

**SECTION –B (ESSAY TYPE QUESTIONS)**  
(5x10= 50 Marks)

1. Highlight the Indian perspective on communication as compared to that in some other parts of the world.
2. What is the meaning of the term ‘interpersonal’? What does it imply? Use examples to explain your answer.
3. How are groups formed? How do they develop? Explain with the help of theory for groups with deadlines and otherwise
4. What is critical thinking? How to become a critical thinker. Also, explain the types of critical thinking skills.
5. What is Persuasion? Discuss various techniques that leaders can use to improve their persuasion skills
6. How can we say that leadership is a mutual process? What are the elements of effective leadership?
7. Why creative thinking skills matter? Explain the factors that indicate creative thinking skills.
8. What are the basic differences and similarities in the Indian and the western perspectives on work motivation?

===END OF PAPER===

**Master of Vocation**  
**Management Entrepreneurship**  
**Subject: Soft Skills Development**  
**Subject Code: OMS-804**  
**Semester: Second**  
**July 2022**  
**Theory (External): 70 Marks**  
**Time: 03 Hours**

**Instructions to the Students**

1. This Question paper consists of two Sections. All sections are compulsory.
2. Section A comprises 10 questions of objective type in nature. All questions are compulsory. Each question carries 2 marks.
3. Section B comprises 8 essay type questions out of which students need to do any 5. Each question carries 10 marks.
4. Read the questions carefully and write the answers in the answer sheets provided.
5. Do not write anything on the question paper.
6. Wherever necessary, the diagram drawn should be neat and properly labelled

Roll Number									

**SECTION –A (SHORT/OBJECTIVE TYPE QUESTIONS)**

**(10x2=20 Marks)**

- A. Normally communication is \_\_\_\_, wherein the information or message is transferred from one person to another.
- Impersonal
  - Interpersonal
  - Personal
  - Important
- B. Identify the technical term used to describe body language from the following:
- Proxemics
  - Chronemics
  - Kinesics
  - Haptics
- C. Statement I: Signs and symbols have internal relations to produce meanings  
Statement II: This is possible because of a network of signs through such relations  
In light of the above statement, choose the most appropriate answer from the option given below
- Both statement I and statement II are true
  - Both statement I and statement II are false
  - Statement I is true but statement II is false
  - Statement I is false but statement II is true
- D. Which of the following is NOT direct method to solve intergroup conflicts?
- Problem solving
  - Removing key person in conflict
  - Persuasion
  - Domination by the management
- E. Media is known as
- First Estate

- Second Estate
  - Third Estate
  - Fourth Estate
- F. Creative thinking is not facilitated by which of the following:
- Originality
  - Tolerance of ambiguity
  - Convergent thinking
  - Flexibility in thinking
- G. Thing to keep in mind while solving a problem is
- Input data
  - Output data
  - Stored data
  - All of above
- H. Persuasion is an essential element of effective negotiation because it helps in
- Effecting agreements and solutions in the interest of all
  - Achieving one's own interests
  - Resolving disputes among people
  - Settling issues between two parties
- I. Which of the options is incorrect with respect to the importance of 'employee motivation'?
- It promotes employee involvement
  - It promotes job satisfaction
  - Reduces absenteeism
  - Increases absenteeism
- J. According to Maslow's hierarchy of needs, the biological needs required to preserve human life are called \_\_\_\_\_
- Physiological needs
  - Safety needs
  - Social needs
  - Hazard needs