

Enrollment No: _____

Exam Seat No: _____

C.U.SHAH UNIVERSITY

Summer Examination-2019

Subject Name: Professional Etiquettes-I

Subject Code: 4SC05PET1

Branch: B.Sc. (All)

Semester: 5

Date: 12/03/2019

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.
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- Q-1** **Attempt the following questions from the play *Death of a Salesman* :** **(14)**
- a) How old is Happy?
 - b) What was Biff doing in the West before the play begins?
 - c) What does Biff steal from Bill Oliver's office as an adult?
 - d) Where does Biff find Willy with The Woman?
 - e) On what day of the week does Willy die?
 - f) To what kind of store does Willy ask Stanley to direct him?
 - g) Towards the end of the play, what does Happy find Willy doing in the middle of the night?
 - h) What is Happy's job title?
 - i) To whom does Willy leave an inheritance?
 - j) Finish Ben's final mantra: "The jungle is dark, but full of ____"
 - k) What discovery causes Biff to lose his faith in Willy?
 - l) What does Linda Loman equate with "freedom"?
 - m) Who gives Willy money to pay his bills?
 - n) What does Willy tell Biff will impair Charley's son, Bernard, in the long run?

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

- Q-2** **Attempt all questions** **(14)**
- A Draft a suitable resume as you apply for the post of Lab Assistant in ABC Chemicals Pvt. Ltd. Ankleswar.
 - B Write a suitable cover letter to above resume.
- Q-3** **Attempt all questions** **(14)**
- A Describe the details of technical presentation.
 - B Write your resignation letter from the post of head accountant in ABC Colour Lab, Rajkot.
- Q-4** **Attempt all questions** **(14)**
- A What are the characteristics of successful group discussion?
 - B List the importance of interview.
- Q-5** **Attempt all questions** **(14)**
- A What are the requirements before preparing a presentation?
 - B Explain the types and subtypes of group discussion:



- Q-6** **Attempt all questions** **(14)**
- A** What are the main areas of appraisal during group discussion?
- B** What are the requirements before preparing a presentation?
- Q-7** Describe the character sketch of Willy Loman from *Death of a Salesman* in full detail. **(14)**
- Q-8** What are the different Types of interview? Discuss in detail. **(14)**

