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Total No. of Pages: 02

Total No. of Questions: 10

**MBA (Sem. – 4)**  
**LEADERSHIP AND TEAM DYNAMICS**

**Subject Code: MBA-935-18**

**M Code: 77818**

**Date of Examination : 02-01-2023**

Time: 3 Hrs.

Max. Marks: 60

**INSTRUCTIONS TO CANDIDATES:**

1. **SECTION-A is COMPULSORY** consisting of **EIGHT** questions carrying **TWO** marks each.
2. **SECTIONS-B** consists of **FOUR** Sub-sections : Units-I, II, III & IV. Student has to attempt any **ONE** question from each Sub-section carrying **EIGHT** marks each.
3. **SECTION-C is COMPULSORY** carrying **TWELVE** marks.

**SECTION-A**

1. Write short notes on the following:
  - a) Skills of a Leader
  - b) Dilemmas in Becoming a Leader
  - c) Transformational Leadership
  - d) Succession Planning
  - e) Concept of a Learning Organisation
  - f) Spiritual Foundations of Personal Effectiveness
  - g) Johari Window
  - h) FIRO-B theory of Interpersonal Relations.

**SECTION-B**

**UNIT-I**

2. Discuss various personality traits of a leader.
3. What are the characteristics of ethical leadership? Explain with the help of examples.

**UNIT-II**

4. Who is a strategic leader? Explain the types of strategic leadership.
5. How would you evaluate a leadership evaluation program? Explain.

### UNIT-III

6. Explain the role of a leader as a social architect.
7. Briefly discuss the habits of highly effective people.

### UNIT-IV

8. Explain the communication skills of a leader.
9. Explain various strategies for conflict resolution in organisations.

### SECTION-C

10. Read the following case and answer the questions given below the case:

Costco's warehouse club is one of the most successful USA retailers of its kind. It is led by its CEO, GimSinegal. While many CEOs insist on fancy offices and other perks, not so Sinegal who likes to be called Gim, who has a simple office with two folding tables. His wardrobe is from his own warehouse rather than from fashion designers and he wears a name tag when visiting his stores. In his interview with the Wall Street Journal, he discussed his plan of opening about 30 new stores in the United States in 2007. He also considers opportunities in India and China. Costco already operates in Mexico and Japan. Competing with Walmart, which wants to be known for its low prices, Costco pays better salaries than Walmart and most of Costco's rivals. Sinegal said in the interview, "If you hire good people, pay them good wages and provide good jobs and careers, good things will happen in business. We think that has proven true in our case. we are the low cost providers of merchandise, and yet we pay the highest wages." It may be smart to lead with heart.

- a) Explain the main issues in the above case.
- b) How do leaders shape culture and values in organisation? Explain in light of the above case.

**NOTE : Disclosure of Identity by writing Mobile No. or Marking of passing request on any paper of Answer Sheet will lead to UMC against the Student.**