

SEAT NO. _____

SUPERVISOR'S SIGN : _____

**UNIVERSITY OF MUMBAI'S
GARWARE INSTITUTE OF CAREER EDUCATION & DEVELOPMENT
MASTER DEGREE COURSE IN EMOTIONAL INTELLIGENCE & HUMAN
RELATIONS
(MEI&HR)
ENTRANCE EXAMINATION**

DATE : 07-JUL-17

TIME : 11.00 AM TO 12.00 NOON

MARKS : 50

NOTE:

- DO NOT CARRY MOBILE IN THE EXAMINATION HALL.
- ALL ARE EITHER YES / NO OR MULTIPLE OPTION QUESTIONS. PLEASE CIRCLE YOUR ANSWER
- NO OVERWRITING IS ALLOWED
- EACH QUESTION CARRIES ONE MARK

Q.No.	Question	Answer
1	While talking / discussing with anybody, I pay more attention to body language of the other person than what he / she speak.	Yes / No
2	I manage to express my ideas and feelings with ease.	Yes / No
3	When I know for sure, what someone is going to say, I finish the sentence for him or her.	Yes / No
4	I have to repeat myself often because people don't understand my message the first time around. But, I have a tenacity to repeat until people understand.	Yes / No
5	I will stop a speaker in mid-sentence if I disagree with a sentence he or she has made.	Yes / No
6	I tend to say what I think, without worrying what how other person feels and perceives it.	Yes / No
7	I communicate with everybody in same way & same manner. I believe in sameness in my communication way & manner. Culture, gender, nationality does not impact or alter my communication style.	Yes / No
8	Who has won the French open title recently?	A) Rafael Nadal B) Andy Murray C) Venus Williams D) P V Sindhu
9	India's President has launched an App to raise awareness about female foeticide and sex selection. What is the name of the App ?	A) Selfie with daughter B) Save Daughter C) Beti Bachao D) Golden Girl
10	Which city will host the 2020 international Olympic games?	A) Rio De Janeiro B) Geneva C) Chile D) Tokyo

Q.No.	Question	Answer
11	Who is the current Defence Minister of India?	A) Manohar Parrikar B) Arun Jaitley C) Narendra Modi D) Amit shah
12	What is GDP?	A) Ground Domestic Product B) Grand Domestic Production C) Gross Domestic Product D) General Development Plan
13	India's rank in the world in GDP (PPP) is	A) 1 B) 2 C) 3 D) 8
14	Mumbai is the Financial, Commercial and Entertainment Capital of India ?	Yes / No
15	In Business, Profit is more important than Cash Flow.	Yes / No
16	In Business, you need to be an expert in all functions and have to know more than your employees.	Yes / No
17	Profit and Loss statement tell you how much you owe and how much you own. It is also called a Cash Flow statement.	Yes / No
18	A decrease in inventory investment by a business reduces the amount of cash available.	Yes / No
19	Just in time or quick ship inventory stocking schemes help businesses conserve cash.	Yes / No
20	VUCA menus	A) Very Urgent Case Application B) Volatile, Uncertain, Complex and Ambiguous C) Variable Unknown Critical and Alert D) VUinerable CAsE
21	What is the one thing that is hardest to copy from other company ?	A) A company's Strategy B) A company's Product C) A company's Culture D) A company's Structure.
22	Marketing stimuli consist of 4 Ps. Which is not one of these Ps?	A) Product B) Price C) Political D) Place

