

SPG

Section Id :	64065341413
Section Number :	5
Section type :	Online
Mandatory or Optional :	Mandatory
Number of Questions :	33
Number of Questions to be attempted :	33
Section Marks :	40
Display Number Panel :	Yes
Section Negative Marks :	0
Group All Questions :	No
Enable Mark as Answered Mark for Review and Clear Response :	Yes
Maximum Instruction Time :	0
Sub-Section Number :	1
Sub-Section Id :	64065388815
Question Shuffling Allowed :	No
Is Section Default? :	null

Question Number : 92 Question Id : 640653614072 Question Type : MCQ Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 0

Question Label : Multiple Choice Question

THIS IS QUESTION PAPER FOR THE SUBJECT "DEGREE LEVEL : STRATEGIES FOR PROFESSIONAL GROWTH (COMPUTER BASED EXAM)"

ARE YOU SURE YOU HAVE TO WRITE EXAM FOR THIS SUBJECT?

CROSS CHECK YOUR HALL TICKET TO CONFIRM THE SUBJECTS TO BE WRITTEN.

(IF IT IS NOT THE CORRECT SUBJECT, PLS CHECK THE SECTION AT THE [TOP](#) FOR THE SUBJECTS REGISTERED BY YOU)

Options :

6406532049954.  YES

6406532049955.  NO

Sub-Section Number :	2
Sub-Section Id :	64065388816
Question Shuffling Allowed :	Yes
Is Section Default? :	null

Question Number : 93 Question Id : 640653614073 Question Type : SA Calculator : None

Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 5

Question Label : Short Answer Question

Answer the question in about 100-150 words. Ensure your answers are supported with content from the course and/or suitable examples.

Briefly outline the key components of Daniel Goleman's Emotional Intelligence (EI) model and their relevance in managing emotions in the workplace.

Response Type : Alphanumeric

Evaluation Required For SA : No

Max Word Count : 150

Show Word Count : Yes

Min Word Count : 0

Highlight min word : Yes

Single Line Response : No

Number of Rows : 10

Number Of Columns : 70

Text Areas : PlainText

Question Number : 94 Question Id : 640653614074 Question Type : SA Calculator : None
Response Time : N.A Think Time : N.A Minimum Instruction Time : 0
Correct Marks : 5

Question Label : Short Answer Question
Answer the question in about 100-150 words. Ensure your answers are supported with content from the course and/or suitable examples.

How does the "6R Framework of Emotional Intelligence (EI)", described in the *Strategies for Professional Growth* course differ from or align with Daniel Goleman's EI model?

Response Type : Alphanumeric
Evaluation Required For SA : No
Max Word Count : 150

Show Word Count : Yes
Min Word Count : 0

Highlight min word : Yes
Single Line Response : No

Number of Rows : 10
Number Of Columns : 70

Text Areas : PlainText

Sub-Section Number :	3
Sub-Section Id :	64065388817
Question Shuffling Allowed :	Yes
Is Section Default? :	null

Question Number : 95 Question Id : 640653614075 Question Type : MCQ Is Question
Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction
Time : 0
Correct Marks : 1

Question Label : Multiple Choice Question
Which management ‘guru’ implied that the difference between successful and unsuccessful

companies is their ability to learn?

Options :

6406532049958. ✖ Malcolm Gladwell

6406532049959. ✖ Michael Porter

6406532049960. ✔ Peter Senge

6406532049961. ✖ Max Weber

Question Number : 96 Question Id : 640653614076 Question Type : MCQ Is Question

Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

Caselet: Nivedita, an HR manager, closely observes how professional relationships impact productivity and job satisfaction in the evolving office environment. With remote work on the rise, virtual communication has replaced in-person interactions among her colleagues, altering the dynamics of workplace connections. Nivedita highlights the need to assess internal factors shaping interactions for fostering successful working relationships, without solely blaming external factors for any dip in productivity.

Which *Systems Thinking* habit is exemplified by the Nivedita in this scenario?

Options :

6406532049962. ✖ Seeks to understand the bigger picture.

6406532049963. ✖ Observes how elements in the system change over time.

6406532049964. ✔ Recognizes systems structure generates its behaviour.

6406532049965. ✖ Recognizes meaningful connections within and between systems.

Question Number : 97 Question Id : 640653614077 Question Type : MCQ Is Question

Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction

Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

Caselet: Tejas, a manager at a software company, believes in the power of systems thinking to enhance his team's performance. He implements the concept of "Check results and change actions if needed" in his approach. He also encourages his team to regularly evaluate the outcomes of their projects before making any adjustments to their strategies. He emphasizes the importance of learning from the results and iteratively refining their actions to achieve optimal results.

What *Systems Thinking* habit is Tejas applying in his managerial approach?

