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#### MAHARASHTRA STATE BOARD OF TECHNICAL EDUCATION

(Autonomous) (ISO/IEC - 27001 - 2005 Certified)

**Page No:** 1/22

#### SUMMER – 2014 EXAMINATION <u>MODEL ANSWER</u>

**Subject:** Communication Skills **Subject Code**: 17201

#### **Important Instructions to examiners:**

- 1) The answers should be examined by key words and not as word-to-word as given in the model answer scheme.
- 2) The model answer and the answer written by candidate may vary but the examiner may try to assess the understanding level of the candidate.
- 3) The language errors such as grammatical, spelling errors should not be given more importance. (Not applicable for subject English and Communication Skills.)
- 4) While assessing figures, examiner may give credit for principal components indicated in the figure. The figures drawn by the candidate and those in the model answer may vary. The examiner may give credit for any equivalent figure drawn.
- 5) Credits may be given step wise for numerical problems. In some cases, the assumed constant values may vary and there may be some difference in the candidate's answers and the model answer.
- 6) In case of some questions credit may be given by judgment on part of examiner of relevant answer based on candidate's understanding.
- 7) For programming language papers, credit may be given to any other program based on equivalent concept.

#### **Model Answer**

Que.	Sub.	Model Answers	Marks	Total
No.	Que.	WIOUGI Alisweis	iviaiks	Marks
1.		Answer <u>ANY TEN</u> of the following questions in 25-30 words each:		20
	a)	Define communication.	02	
		Ans: Communication is the process by which information is		
		transmitted between individuals and/or organizations so that an		
		understandable response results.		
		OR		
		Communication is an exchange of facts, ideas, opinions or emotions		
		given full marks.)		
	<b>b</b> )	Why communication is a two way process?	02	
		<b>Ans</b> : Communication is a two way process which involves the roles of		
		sender and receiver. It is the process of sending and receiving		
		information. Sender sends the message to the receiver and receiver		
		gives feedback to the sender. Communication process is incomplete		
		until the message is understood and feedback is given by the receiver.		



Subject & Subject Code: CMS (17201) **Page No:** 2/22 **Model Answer** 

Que.	Sub.	Madal Aussess	Ma::1	Total
No.	Que.	Model Answers	Marks	Marks
1.	c)	Define language barrier in communication.	02	
		Ans: Language barrier is basically the difficulty faced when people		
		have no common language to communicate with each other. Language		
		barrier also occurs due to use of vague words, technical jargon,		
		cultural barriers, pronunciations, allusions etc.		
	d)	State two advantages of formal communication.	02	
		Ans: Advantages of Formal communication are as follows:		
		1. Higher authority can understand the feelings of their workers		
		because of formal communication.		
		2. It helps to achieve desired result more efficiently.		
		4. With formal communication, employer can motivate his employees.		
		4. Formal communication can create good relations between authority		
		& subordinate.		
		(Instruction: Any two correct advantages can be given full marks.)		
	e)	Give two examples of status barriers to communication.	02	
		Ans: Examples of status barrier to communication:		
		1. An employee does not discuss his problems with or speak the truth		
		to his senior because he feels that his superior may not have faith in		
		his abilities due to his status and he might lose his job.		
		2. Manager does not communicate with the worker for fear of losing		
		status.		
		(Instruction: Examples may vary.)		
	f)	How will you overcome psychological barrier?	02	
		<b>Ans:</b> We can overcome psychological barrier in following ways:		
		1. Meditation: Through meditation, we can learn to let go negative		
		issues that bog down our minds.		
		2. Self-affirmation: Positive self assertion can help us 'convince'		
		ourselves that something is within reach.		
		3. Be open to suggestions.		
		4. Develop a befitting attitude.		
		5. Train your mind to fight false fears.		



