

Total No. of Questions : 5]

SEAT No. : 1060  
[Total No. of Pages : 2

PC-2954

[6380]-25

M.B.A. (Management)

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

**(2019 Pattern) (Semester - II)**

*Time : 2 Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *Solve all questions.*
- 2) *Marks are indicated to the right hand side.*

**Q1) Solve any 5 :**

**[10]**

- a) "Seven Halist of highly effective people" is a book written by \_\_\_\_\_
  - i) Jim Collins
  - ii) Stephen Covey
  - iii) Daniel Goleman
  - iv) Patrick Lenciani
- b) What is stockdale paradese?
- c) Becoming a leader is like investing in the stock market if you try to make a fortune in a day you will not succeed is letter explained by \_\_\_\_\_
  - i) Law of Lid
  - ii) Law of navigation
  - iii) Law of process
  - iv) Law of magnetism
- d) The team dysfunction of imattention to results causes what type of dysfunctional behaviour?
  - i) Artifical Harmony
  - ii) Focus on status and ego
  - ii) Task delays
  - iv) Employee fights
- e) Who decision comes before \_\_\_\_\_
  - i) How
  - ii) Where
  - iii) When
  - iv) What
- f) What do you mean by confronting the brutal facts?
- g) Malit:1 more than just taking initiative it's espected to the \_\_\_\_\_
  - i) Physically fit
  - ii) Spiritual
  - iii) Proactive
  - iv) Put first thing first
- h) Law of legacy \_\_\_\_\_ define.

**P.T.O.**

**Q2) Write short notes on any Two:**

**[10]**

- a) Avoidance of Accountability.
- b) Empathy and Barriers of empathy.
- c) Culture of discipline.

**Q3) a) Explain how “Flywheel effect” transforms a company from good to great. [10]**

OR

- b) Explain how to overcome 5 dysfunctions of team.

**Q4) a) Good to Great companies have “Level 5 Leadership” shed light on. [10]**

OR

- b) What do you understand by social skills? What is the importance of social skills in human life.

**Q5) a) What are the key learnings you get from seven habits of highly effective people... explain? [10]**

OR

- b) Understanding the medgehog concept is very important for a company to move from good to great \_\_\_\_ discuss.



Total No. of Questions : 5]

**PB2112**

SEAT No. :  

[Total No. of Pages : 2

**[6201]-2005**

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

**Q1)** Solve any five questions.

**[10]**

- a) What are the 5 dimensions of the trait EI model?
- b) Name the authors of the following books.
  - i) '7 Habits of Effective people'
  - ii) 'The 21 irrefutable laws of leadership'
- c) Principle of 'personal vision' related to which habit?
- d) 'Unwilling to be vulnerable within the group' is a sign of
  - i) Fear of Conflict
  - ii) Absence of Trust
  - iii) Lack of commitment
  - iv) Avoidance of accountability
- e) 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
- f) What is the 'EQ brain'?
- g) 'The Stockdale paradox' explained by Jim Collins in concern of \_\_\_\_\_ concept.
  - i) Confront the brutal facts
  - ii) Hedgehog Concept
  - iii) The Flywheel
  - iv) None of these
- h) What do you mean by the concept of Inside-out?

**P.T.O.**



**Q2) Solve any two questions.**

**[10]**

- a) Explain various traits of a person with high social skills.
- b) What do you mean by being proactive? How one can become more proactive.
- c) What is dysfunction 2-Fear of conflict? Provide suggestions to overcome it.

**Q3) Solve any one question.**

**[10]**

- a) What do you mean by 'Begin with end in mind'? Explain how beginning with the end in mind applies to personal development and self-improvement efforts.

OR

- b) Briefly explain the 5 dysfunctions of teams. How can team members foster a culture of trust and psychological safety to prevent or resolve various dysfunctions?

**Q4) Solve any one question.**

**[10]**

- a) Analyse the importance of ongoing personal and professional development for leaders and how it contributes to their effectiveness with the help of the Law of Process.

OR

- b) What are the barriers to empathy? How can one develop empathy?

**Q5) Solve any one question.**

- a) 'Good is enemy of Great'- discuss this statement considering the content of the chapter 'Good to Great'. **[10]**

OR

- b) What are the two concepts that come under the umbrella of "disciplined people" for organizations that want to move from good to great?



28 Feb 23

Total No. of Questions : 5]

PA-4169

[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'?
- i) Patric Lencioni
  - ii) John Maxwell
  - iii) Daniel Goleman
  - iv) Jim Collins
- e) In the absence of accountability, team members will \_\_\_\_\_.
- i) Focus on team growth
  - ii) Focus on individual growth
  - iii) Focus on organizations growth
  - iv) 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.
- i) Law of lid
  - ii) Law of solid ground
  - iii) Law of navigation
  - iv) Law of process
- g) The concept of flywheel includes
- i) Disciplined people and disciplined action
  - ii) Disciplined thoughts and disciplined people
  - iii) Disciplined actions and disciplined thoughts
  - iv) Disciplined people, disciplined thoughts and disciplined actions
- h) Great relationships require \_\_\_\_\_ conflict.
- i) Productive
  - ii) Destructive
  - iii) Both productive and destructive
  - iv) Neither productive nor destructive

**Q2)** Solve any two: (5 marks each)

**[10]**

- a) Explain in details the concept of inside out.
- b) What is absence of trust? What happens when there is no trust among team members?
- c) 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]

P6870

[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

RTO.



- 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 level on his potential refer 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.