Options :

6406532049966. ✖ Seeking to understand the bigger picture.

6406532049967. ✖ Outcome-based tactics.

6406532049968. ✖ Recognizing systems structure generates its behaviour.

6406532049969. ✔ Successive approximation.

Question Number : 98 Question Id : 640653614078 Question Type : MCQ Is Question

Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction

Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

In problem-solving, what defines whether a system is open or closed?

Options :

6406532049970. ✔ System boundaries

6406532049971. ✖ System cost

6406532049972. ✖ System hierarchy

6406532049973. ✖ System availability

Question Number : 99 Question Id : 640653614079 Question Type : MCQ Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

A system must consist of three kinds of things: 1. ____, 2. Function or purpose of the system and 3. Interconnectedness or interaction between them.

Options :

6406532049974. ✖ Cogs and gears

6406532049975. ✔ Elements or parts

6406532049976. ✖ Hierarchy or order

6406532049977. ✖ People or persons

Question Number : 100 Question Id : 640653614080 Question Type : MCQ Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

In the *Engineering Sense* context, which management function involves the process of foreseeing potential issues, analyzing them, estimating their probable impact, and determining actions that will guide the achievement of desired outcomes and goals?

Options :

6406532049978. ✔ Planning

6406532049979. ✖ Leading

6406532049980. ✖ Controlling

6406532049981. ✖ Organizing

Question Number : 101 Question Id : 640653614081 Question Type : MCQ Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

In the *Engineering Sense* context, why are accurate estimates critical to effective project management?

1. Estimates are needed to support good decisions.
2. Estimates are needed to determine the project's length and cost.
3. Estimates are needed to determine whether the project is worth doing.
4. Estimates are needed to develop cash flow needs.
5. Estimates are needed to determine how well the project is progressing.

Select the correct options:

Options :

6406532049982. ✖ 1, 2, 3 and 4 only

6406532049983. ✖ 2, 3, 4 and 5 only

6406532049984. ✖ 1, 2, 3, and 5 only

6406532049985. ✔ 1, 2, 3, 4, and 5

Question Number : 102 Question Id : 640653614082 Question Type : MCQ Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

With regards to *Engineering Sense*, consider the following about Cost Analysis

1. It involves a theoretical study of the total cost of producing a given product.
2. It serves as a method for identifying components' costs that should undergo design analysis.

Which of the statement(s) given above is/are correct?

Options :

6406532049986. ✖ 1 only

6406532049987. ✖ 2 only

6406532049988. ✔ Both 1 and 2

6406532049989. ✖ Neither 1 nor 2

Question Number : 103 Question Id : 640653614083 Question Type : MCQ Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

With regards to *Engineering Sense*, consider the following about Mental Models

1. It is based on belief, not facts.
2. It is considerably rigid in positive as well as in negative sense.

Which of the statement(s) given above is/are correct?

Options :

6406532049990. ✔ 1 only

6406532049991. ✖ 2 only

6406532049992. ✖ Both 1 and 2

6406532049993. ✖ Neither 1 nor 2

Question Number : 104 Question Id : 640653614084 Question Type : MCQ Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

Which category includes the intrinsic desire for personal development and the aspiration for self-esteem, self-confidence, and self-actualization needs such as morality, creativity, problem-solving, and discovery?

Options :

6406532049994. ✖ Existence needs

6406532049995. ✖ Relatedness needs

6406532049996. ✔ Growth needs

6406532049997. ✖ Physiological needs

Question Number : 105 Question Id : 640653614085 Question Type : MCQ Is Question

Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

Which of the following statements contradicts the principles of *Growth Mindset*?

Options :

6406532049998. ✖ If I dedicate time each day to learning a new skill, I can gradually improve my abilities over time.

6406532049999. ✖ Although I failed this time, I can analyze my mistakes and learn from them to perform better next time.

6406532050000. ✔ I'm naturally not good at this task, so there's no point in trying to get better at it.

6406532050001. ✖ Receiving constructive feedback is essential for my personal growth, so I should actively seek it out from peers and mentors.

Question Number : 106 Question Id : 640653614086 Question Type : MCQ Is Question

Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

Which non-fiction book focused on the concept of growth mindset was written by Carol Dweck, an American psychologist specializing in motivation and mindset research?

Options :

6406532050002. ✖ Achieving Excellence Through Growth Mindset

6406532050003. ✖ Mindset: Thinking, Fast and Slow

6406532050004. ✔ Mindset: The New Psychology of Success

6406532050005. ✖ Mindset: Why It Can Matter More Than IQ

Question Number : 107 Question Id : 640653614087 Question Type : MCQ Is Question

Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

Which of the following elements collectively constitute culture?