Subject & Subject Code: CMS (17201) **Page No:** 3/22 **Model Answer** 

Que.	Sub.	Model Anomero	Maulta	Total
No.	Que.	Model Answers	Marks	Marks
1.		6. Learn to become more emotionally intelligent. This means learn to		
		handle our emotions and those of others.		
		(Instruction: Students are expected to write any two points.)		
	<b>g</b> )	Define verbal communication.	02	
		<b>Ans:</b> Any form of communication where words are used to convey a		
		message is known as Verbal communication.		
	h)	Why feedback is necessary in communication?	02	
		Ans: Feedback is necessary in communication because:		
		1. Through feedback the sender comes to know whether the		
		receiver has received and understood the message properly.		
		2. The communication process remains incomplete without		
		feedback.		
		3. Feedback enables the sender to modify his message according to		
		receiver's understanding ability.		
		(Instruction: Any two appropriate points can be given full marks.)		
	i)	Give two examples of body language.	02	
		Ans: Examples of body language:		
		1. Nodding head to approve or disapprove.		
		2. Waving hands to draw attention or bid goodbye.		
		3. Showing the thumbs up sign for 'all the best' or 'best of luck'.		
		4. Pointing the index finger as a mark of allegation/arrogance.		
		5. Raising the hand to draw attention or showing approval.		
		6. Shrugging shoulders indicates indifferent attitude.		
		7. Scratching the head indicates you are facing a problem.		
		(Instruction: Any two correct examples can be given full marks.)		
	<b>j</b> )	Mention two examples of effective communication.	02	
		<b>Ans:</b> 1. Teacher teaches in the class room and asks the questions on		
		the topic; the students answer the questions correctly.		
		2. Passenger asks the fare of bus to the bus conductor and the bus		
		conductor gives the information to him.		
		(Note: Examples may vary.)		



Subject & Subject Code: CMS (17201) **Page No:** 4/22 **Model Answer** 

Que.	Sub.	Model Answers	Marks	Total
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1.	k)	Write two disadvantages of written communication?	02	
		Ans: Disadvantages of written communication are as follows:		
		1. It is of no use for illiterate people.		
		2. It is time consuming.		
		3. Writer does not get quick feedback from the reader.		
		4. Writer has no chance for quick clarification in the message.		
		5. In few cases, it becomes more costly than oral communication.		
		6. It contains barriers in transmission.		
		7. Writer cannot support message with the help of body language.		
		8. Confidential messages may be leaked.		
		9. Various shades of meaning cannot be conveyed.		
		10. Flexibility in communication is not possible.		
		11. The sender and the receiver are not face to face.		
		12. Chances of misinterpretation of message are more due to illegible		
		writing or typing errors.		
		(Instruction: Any two correct disadvantages can be given full		
		marks.)		
	1)	Why is it important to analyse the receiver?	02	
		<b>Ans:</b> It is essential that the sender is aware of who the receiver is.		
		Knowing the receiver's age, experience, interest, knowledge,		
		efficiency, intelligence, grasping power, and retention power plays a		
		key role in communication. This knowledge helps the sender in		
		selecting the right words and proper channel which leads to effective		
		communication.		



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Subject & Subject Code: CMS (17201) Model Answer Page No: 5/22

Que.	Sub.	Model Angreens			Total
No.	Que.	Model Answers			Marks
2.		Attempt ANY FOUR of the foll	owing:		16
	a)	Compare oral and written com	munication.	04	
		Ans:			
		Oral Communication	Written Communication		
		1. It cannot serve as a legal	1. It serves as a legal document as		
		document as records are hardly	there is always a written proof.		
		kept.			
		2. It saves time.	2. It is time consuming.		
		3. It is more economical.	3. It is comparatively expensive.		
		4. Meaning can be explained	4. Meaning cannot be explained		
		in depth.	due to limitation of writing.		
		5. We get immediate feedback	5. It takes time to get feedback in		
		in oral communication.	written communication.		
		(Instruction: Student may write	in form of paragraph. Differences		
		may vary. Any four correct differ	rences can be given full marks.)		
	<b>b</b> )	Why it is important to	select a proper channel for		
		communication? Explain with s	uitable example.	04	
		Ans: It is important for the se	nder to select a proper medium or		
		channel of communication so the	at the message will be carried to the		
		receiver quickly and smoothly.	Wrong selection of channel will not		
		carry the correct and proper mess	age to the receiver. It may lead to the		
		failure of communication.			
		For example - To wish someone	"Happy Birthday", mobile phone is a		
		proper medium rather than e-ma	il or letter for it carries the message		
		on proper time.			
		(Instruction: Example may vary.	)		
	<b>c</b> )	What are semantic barriers	? Explain each with a suitable		
		example.		04	
		Ans: Semantic barrier is a difficult	Ity in communication caused when		
		meanings of the words used are n	ot clear to the receiver.		
		There are following semantic barr	riers:		
		<b>1. Synonyms:</b> A synonym me	ans words or a phrase that means		
		exactly the same. For example, a	synonym for 'missive' is 'letter'.		



