

Enrollment No: _____

Exam Seat No: _____

C. U. SHAH UNIVERSITY

Summer Examination-2022

Subject Name: Professional Etiquettes - I

Subject Code:4SC05PET1

Branch: B.Sc. (All)

Semester: 5

Date: 21/04/2022

Time: 11:00 To 02:00

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* in full sentences:** **(14)**

- 1) What does Howard show Willy in his office?
- 2) On the sales trip that immediately precedes the beginning of the play, which city did Willy reach before turning back?
- 3) What was Biff's position at Bill Oliver's store when he was a boy?
- 4) What subject did Biff fail in high school?
- 5) What is the name of the restaurant where Happy and Biff take Willy?
- 6) How old was Dave Single man when he died?
- 7) Where did Ben end up when he went looking for his father?
- 8) What does Biff steal from Bill Oliver's office as an adult?
- 9) What are the names of the women that Stanley and Happy ogle at Frank's Chop House?
- 10) To whom does Willy Loman leave an inheritance?
- 11) Towards the end of the play, what does Happy find Willy doing in the middle of the night?
- 12) Where does Willy's brother, Ben, invite Willy to go with him?
- 13) What does Happy order from Stanley at the restaurant?
- 14) What prompts Happy to vow to "beat this racket"?

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

Q-2 **What are the character traits of Biff Loman? Explain with required points.** **(14)**



- Q-3 (A)** Elaborate at least seven meeting etiquettes. **(07)**
- (B)** Explain in detail about any seven failure factors of a candidate in interview. **(07)**
- Q-4 (A)** Write a job acceptance letter as Mr. Rutul Oza for the post of PGT in your subject in Divine International School, Hyderabad. **(07)**
- (B)** Write a resignation letter as Mr. A. Ramanandan from the post of TGT in Science in Cambridge Public School, Mumbai. **(07)**
- Q-5 (A)** Express a comparison and contrast between public speaking and presentation. **(07)**
- (B)** Define group discussion. Enlist its importance. **(07)**
- Q-6 (A)** Define meeting and narrate the major characteristics of meeting. **(14)**
- (B)** Give a tentative definition of interview and write at least seven importance of it.
- Q-7** Discuss in detail the plot of the play *The Death of a Sales Man*. **(14)**
- Q-8** Discuss in detail the types of interview. **(14)**

