

INDIRA UNIVERSITY, PUNE

SCHOOL OF BUSINESS- BBA

Term End Examination (2025 Pattern) April- May – 2026- Semester – II

Course Name: Leadership & Influencing skills
Course Code: 25BBA213T

Max. Marks: 25
Time: 1.30 Hrs

Instructions

- Solve all questions
- Question 1 all questions are compulsory
- Necessary Diagrams and charts can be prepared relevant to the answer

Q1.	Attempt all the questions: a. What is leadership? b. State one quality of a modern leader? c. What is change management? d. Define conflict? e. Name any one leadership style?	(5 Marks)	CO1
Q2.	Solve any 2 out of 3 Questions: Short Answer a. Explain how the evolution of leadership models has influenced modern leadership practices? b. Explain how qualities of a modern leader relate to leadership models? c. Explain resistance to change and relate it to leadership approach?	(6 Marks)	CO2
Q3.	Solve any 2 out of 3 Questions: Descriptive a. Apply any one leadership style to manage a team of inexperienced employees? b. How would you apply communication skills to improve team collaboration? c. Apply leadership strategies to manage resistance to change in a team?	(8 Marks)	CO3
Q4.	Solve any 1 out of 2 Questions: Long Answer. a. Analyze how leadership styles influence conflict resolution in an organization? b. Examine the elements of conflict and analyze how they affect dispute resolution?	(6 Marks)	CO4
