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SEAT No. \_\_\_\_\_

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SARDAR PATEL UNIVERSITY

BBA (Gen) VI Semester Examination

Monday, 26<sup>th</sup> March, 2018

Business Etiquettes & Presentation Skills II UM06FBBA01

10:00 am to 12:00 noon

Marks: 60

Que. 1 Examine in detail the Non Verbal aspects of effective Presentation.

(15)

Or

Que. 1 a). Write a note on Coping with Presentation fears.

(08)

b). Electronic Presentation

(07)

Que. 2 Discuss in detail how to develop intercultural awareness and patterns of cultural differences.

(15)

Or

Que. 2 a). Write a note on Need and Importance of Intercultural Business Communication.

(08)

b). Explain factors of cross cultural relationship.

(07)

Que. 3 Examine in detail the Etiquettes in Written Communication.

(15)

Or

Que. 3 Write notes on the following:

(15)

a). Preparation for an Interview

b). Non Verbal Aspects of Interview

Que. 4 What is Negotiation? Explain in detail Different Stages in Negotiation Process.

(15)

Or

Que. 4 Mention in detail Strategies of Negotiation Process.

(15)

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