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| **C:\Users\ADMIN\Desktop\j.png** | **JAIPURIA INSTITUE OF MANAGEMENT, INDORE**Post Graduate Diploma in Management |
| **Course Title: Public Speaking & Persuasion, (Course Code: 40602)****ET Special Improvement Examination, Term - II Batch 2022-24 (March, 2023)**  |
|  **Time Duration : 2 Hours Total Marks: 40** |

***General Instructions*:**

1. *Answer the questions as directed. The break-up of the marks is given wherever necessary.*
2. *Marks against each question is indicated to its right.*
3. *Answer all the questions of a ‘Section/Question’ at one place in continuation.*
4. *Answers should be brief and to the point.*
5. *Do not write on the question paper except your roll number.*

**SECTION - A**

**Q1.** An Edtech company was interviewing two finalists for a senior role. One of the interviewers was assigned to ask the following: “Tell me about one or two people who have become more successful as a result of your coaching.”

The first candidate gave this general response: “I coach all of my direct subordinates. As a result, I promoted three people last year.”

The interviewer expressed frustration with the response and expressed their desire to move onto the next question but tried again by asking: “This is helpful general information, but we really want one or two specific examples. Can you tell us about a specific person who became more successful as a result of your coaching?”

The candidate mumbled a repetition of their original answer. They left the interview team with the impression that no one had become more successful as a result of their coaching.

Fast-forward to the second finalist, who was asked the same question on coaching success who said, “I wanted to promote one of my direct subordinates into their first managerial role. To prepare them, I enrolled them in a managerial skills program and assigned them to lead a high-profile, five-person project. Over the course of the project, we met for 30 minutes each week to talk about administrative management. I saw that they responded well to my coaching. Plus, the project came in on time and slightly under budget. As a result, I promoted them into a managerial role.”

This information gave the interview team confidence that the candidate was able to develop people, a critical performance element in the role under consideration. When they voted, they unanimously selected the second finalist.

1. Based on the caselet above identify the chief tenets of a successful interview.
2. Evaluate the comparative performance of the two interviewees and outline the yardstick for a successful interview. **(10\*2= 20 Marks)**

**Q2.** Being meticulous and organized has a direct bearing upon workplace performance whereas being negligent and disorganized has catastrophic consequences at the workplace.

Prepare a TED talk script introducing the topic of interrelationship between being organized and productivity along with 10 pointers on how the same skill can be nurtured. **(10 Marks)**

**Q3.** “If you don’t know what you want to achieve in your presentation your audience never will.” Based on the statement, enumerate how to structure an effective presentation which shall be impactful for the audience.  **(10 Marks)**