Subject & Subject Code: CMS (17201) **Page No:** 6/22 **Model Answer** 

Que.	Sub.			Total
No.	Que.	Model Answers	Marks	Marks
2.		However if someone uses the word 'missive' for 'letter', it may create		
		barrier in communication.		
		2. Homonyms: Homonyms refer to words that sound same but have		
		different meaning. For example the words 'night' and 'knight' have		
		same pronunciation but meanings are different. If someone writes the		
		word 'night' in place of 'knight', it can create a barrier in		
		communication.		
		<b>3. Allusions:</b> allusions are nick names, pet names or names given out		
		of sheer coincidence of nature, mannerism or profession. It may create		
		confusion. For example, the Australians are called Kangaroos.		
		4. Words expressing Emotions: Words that express emotions may		
		create barrier in communication. For example, the word 'grief' means		
		sad, melancholy or unhappy. The intensity of meaning can be different		
		for different receivers.		
	d)	State any two mechanical barriers and how to overcome it.	04	
		Ans: Mechanical barriers are technical sources of interference in the		
		communication process. A mechanical barrier is caused due to		
		problem in machinery or instruments used to transmit the message;		
		such as defects in the devices like the telephone, the loud speaker and		
		the internet connection used for communication. Satellite		
		disturbances, hardware problems in networking may break down and		
		may not convey the message properly.		
		Ways to overcome mechanical barriers to communication		
		1) The postponement of transmission or communicating by an		
		alternative method is the only way to overcome the barrier.		
		2) The sender has to take proper precautions to see that		
		communication devices such as telephones, fax-machines, cell		
		phones, computers, radios, loudspeaker, microphones, TV sets,		
		mobile phones, etc. are in proper order and do not create		
		disturbances while in use.		
		(Note: Any two appropriate examples/reasons can be considered for answer of 'State any two mechanical barriers'. Also 'Ways to Overcome' can be given in accordance with the examples or in		
		general.)		



Subject & Subject Code: CMS (17201) **Page No:** 7/22 **Model Answer** 

Que.	Sub.	Madal Aussess	Ma.:1	Total
No.	Que.	Model Answers	Marks	Marks
2.	e)	Explain any two principles of effective communication.	04	
		Ans: 1. Clarity in encoding the message: Encoding of the message		
		should be clear. For this, the sender should be aware of the purpose of		
		communication. Clarity means it should not create any confusion or		
		question in the mind of the receiver. There should not be any		
		ambiguity.		
		2. Clarity in stating the purpose: The message should state the		
		purpose clearly. It should be direct in its intention. The sender should		
		have no doubts about the purpose of communication. Only then, he		
		will be able to express his thoughts in a concise or brief manner		
		without giving unnecessary details.		
		3. Correctness of the message: The message should be correct. It		
		should not have any incorrect information or misguiding details. Then		
		only, the communication will be effective. Incorrect messages are		
		seldom effective.		
		4. <b>Conciseness of the message:</b> The key to effective communication		
		is its conciseness and its brevity. The sentence should always be short		
		in length. This ensures understanding. Lengthy messages lead to confusion.		
		5. <b>Completeness of the message:</b> The message should be complete		
		i.e. it should answer all the possible questions of the receiver		
		Insufficient knowledge confuses the receiver as it leaves him in doubt		
		and distrust.		
		6. Coherence of the message: The message should have a logical		
		sequence and flow. It should progress in such a way that the receiver		
		gets a clear picture and is able to respond accordingly.		
		7. Courteous language: Language in all types of communication		
		should always be courteous. The goodwill generated by courtesy helps		
		in building long term relations.		
		8. <b>Selection of proper channel:</b> Selection of channel depends on the		
		urgency of the message, the capacity of the receiver and availability of		



