

IMSC IT A & V Sem.-1 Examination

IMS-106

Communication Skills

January-2024

Time : 230 Hours]

[Max. Marks : 70

Instructions:

1. Figures to the right indicates full marks
2. Neat diagrams must be drawn wherever necessary.

Question 1-A) What are the 4P's in the framework used to find your personal values? State 3 benefits of finding one's personal value (14 Marks)

OR

Question 1-A) Describe in brief the NLP concept that "the mind and the body are part of the same system." Provide examples of how psychological factors can influence physical well-being and vice versa. (200 to 250 words)

Question 1-B) Answer the following questions by selecting appropriate choice: (04 Marks)

1. According to NLP Beliefs of Excellence, why does everyone have a unique model of the world?

- a) Because they want to be different
- b) Because of their upbringing
- c) **Due to a unique combination of filters**
- d) Because they are born that way

2. Identifying your personal values will make it much easier for you to?

- a) **Make better decisions in life.**
- b) Prove your point to others.
- c) Become a good public speaker.
- d) Understand other person's problem

3. According to NLP, what is the highest-level intention behind all behaviour?

- a) Selfishness
- b) Negative Intentions
- c) **Positive Intentions**
- d) Manipulation

4. Rahul has a dream of becoming a CEO of a Multinational company but he feels underconfident because of his poor communication skills. Which belief of excellence will help Rahul to gain faith and trust in himself and his Goal?

- a) **If one person can do something, then anyone can do it**
- b) The meaning of communication is the effect
- c) Every behaviour is useful at some point.
- d) There is no failure only feedback

Question 2-A) What do you understand by finding one's North Star? Draw a neat diagram of finding North Star and state 3 benefits of finding your North Star (14 Marks)

OR

Question 2-A) Draw the SWOT analysis table. Explain how SWOT analysis can be helpful in career progression? (200 to 250 words)

Question 2-B) Answer the following questions by selecting appropriate choice: (04 Marks)

1. A Personal Manifesto can serve you as: (Find the most inappropriate answer)?

- a) A compass, pointing you towards the purpose of your life.
- b) A framework for your life.
- c) A source of motivation.
- d) **A guide to live as per societal norms.**

2. A study, published in the Development Psychology journal claims that children who are stubborn at a young age are more likely to be successful as adults. Which belief of excellence out of the below is closest to this research?

- a) **Every behaviour is useful in some context**
- b) The person with most flexibility of behaviour has the greatest influence on the outcome
- c) Each person is unique
- d) Every behaviour has a positive intention

3. SWOT analysis is a tool for

- a) Habit Mastery
- b) **Self-Assessment**
- c) Time Management
- d) Finding Purpose

4. Rahul resigns from his job because he doesn't feel fulfilled in his current position anymore. Rahul always wanted to do something through which he could serve his country and make a difference in others life. What is one of the core values out of the following driving Rahul's life?

a) Contribution

b) Fun

c) Consistency

d) Intelligence

Question 3-A) Draw the habit loop diagram. Explain the 4 stages of habit loop with an example. (14 marks)

OR

Question 3-A) . Draw the NLP Logical level of change diagram with proper labeling

Question 3-B) Answer the following questions by selecting appropriate choice: (03 Marks)

1. I will [Behaviour] at [Time] in [Location]?

a) Implementation Intention

b) Habit Score card

c) Temptation Bundling

2. To identify your strength using SWOT analysis, which question would you answer out of the below questions

a) What do you do better than anyone else?

b) Is your industry growing?

c) What obstacles do you currently face at work?

d) Does changing technology threaten your position?

3. Rahul has a habit of binge watching. To get rid of his habit, Rahul unplugs the TV after watching a series. He keeps the TV remote out of his easy reach. Which 2 law of Habit breaking is Rahul using to break his habit of binge watching?

a) Make it unsatisfying (Get an accountability partner)

b) Make it unattractive (Reframe your mindset)

c) Make it difficult (Increase friction)

d) Make it invisible (Reduce exposure)

Question 4-A) Give the formula for Habit Stacking + Temptation Bundling. Explain the formula by giving an appropriate example from your personal life where you can use this formula and develop a new habit (14 Marks)

OR

Question 4-A) State any 3 belief of excellence and explain them in detail? Give one practical example for each.

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Question 4-B) Answer the following questions by selecting appropriate choice: (03 Marks)

1. "After [CURRENT HABIT], I will [NEW HABIT]." Is the correct formula for?

- a) **Habit Stacking**
- b) Temptation Bundling
- c) Implementation Intention
- d) Habit Scorecard

2. What is the relationship between weaknesses and potential threats in a personal SWOT Analysis? (Choose the most appropriate answer)?

- a) Weakness are potential threats waiting to happen
- b) **Weakness can lead to or contribute to potential threats**
- c) Weakness and Potential threats are unrelated in Personal SWOT Analysis
- d) Potential threats can only come from external factor and are not related to weakness

3. Which of the following is more important in mastering any habit?

- a) Planning
- b) Motivation
- c) **Intention**
- d) Guidance

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