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SEAT No. _____

No. of Printed Pages : 1

SC

SARDAR PATEL UNIVERSITY
BBA ISM VI Semester Examination
Monday, 25th March, 2019
10:00AM to 12:00PM

UM06FBBS02 Business Etiquettes and Presentation Skills II

Total Marks: 60

Note: Figures to the right indicates full marks:

- Q.1 Write a detail note on Multimedia Presentation. 15
- OR
- Q.1 A) Write a short note on using Visual Aids for Presentation. 08
- B) Examine in detail how to cope up with Presentation fears. 07
- Q.2 Examine the need of intercultural Business Communication and tips for developing intercultural awareness. 15
- OR
- Q.2 A) Write a note on essential patterns of cultural differences. 08
- B) Mention in detail the factors of Cross Cultural Relationship. 07
- Q.3 Explain how to prepare for an effective Interview and types of interview questions. 15
- OR
- Q.3 A) Discuss the non-verbal aspects of Interview. 08
- B) Write a note on the important factors of success in interview. 07
- Q.4 Elaborate the concept and explain the Initial, During and Reaching Strategies of Negotiation Skill. 15
- OR
- Q.4 Write in detail the Stages in the Negotiation Process. 15

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