

191215 (M) Lib.

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**B.E. (Bio-Technology), First Semester
HSS-101: Ethics and Self Awareness
(Common with CSE, Civil and IT)**

Time allowed: 3 Hours

Max. Marks: 50

NOTE: Attempt five questions in all, including Question No. 1 which is compulsory and selecting two questions from each Unit.

x-x-x

- I. Explain the following:-
- a) Need of business ethics
 - b) Self-efficacy
 - c) Concept of self-development.
 - d) Personal dilemmas in business organizations
 - e) role of values in ethical business organizations
 - f) One of the newest salespeople in your division is a real goof-off, never showing up for work on time, distracting other people with his antics and so on. You complain about him to your boss, who tells you the kid is the son of the company president. Your boss instructs you not only to leave the new guy alone but also to make his sales numbers look good by throwing him some no-brainer accounts. What do you do?
 - g) Factors influencing ethics
 - h) Ethical issues in business
 - i) Self-confidence
 - j) Norms and ethics

(10x1)

UNIT - I

- II. What is meant by ethics? Explain approaches to ethics. Discuss broader ethical issues prevailing in society? (10)
- III. Explain the Psycho-Social Theories of Moral Development with respect to a person working in a company that is heading for acquisition by a major brand in the industry? (10)
- IV. a) Explain the role of ethics in business activities.
b) How social media is acting as a major issue in business ethics? Explain giving suitable examples. (2x5)

P.T.O.

(2)

UNIT - II

- V. a) Briefly define transactional analysis (TA). Give two examples to illustrate how TA can be used to make life changes.
- b) Give a definition of an ego-state. Describe each ego state and explain four ways to diagnose an ego-state. (2x5)
- VI. What is meant by Emotional Intelligence (EI)? What are the components of EI? (10)
- VII. "If I perceive you not being honest with me even though you have been honest with me from your own perspective, I won't trust you". Comment and explain Joharr Window in the context. (10)

x-x-x