**MANAGING INTERPERSONAL EFFECTIVENESS**

**QUESTION BANK**

**UNIT-I**

**FIVE MARKS**

1. Describe the gaining self knowledge
2. Describe the perceiving self.
3. Describe the self effectiveness.
4. Explain the self presentation.
5. Describe the motives & strategies of self presentation.
6. Explain the impression management.
7. Describe the self monitoring

**TEN MARKS**

1. Discuss about the gaining self knowledge.
2. Explain about the self presentation motives and strategies.
3. Discuss about the impression management
4. Narrate the self monitoring

**UNIT-II**

**FIVE MARKS**

1. What is the importance for communication and language? Give the justification.
2. Describe about the Non-Verbal communication.
3. Explain about the proxemics.
4. How the paralanguage does influence the communication?
5. Explain about the non verbal leakage.
6. Describe about the kinesics.
7. Write the notes for detection.
8. What is deception? Explain it.

**TEN MARKS**

1. Narrate “Communication & language”
2. Elucidate the non verbal communication & non verbal leakage.
3. Write the short notes on

* Proxemics
* Paralanguage

1. Write the short notes on

* Deception
* Detection

1. Write short notes on

* Non verbal leakage
* Kinesics

**UNIT-III**

**FIVE MARKS**

1. Define attitude. Explain the changing attitudes.
2. Write the importance of attitude.
3. Describe the nature of attitude
4. Describe the changing attitudes
5. How can we understand theoretical perspectives in attitudes?
6. Describe the changing attitudes through persuasion.
7. Explain the avoiding measurement pitfalls
8. Define reducing consistency. Explain it.

**TEN MARKS**

1. Discuss how the attitudes influence the human to the work place.
2. Explain about the changing attitudes through persuasion.
3. What is conditions promoting & reducing consistency. Explain.
4. Write the short notes on
   * + - Persuasion
       - Reducing consistency

**UNIT-IV**

**FIVE MARKS**

1. Explain territory
2. Explain crowding
3. Explain environmental quality
4. Describe social behavior
5. Meaning of surrounding

**TEN MARKS**

1. Discuss about the environment quality
2. Elucidate “ Social Behaviour”
3. Write the short notes on

* Crowding
* Impact of surrounding

**UNIT-V**

**FIVE MARKS**

1. Describe the Working and well being
2. Explain the Advertising
3. Explain the consumer Behaviour
4. Define public health
5. Define aging and life quality
6. Define psychology
7. Describe about the social psychology
8. What are the ways to improve quality of work life?

**TEN MARKS**

1. Discuss about the using social psychology to improve quality of work life
2. Discuss about the working woman and the stress on working women
3. Elucidate “Advertising & consumer behavior”
4. Write the short notes on
   * + Public health

Social psychology

**POSSIBLE QUESTIONS FOR TESTING THE KNOWLEDGE AND UNDERSTANDING**

**UNIT-I**

* Define self
* Define perceiving self
* Define knowledge
* Define self knowledge
* Discuss about the gaining self knowledge
* To understand the self effectiveness
* Self presentation ways
* Ways to know the self presentation in effective manner as HR
* Explain the self presentation motives & strategies
* Define impression management
* Define self monitoring
* Describe the ways to identify to monitor self

**UNIT-II**

* Define communication
* Define language
* Understand the communication & language
* Define non verbal communication
* Describe the importance of communication, language & non verbal communication
* Define proxemics
* To understand the paralanguage
* Explain about the kinesics
* Describe the deception
* Discuss about the detection
* Discuss about the non verbal leakage

**UNIT-III**

* Define attitude
* To understand the importance of attitude
* Describe the nature of attitude
* Describe the changing attitudes
* To understand theoretical perspectives in attitudes
* Define persuasion
* Explain the attitudes through persuasion
* Explain the avoiding measurement pitfalls
* Define consistency
* Discuss about the conditions promoting & reducing consistency

**UNIT-IV**

* Explain territory
* Explain crowding
* Explain environmental quality
* Describe social behavior
* Meaning of surrounding
* Discuss the impact of our surroundings

**UNIT-V**

* Define quality of Work Life
* Describe the Working and well being
* Describe stress
* Discuss about the working woman and the stress on working women
* Explain the Advertising
* Explain the consumer Behaviour
* Define public health
* Define aging and life quality
* Define psychology
* Discuss about the using social psychology to improve quality of work life