1. Beliefs
2. Attitudes
3. Values
4. Assumptions
5. Shared ways of doing things

Select the correct option:

Options :

6406532050006. ✖ 1, 2, and 3 only

6406532050007. ✖ 2, 3, and 4 only

6406532050008. ✖ 1, 3, and 5 only

6406532050009. ✔ 1, 2, 3, 4, and 5

Question Number : 108 Question Id : 640653614088 Question Type : MCQ Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0
Correct Marks : 1

Question Label : Multiple Choice Question

In Asian cultures, publicly rewarding a specific employee's performance might be seen poorly by the employee and others because of which cultural dimension?

Options :

6406532050010. ✖ Power Distance

6406532050011. ✖ Uncertainty Avoidance

6406532050012. ✖ Femininity vs. Masculinity

6406532050013. ✔ Individualism vs. Collectivism

Question Number : 109 Question Id : 640653614089 Question Type : MCQ Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0
Correct Marks : 1

Question Label : Multiple Choice Question

Caselet: Imagine a global technology company that operates across various continents, with its headquarters in Germany and regional offices in India and Brazil. The German office follows a structured and hierarchical approach to decision-making, while the Indian office values flexibility and adaptability, and the Brazilian office promotes a relaxed and open work environment. As the company expands its operations and teams from different offices collaborate on projects, it becomes apparent that their diverse cultural backgrounds are leading to challenges in understanding each other's work methods and communication styles. Recognizing the potential of combining their strengths, the teams decide to come together to create a new project

management approach that incorporates elements from each office's culture, concepts and skills.

In the given scenario, how did the teams from different offices aim to address the challenges posed by their diverse cultural backgrounds?

Options :

6406532050014. ✖ Cultural accommodation

6406532050015. ✔ Cultural synergy

6406532050016. ✖ Cultural assimilation

6406532050017. ✖ Cultural compromise

Question Number : 110 Question Id : 640653614090 Question Type : MCQ Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

During a permanent overseas assignment, an individual initially experiences excitement about the new environment but eventually becomes frustrated due to differences in culture and communication. This frustration leads to a sense of isolation and doubts about their abilities. Subsequently, they start adapting and regaining confidence in their ability to function within the new culture. What is this phenomenon called?

Options :

6406532050018. ✖ Parochialism

6406532050019. ✖ Collectivism

6406532050020. ✖ Ethnocentrism

6406532050021. ✔ Acculturation

Question Number : 111 Question Id : 640653614091 Question Type : MCQ Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction

Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

State whether the following statement is True or False:

“According to the modern revised understanding of Maslow's hierarchy of needs, to progress to a higher level, it is NOT essential that the needs at the lower levels are completely fulfilled.”

Options :

6406532050022. ✔ TRUE

6406532050023. ✖ FALSE

Question Number : 112 Question Id : 640653614092 Question Type : MCQ Is Question

Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction

Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

With regards to *Creativity*, consider the following about Deprivation Sensitivity

1. In deprivation sensitivity, you seek to solve problems and close gaps, and you cannot rest until the puzzle has been solved.
2. The emotional tone of deprivation sensitivity is the same as that of joyous exploration.

Which of the statement(s) given above is/are correct?

Options :

6406532050024. ✔ 1 only

6406532050025. ✖ 2 only

6406532050026. ✖ Both 1 and 2

6406532050027. ✖ Neither 1 nor 2

Question Number : 113 Question Id : 640653614093 Question Type : MCQ Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

State whether the following statement is True or False:

“According to Goal-setting theory, difficult specific goals lead to significantly higher performance than easy goals, no goals, or even the setting of an abstract goal such as urging people to do their best.”

Options :

6406532050028. ✓ TRUE

6406532050029. ✗ FALSE

Question Number : 114 Question Id : 640653614094 Question Type : MCQ Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

State whether the following statement is True or False:

“Stress itself is not negative - it is unresolved or constant stress beyond a threshold that starts to have unhealthy effects on us.”

Options :

6406532050030. ✓ TRUE

6406532050031. ✗ FALSE

Question Number : 115 Question Id : 640653614095 Question Type : MCQ Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

Which personality dimension includes attributes associated with the inclination for dominance and extraversion in the context of leadership?

Options :

6406532050032. ✖ Conscientiousness

6406532050033. ✔ Surgency

6406532050034. ✖ Agreeableness

6406532050035. ✖ Neuroticism

Question Number : 116 Question Id : 640653614096 Question Type : MCQ Is Question

Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

The Leadership Grid, formulated by Blake and Mouton, derives from a leader's dual considerations of people and production. The style denoted by the (1, 9) grid, is also recognized as _____.