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Que.	Sub.	M- 1-1 A	M1	Total
No.	Que.	Model Answers	Marks	Marks
2.		the resources to send the message. Proper channel ensures proper		
		transmission.		
		9. Knowledge about the receiver: It is essential that the sender is		
		aware of who the receiver is. This knowledge helps him in selecting		
		the right words and proper channel. Sender should know receiver's		
		age, experience, interest, knowledge, efficiency and intelligence,		
		grasping power, and retention power.		
		10. Taking care of probable barriers: Sender and receiver both are		
		responsible to make communication smooth. They should anticipate		
		probable barriers and plan accordingly. The barriers of		
		communication need to be removed to convey message effectively.		
		11. <b>Giving feedback:</b> Sender should ensure that the message receives		
		an expected feedback. Without feedback, effectiveness of the message		
		cannot be judged. Feedback needs to be positive and prompt therefore		
		the sender should take care that he defines the timeline accordingly.		
		(Instructions: Students are expected to write only two principles.)		
	f)	What do you mean by status barrier? Explain with example.	04	
		Ans: The barrier that is caused due to organizational hierarchy is		
		called as Status barrier. It is mostly seen in business communication.		
		For example: An employee does not share his knowledge with the		
		supervisor because he feels that his supervisor may not have faith in		
		his abilities due to his status. Here 'status of an employee' creates		
		barrier in communication.		
3.	<b>A</b> )	Attempt ANY ONE of the following:		08
	a)	Write a memo for the 1 <sup>st</sup> year civil engineering students for not		
		wearing aprons during the chemistry practicals.	08	
		Ans:		
		NEW MAHARASHTRA POLYTECHNIC	(4	
		1242, M.G. Road, Pune-411001	marks for	
		28 April, 2014	Format	
		From:	)	
		The Principal		



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Que.	Sub.			Total
No.	Que.	Model Answers	Marks	Marks
3.	Que.	To:		17141110
		The FYCE students		
		Subject: Not wearing aprons during chemistry practicals		
		It has been observed that the first year civil engineering students do		
		not wear aprons during the chemistry practical. It should be noted that		
		wearing aprons during the chemistry practicals is obligatory for the	(4 marks	
		students' safety. You are hereby warned not to enter the lab without	for Matter)	
		aprons otherwise stern action will be taken against you.	iviation)	
		Sd/-		
		Prof. R. N. Jadhav		
		Principal		
		(Note: Details can vary)		
	b) Draft a notice as a librarian of your college to inform all the		,	
		08		
		students about the change in the working hours of the library.  Ans: PUNE POLYTECHNIC	00	
		1242, M.G. Road, Pune-411001		
		28 January, 2014	(4	
			marks for	
		<u>NOTICE</u>	Format )	
		All the students of Pune Polytechnic are hereby informed that the		
		working hours of the library are changed. The new timings will be		
		9.00 am to 5.00 pm. (Monday to Saturday) with effect from 01		
		February, 2014. All students are informed to take a note of it.	(4 marks	
			for	
		Prof. R. M. Jadhav	Matter)	
		Principal		
		(Note: Details can vary)		



