Enrollment No: _____ Exam Seat No:_____

C.U.SHAH UNIVERSITY

Winter Examination-2018

Subject Name: Professional Etiquettes-I

Subject Code: 4SC05PET1 **Branch: B.Sc. (All)**

Semester: 5 **Date: 26/11/2018** **Time: 10:30 To 01:30** **Marks : 70**

Instructions:

(1) Use of Programmable calculator & any other electronic instrument is prohibited.
(2) Instructions written on main answer book are strictly to be obeyed.
(3) Draw neat diagrams and figures (if necessary) at right places.
(4) Assume suitable data if needed.

Q-1 **Attempt the following questions:** **(14)**

a) How old is Biff in the "present" of *Death of a Salesman*?
b) In what year was Arthur Miller born?
c) On the sales trip that immediately precedes the beginning of the play, which city did Willy reach before turning back?
d) Towards the end of the play, what does Happy find Willy doing in the middle of the night?
e) What are the names of the women that Stanley and Happy ogle at Frank's Chop House?
f) What did Willy gifted his mistress to thank Willy for giving her?
g) What does Biff allow Bernard to carry to the Ebbets Field game?
h) What is Happy's job title?
i) What was Biff doing in the West before the play begins?
j) When Willy Loman returns home from his failed business trip, what instrument is playing?
k) Where did Ben end up when he went looking for his father?
l) Where does Biff find Willy with The Woman?
m) Where does Happy work?
n) Where does Willy's brother, Ben, invite Willy to go with him?

Attempt any four questions from Q-2 to Q-8

Q-2 **Write the character sketch of Willy Loman in detail** **(14)**

Q-3 **Attempt all questions** **(14)**

A Write a cover letter for post of Lab Assistant in ABC Laboratory Pvt. Ltd. Ankleswar
B Attach a resume for the above post.

Q-4		**Attempt all questions**	**(14)**
	A	Write at least seven importance of interview.	
	B	What is meeting? What are the major characteristics of meeting?	
Q-5		**Attempt all questions**	**(14)**
	A	Explain at least seven etiquettes in meeting.	
	B	Elaborate six qualities of an inspiring speaker	
Q-6		**Attempt all questions**	**(14)**
	A	Explain six kinds of interviews in detail.	
	B	Write a resignation letter from the post of Assistant Professor to the principal of your college.	
Q-7		**Attempt all questions**	**(14)**
	A	Write seven Failure factors of a candidate in interview. Explain them in detail.	
	B	Compare and contrast between presentation and public speaking	
Q-8		**Attempt all questions**	**(14)**
	A	What is group discussion? Write the characteristics of successful group discussion with explanation.	
	B	Write in detail about difference between curriculum vitae and resume	