

[This question paper contains 2 printed pages.]

Your Roll No.....

Sr. No. of Question Paper : 6881  
Unique Paper Code : 61018614  
Name of the Paper : Effective Decision Making  
Name of the Course : **B.Voc. ( Software Development)**  
Semester : VI  
Duration : 3 Hours  
Maximum Marks : 75



**Instructions for Candidates**

1. Write your Roll No. on the top immediately on receipt of this question paper.
  2. Attempt **any five** questions out of eight.
  3. **All** questions carry equal marks.
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1. Explain the term effective decision making. Describe the various steps in decision making through an example. (5, 10)
  2. Briefly discuss the various Individual styles in decision making. Also highlight the situations in which these styles will be suitable. (15)
  3. What are the important elements that helps in making a decision regarding career and how do they help in creating a healthy acceptance of self. (15)
  4. Highlight on the various issues that contributes in making people difficult. Explain the types of difficult people that one can come across and the ways of handling them (5, 10)

P.T.O.

5. Examine the traditional and modern views of conflicts in organisation. How can conflicts in an organisation be resolved? (7.5,7.5)
6. Explain the Iceberg Competency Model. Which skills are desirable for making effective decisions at workplace. (7.5,7.5)
7. Explain the concept of Johari Window .How can it help in improving interpersonal relations. (10,5)
8. What do you mean by Individual decision making? What are the differences between Individual decision making and group decision making? (7.5,7.5)