Subject & Subject Code: CMS (17201) **Page No:** 10/22 **Model Answer** 

Que.	Sub.	Model Angreens	Monles	Total
No.	Que.	Model Answers	Marks	Marks
3.	<b>B</b> )	Attempt ANY TWO of the following:		08
	a)	Explain haptics with two examples.	04	
		Ans: Haptics is communication by touch. It conveys emotions like		
		affection, concern, friendliness, anger, displeasure, hate, violence,		
		happiness and encouragement. Handshakes are common and easily		
		accepted haptics in professional situations. Other forms of haptics are		
		hugging, patting on shoulders, holding hands of your friends to		
		express concern or care, exchange of blows to express anger etc.		
		Examples of haptics:		
		1. The child hugs his mother after winning first prize in dance		
		competition		
		2. You shake hands to congratulate your friend on his winning a prize		
		(Note: Examples may vary)		
	<b>b</b> )	Explain the importance of eye contact in communication with		
		examples.	04	
		Ans: Importance of Eye Contact in the communication process is as		
		follows:		
		1. Eye contact shows that you are confident. For example, in an		
		interview, the interviewee maintains eye contact which shows that		
		he is confident.		
		2. Eye contact also attracts person's attention. Thus we can make		
		sure that the listener is attentive. For example, in a classroom, the		
		teacher maintains eye contact with the students to make sure that		
		students are attentive.		
		3. Looking into a person's eye is the best way to understand his/her		
		attitude to all that you speak. For example, while communicating,		
		the manger maintains eye contact with the worker to understand		
		worker's attitude.		
		4. If you avoid eye contact, it indicates the signs of fear, doubt,		
		confusion, shyness, nervousness etc. For example, in an		
		interview, if the interviewee does not maintain eye contact, it		
		shows that he is nervous.		
		(Instruction: Students may write answer in paragraph form.)		



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Que.	Sub.	Model Answers	Marks	Total
No.	Que.	21.20.302.2.2130.11.02.0		Marks
3.	c)	What do you mean by kinesics? Explain.	04	
		<b>Ans:</b> Kinesics is the study of the physical movements of the body. It is		
		communication with the help of body language. Kinesics expresses		
		emotions through different parts of the body and their physical		
		movement. It deals with the posture, eye contact and facial		
		expressions.		
		Through body language, people communicate meaning to others in		
		interpersonal interactions. Various kinds of emotions and feelings		
		such as joy, sorrow, smile, smirk, love, hatred, satisfaction, guilt etc		
		can be shown with the help of kinesics. For example, we nod head to		
		approve or disapprove. we use the thumbs up sign to wish all the best		
		or best of luck.		
4.	<b>A</b> )	Attempt the following:		08
	12)	Write a letter of application to Bajaj Industries, Aakurdi Pune-		
		411036 for the post of Mechanical Engineer, giving necessary		
		details.	08	
		Ans:		
		Patil Sunil Raju		
		26, Jangali Maharaj Road		
		Shivajinagar, Pune-411001		
		28 April, 2014		
		То	(2	
		The General Manager	marks	
		Bajaj Industries, Aakurdi	for Format	
		Pune-411036	)	
		<b>Subject</b> : Application for the post of 'Mechanical Engineer'		
		<b>Reference :</b> Your advertisement in daily 'Times of India' dated 25		
		April, 2014		



