

[This question paper contains 2 printed pages.]

Your Roll No.....

Sr. No. of Question Paper : 3889

J

Unique Paper Code : 2036000005/2036001005

Name of the Paper : SEC: Personality Development
and Communication (Regular)

Name of the Course : **Common Prog. Group : Skill
Enhancement Course**

Semester : II / IV / VI

Duration : 1 Hour

Maximum Marks : 30

Instructions for Candidates

1. Write your Roll No. on the top immediately on receipt of this question paper.
2. Candidates have to answer **ANY THREE** questions.
3. **All** questions carry equal marks (**10** marks).

1. Comment on the differences between psychological barriers and physiological barriers.

P.T.O.

2. What are the different types of electronic communication? Discuss its importance with adequate examples.
3. What are the various strategies of selling goods to peers, superiors, team mates and subordinates? Explain with examples.
4. Explain how social conventions, values, and perceptions affect communication.
5. You were the student coordinator for a day trip around Delhi organized by your department. Write a report for the college magazine about what all you saw and the monuments you visited on your trip.
6. Draft a letter to the customer care of your bank informing them that your debit card has been hacked and requesting them to send a new replacement card.