

Roll No.

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COER University**END SEMESTER EXAMINATION, EVEN SEM 2022-23**

Time : 3 hours
 Program Name : BBA
 Course Name : Leadership Skills

Total Marks : 100
 Semester : IV
 Course Code : HSS 903

Note: All questions are compulsory. No student is allowed to leave the examination hall before the completion of the time.

| Q. No 1 | Attempt Any Four Parts. Each Question Carries 5 Marks. | CO | BL |
|---------|--|------|-----|
| (a) | Differentiate between a coach and a leader? | CO 1 | 1,2 |
| (b) | In what situations would a designated leader be better than an emergent leader, and vice versa? Why? | CO 1 | 1,2 |
| (c) | How can effective conversation skills help in resolving conflicts? | CO 1 | 1,2 |
| (d) | Think of a leader that you currently work with or have worked with who made a strong (positive or negative) impression on you. Which leadership style did he or she use most frequently? Cite specific communication behaviors to back up your analysis. | CO 1 | 4 |
| (e) | Discuss the role of transformational leadership. | CO 1 | 1,2 |

| Q. No 2 | Attempt Any Four Parts. Each Question Carries 5 Marks. | CO | BL |
|---------|--|------|-----|
| (a) | Define 'Attitude'. Discuss the types of attitude. | CO 2 | 1,2 |
| (b) | How do competent managers handle employee development and career progression? | CO 2 | 1,2 |
| (c) | Learning skills are important for overall growth of personality. Evaluate. | CO 2 | 5 |
| (d) | How can individuals improve their ability to learn and retain new information? | CO 2 | 1,2 |
| (e) | List top 10 managerial skills needed for a successful organization. | CO 2 | 1,2 |

| Q. No 3 | Attempt Any Four Parts. Each Question Carries 5 Marks. | CO | BL |
|---------|---|------|-----|
| (a) | How can individuals develop a more accurate and positive self-concept, and what are some strategies for improving self-esteem and self-confidence? | CO 3 | 2,3 |
| (b) | What do the terms Incongruence and Congruence denote? Elaborate their relation with self-concept. | CO 3 | 1 |
| (c) | Critically analyze the concept of SWOT. What role does it play in leading a good life? | CO 3 | 4 |
| (d) | What are some common barriers to self-awareness, and how can individuals overcome these barriers to gain a more accurate understanding of themselves? | CO 3 | 2,3 |
| (e) | Assess Rogers' three parts of Self-Concept? How are they related? | CO 3 | 5 |

| Q. No 4 | Attempt Any Two Parts. Each Question Carries 10 Marks. | CO | BL |
|---------|---|------|-----|
| (a) | Discuss Entrepreneurship as a Career. Which factors favour entrepreneurship as a career option? | CO 4 | 2 |
| (b) | Define the concept of social entrepreneurship. | CO 4 | 2,3 |
| (c) | What is a business model? Why is it important for a firm to have a business model? Provide and discuss an example of a specific company's business model to illustrate your answer. | CO 4 | 1 |

| Q. No 5 | Attempt Any Two Parts. Each Question Carries 10 Marks. | CO | BL |
|---------|--|------|-----|
| (a) | What are some of the most important factors that contribute to ethical competence in individuals and organizations? | CO 5 | 3,4 |
| (b) | There are many problems manifested today at the level of individual, family, society and the nature. Identify some of these problems humans suffer from. | CO 5 | 2 |
| (c) | What are some of the key approaches that organizations can use to promote professional ethics, and what are some of the challenges that they may face in doing so? | CO 5 | 3,4 |

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