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Roll No. _____

PGM-45159

M.B.A. (Second Year Autumn Semester)

Examination, 2017-18

Personal and Interpersonal Dynamics

MAN 655

Time Allowed : Three Hours]

[Maximum Marks : 60

Note: Attempt **all** questions. **All** questions carry equal marks.

Unit-I

1. What is personality ethics? Illustrate with suitable examples.

OR

"Paradigms change but are always incomplete." Explain with instances.

Unit-II

2. What is the underlying principle of proactive behaviour? Elaborate with example.

OR

Explain the key benefits of becoming proactive.

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Unit-III

3. How does a personal mission statement help a person? Explain the role of right brain in development of mission statement.

OR

Each of us has a "center" that guides our decision and motivates us to act. What should be at the center of a person and why?

Unit-IV

4. "Independence precedes effective interdependence" How can you use this concept in developing happy families?

OR

You are in a position to see the need for synergy in your organization. What can you do to bring out the best in your employees?

Unit-V

5. Read the following carefully and answer the question given at the end:

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In "The turn of the tide", Arthur Gordon recalls a time when he was overcome by negativism and worry. In the end, he went to see a physician who told him to spend the following day in the place where he had been happiest as a child. Then he gave him four prescriptions in sealed envelopes, to be opened at 9, 12, 3 and 6 o'clock the next day. Gordon duly went back to his favorite retreat beside the sea. At 9 o'clock, he opened the first prescription. It read: "Listen carefully." Gordon sat back and did as instructed for the rest of the morning he tuned in to the sounds of the birds and the sea and felt a growing peace.

At noon he opened the second prescription. It read: "Try Reaching Back". Gordon thought about the meaning of this phrase and allowed the many memories of his past to come flooding back to him. Reaching back, he recalled times of happiness, achievement and fulfillment.

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When 3 o'clock came, he opened prescription number three and read: "Examine your Motives". Gordon thought of the work he was engaged on at present. Slowly it dawned on him that all his present endeavors were aimed at satisfying his own needs. He changed his thoughts and motives so that they were aimed at satisfying the needs of others.

Finally, at 6 o'clock, Gordon opened the last prescription and read: "Write your worries in the sand." He did as instructed, writing the few remaining worries he had and turned homeward, knowing that the lapping waves would soon wash all his worries away.

Questions:

- (a) What are the lessons from the story that can help you in your own stress management?
- (b) How can you find time for long list of activities in quadrant II from the hustle bustle of life?