

**K. J. SOMAIYA INSTITUTE OF MANAGEMENT STUDIES AND RESEARCH**

**Program: PG/ MMS (M/F/H/O) (Batch 2017-2019)**

**Subject: Leadership Lab**  
**(End Semester examination)**

**Maximum Marks: 25**

**Duration: 2 hours**

**18/09/18**

**Date:**

**Answer any one from Question 1 and 2. It carries 10 marks. Answer any three questions from questions 3- 8, each question being of the value of 5 marks.**

1. Visualize a situation where an external agency has solicited a bribe that you can afford) to give clearance for an urgent license. When you reported this to your manager, he told you to comply. Using Kelley's two dimensions of followership, what would you your choices of response?
2. Based on your DISC score, or your EI score, what area would you find critical for you to develop? How would you use the GROW model or Malcolm Goldsmith's structure to make improvements?
3. Describe the seven seismic shifts that Michel Watkins suggests in his article 'How managers become leaders'.
4. In Managing your boss, Gabarro and Kotter suggestes some conditions necessary to achieve mutual dependence between the boss and the subordinate. Can you clarify the conditions with examples?
5. Explain the importance of the level four in Maxwell's video on leadership. Explain with your own experience the impact of momentum in managing change.
6. In Leadership and Vision Video, what are the steps suggested by Jimmy Porras for becoming a built to last leader?
7. I you had to indicate one key differential between the manager and the leader as in Zaleznick's article, what would it be and why? Please narrate one situation in which the manager ideally should get into the act, and another situation warranting the leader to take over.
8. In Managing oneself Peter Drucker suggests ways to learn. Illustrate with your own example what could be the alternate ways people learn as suggested in the article.