

**EXECUTIVE MBA (EXMBA)**

**Term-End Examination**

**December, 2012**

**MCTE-052 : LEADERSHIP, INFLUENCE AND  
POWER**

*Time : 3 hours*

*Maximum Marks : 100*

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*Note : Answer any five questions. All questions carry equal marks.*

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1. What is power ? Explain the political strategies that are adopted for attaining power in organizations. 20
2. Contrast power tactics with power bases. What are some of the key contingency variables that determine which tactic a powerholder is likely to use ? 20
3. Who is the most powerful person you know personally ? What is that makes the person so powerful? 20
4. Define political behaviour. How can managers prevent the consequences of political behaviour ? 20

5. What factors contribute to political activity ? 20
6. What creates dependency in organizations ? 20  
Explain with an example.
7. Bring out the ethical issues involved in power and politics. 20
8. Write short notes on :
- (a) Coalition in offices 10
  - (b) Power and Sexual harassment at the workplace. 10
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