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Your Roll No.....

Sr. No. of Question Paper : **5919**
Unique Paper Code : **61018614**
Name of the Paper : **Effective Decision Making**
Name of the Course : **B.Voc.**
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 **all** questions.
3. **All** questions carry equal marks.

1. What is the importance of making good decisions? Explain the various individual styles of decision making with the help of examples. (5,5,5)
2. Highlight on the various aspects that one should take into considerations while making decisions regarding one's career.

OR

Explain the term conflict management in interpersonal relations? Using examples, discuss the five strategies of managing the conflict . (5.10)

3. What skills are necessary when making decisions in work place? How can decision making skills be improved In the workplace. (10,5)

P.T.O.

4. Write short notes on the following (any two): (7.5, 7.5)

(i) Types of Decisions

(ii) Role of communication in effective decision making

(iii) Sources of conflict

5. Case Study (15)

Hemant loves shopping at the mall and try on new clothes. He looks forward to the day when he has a job so he can buy all the clothes he wants.

Next week is Hemant's birthday and he will receive Rs.2000 for his present. He saw a pair of jeans at the mall that were Rs. 1700; however, he also needs new shirts, new shorts, and some swim trunks for the summer. His Rs.2000 could either purchase all of these things or it could purchase the one pair of designer jeans.

All his friends at school wear these jeans. Hemant states, "If only I had a pair of these jeans, I would be popular." How could Hemant make a wise decision? What would you do?

1. Identify the problem. (2)

2. What choices does Hemant have ? (3)

(a)

(b)

(c)

3. Gather information: What information should Hemant gather that would be helpful to know before making a decision? (3)

(a)

(b)

(c)

4. Consider the outcome. What would be the results of the decision? (3)
 - (a)
 - (b)
 - (c)
5. Make the decision. What should you do? (2)
6. Evaluate your decision. Why do you think this is the best decision possible? (2)