



QP CODE: 26802254



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Reg No :

Name :

MBA DEGREE REAPPEARANCE EXAMINATION MAY 2026

Fourth Semester

MASTER OF BUSINESS ADMINISTRATION

ELECTIVE - MB820408 - COUNSELING SKILLS FOR MANAGERS

2019 ADMISSION ONWARDS

65E4B651

Time: 3 Hours

Maximum Marks: 60

Part A

*Answer any **five** questions. Each question carries **2** marks.*

1. What are the characteristics of counseling?
2. What is a Counseling environment?
3. What importance is placed on client-counselor relationship?
4. Define Behavioural therapy.
5. What are the different areas of Counseling?
6. Why workplace counseling is important?
7. What is Panic Attack?

(5×2 = 10 Marks)

Part B

*Answer any **five** questions. Each question carries **6** marks.*

8. Summarize the difference between Counseling and Instruction.
9. Demonstrate the importance of listening, observing, and questioning in the counseling interview.
10. Discuss the counselor-client relationship in counseling.
Discuss the following:
 11. 1. Insight oriented Therapy
 2. Behavioural Therapy
12. Differentiate transference from counter transference.
13. Examine the cautions that need to be taken in Counseling.
14. Describe the reasons for resistance to change.

(5×6 = 30 Marks)





Part C

Answer any **two** questions. Each question carries **10** marks.

Question number 17 is compulsory .

15. Illustrate the evolution of Counseling.
16. Analyze the different behavioral techniques used by clinical-psychologist for anxiety disorders.

Compulsory Question

17. Tina is a 17-year-old high school junior who resides with her parents and 14-year-old brother. Tina's mother is concerned about her daughter's recent 22-pound weight loss. Tina counts calories and exercises each morning and evening. Despite her weight loss and low-average size, Tina says that she is "fat" and she weighs herself several times a day. Tina has always felt close to her family, especially to her mother. She is an excellent student, active in cheerleading, and works a part-time job. Tina's mom tells her that she looks too thin, but Tina still believes she needs to lose more weight. Tina quickly is offended and reacts defensively. When Tina's father encourages her to eat more, she argues with him during dinner. Tina's brother teams up with Dad, sometimes calling Tina names. On several occasions, Tina has left the table and locked herself in her bedroom. Tina's parents are unsure if she is showing some ordinary teenage rebellion or if she is developing an eating disorder. Until now, Tina has never given them any problems.

Develop a counseling program to help Tina out of this problem and behavior.

(2×10 = 20 Marks)

