# VTU MODEL QUESTION PAPER - CBCS SCHEME

USN: 20MBA16

First Semester MBA Degree Examination,...../......2021 Managerial Communication

Time: 3 hrs. Marks: 100 Max.

### Note: 1. Answer Any Four Questions from Q.No.1 to Q.No. 7.

#### 2. Question No. 8 is Compulsory.

a. Define communication.	(0.3Marks)
<ul> <li>Explain the various negotiation strategies.</li> </ul>	(07Marks)
<ul> <li>c. Discuss the 3X3 writing process of business communication.</li> </ul>	(10Marks)
2. a. What is interview?	(03Marks)
<ul> <li>Explain the factors effecting media choices.</li> </ul>	(07Marks)
c. "Nonverbal communication speaks louder than words". Comment.	(10Marks)
3. a. What is online presentation?	(03Marks)
<ul> <li>b. "Pen is mightier than sword". Explain the statement, elaborating the stren</li> </ul>	gths of 007 Marks
written communication.	A contract of the contract of
c. Discuss in detail the process of communication.	(10Mlarks)
4, a. What is conflict?	(003Mlantks)
<ul> <li>Describe the different types of visual used for business presentation.</li> </ul>	(07Marks)
<ul> <li>Write a complaint letter to the sales manager of M/S Ramoji Electronics I from M/S Suresh Electronics. Arra about received damaged electronic</li> </ul>	
tion and determined ages made received damaged excitation	(10Marks)
5. a. What is listening?	00 3 Minerkey)
b. Hisborate on the barriers in effective communication.	(7Maries)
1. Chieve de la constant de co	1,7,74,000 54,007
c. Write a job application letter to the Personnel Manager, Jai Jawan Compressionse to an advertisement in Bhuvan' daily newspaper for the post	
Officer	(10Marks)
6. a. What is a case?	(033/fairles)
<ul> <li>Explain the different formal communication channels in an organization.</li> </ul>	(7Marks)
<ul> <li>c. Your college wishes to setup a new computer lab &amp; needs to buy 50 comp a letter of enquiry to Saraswathi Computers enquiring price &amp; other deta</li> </ul>	
	(10Marks)
7. a. What is interview?	(03Marks)
b. Discuss the types of reports.	(07Marks)
c. Elaborate on the 10 steps in pitching.	(10Marks)
at removement our rate to market an handrings.	A CONTRACTOR OF THE PARTY

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**Raouf Ahmad Rather** 

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