

MGT 723 Final Term 2013 paper by Ambreen Gul

Q.1 A FOUNDER OF A SMALL organization ,explained to the potential customer that how his product would help him in increasing the productivity of his organization ,using facts and figures from prior customers.which political tactic is the founder using in this situation?

Q.2 LEADERSHIP ROLE IS VERY IMPORTANT for effective teamwork,but self-managed team usually have no leader.How is it possible for a team to work effectively without proper leadership ?Discuss

With respect to self managedteam?

Q.3 Main Muhammad Mansha is a prominent Pakistan industrialist and entrepreneur who is one of the richest men in Pakistan .According to forboes listing ,he is the 937th richest person in the world.He is the chairman and CEO of the Nishat group ,MCB,Adamjee insurance and Nishat Chiniot power .Maian Muhammad Mansha is on the board of 45 companies in Pakistan and is one of the most powerful and influential persons in the country.DO U Think a powerful leader like Main Manasha would have to negotiate anything at workplace?

Q.4 In leadership literature Strategic leadership ?Why is it so? Do u think that both aresame or not ?Give logical reasoning to support ur answer?

Q.5 Few people argue that creativity flourish under the leadership of democratic leader as compared to Autocratic leader.Do u agree with this statement or not?Give logical reasoning to support ur answer?

Q.6 Coercive power is an important source of power but still it is not recommended for leader to use frequently .Why? Give reasoning to ur answer?

Q.7 In a training workshop on communication the trainer said ,”the soloution to the problem of communication simply for leader and manager is to be more open ,honest,and timely although leadership communication is different from management communication “.Give ur opinion on following point with logical reasoning.

1)is being open, honest and timely enough for the soloution of communication problems for a leader?

2)how is leadership communication different from management communication?

Q.8 What is the role of decision making techniques tools (Delphi, Nominal) in making effective techniques. How teams should use them for maximum affect.

Q9. Mentoring is effective method for training or not? Give reasons

Q. 10.

a) Can lower level manager think strategically? Why or why not?

b) Can leader help middle and lower level employees to think strategically? Give reasons.

Q11.Role of leader in team building? How Muhammad Ali Jinnah used this for creation of Pakistan.

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