

BIRLA INSTITUTE OF TECHNOLOGY & SCIENCE, PILANI

FIRST SEMESTER 2023-2024

GS F221: BUSINESS COMMUNICATION

MID SEMESTER TEST (CLOSE BOOK)

DATE: 10.10. 2023

DURATION: 90MTS

MM: 60

Note: Attempt all the questions in the same order.

Q1. What do you understand by Conversation Management Strategies? Explain the steps of Conversation Management with an example from a professional scenario. **16M**

Q2. Group Discussion evaluates a candidate not only on the basis of conviction and persuasion skills but other parameters as well to test his candidature for a particular job. Explain the evaluation parameters with proper justification. **15M**

Q3 Prepare a set of three instructions for the given situation: **(3x4x2=14M)**

Assuming yourself to be the Incharge of Academic Curriculum Revision Cell appointed by the Government of India, provide instructions to the Directors of five trendsetting and reputed Engineering Institutions. You have to orient them for the essential changes that have to be brought in the present curriculum design of Engineering Institutions in the context of various AI platforms. Invent necessary details.

Q4. What do you understand by the Interpersonal role of a manager? Explain with appropriate examples. **15M**

END