Subject & Subject Code: CMS (17201) **Page No:** 12/22 **Model Answer** 

Que.	Sub.			Model Am			Marks	Total
No.	Que.			Model An	iswers		Marks	Marks
		Dear S	Sir/Madam,					
		With 1	reference to the	above mentior	ned subject, I wou	ald like to offer		
		my ca	ndidature for the	post of 'Mech	nanical Engineer'	in your reputed	(2	
		compa	any. I have passe	d SSC and HS	SC from Maharash	ntra Board with	marks for	
		1 <sup>st</sup> gr	ade. I have com	Matter				
		I am 1	ooking for a cha	)				
		opport	tunity, I assure ye	ou to work ho	nestly. I am enclos	sing my resume		
	for your kind reference.							
	Thanking you and waiting for your favorable reply.							
		Yours	faithfully,					
		Patil S	Sunil Raju					
				Resu	<u>me</u>			
		Patil S	Sunil Raju					
		26, Jai	ngali Maharaj Ro	oad				
		Shivaj	inagar, Pune-411	.001				
		Mob.*	*****					
		Email	ID:*****					
		Personal Details:						
		Date o	of Birth :	12/06/1990			(4	
		Hobbi	es :	Playing cricke	et, singing songs.		marks	
		Nation	nality :	Indian			for resume	
		Langu	ages Known :	Marathi, Hino	li and English		)	
		Educa	ational Qualifica	ition:			,	
		Sr.	Examination	Year of	Board	Marks in		
		No.	<u> </u>	Passing	/University	%		
	B.E. 2013 Pune 70.55							
			(Mechanical)	2013	1 unc	10.55		
		2	H.S.C.	2008	Maharashtra	72.55		
		3	S.S.C.	2006	Maharashtra	71.00		
			•	•	•			
							1	



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Que.	Sub.	Model Answers	Marks	Total
No.	Que.	Wodel Allsweis	Iviaiks	Marks
4.		Extra-curricular activities:		
		1. Member of Sports Club, College of Engineering, Pune		
		2. Won first prize in Paper Presentation		
		3. Participated in sports competition at inter departmental level		
		Training:		
		July 2013 to March 2014: Trainee Engineer in Raj Machines Pvt. Ltd.,		
		Link Road, Pune-411002		
		References: 1. Mr. R.K. Sharma		
		Manager, Raj Machines Ltd., Link Road, Pune-411002		
		Contact: Mob.******, Email ID:******		
		2. Mrs. D. R. Patil		
		Principal, College of Engineering, Pune		
		Contact: Mob.*******, Email ID:****		
		(Instructions: Format & details of resume can vary. Students may		
		write an application letter in an indented format.)		
	<b>B</b> )	Attempt ANY ONE of the following:		08
	a)	A minor accident has taken place in your college workshop while		
		doing a workshop practical yesterday. Prepare a report as a		
		workshop incharge for submitting it to the principal.	08	
		Ans:		
		From		
		The Workshop In charge		
		New Pune Polytechnic		
		Plot No52, Shivajinagar		
		Pune-411 001		
		28 April 2014		
		То	(02	
		The Principal	marks	
		New Pune Polytechnic	for	
			format	
		Plot No52, Shivajinagar	)	



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Subject & Subject Code: CMS (17201) Model Answer Page No: 14/22

Que.	Sub.	Model Answers	Marks	Total
No.	Que.	Wodel Miswers	Marks	Marks
		Subject: Report on an accident in the workshop		
		Respected Sir,		
		With reference to the above subject, I regret to inform you about the		
		accident that took place in our workshop on 27 <sup>th</sup> April, 2014 at 1.00	(01)	
		pm while performing a welding job.		
		Master Manoj Rao was performing the practical in the workshop.		
		While welding two iron rods, sparks fell on his clothes and he		
		sustained serious burn injuries.		
		First Aid Help: Manoj was immediately given first aid by our	(01)	
		workshop attendant and later on he was sent to the nearby hospital as		
		the wound was deep. The doctor admitted him to the hospital and		
		treatment was given to him. The doctor suggested him to stay in the		
		hospital for a week.		
		Causes of the Accident:	(02)	
		1. The overt reason of the accident was the lack of attention on the		
		part of Manoj.		
		2. He was performing practical without wearing the workshop		
		overalls.		
		Suggestions to avoid such accidents in future:	(02)	
		1) Students must wear the workshop overalls while performing		
		workshop practical.		
		2) Training in safety measures should be given to the students.		
		3) Instruction charts should be displayed in the workshop.		
		4) All the activities must be carried out in the presence of supervisor		
		only.		
		The above preventive measures should be implemented at the earliest		
		to avoid any accident in the future.		
		This is for your information and necessary action.		
		Thanking you		
		Yours faithfully/ Submitted by,		
		Workshop Incharge		



