

**MASTER OF BUSINESS ADMINISTRATION
(MBA)**

Term-End Examination

December, 2011

MCT-043 : BUSINESS SKILLS II

Time : 2 hours

Maximum Marks : 50

Note : Answer five questions in all. All questions carry equal marks.

1. What do you understand by the term SWOT analysis ? How does it help in self - development ? **10**

2. The art of convincing involves telling lies if need be. Do you agree ? Give reasons for your answer. **10**

3. What are the ways in which a relationship can be sustained ? Give examples. **10**

4. What, according to you, act as obstacles to team building ? **10**

5. Is it necessary for the leader of a team to be harsh, critical and dominating ? Give your own ideas on leadership. 10

 6. Would it be right to say that the foundation of success lies in positive thinking ? Illustrate. 10

 7. What do you understand by multi - directional thinking ? 10
-