
 - i) Synergize
 - ii) Seen first to understand then to be understood.
 - iii) Sharpen your saw
 - iv) Think win-win

- g) A team is dysfunctional when it _____ to accept responsibilities and come to any agreements, resulting in negative morale.
- i) Excels
 - ii) Encounters
 - iii) Struggles
 - iv) Get motivated
- h) Explain the law of respect.

Q2) Answer any two questions.

[10]

- a) Discuss the three circles of hedgehog concept.
- b) Why is it important to understand first and then to be understood?
- c) As per the law addition, what can a leader do to add value to others?

Q3) Answer any one questions.

- a) Trust is the foundation of leadership. Explain this statement with reference to the law of solid grounds. **[10]**
- b) Explain in details the concept of 'stoichdale Paradox'. **[10]**

Q4) Answer any one questions.

[10]

- a) Why is it important for individuals to sharpen the saw? What are the various ways adopted for sharpening the saw?
- b) Evaluate the five dimensions of trait E1 model. **[10]**

Q5) Answer any one questions.

- a) Discuss any three laws that according to you are essential for being a good leader. Justify your answer. **[10]**
- b) You are a team leader and you have noticed that your team member avoid accountability that leads to poor functioning of a team. What will you do so that team members will not avoid accountability? **[10]**



Total No. of Questions : 5]

SEAT No. :

[Total No. of Pages : 2

P-4218

[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
- i) Daniel Goleman
 - ii) Stephen Covey
 - iii) Patrick M. Lencioni
 - iv) John Maxwell

Q2) Answer any 2 : (5 marks each)

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

Q3) Answer any 1 : (10 marks each)

- a) Evaluate the 5 dimensions of Trait EI model.

OR

- b) "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)

- a) "Hedgehog concept is central for any organization to transform from good to great" – Discuss.

OR

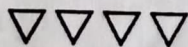
- b) Briefly introduce seven habits of highly effective people.

Q5) Answer any 1 : (10 marks each)

- a) Analyze the fundamental causes of organizational team failure.

OR

- b) 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.



Total No. of Questions : 5]

SEAT No. :

PA-4169

[Total No. of Pages : 3

[5946]-205

M.B.A.

**207 : CONTEMPORARY FRAMEWORKS IN MANAGEMENT
(2019 Pattern) (Semester - II)**

Time : 2 Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) For question No. 1 answer any 5 out of 8 questions.
- 2) For question No. 2 answer any 2 out of 3 questions.
- 3) For question No. 3, 4, 5 answer any 1 out of 2 questions.
- 4) Each question carries 10 marks.

Q1) Solve any five: (2 marks each)

[10]

- a) First who, then what is about _____.
 - i) Deciding who will lead
 - ii) Deciding the direction first
 - iii) Getting right people on the board
 - iv) Motivating right people
- b) Which of the following habits is not from the private victory habits?
 - i) Being proactive
 - ii) Put first thing first
 - iii) Begin with the end in mind
 - iv) Sharpen your saw
- c) Stephen covey studied _____ successful people.
 - i) 200
 - ii) 500
 - iii) 3000
 - iv) 15000

P.T.O.

- d) Who is the author of the book 'Emotional Intelligence'?
- Patric Lencioni
 - John Maxwell
 - Daniel Goleman
 - Jim Collins
- e) In the absence of accountability, team members will _____.
- Focus on team growth
 - Focus on individual growth
 - Focus on organizations growth
 - None of the above
- f) Becoming a leader is like investing in a stock market. If you try to make a fortune in a day. You won't succeed.
- Law of lid
 - Law of solid ground
 - Law of navigation
 - Law of process
- g) The concept of flywheel includes
- Disciplined people and disciplined action
 - Disciplined thoughts and disciplined people
 - Disciplined actions and disciplined thoughts
 - Disciplined people, disciplined thoughts and disciplined actions
- h) Great relationships require _____ conflict.
- Productive
 - Destructive
 - Both productive and destructive
 - Neither productive nor destructive

Q2) Solve any two: (5 marks each)

[10]

- Explain in details the concept of inside out.
- What is absence of trust? What happens when there is no trust among team members?
- Discuss meaning of team. Explain any two dysfunctions of a team.

Q3) Solve any one question: (for 10 marks)

[10]

- a) Why is it important for individuals to sharpen the saw? What are the various ways adopted for sharpening the saw?
- b) Discuss any three laws that according to you are essential for being a good leader. Justify your answer.

Q4) Solve any one question: (for 10 marks)

[10]

- a) What do you mean by the hedgehog concept? Why is the hedgehog concept fundamental for organizations to move from good to great?
- b) Evaluate the four basic practices for creating a climate where the truth is heard.

Q5) Solve any one question: (for 10 marks)

[10]

- a) Evaluate the 5 dimensions of trait EI model.
- b) Elaborate the concept of 'Put first thing first' with the help of four quadrants of effective time management.

Total No. of Questions : 5]

SEAT No. :

P6870

[Total No. of Pages : 3]

[5860] - 205

First Year M.B.A.

