

MBA (MM) Sem.-1 Examination

FC-107

MC & SS

Time : 2-30 Hours]

January-2025

[Max. Marks : 70

Q-1	<p>You are the Sales Manager of a 5-star hotel in Goa. Your hotel has hosted many conferences of several multi-national companies in the past.</p> <p>Write a Sales Letter to a Mumbai based company to hold their two-day annual conference in your hotel. Inform the company what are the arrangements that your hotel can make to hold such an event. Quote the rent for Conference hall, Executive rooms, food, and entertainments etc.</p>	14
Q-2	<p>A) What is Group Discussion (GD)? Give tips on how to be effective in a GD?</p> <p style="text-align: center;">OR</p> <p>B) What is multi-tasking? Explain its pros and cons.</p>	14
Q-3	<p>A) As a manager what are the strategies that you will set for yourself for mastering communication?</p> <p style="text-align: center;">OR</p> <p>B) What are the essential points that should be followed for writing effective emails?</p>	14
Q-4	<p>A) What is stress? What are the methods to reduce stress at your work place?</p> <p style="text-align: center;">OR</p> <p>B) What is goal setting? What steps you should follow to make goal setting effective?</p>	14
Q-5	<p>What preparation you should do to be successful when preparing for an interview?</p>	14