Q.No.	Question	Answer
23	Maslow has a list of human need from the most pressing to the least pressing. They include all the following except:	A) Physiological needs B) Safety Needs C) Need Recognition D) Self- Actualization
24	Customer do not pay for the Product. Customer pays for the Benefit.	Yes / No
25	Marketing is the most important function in any industry.	Yes / No
26	Sales is same as Marketing.	Yes / No
27	All Sales transactions completes when product or service is exchanged with money.	Yes / No
28	It is not a fact that good human relations will bring you success but it is a fact that success will bring people closer to you resulting into better human relations.	Yes / No
29	Leadership is majorly about Command, Control & give Directions.	Yes / No
30	Entrepreneur is basically an Administrator.	Yes / No
31	Entrepreneur basically discovers & explores opportunities & accepts risks.	Yes / No
32	An employee can not & should not think like an entrepreneur.	Yes / No
33	One should only choose education & career path,that can generate maximum possible income.	Yes / No
34	Corporate life is about becoming an independent achiever & setting an example for others about how to get success by individual efforts.	Yes / No

Q.No.	Question	Answer
35	A talkative & extrovert person is best suited to be a good marketing person. Introvert person should choose other profession.	Yes / No
36	You can be more successful in your career if you choose career of your interest & which is aligned to your own strengths rather than going after popular & high income career paths.	Yes / No
37	Emotional Intelligence is majorly about controlling our emotions, especially, negative and unhealthy emotions.	Yes / No
38	We should 100% believe on what we see from our own eyes.	Yes / No
39	Your 'Present' is directly dependent on your 'Past' & hence, you 'Future' is indirectly dependent on your 'Past'.	Yes / No
40	Success means always moving ahead, conquering new heights, high speed growth & always winning.	Yes / No
41	Your parents, teachers, friends & society is responsible for where you are now & your progress is dependent on them.	Yes / No
42	Your thought process & personality gets fixed by age of 5 yrs & afterwards, significant change is not possible.	Yes / No
43	Acquiring more & more knowledge has to be our priority. One day, we will get opportunity to apply it. Application of knowledge has less priority than Acquisition of knowledge.	Yes / No
44	We should always observe & judge other people's behavior & then guide them for their mistakes from our knowledgeable point of view.	Yes / No
45	Decision making is all about knowing various tools & formula's of decision making.	Yes / No
46	What we have is not important in life. What we desire & what we want to achieve is always more important.	Yes / No
47	You can enjoy when you achieve your goals. Achieving your goals in life is paramount for enjoying your life.	Yes / No
48	Collaboration is only necessary when you cannot do it alone.	Yes / No
49	You can not accept other person with his/her weaknesses & faults. You need to accept positives & reject the negatives in a relationship with any person.	Yes / No
50	Your own beliefs and traditions are the most important in the world, as you have faith in them. You need not understand and accept the beliefs and traditions which are different than yours.	Yes / No

SEAT NO. _____

SUPERVISOR'S SIGN : _____

**UNIVERSITY OF MUMBAI'S
GARWARE INSTITUTE OF CAREER EDUCATION & DEVELOPMENT
MASTER DEGREE COURSE IN EMOTIONAL INTELLIGENCE & HUMAN
RELATIONS (MEI&HR)
MASTER DEGREE COURSE IN EMOTIONAL INTELLIGENCE & LIFE
COACHING (MEI&LC)
ENTRANCE EXAMINATION
SECOND ROUND**

DATE : 24-JUL-17**TIME : 11.00 AM TO 12.00 NOON****MARKS : 50****NOTE:**

- DO NOT CARRY MOBILE IN THE EXAMINATION HALL.
- ALL ARE EITHER YES / NO OR MULTIPLE OPTION QUESTIONS. PLEASE CIRCLE YOUR ANSWER
- NO OVERWRITING IS ALLOWED
- EACH QUESTION CARRIES **ONE** MARK