**207-GE-UL-07: CONTEMPORARY FRAMEWORKS IN
MANAGEMENT****(2019 Pattern) (Semester - II)**

Time : 2 Hours]

[Max. Marks : 50]

Instructions to the candidates:

- 1) For question No. 1 - Answer any 5 out of 8 questions.
- 2) For question No. 2 - Answer any 2 out of 3 questions.
- 3) For questions No. 3,4,5 - Answer any 1 out of 2 questions.
- 4) Each question carries 10 marks.

Q1) Solve any 5: (2 marks each)

- i) What is emotional intelligence?
 - a) The ability to monitor one's own & others feelings and one's thinking and actions
 - b) The ability to not get angry when provoked
 - c) Being able to 'read' other people
 - d) Being persistent and enthusiastic when others are Flagging
- ii) What is the amygdala?
 - a) The brain
 - b) An area of the brain said to be linked to emotion
 - c) Something that stops us going mad
 - d) The area of the brain that makes us different from apes
- iii) Habits form

a) Character	b) Attitude
c) Ego	d) Fame
- iv) The book '5 dysfunctions of team' is written by ____

a) Daniel Goleman	b) Stephen Covey
c) Patrick M. Lencioni	d) John C. Maxwell

P.T.O.

- v) Building a _____ team is difficult, but not complicated.
- a) Unified
 - b) Classified
 - c) Moral
 - d) Motivated
- vi) Irrefutable means _____
- a) Impossible to deny or disprove
 - b) To prove to be false
 - c) Erroneous
 - d) Overthrow by argument or proof
- vii) The lower an individual's ability to lead, the lower the lid on his potential refers to which law
- a) The law of lid
 - b) The law of influence
 - c) The law of process
 - d) The law of navigation
- viii) Proactive people focus more on _____
- a) Circle of influence
 - b) Inner circle
 - c) Circle of concern
 - d) Circle of friends

Q2) Solve any 2.

(5 marks each)

- a) List down dimensions of trait EI model. Explain any two of them.
- b) What is meant by being proactive? How one can become more proactive.
- c) What is dysfunction 1- absence of trust? Provide suggestions to overcome it.

Q3) Solve any 1.

[10]

- a) What do you mean by 'Begin with end in mind'? Why is it important for leading an effective life.
- b) What do you mean by dysfunctions of teams? Briefly introduce five dysfunctions of team.

Q4) Solve any 1.

[10]

- a) Explain the concept of hedgehog? How hedgehog mentality differentiate from the fox mentality?
- b) What is level 5 leadership? How can an organization encourage the growth of level 5 leaders?

Q5) Solve any 1.

[10]

- a) "Absence of trust among team members is basic reason for failure of team" - do you agree with this? What organization can do to build trust among team members.
- b) Explain in details the signs for identifying flywheel and doom loop.

17 May 2024

Total No. of Questions : 5]

SEAT No. :

PB-4455

[Total No. of Pages : 3

[6201]-215

F.Y. M.B.A.

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

(2019 Revised Pattern) (Semester - II)

Time : 2 Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate marks.*
- 3) *Draw graphs wherever necessary.*

Q1) Attempt any five questions - 2 marks each:

- a) List down stages of maturity quautinnum.
- b) Prioritize and do import things instead of procrastinating is called as _____.
 - i) Be proactive
 - ii) Begin with end in mind
 - iii) Put first things first
 - iv) Thin win-win
- c) Which type of person should you be in order to run sucessful business?
 - i) Competent manager
 - ii) Effective leader
 - iii) Highly capable individual
 - iv) Level 5 Executive
- d) When to lead is important as what to do & where to go _____.
 - i) Law of Navigation
 - ii) The law of lid
 - iii) The law of Timing
 - iv) The law of big Mo

P.T.O.

- e) To add growth, lead followers, to Multiply lead leaders _____.
- The law of Explosive Growth
 - The law of solid ground
 - The law of influence
 - The law of Inner circle
- f) The team dysfunction of lack of commitment causes what type of dysfunctional behaviour?
- Low standards
 - Ambiguity
 - Selfish behaviour
 - Don't know
- g) _____ means knowing about oneself.
- Self motivation
 - Self Regulation
 - Self Awareness
 - Self management
- h) Trait EI is also known as _____.
- Ability of Emotional Intelligence
 - Trait Emotional self Efficacy
 - Cognitive Emotional Ability
 - None of the above

Q2) Solve any two out of three :

[10]

- What are the types of Empancy?
- Explain in brief the habits related to public victories.
- Elaborate level 5 Hierarchy.

Q3) Explain in detail law of process.

[10]

OR

Elaborate five dysfunctions of team and discuss role of leader in each function.

Q4) a) Discuss in detail Habit 7-sharpen the saw. Principle of Balanced self Renewal. **[10]**

OR

b) List down models of EI, Describe in detail Ability model of EI.

Q5) a) Briefly explain the flywheel and Doom loop. **[10]**

OR

b) Explain in detail five Myth about leadership.