Subject & Subject Code: CMS (17201) **Page No:** 15/22 **Model Answer** 

Que.	Sub.	Model Angrees	Manlea	Total
No.	Que.	Model Answers	Marks	Mark
4.		(Instruction: Students may write the reports in Semi Block format.		
		Information/Details can vary.)		
-	<b>b</b> )	b) As a general secretary of students association, write a report to		
		the principal on the quality of food and service in the college		
		canteen.	08	
		Ans:		
		From	(02	
		The General Secretary	marks	
		Vedant Polytechnic	for format	
		Plot No52, Shivajinagar	)	
		Pune-411 001		
		28 April 2014		
		То		
		The Principal		
		Vedant Polytechnic		
		Plot No52, Shivajinagar		
		Pune-411 001		
		<b>Subject:</b> Report on food and service provided by the canteen.		
		Respected Sir,		
		With reference to the above subject, the students union conducted	(02)	
		surprise visits to the college canteen to investigate the quality of food		
		and service offered by the canteen. Visits to the canteen were made on		
		24 April 2014 and 27 April 2014. The storage facilities for cereals and		
		other ingredients were physically checked and the quality of cooking		
		utensils was inspected.		
		Findings of the Report:	(02)	
		1.It was noticed that the cooking area was small and cramped, often		
		resulting in using part of the storage area for preparation		



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Que.	Sub.	Model Answers	Marks	Total
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		of food.		
		2. The exhaust / ventilation system in the canteen seemed inadequate.		
		3. Due to shortage of space for cooking, proper levels of hygiene were		
		not being maintained.		
		4. Interviews with the chief cook revealed that the kitchen was		
		understaffed and the conditions were not conducive to maintain the		
		desired levels of hygiene and cleanliness.		
		5. It was also noticed that the utensils were not being properly cleaned		
		and even sometimes the food is served in dirty utensils.		
		6. Sometimes there is delay in serving food due to shortage of food.		
		Suggestions:	(02)	
		Considering the results of the above investigation, the undernoted		
		suggestions are being made to the college authorities.		
		1. In the adjoining area between the kitchen and the cafeteria next to		
		the kitchen door, a small storage room may be constructed. This		
		will take care of the space problem for the cooking area in the		
		kitchen.		
		2. During annual college vacations, the kitchen and the store room		
		should be vacated totally, and a pest control be done.		
		3. Two nos. additional heavy duty exhaust fans are to be installed		
		inside the kitchen.		
		4. A full time sweeper-cum-cleaner should be employed for		
		maintaining cleanliness in the cafeteria.		
		5. An annual budget for the canteen is to be made in consultation with		
		the canteen supervisor, and adequate funds are to be released		
		regularly.		
		Quarterly checks are to be carried out by a joint committee formed		
		with representatives from the College Administration and the students		
		union, and a detailed report is to be submitted to the Principal.		



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4.		The above suggestions are being made in the interest of the students,		
		the college administration and the canteen staff. Therefore these		
		suggestions should be implemented at the earliest.		
		Thanking you		
		Yours faithfully/ Submitted by,		
		The General Secretary		
5.		Attempt ANY FOUR of the following:		16
	a)	Explain the role of proxemics in non-verbal communication.	04	
		Ans: The word 'Proxemics' is derived from "Proximity" which means		
		nearness. Proxemics is the ethics pertaining to the distance maintained		
		between sender and the receiver. It is the study of man's transaction as		
		he perceives and uses intimate, personal, social and public space in		
		various settings.		
		Proxemics is communication through space or distance. In		
		formal situations, it becomes important to understand and respect the		
		territories of other professionals and see to it that they never feel		
		intruded. If you stand too close to someone while speaking to them in		
		formal situations, they could resist your presence. Just as standing too		
		close to others may make them uncomfortable, in the same way		
		standing or sitting too far away may communicate lack of warmth and		
		confidence.		
		If we are close to a person in thoughts; we keep very little		
		distance from them. For example, distance is less between two friends		
		while communicating with each other.		
		The distance between the speaker and the listener depends		
		mainly on the environment and culture in which communication		
		between them takes place. Therefore to understand such cultural		
		variation and requirements and adjust the distance between us and our		
l		listeners is very important.		



