

(8 & A-5) Seat No.: \_\_\_\_\_

No. of Printed Pages : 1

SARDAR PATEL UNIVERSITY  
BBA GEN SEMESETER VI  
Business Etiquettes and Presentation Skills II UM06FBBA01  
Monday, 27<sup>th</sup> March 2017  
10:00am to 12:00 noon

Marks: 60

Que. 1 Explain and discuss the use of Audio Visual Aids for an effective presentation with appropriate illustrations. (15)

Or

Que. 1 Write short notes on: (15)  
1). Overcoming Presentation Fears  
2). Nonverbal aspects of a Presentation

Que. 2 Discuss in detail need and importance of Intercultural Business Communication and elaborate how Intercultural awareness can be developed. (15)

Or

Que. 2 Write short notes on: (15)  
1). Factors responsible for Cross Cultural Relationship  
2). Various Patterns of Cultural Differences

Que. 3 Write a detailed on the essential etiquettes in the Written Communication. (15)

Or

Que. 3 Write short notes on: (15)  
1). Factor for success in Interview  
2). Types of Interview Questions

Que. 4 Define Negotiation and discuss in detail various stages for a successful Negotiation. (15)

Or

Que. 4 Explain in detail various result oriented strategies for each stage of Negotiation. (15)

— X —  
(1)