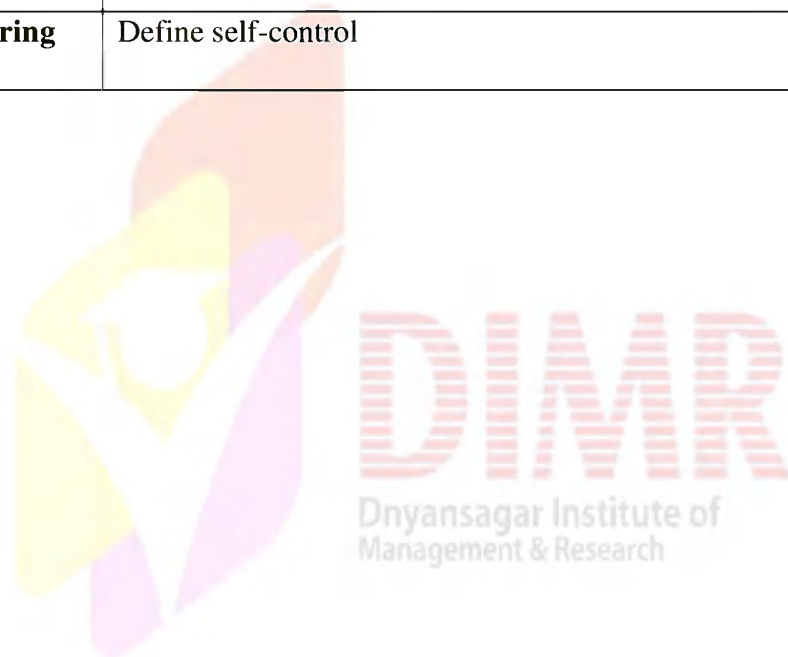


**Unit -1**  
**Emotional Intelligence**  
**Question Bank**

<b>Sr</b>	<b>Question Type</b>	<b>Question</b>	<b>Marks</b>
1.	<b>Remembering</b>	Define is Emotional Intelligence	2
2.	<b>Remembering</b>	Define Ability Model.	2
3.	<b>Remembering</b>	Define Ability EI	2
4.	<b>Remembering</b>	Define Mixed mode.	2
5.	<b>Remembering</b>	Define self-control	2



Sr No	Question Type	Question	Marks
1	Understanding	What was Great Man theory?  Answer Scheme: Explain Theory in detail 5 Marks	5
2	Understanding	Why did the Trait Theory of Leadership suffer a decline in interest?  Answer Scheme: Explain reasons in detail 1 mark per reason	5
3	Understanding	What did McCall & Lombardo propose?  Answer Scheme: Explain the McCall and Lombardo Model 5mks	5
4	Understanding	What is the premise that supports behavioral models?  Answer Scheme: Explain the premise supporting behavioral models 5mks	5
5.	Understanding	What are the two dimensions on Blake and Mouton's managerial grid?  Answer Scheme: Explain 2 dimensions in detail 2.5mks each	5

Srno	Question Type	Question	Marks
1	Apply	How to apply Emotional Intelligence?  Answer Scheme:  Steps to apply in detail 5 Explain 5 EI Skills 5 Marks	10
2	Apply	What are benefits of EI?  Answer Scheme: Mention 20 benefits and explain in brief 10 marks	10
3	Apply	Explain Ability Emotional Intelligent with suitable example.  Answer Scheme: Ability Emotional Intelligent in detail 10 marks	10
4	Apply	How Mixed mode model can be suitable in manufacturing industry.  Answer Scheme:  Describe Mixed Model 5 Marks and explain how it can benefit manufacturing industry 5 Marks	10
5	Apply	How self-control is essential during decision making process?  Answer Scheme:  Write about Self-control - 5 marks Explain how it affects decision making - 5 Marks	10
Sr. no	Question Type	Question	Marks
1	Analyse	The higher the Trait EI the lower the likelihood of personality disorder	10

		<p>Answer Scheme:</p> <p>Benefits of EI and Importance of Trait EI 5marks each</p>	
2	Analyse	<p>EI is linked to Social relationships satisfaction because EI may be linked to having better understanding of the others emotions discuss</p> <p>Answer Scheme:</p> <p>Explain EI and its relation to Social Relations 5 Marks</p> <p>List and explain benefits 5 marks</p>	10
3	Analyse	<p>Lower EI is likely linked to more aggressive behaviour because other's emotions and behaviours are misinterpreted as hostile and an aggressive response</p> <p>Answer Scheme:</p> <p>EI and its relation on Managing Emotions</p> <p>Explain Aggressive behavior and Lower EI</p>	10

