

Jagan Institute of Management Studies
End-Term Examination, September, 2016
Trimester IV – PGDM 2015-17

Leadership Communication
ET_PG_LC_2309

Time: 3 Hrs.

M. Marks: 70

INSTRUCTIONS: Attempt all questions in both the sections. Marks are indicated against the questions.

SECTION A (Verbal Ability Section)

Attempt the following questions as per the directions given.

Q 1 In each question, an incomplete statement followed by fillers is given. Pick out the best one which can complete incomplete statement correctly and meaningfully.

- a) His appearance is unsmiling but
- i) his heart is full of compassion for others
 - ii) he looks very serious on most occasions
 - iii) people are afraid of him
 - iv) he is uncompromising on matters of task performance
 - v) he is full of jealousy towards his colleagues
- b) He is so lazy that he
- i) cannot depend on others for getting his work done
 - ii) cannot delay the schedule of completing the work
 - iii) can seldom complete his work on time
 - iv) dislike to postpone the work that he undertakes to do
 - v) always help others to complete their work
- c) The employer appeared to be in such an affable mood that Rohit
- i) decided to ask for a raise in his salary
 - ii) was scared to talk to him about his leave
 - iii) felt very guilty for his inadvertent slip
 - iv) promised him that he would not commit mistake again
 - v) was pained to press his demand for a new flat.

3

Q 2 Read the passage carefully and answers the questions IV to VIII
At this stage of civilization, when many nations are brought in to close and vital contact for good and evil, it is essential, as never before, that their gross ignorance of one another should be diminished, that they should begin to understand a little of one another's historical experience

and resulting mentality. It is the fault of the English to expect the people of other countries to react as they do, to political and international situations. Our genuine goodwill and good intentions are often brought to nothing, because we expect other people to be like us. This would be corrected if we knew the history, not necessarily in detail but in broad outlines, of the social and political conditions which have given to each nation its present character.

- a) According to the author of 'Mentality' of a nation is mainly product of its
- i) history
 - ii) international position
 - iii) politics
 - iv) present character
- b) The need for a greater understanding between nations
- i) was always there
 - ii) is no longer there
 - iii) is more today than ever before
 - iv) will always be there
- c) The character of a nation is the result of its
- i) mentality
 - ii) cultural heritage
 - iii) gross ignorance
 - iv) socio-political conditions
- d) According to the author his countrymen should
- i) read the story of other nations
 - ii) have a better understanding of other nations
 - iii) not react to other actions
 - iv) have vital contacts with other nations
- e) Englishmen like others to react to political situations like
- i) us
 - ii) themselves
 - iii) others
 - iv) each other's

5

Q 3 Which of phrases given below each sentence should replace the phrase printed in **bold** type to make the grammatically correct? If the sentence is correct as it is, mark 'E' as the answer.

- a) The small child does whatever his father **was done**.
- i) has done
 - ii) did
 - iii) does
 - iv) had done
 - v) No correction required
- b) They **were all shocked at** his failure in the competition.

- i) were shocked at all.
 - ii) had all shocked at
 - iii) had all shocked by
 - iv) had been all shocked on
 - v) No correction required
- c) He dislikes the word dislike, **isn't he**
- i) didn't he
 - ii) doesn't he
 - iii) hasn't he
 - iv) does he
 - v) No correction required

3

Q 4 In the questions below the sentences have been given in Direct/Indirect speech. From the given alternatives, choose the one which best expresses the given sentence in Indirect/Direct speech.

- a) I told him that he was not working hard.
- i) I said to him, "You are not working hard."
 - ii) I told to him, "You are not working hard."
 - iii) I said, "You are not working hard."
 - iv) I said to him, "He is not working hard."
- b) His father ordered him to go to his room and study.
- i) His father said, "Go to your room and study."
 - ii) His father said to him, "Go and study in your room."
 - iii) His father shouted, "Go right now to your study room"
 - iv) His father said firmly, "Go and study in your room."

2

Q 5 In questions given below out of four alternatives, choose the one which can be substituted for the given word/sentence.

- a) A person who insists on something
- i) Disciplinarian
 - ii) Stickler
 - iii) Instantaneous
 - iv) Boaster
- b) A style in which a writer makes a display of his knowledge
- i) Pedantic
 - ii) Verbose
 - iii) Pompous
 - iv) Ornate

2

Section B

Q 6 You are pursuing your MBA degree in Marketing from a renowned institute. You are in final trimester and placement season is on. You have come across the following opening in LinkedIn and are keen to

apply for this position.

Job Description Posted:

Marketing Executive – Corporate Services

Qualification - Post Graduate/MBA

Desired Candidate profile -

- Polished presentation and interpersonal skills.
- Must possess good business management and interpersonal skills
- Maintain excellent client relationship.
- Must be a self-starter
- Experience in Corporate Sales, Business Development in Insurance Industry or Healthcare would be an added advantage.
- Achieving Sales targets
- Good communication and presentation skills, Conceptual Abilities, Networking Skills
- Capabilities of making workable plans
- Aggressive Attitude and willing to chase the Revenue Targets. Highly motivated and aggressive.

Write

- a) One covering letter (in not more than TWO page)
- b) One Curriculum Vitae (in not more than TWO page) 20

Q 7 You are appearing for MBA fresher job interview in campus. The panel in front of you asks **THREE** questions to you. (Write your answer in not more than 200 words for each sub part).

- a) How do you define success? And how do you measure up to your own definition.
- b) What was the toughest decision you ever had to make? Why was it tough?
- c) Tell me about a time when you had to use your analytical or creative ability to achieve something. How did you go about it? 15

Q 8 There are 6 Group Discussion topics given below. Choose any **THREE** topics and give your synopsis on the same. (in not more than TWO pages each)

- a) Women in politics - empowerment or tokenism?
- b) India's Performance in Rio Olympic is a new beginning.
- c) Every cloud has a silver lining.
- d) Smart working is better than hard working.
- e) GST Bill: Green Light for One Nation, One Tax.
- f) Reliance Jio – A Game Changer? 20
