



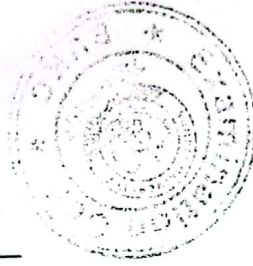
BAHRIA UNIVERSITY (KARACHI CAMPUS)
MID-TERM EXAMINATION – SPRING SEMESTER – 2023

(COURSE TITLE Self-Management COURSE CODE MGT 211)

Class: **BBA 4 All Sections**

Course Instructor: **Asaf Humayun**
Mahira Mirza
Sehrish Qasim
Sumaiya Usman ✓
Ambreen Muzammil

Date: **(14/04/2023)** Session: **1 (0900-1030)**



(Morning)

Time Allowed: **90 Minutes**

Max Marks: **25**

Student's Name: _____

Reg. No: _____

Q 1 (CLO1):

How can you use the concepts of Sensitive Line and Self Disclosure for self-awareness and personal improvement? Explain with suitable examples. (5)

Q 2 (CLO2):

Think of a habit that you want to develop or improve. You have learnt about the components that make a habit. How will you modify or develop these components to acquire your desired habit? Illustrate with an example. (5)

Q 3 (CLO2 and CLO5):

The Seven Habits provide an incremental, sequential, highly integrated approach to the development of personal and interpersonal effectiveness. Explain with the help of a diagram. (5)

Q 4 (CLO5):

The most important ingredient in any relationship is what we are, our character. Explain how making deposits in an emotional bank account reflects our character and is within our Circle of Influence. Illustrate with brief examples. (5)

Q 5 (CLO2):

Differentiate between "Proactive and "Reactive" language. Please identify which of the following phrases belong to proactive or reactive language. (5)

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|-----------------------------|----------------------------|----------------------------------|------------------|
| a. "No". | b. "I will get this done". | c. "There is nothing we can do". | |
| d. "If only". | e. "I have to". | f. "I prefer to". | g. "I am sorry". |
| h. "They won't allow this". | | | |