

**EXECUTIVE MBA (EXMBA)**

**Term-End Examination**

**June, 2011**

**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. 'Every organisation needs strong and able leaders for its success'. Explain the statement and also distinguish between leaders and managers. **20**
  
2. What is power ? Discuss the different sources of power. **20**
  
3. Define organisational politics and discuss the various political models of organisations. **20**
  
4. Discuss various dimensions of influence which help in changing organisational behaviour, values and beliefs. **20**

5. Explain the following :- 20
- (a) Reciprocity
  - (b) Commitment and consistency
  - (c) Legitimate power
6. What are the ethical and unethical political strategies to gain power. 20
7. What are the different tools available to managers for influencing people at work place. 20
8. Discuss various degrees of empowerment and their relevance at work place. 20
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