| 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?
- 1) 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) |
|------------|--------------|---|------|
| | \mathbf{A} | Write at least seven importance of interview. | |
| | В | What is meeting? What are the major characteristics of meeting? | |
| Q-5 | | Attempt all questions | (14) |
| | \mathbf{A} | Explain at least seven etiquettes in meeting. | |
| | В | Elaborate six qualities of an inspiring speaker | |
| Q-6 | | Attempt all questions | (14) |
| | A | Explain six kinds of interviews in detail. | |
|] | В | Write a resignation letter from the post of Assistant Professor to the principal of your college. | |
| Q-7 | | Attempt all questions | (14) |
| _ | \mathbf{A} | Write seven Failure factors of a candidate in interview. Explain them in detail. | |
| | В | 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 | |
| | D | discussion with explanation. | |
| | В | Write in detail about difference between curriculum vitae and resume | |

