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**0704E038**

Candidate's Seat No : \_\_\_\_\_

**IMBA & IMRS Sem.-4 (Rep.) Examination**

**IIS-IMBA40**

**Leadership Essentials**

**April-2025**

**Time : 2-30 Hours]**

**[Max. Marks : 70**

**Instructions:**

- **Question no 1 to 4 carry 14 marks each, with both the questions mentioned in question 1 to 4 of 7 marks each.**
- **Question no 5 carries 14 marks (each question of 2 marks). Out of the 12 questions, attempt any seven.**

**Question 1**

- i. Define the following with the help of an exemplary Indian leader:
  - a. The Great Man Theory
  - b. The Trait Theory
- ii. Define Circadian rhythm. Why effectiveness should be more emphasized in comparison to efficiency in relation to time management?

**OR**

- i. How being manager is different from being a leader?
- ii. With the help of a flow chart, explain how information is processed in the brain.

**Question 2**

- i. Explain different styles of leadership with examples.
- ii. What are the different steps in the communication process? How you can choose to be a better influencer at each step?

**OR**

- i. How can you draw inspiration from "Sardar Ballabhbhai Patel" for modern Leadership?
- ii. What is the difference between "listening" and "effective listening"?

**Question 3**

- i. What is Aristotle art of persuasion? Elaborate with example.
- ii. Write a note on "Ancient Wisdom for Leadership".

**OR**

- i. Why non-verbal communication is important for a leader? Explain.
- ii. What do you understand by "power of the subconscious mind"? Why it is important for becoming an effective leader?

**Question 4**

- i. What are the Kouzes and Posner Laws of Leadership? Elaborate.
- ii. How good leadership can be differentiated from bad leadership? What is the ultimate differentiating factor?

**OR**

- i. Do you think Leadership can be inculcated with practice? Explain the basic steps researchers have found for the same.
- ii. Who according to you is one of the greatest leaders in India who worked for social reforms in rural India? What were his/her leadership traits. Elaborate.

**Question 5***Attempt any seven out of twelve.*

1. Contingency theory focus on the ..... that impact leadership success.
  - i. Personality variables
  - ii. Leader's abilities to inspire and transform followers
  - iii. Situational variables
  - iv. Values and ethics
2. Nonverbal cues are great to assess the next person. If a person is constantly looking horizontally to the left and right, what he/she is actually doing?
  - i. Visual construct and recall
  - ii. Auditory construct and recall
  - iii. Feeling
  - iv. None of the above
3. "Walk the Talk" does not mean which of the following?
  - i. Walking while talking
  - ii. Talking while walking
  - iii. Both i & ii
  - iv. None of the above
4. A teacher is a leader, he is the authority before the students, and so it is his right to lead. While leading the students, he should follow some important principles
  - a. Creating right atmosphere in the class
  - b. Preparation and planning
  - c. Providing opportunities
  - d. All of the above
5. During the period of a social emergency, the autocratic leader gets easier popularity than the democratic leader because
  - a. His orders are easily implemented
  - b. He executes his orders in a repressed and rigid manner to create panic.
  - c. Both a & b
  - d. Neither a nor b
6. What is "Laissez-faire" style of leadership? In your opinion, how good, this leadership style is?
7. Give two examples of autocratic leaders from current world.
8. What do you understand by windbags?
9. Give an example of tag question as a linguistic tool for better communicator.
10. Give two examples of democratic leaders from today's India.
11. Give four examples of interpersonal skills.
12. What do you understand by "Stretch assignments" in leadership development?