Options :

6406532050036. ✖ Produce or perish style

6406532050037. ✖ Team style

6406532050038. ✔ Country club style

6406532050039. ✖ Middle-of-the-road style

Question Number : 117 Question Id : 640653614097 Question Type : MCQ Is Question

Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

Consider the following pairs:

1. Intrapersonal Intelligence: Ability to interact effectively with others
2. Interpersonal Intelligence: Sensitivity to one's own feelings, goals, and anxieties
3. Naturalistic Intelligence: Ability to recognize and understand the various patterns in nature
4. Spatial Intelligence: Capacity to perceive, understand and use visual information effectively

Which of the pairs given above is/are correctly matched?

Options :

6406532050040. ✖ 1, 2 and 3 only

6406532050041. ✖ 1 and 2 only

6406532050042. ✔ 3 and 4 only

6406532050043. ✖ 1, 3 and 4 only

Question Number : 118 Question Id : 640653614098 Question Type : MCQ Is Question

Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

Which principle does the acronym TEAM (Together Everyone Achieves More) emphasize?

Options :

6406532050044. ✖ Individually-driven goal achievement.

6406532050045. ✖ Prioritizing the organization over individual employee(s).

6406532050046. ✔ The significance of teamwork within the workplace.

6406532050047. ✖ Disregarding the input of employees.

Question Number : 119 Question Id : 640653614099 Question Type : MCQ Is Question

Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction

Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

State whether the following statement is True or False:

According to Tuckman's Team & Group Development Model, the effectiveness of groups falls from what it was during the forming stage, as it enters the storming stage. Thereafter performance and effectiveness rise steadily through the norming and performing stages.

Options :

6406532050048.  TRUE

6406532050049.  FALSE

Question Number : 120 Question Id : 640653614100 Question Type : MCQ Is Question

Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction

Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

A ____ is a trust that pools the savings of a number of investors who share common financial goals.

Options :

6406532050050.  Options

6406532050051.  Mutual Funds

6406532050052.  Government Securities

6406532050053.  Derivatives

Question Number : 121 Question Id : 640653614101 Question Type : MCQ Is Question

Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction

Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

Which of the following factors contribute to the benefit of economies of scale for Mutual funds?

1. Large volumes of trade
2. Portfolio diversification
3. Risk reduction
4. Loss

Select the correct option:

Options :

6406532050054. ✖ 1 and 3 only

6406532050055. ✖ 1, 3 and 4 only

6406532050056. ✖ 2, 3 and 4 only

6406532050057. ✔ 1, 2 and 3 only

Question Number : 122 Question Id : 640653614102 Question Type : MCQ Is Question

Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

When there is an excess of funds chasing a limited supply of goods, the likely outcome of inflation is known as

Options :

6406532050058. ✖ Deflation

6406532050059. ✖ Cost-push inflation

6406532050060. ✖ Stagflation

6406532050061. ✔ Demand-pull inflation

Question Number : 123 Question Id : 640653614103 Question Type : MCQ Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

Ritik invested Rs.1,00,000 in a bank fixed deposit for one year. After a year, he received 10% interest on his fixed deposit. If he is required to pay 30% tax on his returns, what are his tax-adjusted returns?

Options :

6406532050062. ✓ Rs. 7,000

6406532050063. ✗ Rs. 10,000

6406532050064. ✗ Rs. 3,000

6406532050065. ✗ Rs. 13,000

Question Number : 124 Question Id : 640653614104 Question Type : MCQ Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1

Question Label : Multiple Choice Question

In a conference call with a dozen people, Mehak leads the group through a list of seven important actions that must be undertaken immediately. After she finishes describing each action, she moves on to the next without delay. Once she has covered all seven, she gives a gracious conclusion and ends the call. Mehak later receives emails from several participants with questions. Her presentation resulted in no questions during the conference but many questions afterwards. What was missing in Mehak's presentation?

1. Her style did not accommodate feedback in an effective way.
2. Her style did not use enough repetition so participants could keep up with her and recall what she did.
3. Her style did not include the time and space her audience needed to absorb the content she

presented.

Which of the statement(s) given above is/are correct?

Options :

6406532050066. ✖ 1 and 3 only

6406532050067. ✖ 2 only

6406532050068. ✖ 1 and 2 only

6406532050069. ✔ 1, 2 and 3

Market Research

Section Id :	64065341414
Section Number :	6
Section type :	Online
Mandatory or Optional :	Mandatory
Number of Questions :	4
Number of Questions to be attempted :	4
Section Marks :	50
Display Number Panel :	Yes
Section Negative Marks :	0
Group All Questions :	No
Enable Mark as Answered Mark for Review and Clear Response :	Yes
Maximum Instruction Time :	0
Sub-Section Number :	1
Sub-Section Id :	64065388818
Question Shuffling Allowed :	No
Is Section Default? :	null