4	Analyse	Why is emotion management important?  Answer Scheme: Explain Self-Regulation in detail 5 Marks Benefits of EI 5 Marks	10
5	Analyse	How to improve emotion management skills  Answer Scheme: Write 5 EI Skills 5 Marks Explain steps to improve EI Skills 5 Marks	10
Evaluate			
Sr No	Question Type	Question	Marks
1	Evaluate	psychologist <b>Robert Plutchik</b> identified eight basic emotions which he grouped into pairs of opposites, including explain it in detail  Answer Scheme: - Describe 8 emotions 5 Marks - 2 groups in detail 5 Marks	10
2	Evaluate	Do you feel that your lack of self-control prevents you from achieving your goals? Defend  Answer Scheme: - Explain Self Control 5 marks - Write examples and experiences 5 Marks	10
3	Evaluate	Do you feel that you can't handle your anxiety or anger? Explain it with your experience.  Answer Scheme: - Explain Anxiety or Anger 5 marks Write examples and experiences 5 Marks	10
4	Evaluate	Evaluate various factors of influence  Answer Scheme:	10

## Unit-2

7- Habits of Highly effective  
people

<b>Sr</b>	<b>Question Type</b>	<b>Question</b>	<b>Marks</b>
1.	<b>Remembering</b>	Define Habit	2
2.	<b>Remembering</b>	Define Proactive.	2
3.	<b>Remembering</b>	Define Reactive	2
4.	<b>Remembering</b>	Define The Four Human Endowments	2
5.	<b>Remembering</b>	Define Self Awareness	2

1	<b>Understanding</b>	What do you mean by Personal Mission statement?  Answer Scheme: Habit 2 2.5 Marks Personal Mission Statement 2.5 Marks	5
2	<b>Understanding</b>	Define third habit Put First Things First.  Answer Scheme: Explain Habit in detail with examples	5
3	<b>Understanding</b>	What is time matrix? explain advantages of it  Answer Scheme:  Time Matrix 2.5 Marks Advantages 2.5 Marks	5
4	<b>Understanding</b>	Explain 7 Habits  Answer Scheme: List and explain 7 habits in brief 5 Marks	5
5	<b>Understanding</b>	Explain fourth habit Think Win-Win  Answer Scheme: Habit 4 with examples 5 marks	5
1	Apply	Explain fifth habit “First Understand, then be Understood”.  Answer: Habit 5 with examples 5 marks Importance of Empathetic Communication 5 Marks	10
2	Apply	What do you mean Synergy  Answer:  Habit 6 Meaning 5 Marks Explanation with examples 5 Marks	10
3	Apply	Explain the process of Synergy Answer:  Habit 6 Meaning Marks Explanation with examples 5 Marks Process of synergy 5 Marks	10

4	Apply	<p>What do you mean by Sharpen the Saw</p> <p>Answer :</p> <p>Meaning Explain Renewal in detail 5 Dimensions 5 Marks</p>	10
5	Apply	<p>How to Create the Third Alternative?</p> <p>Answer:</p> <p>Explain what is Third Alternative 5 Marks Steps to create 3<sup>rd</sup> alternative 5 marks</p>	10
1	<b>Analyse</b>	<p>Many gradual changes for a cumulative effect is better than a single massive change that is incomplete express your views</p> <p>Answer: Explain how small changes are important 5 Marks Your views with examples 5 Marks</p>	10
2	<b>Analyse</b>	<p>Individuals are responsible for their own choices and have the freedom to choose</p> <p>Answer: Explain the Habit in detail along with suitable examples</p>	10
3	<b>Analyse</b>	<p>I am responsible for my behaviour and the choices I make in life.</p> <p>Answer: Explain the Habit in detail along with suitable examples</p>	10



4	<b>Analyse</b>	I can expand my personal freedom and influence through being Proactive  Answer: Explain the Habit in detail along with suitable examples	10
5	<b>Analyse</b>	Habits leads to effectiveness. elaborate the meaning of this statement  Answer: Explain 7 Habits 5 Marks Explain its impact on effectiveness 5 Marks	10
1	<b>Evaluate</b>	Effectiveness requires balancing important relationships, Roles, and activities comment  Answer: Explain 7 Habits 5 Marks Explain its impact on balancing 5 Marks	10
2	<b>Evaluate</b>	“Effective, long term relationships require mutual benefit” elaborate this statement Answer Scheme:  Explain 7 Habits 5 Marks Explain its impact on relationships 5 Marks	10
3	<b>Evaluate</b>	assume I don’t fully understand, and I need to listen elaborate the view of author  Answer: Explain Habit 5 Marks Listening Skills 5 marks	10
4	<b>Evaluate</b>	If I listen first to understand, then I will be better Understood. Evaluate the statement  Answer: Explain Habit 5 Marks Listening Skills 5 marks	10

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5	<b>Evaluate</b>	What do you mean by Valuing the Differences? Answer: Explain Habit 5 Marks Listening Skills 5 marks	10
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**Unit -3**
**The Five Dysfunctions of a Team**

