

Roll No. ....

Total Pages : 3

**209507**

**Dec., 2018**

**B.Tech. (ME) Vth Semester**

**SOFT SKILLS FOR ENGINEERS**

**(GA-501C)**

Time : 3 Hours] [Max. Marks : 75

*Instructions :*

- (i) *It is compulsory to answer all the questions (1.5 marks each) of Part-A in short.*
- (ii) *Answer any four questions from Part-B in detail.*
- (iii) *Different sub-parts of a question are to be attempted adjacent to each other.*

**PART-A**

1. Write short notes on :

- (a) Hypothesis. (1.5)
- (b) Goal-setting. (1.5)
- (c) Expand GROW. (1.5)
- (d) Bandwagon fallacy. (1.5)
- (e) Abstract. (1.5)
- (f) Sensitivity Training. (1.5)
- (g) USP. (1.5)
- (h) Image Building. (1.5)

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- (i) Negotiation. (1.5)
- (j) Balance Sheet. (1.5)

### **PART-B**

- 2. (a) Over the years history has shown that for resolving society's problems, scientific approach is the best way to handle these problems. Elucidate. (10)
- (b) Is it possible to argue politely : Give *one* example with the kind of words/phrases that may be used to foster reason in debate. (5)
- 3. (a) How does body language affect a presentation. Explain. (5)
- (b) Discuss the structure of a formal report. (10)
- 4. The SWOT analysis is a vital marketing tool for assessing business competition and planning for the future. Explain accordingly. (15)
- 5. (a) Describe the physical and mechanical barriers to communication. (5)
- (b) Describe with example the 7C's of communication. (10)
- 6. (a) For participating effectively in a Group Discussion one requires the right combination of speaking and listening skills. Explain. (10)

- (b) Write a paragraph on :
  - (i) WTO an influenced body or an independent body.
  - (ii) Intellectual Property Rights.
  - (iii) Corporate Social Responsibility. (5)

- 7. Draft a realistic resume outlining your skills and accomplishments so far. Attach it to a covering letter. (15)
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