

**VPM's**  
**DR VN BRIMS, Thane**  
**Programme: MMS (2016-18)**  
**Second Semester Examination April 2017**

<b>Subject</b>	<b>Developing Teams and Effective Leadership</b>		
<b>Roll No.</b>		<b>Marks</b>	<b>60 Marks</b>
<b>Total No. of Questions</b>	<b>7</b>	<b>Duration</b>	<b>3 Hours</b>
<b>Total No. of printed pages</b>	<b>1</b>	<b>Date</b>	<b>29.04.2017</b>

**Note: Q1 is compulsory and solve any FOUR from the remaining SIX questions.**

**Q1) 20 Marks (Compulsory)**

- a. Explain in detail importance of mind mapping for working professionals.
- b. You are the manager of an organization. Design a workshop on 'Emotional Intelligence' for your employees.

**Attempt Any FOUR from the Remaining SIX Questions**

**Q2) Any two from (a) or (b) or (c) ————— (5x2) = 10 Marks**

- a) Write a short note on : BATNA
- b) Discuss the importance of Johari Window for managers.
- c) What is meant by crossed transaction? Explain with suitable examples.

**Q3) Any two from (a) or (b) or (c) ————— (5x2) = 10 Marks**

- a) 'Adult ego state is the thought concept of life.' Do you agree with this statement? Justify.
- b) What are the learnings for management students from 'Making of Tata Nano'?
- c) 'Pressure and coalition are least effective influence tactics.' Do you agree with this statement? Justify.

**Q4) Any two from (a) or (b) or (c) ————— (5x2) = 10 Marks**

- a) Give some examples of positive strokes.
- b) Write a short note on : Virtual Teams
- c) Explain the process of decision making in the film 'Twelve Angry Men'.

**Q5) Any two from (a) or (b) or (c) ————— (5x2) = 10 Marks**

- a) What is meant by moonlighting? What are its advantages and disadvantages for an organization?
- b) Discuss the individual and organizational consequences of stress.
- c) Discuss the personal and professional benefits of emotional intelligence.

**Q6) Any two from (a) or (b) or (c) ————— (5x2) = 10 Marks**

- a) What are the obstacles to effective time management?
- b) Explain the life position - I'm OK, You're not OK
- c) Discuss the various conflict management styles.

**Q7) Any two from (a) or (b) or (c) ————— (5x2) = 10 Marks**

- a) In the child ego state, what is the difference between natural child and adapted child?
- b) Explain the term 'referent power' with suitable examples.
- c) Discuss the importance of teams for an organization.