Sr no	Question Type	Question	Marks
1	<b>Remembering</b>	Define Absence of Trust	2
2	<b>Remembering</b>	Define meaning of Dysfunction	2
3	<b>Remembering</b>	Define Fear of Conflict	2
4	<b>Remembering</b>	Define Lack of Commitment	2
5	<b>Remembering</b>	Define Avoidance of Accountability	2
1	<b>Understanding</b>	What are the effects of Absence of Trust in Organization Answer Scheme: each effect 1 mark	5
2	<b>Understanding</b>	How to Overcome from Absence of Trust Answer: Explain the steps in detail 1 step 1 Mark	5
3	<b>Understanding</b>	How Fear of Conflict affect the performance of Organization? Answer: Explain the steps in detail	5
4	<b>Understanding</b>	How to Overcome from fear of Conflict Answer: Explain the steps in detail	5
5	<b>Understanding</b>	What are the drawback of Lack of Commitment? Answer: Explain the drawbacks with examples in detail	5
1	<b>Apply</b>	What is effects of Inattention Result in an organization? Answer: Explain Inattention to result 5 Marks Effects of Inattention 5 Marks	10

3	<b>Apply</b>	Ways to help a team engage in constructive conflict.  Answer:  2 Marks per step to overcome conflict	10
4	<b>Apply</b>	How to follow a clear, concise and practical guide to using the five dysfunctions model to improve your team.  Answer Scheme: 2 Marks per dysfunction	10
5	<b>Apply</b>	What to do to achieve the real power of teamwork.  Answer Scheme: 1 Mark per valid point to improve team work	10
1	<b>Analyze</b>	Analyze 5 dysfunctions of a team  Answer Scheme: Explanation of each dysfunction 2 Marks	10
2	<b>Analyze</b>	Analyze the effects of inattention to results  Answer Scheme: 2 Marks per effect	10
3	<b>Analyze</b>	Examine various team issues.  Answer Scheme: Explanation of each dysfunction 2 Marks	10
4	<b>Analyze</b>	Examine ways to help a team engage in constructive conflict.  Answer Scheme 2.5 Marks per step	10
5	<b>Analyze</b>	Analyze steps follow a clear, concise and practical guide tousing the five dysfunctions model to improve your team.  Answer Scheme: 2 Marks per dysfunction	10

**Unit 4**  
**21 Laws of leadership**

Sr no	Question Type	Question	Marks
1	<b>Remembering</b>	Describe Law of the lid	2
2	<b>Remembering</b>	Define Law of influence	2
3	<b>Remembering</b>	Define Law of Connection	2
4	<b>Remembering</b>	Define Law of Priority	2
5	<b>Remembering</b>	What you understand by Law of big Mo?	2
1	<b>Understanding</b>	Explain Law of Navigation Answer:  Define Law 01 Mark Short Note -04 Marks	5
2	<b>Understanding</b>	Elaborate 10 Laws of leadership  Answer: Mention laws and state laws 10 laws – 5 marks	5
3	<b>Understanding</b>	Elaborate Law of Solid Ground Answer:  Define Law 01 Mark Short Note -04 Marks	5
4	<b>Understanding</b>	Summarize Law of Picture Answer:  Define Law 01 Mark Short Note -04 Marks	5
5	<b>Understanding</b>	Write a short note on Law of Victory Answer:  Define Law 01 Mark Short Note -04 Marks	5

1	<b>Apply</b>	How to apply law of influence? Answer: Explanation of the law 5 marks	10
2	<b>Apply</b>	How to apply 21 laws of leadership? Answer: Explain steps to apply each law in brief 21 laws- 10 marks	10
3	<b>Apply</b>	How to improve leadership skills? Answer: Explain steps to apply each law in brief 21 laws- 10 marks	10
4	<b>Apply</b>	How to apply law of connection and law of influence? Answer: Application of Law of connection 5 Marks Application of Law of influence 5 Marks	10
5	<b>Apply</b>	How to apply law of legacy to succession planning? Answer: Explain Law of Legacy 5 Marks Application 5 marks	10
1	<b>Analyze</b>	Analyze 21 laws of leadership with examples. Answer: Explain each law in brief	10
2	<b>Analyze</b>	Leadership leads to victory. Analyze the statement Answer: Law of victory 05 marks Examples and Analyzing statement 05 Marks	10
3	<b>Analyze</b>	Analyze Law of lid and Law of influence with examples Answer: Law of Lid 5 Marks Law of influence 5 Marks	10
4	<b>Analyze</b>	Analyze John Maxwell's work on Leadership Answer: Explain each law in brief 21 laws- 10 marks	10

5	<b>Analyze</b>	Analyze Law of Respect and Law of intuition Answer: Marking Scheme: 5 Marks Law of Respect 5 Marks Law of Intuition	10
1	<b>Evaluate</b>	Evaluate 21 laws of leadership with examples. Answer: Explain each law in brief 21 laws- 10 marks	10
2	<b>Evaluate</b>	Leadership leads to victory. Evaluate statement with examples Answer: Explain Law of Victory 05 marks Examples Justify the statement 05 Marks	10
3	<b>Evaluate</b>	Evaluate Law of lid and Law of influence Marking Scheme: 5 Marks Law of Lid 5 Marks Law of influence	10
4	<b>Evaluate</b>	Evaluate Law of Timing and Law of Navigation. Marking Scheme: 5 Marks Law of Timing 5 Marks Law of Navigation	10
5	<b>Evaluate</b>	Evaluate any 5 laws of leadership in detail Marking Scheme: 2 Marks per law	10