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Total No. of Pages : 03

Total No. of Questions : 10

MBA (Sem-4)

LEADERSHIP AND TEAM DYNAMICS

Subject Code : MBA-935-18

M.Code : 77818

Date of Examination : 08-06-2023

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. **SECTION-A** contains **EIGHT** questions carrying **TWO** marks each and students has to attempt **ALL** questions.
2. **SECTIONS-B** consists of **FOUR** Subsections : Units-I, II, III & IV. Each Subsection contains **TWO** questions each carrying **EIGHT** marks each and student has to attempt any **ONE** question from each Subsection.
3. **SECTION-C** is **COMPULSORY** and consist of **ONE** Case Study carrying **TWELVE** marks.

SECTION-A

1. Write briefly :

- a) What is value based leadership?
- b) What are the leadership styles?
- c) Who is a transactional leader?
- d) Differentiate group and team.
- e) How team effectiveness is evaluated?
- f) What are the components of team building?
- g) Outline the basic qualities of a visionary leader.
- h) Distinguish Leader and Manager.

SECTION-B

UNIT-I

2. Define contingency Leadership. Discuss the dilemmas in becoming a leader?
3. What is the role of leader in motivating the followers? Explain with the help of goal setting theory of motivation?

UNIT-II

4. What is the role of a leader in creating high performance culture in the organisation?
5. What do you mean by leadership development? Discuss various methods of leadership development. Support your answer with examples.

UNIT-III

6. Explain the role of a leader as a social architect.
7. Write a detailed note on the habits of highly effective people.

UNIT-IV

8. What are the characteristics of effective team? How can conflict be resolved in teams?
9. Write notes on:
 - a) FIRO-B
 - b) Explain the role of Johari Window in developing interpersonal trust.

SECTION-C

10. **Case study :** Peter Weaver doesn't like to follow the crowd. He thinks groupthink is a common problem in many organizations. This former director of marketing for a consumer products company believes differences of opinion should be heard and appreciated. As Weaver states, "I have always believed that I should speak for what I believe to be true." He demonstrated his belief in being direct and candid throughout his career. On one occasion, he was assigned to market Paul's spaghetti- sauce products. During the brand review, the company president said, "Our spaghetti sauce is losing out

to price-cutting competitors. We need to cut our prices!" Peter found the courage to say he disagreed with the president. He then explained the product line needed more variety and a larger advertising budget. Prices should not be cut. The president accepted Weaver's reasoning. Later, his supervisor approached him and said, "I wanted to say that, but I just didn't have the courage to challenge the president." On another occasion, the president sent Weaver and 16 other executives to a weeklong seminar on strategic planning. Weaver soon concluded the consultants were off base and going down the wrong path. Between sessions, most of the other executives indicated they didn't think the consultants were on the right path. The consultants heard about the dissent and dramatically asked participants whether they were in or out. Those who said "Out" had to leave immediately.

As the consultants went around the room, every executive who privately grumbled about the session said "In." Weaver was fourth from last. When it was his turn, he said "Out" and left the room. All leaders spend time in reflection and self-examination to identify what they truly believe and value. Their beliefs are tested and fine-tuned over time. True leaders can tell you, without hesitation, what they believe and why. They don't need a teleprompter to remind them of their core beliefs. And, they find the courage to speak up even when they know others will disagree.

Question :

- a) What leadership traits did Weaver exhibit?
- b) If you were in Weaver's shoes, what would you have done?

NOTE : Disclosure of Identity by writing Mobile No. or Making of passing request on any page of Answer Sheet will lead to UMC against the Student.