

NEW

2016

M B A

4th Semester Examination

Subject : MANAGERIAL SKILL DEVELOPMENT

(PRACTICAL)

PAPER—406

Full Marks : 50

Time : 3 Hours

The figures in the right-hand margin indicate full marks.

Candidates are required to give their answers in their own words as far as practicable.

Illustrate the answers wherever necessary.

Set — I

1. (a) Suppose you are a sales manager of a life insurance company in India. The job people of a sales manager includes recruitment of life advisor (agent) who works a part-time basis and get commission on the business they generate for the company ; to train the agents for different products of the company and also to train about how to sell various life insurance policy ; to comply with the rules and regulations of IRDA

(Turn Over)

(the regulatory body), to generate business for the company by selling life insurance policies and recruiting new agents. Peoples with minimum 10+2 education in rural or graduation in urban with 18+ years of age are eligible for life advisor (agent).

Prepare a presentation for recruitment of life Advisor and motivating the team of life advisor for a career where there is no boss and no fixed office hour to work and no fixed income.

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- (b) Draw a Personal Development Plan for yourself. You can draw a table for this.

Steps to be followed by the candidates :

1. Take 3 areas of development — (a) Knowledge, (b) Skills, (c) Behaviourial Competency.
2. Under each area take some attribute that you think requires development.
3. For each attribute mention the resources you need for development.
4. Mention the Start and End Date for each.
5. Mention a review date when you will measure how much you have developed. Also mention how you will carry out the review.

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[Viva Voce : 10 Marks]

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Set — II

1. (a) Prime Minister Koushal Vikas Yojana (PMKVY) is a skill development initiative taken by Govt. of India where various vocational and job-oriented trainings are provided free-of-cost and at the completion of the course a token financial incentives are given too. Supposed that you are a block project manager to supervise and monitor and control various training institutes under PMKVY. In the job profile you are supposed to negotiate different training centres to be linked with PMKVY. Government will provide the office

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rent and administrative overhead and Rs. 1000/- per candidate upon successful employment in jobs. As a project manager you are to take steps for awareness movements and new centre tie-up.

Prepare a power point presentation for this.

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- (b) How do you conduct a mock interview to select the best candidate in your domain ?

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[Viva Voce : 10 Marks]

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Set — III

1. (a) Supposed that you have been appointed as a Marketing / Human Resource / Finance Manager of a company of your choice and you are posted at a newly opened Branch. Imagine a company of your choice and product and services to deal with, prepare a power point presentation to show the role playing by you in the organisation showing all your duties and responsibilities and the team building / leadership activities too.

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(b) How would you coach your subordinates for better performance in his domain ?

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[Viva Voce : 10 Marks]
