

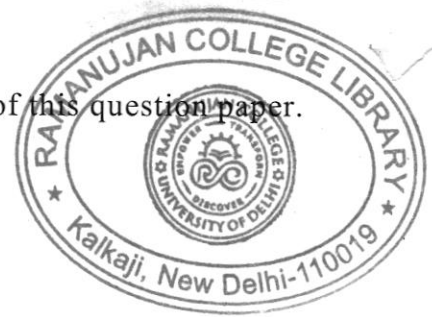
[This question paper contains 2 printed pages.]

Your Roll No.....

Sr. No. of Question Paper : **8120**
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.



1. What is decision making? Explain its importance. What are the bottlenecks in effective decision making?
2. Using examples explain all the skills necessary for decision making in the workplace.
3. What do you mean by negotiations? Explain the various styles of negotiations
4. Write short notes on the following (any two):
 - (i) Styles of Decision Making
 - (ii) Johari Windows
 - (iii) Tips for handling difficult situations

P.T.O.

5. What are the important elements that helps in making decision regarding career and how do they help in creating a healthy acceptance of self.
6. Explain various types of decisions. Discuss the requisite skills and competencies for effective decision making.