Q.No.	Question	Answer
1	I believe that, during Communication, what you say (that is, your words), play more important role than your tone & body language.	Yes / No
2	I generally do not express my feelings & ideas to others. During my interactions with others, I generally focus on data & known facts.	Yes / No
3	When I know for sure, what someone is going to say, I finish the sentence for him or her.	Yes / No
4	I have to repeat myself often because people don't understand my message the first time around. But, I have a tenacity to repeat what I want to say, until people understand.	Yes / No
5	I will stop a speaker in mid-sentence if I disagree with a sentence he or she has made.	Yes / No
6	I tend to say what I think, without worrying about how other person feels and perceives it.	Yes / No
7	I communicate with everybody in same way & same manner. I believe in sameness in my communication way & manner. Culture, gender, nationality does not impact or alter my communication style.	Yes / No
8	Who has won the Wimbledon title recently?	A) Rafael Nadal B) Andy Murray C) Venus Williams D) Roger Federer
9	Who has been elected as 14th President Elect of the Republic of India ?	A) Pranab Mukherjee B) Gopalkrishna Gandhi C) Ram Nath Kovind D) Meira Kumar
10	Which city will host the 2020 international Olympic games?	A) Rio De Janeiro B) Geneva C) Chile D) Tokyo

Q.No.	Question	Answer
11	Who is the current Defence Minister of India?	A) Manohar Parrikar B) Arun Jaitley C) Narendra Modi D) Amit shah
12	What is GDP?	A) Grand Domestic Product B) Grand Domestic Production C) Gross Domestic Product D) General Development Plan
13	India's rank in the world in GDP (PPP) is	A) 1 B) 2 C) 3 D) 8
14	First Railway Train Station was built in India (and first train ran) in Kolkata (earlier known as Culcutta) ?	Yes / No
15	In Business, Profit is more important than Cash Flow.	Yes / No
16	In Business, you need to be an expert in all functions and have to know more than your employees.	Yes / No
17	Profit and Loss statement tell you how much you owe and how much you own. It is also called a Cash Flow statement.	Yes / No
18	A decrease in inventory investment by a business reduces the amount of cash available.	Yes / No
19	Just in time or quick ship inventory stocking schemes help businesses conserve cash.	Yes / No
20	VUCA menus	A) Very Urgent Case Application B) Volatile, Uncertain, Complex and Ambiguous C) Variable Unknown Critical and Alert D) VUinerable CAsE
21	What is the one thing that is hardest to copy from other company ?	A) A company's Strategy B) A company's Product C) A company's Culture D) A company's Structure.
22	Marketing stimuli consist of 4 Ps. Which is not one of these Ps?	A) Product B) Price C) Packaging D) Place

Q.No.	Question	Answer
23	Maslow has a list of human need from the most pressing to the least pressing. They include all the following except:	A) Physiological needs B) Safety Needs C) Need Recognition D) Self- Actualization
24	Customer do not pay for the Product. Customer pays for the Benefit.	Yes / No
25	Marketing is the most important function in any industry.	Yes / No
26	In Industry, it is only the Human Resources (HR) function, which deals with People. Other functions deal with other aspects (like, Production / Operations deals with Machines & Assembly).	Yes / No
27	All Sales transactions completes when product or service is exchanged with money.	Yes / No
28	It is not a fact that good human relations will bring you success but it is a fact that success will bring people closer to you resulting into better human relations.	Yes / No
29	Leadership is majorly about Command, Control & give Directions.	Yes / No
30	Entrepreneur is basically an Administrator.	Yes / No
31	You can't become an Entrepreneur if you do not take risks.	Yes / No
32	An employee can not & should not think like an entrepreneur.	Yes / No
33	One should only choose education & career path,that commensurate with his / her strengths & interest.	Yes / No
34	Corporate life is about becoming an independent achiever & setting an example for others about how to get success by individual efforts.	Yes / No

