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Roll No. 2047

UNDER GRADUATE PROGRAMS

THIRD SEMESTER END TERM EXAMINATION :
NOVEMBER, 2013

BEHAVIOURAL SCIENCE – III
(INTERPERSONAL COMMUNICATION)

FOR 4 & 5 YRS PROGRAMS

Time : 3 Hrs.

Maximum Marks : 60

Note: Attempt questions from all sections as directed.

SECTION – A (24 Marks)

Attempt any 4 questions.

Each question carries 6 marks.

1. What is your understanding of “Effective Listening” & “Positive responding” as aspects of healthy communication ? Explain.
2. “To listen well is as powerful a means of communication and influence as to talk well.” Express your opinion on the given statement.
3. What are Negotiation Skills ? Discuss some contemporary issues in Negotiation.
4. Briefly throw light on the relationship between “Ego conflicts” & “Interpersonal forms of communication” ?

P.T.O.