

EXECUTIVE MBA (EXMBA)

Term-End Examination

December, 2011

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

Time : 3 hours

Maximum Marks : 100

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

1. 'Managerial Leadership is vital to the effectiveness of organisation'. Explain and discuss the functions and tasks of a leader. **20**
2. What is Referent Power ? Discuss the difference between power and authority. **20**
3. Discuss various factors influencing political behaviour in an organisation. **20**
4. What is Onion Model ? Discuss with suitable examples. **20**
5. How influence tactics are used in organisation for effective management ? **20**

6. How can political process in organisation be used for enhancing organisational effectiveness ? 20
 7. What approaches can be used to empower people and groups ? 20
 8. Which of the theories of or approaches to leadership is most appropriate for the society you live in-and why ? 20
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