Q.No.	Question	Answer
35	A talkative & extrovert person is best suited to be a good marketing person. Introvert person should choose other profession.	Yes / No
36	Career success depends more on your IQ (Intelligence Quotient) than your EQ (Emotional Quotient).	Yes / No
37	Emotional Intelligence is majorly about controlling our emotions, especially, negative and unhealthy emotions.	Yes / No
38	We should 100% believe on what we see from our own eyes.	Yes / No
39	Empathy means feelings of pity and sorrow for someone else's misfortune.	Yes / No
40	Success means always moving ahead, conquering new heights, high speed growth & always winning.	Yes / No
41	Your parents, teachers, friends & society is responsible for where you are now & your progress is dependent on them.	Yes / No
42	Your thought process & personality gets fixed by age of 5 yrs & afterwards, significant change is not possible.	Yes / No
43	Acquiring more & more knowledge has to be our priority. One day, we will get opportunity to apply it. Application of knowledge has less priority than Acquisition of knowledge.	Yes / No
44	We should always observe & judge other people's behavior & then guide them for their mistakes from our knowledgeable point of view.	Yes / No
45	Decision making is all about knowing various right tools & techniques of decision making.	Yes / No
46	What we have is not important in life. What we desire & what we want to achieve is always more important.	Yes / No
47	You can enjoy when you achieve your goals. Achieving your goals in life is paramount for enjoying your life.	Yes / No
48	Collaboration is necessary only when you cannot do it alone.	Yes / No
49	You can not accept other person with his/her weaknesses & faults. You need to accept positives & reject the negatives in a relationship with any person.	Yes / No
50	Your own beliefs and traditions are the most important in the world, as you have faith in them. You need not understand and accept the beliefs and traditions which are different than yours.	Yes / No

SEAT NO. _____

SUPERVISOR'S SIGN : _____

**UNIVERSITY OF MUMBAI'S
GARWARE INSTITUTE OF CAREER EDUCATION & DEVELOPMENT
MASTER DEGREE COURSE IN EMOTIONAL INTELLIGENCE & HUMAN
RELATIONS (MEI&HR)
MASTER DEGREE COURSE IN EMOTIONAL INTELLIGENCE & LIFE
COACHING (MEI&LC)
ENTRANCE EXAMINATION
THIRD ROUND**

DATE : 19-AUG-17

TIME : 3.45 PM TO 4.30 PM

MARKS : 50

NOTE:

- DO NOT CARRY MOBILE IN THE EXAMINATION HALL.
- ALL ARE EITHER YES / NO OR MULTIPLE OPTION QUESTIONS. PLEASE CIRCLE YOUR ANSWER
- NO OVERWRITING IS ALLOWED
- EACH QUESTION CARRIES **ONE** MARK

1. I understand that, during Communication, what you say (that is, your words), play more important role than your tone & body language.
Yes / No
2. I generally do not express my feelings & ideas to others. During my interactions with others, I generally focus on data & known facts.
Yes / No
3. When I know for sure, what someone is going to say, I finish the sentence for him or her. Yes / No
4. I have to repeat myself often because people don't understand my message the first time around. But, I have a tenacity to repeat what I want to say, until people understand. Yes / No
5. I will stop a speaker in mid-sentence if I disagree with a sentence he or she has made. Yes / No
6. I tend to say what I think, without worrying what how other person feels and perceives it. Yes / No
7. I communicate with everybody in same way & same manner. I believe in sameness in my communication way & manner. Culture, gender, nationality does not impact or alter my communication style. Yes / No
8. Who has won the Wimbledon title recently?
A) Rafael Nadal B) Andy Murray C) Venus Williams D) Roger Federer
9. Who has been elected (in August 2017) as 13th Vice President of India ?
A) Venkaiah Naidu B) Hamid Ansari C) Ram Nath Kovind D) Gopal Krishna Gandhi

