

**IIIT – Sri City, Chittoor**  
**Personal Growth Lab Course**  
**End Semester Examination – April 2021**

**Exam Duration:** 09.00 am to 10.30 am.

**Max. Marks: 30**

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**Instructions:**

1. *All answer should be written in ball point pen, preferably using a black colour*
  2. *Write your answers in A4 sheet with your name, roll number and page number written in capital letters in every page of the answer sheets*
  3. *The exams are recorded; hence you have to switch on your camera while writing the exam.*
  4. *Email the scanned copy of the answer script in one consolidated PDF format to [jose.mf@iiits.in](mailto:jose.mf@iiits.in)*
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**Part A - Answer in one or two lines.**

**04 X 01 Mark = 04**

1. Define Economics of Trust?
2. Who was the originator of FIRO-B® model and in which year?
3. Define Parallel Thinking?
4. What is Conflict Resolution?

**Part B - Answer in minimum 3 to 4 sentences**

**05 X 02 Marks = 10**

1. What are "Withdrawal" behaviours that break the foundations of Win-Win relationships?
2. What is the opposite and counterfeit behaviours of "Confront Reality"?
3. Briefly explain about HIDDEN SELF in Johari Window
4. What is the difference between Green Hat and Yellow Hat?
5. Explain Character and Competence?

**Part C - Answer in half a page**

**02 X 03 Marks = 06**

1. What are the signs of Low Emotional Intelligence (EQ)?
2. Explain the various sources of Conflict?

**Part D - Answer in one page**

**02 X 05 Marks = 10**

1. Detail the steps with examples to Increase Credibility?
2. Explain the technique of idea Generation using random numbers?

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