10. Which city will host the 2020 international Olympic games?
A) Rio De Janeiro B) Geneva C) Chile D) Tokyo.
11. Who is the current Defense Minister of India?
A) Manohar Parrikar B) Arun Jaitley C) Narendra Modi D) Amit Shah
12. What is GNP?
A) Grand National Production B) Gross Net Production
C) Gross National Product D) General National Plan
13. India's rank in the world in GDP (PPP) is
A) 1 B) 2 C) 3 D) 8
14. The Railway Train Station was built in India (and first train ran) in Kolkata (earlier known as Calcutta) ? Yes / No
15. In Business, Profit is more important than Cash Flow. Yes / No
16. In Business, you need to be an expert in all functions and have to know more than your employees. Yes / No
17. Profit and Loss statement tell you how much you owe and how much you own. It is also called a Cash Flow statement. Yes or No.
18. A decrease in inventory investment by a business reduces the amount of cash available. Yes / No
19. Just in time or quick ship inventory stocking schemes help businesses conserve cash. Yes / No
20. VUCA means
A) Very Urgent Case Application
B) Volatile, Uncertain, Complex and Ambiguous
C) Variable Unknown Critical and Alert
D) Vulnerable Case
21. What is the one thing that is hardest to copy from other company ?
A) Company's Strategy B) Company's Product or Service
C) Company's Culture D) Company's Organization Structure.
22. Marketing stimuli consist of 4 Ps. Which is not one of these Ps?
A) Product B) Price C) Packaging D) Place.

23. Maslow has a list of human need from the most pressing to the least pressing. They include all the following except:
- A) Physiological needs
 - B) Safety Needs
 - C) Need Recognition
 - D) Self- Actualization
24. Customer do not pay for the Product or Service. Customer pays for the Benefit. Yes / No
25. Marketing is the most important function in any industry. Yes / No
26. In Industry, it is only the Human Recourses (HR) function, which deals with People. Other functions deal with other aspects (like, Production / Operations deals with Machines & Assembly Processes) Yes / No
27. All Sales transactions completes when product or service is exchanged with money. Yes / No
28. It is not a fact that good human relations will bring you success but it is a fact that success will bring people closer to you resulting into better human relations. Yes / No
29. Leadership is majorly about Command, Control & give Directions. Yes / No
30. Entrepreneur is basically an Administrator. Yes / No
31. You can't become an Entrepreneur if you do not take risks. Yes / No
32. An Employee should not think like an Entrepreneur. Yes / No
33. Your life's success depends more on your IQ (Intelligence Quotient) your EQ (Emotional Quotient). Yes / No
34. Corporate life is about becoming an independent achiever & setting an example for others about how to get success by individual efforts. Yes / No
35. A talkative & extrovert person is best suited to be a good marketing person. Introvert person should choose other profession. Yes / No
36. Corporate Career & Business Success depends more on your IQ (Intelligence Quotient) your EQ (Emotional Quotient). Yes / No

37. Emotional Intelligence is majorly about controlling our emotions, especially, negative and unhealthy emotions. Yes / No
38. We should 100% believe on what we see from our own eyes. Yes / No
39. Empathy means feelings of pity and sorrow for someone else's misfortune. Yes / No
40. Success means always moving ahead, conquering new heights, high speed growth & always winning. Yes / No
41. Your parents, teachers, friends & society is responsible for where you are now & your progress is dependent on them. Yes / No
42. Your thought process & personality gets fixed by age of up to 10 yrs & afterwards, significant change is not possible. Yes / No
43. Acquiring more & more knowledge has to be our priority. One day, we will get opportunity to apply it. Application of knowledge has less priority than Acquisition of knowledge. Yes / No
44. We should always observe & judge other people's behavior & then guide them for their mistakes from our knowledgeable point of view. Yes / No
45. Decision making is all about knowing various tools & techniques of decision making. Yes / No
46. What we have is not important in life. What we desire & what we want to achieve is always more important. Yes / No
47. You can enjoy when you achieve your goals. Achieving your goals in life is paramount for enjoying your life. Yes / No
48. Collaboration is necessary only when you cannot do it alone. Yes / No
49. You can not accept other person with his/her weaknesses & faults. You need to accept positives & reject the negatives in a relationship with any person. Yes / No
50. Your own benefits and traditions are the most important in the world, as you have faith in them. You need not understand and accept the beliefs and traditions which are different than yours. Yes / No

* * * *