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5.	<b>b</b> )	What is the difference between listening and hearing?	04	
		Ans: Listening is the process of hearing with attention and		
		concentration. It involves understanding and comprehension of the		
		sounds and the words of the speaker by the listener. For example,		
		students listen to the lecture attentively.		
		Hearing is the process of just taking notes of the words spoken by the		
		speaker without any attention or understanding the matter. For		
		example, we hear the sound of aeroplane while talking with a friend.		
		Hearing is a physical act while listening is intellectual involving both		
		body and brain.		
	c)	What are the different techniques of effective listening?	04	
		<b>Ans:</b> The different techniques of effective listening are as follows:		
		1. Have a receptive mind		
		2. Minimize the distracting factor		
		3. Listen with interest, enthusiasm and maturity		
		4. Empathize with the speaker		
		5. Control your emotions and listen patiently		
		6. Do not argue or criticize unnecessarily		
		7. Put the speaker at ease by your positive body language		
		(Note: Students are expected to write 4 techniques.)		
	d)	What are the different elements of communication cycle?	04	
		<b>Ans:</b> The communication cycle comprises of the following elements:		
		<b>1. Sender</b> : A sender is a person who intends to convey/ transfer ideas,		
		thoughts, information, feeling etc. to another person or persons.		
		2. Message: It is the intended outcome that the sender desires to		
		communicate to the receiver.		
		<b>3. Channel:</b> The channel is a carrier of the message via which a		
		message is delivered to the receiver.		



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5.	Que.	<ul> <li>4. Receiver: The person, who receives, interprets the message and sends feedback to the sender is the receiver.</li> <li>5. Feedback: It is the response given by the receiver to the sender. It is the final link in the communication cycle. Feedback completes the communication cycle.</li> <li>State four commonly used popular gestures.</li> <li>Ans: Following are some of commonly used popular gestures: <ol> <li>Waving of hand indicates hello or goodbye</li> <li>Making a fist indicates anger</li> <li>The standard crossed arms gesture with the fists tightly clenched signifies a hostile or an offensive attitude</li> <li>Locking hands behind one's back indicates arrogance</li> <li>Thumbs up sign shows appreciation or agreement</li> <li>Nodding of head from right to left means saying "no" and moving it up and down reveals understanding, approval and agreement</li> <li>Using hands to support head indicates boredom</li> <li>In conversation, hand behind head may be read as a sigh of</li> </ol> </li> </ul>	Marks 04	Marks
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		7. Using hands to support head indicates boredom		
		8. In conversation, hand behind head may be read as a sigh of		
		uncertainty, conflict, disagreement, anger or disliking. It usually		
		reflects negative thoughts, feelings and mood.		
6.	<b>A</b> )	Attempt ANY ONE of the following.		
	a)	An opinion poll was taken to find out how long the united front		
		Government would last.		
		The following was the response:		08
		Full term 17%		
		2 to 3 years 16%		
		One more year 09%		
		Less than a year 10%		
		Less than 6 months 11%		
		Less than 3 months 06%		
		Don't know 31%		
		Draw a Pie chart for representing the data.	08	



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No.	Que.		Mo	odel A	nswers		Marks	Marks
		Ans:						
		Sr.	Term	%	Calculation	Angle/		
		No				degree		
		1.	Full term	17	17 X 360 / 100	61.20°	(2	
		2.	2 to 3 years	16	16 X 360 / 100	57.60°	marks for	
		3.	One more year	09	09 X 360 / 100	32.40°	Calcul- ation)	
		4.	Less than a year	10	10 X 360 / 100	36.00°	,	
		5.	Less than 6 months	11	11 X 360 / 100	39.60°		
		6.	Less than 3 months	06	06 X 360 / 100	21.60°		
		7.	Don't know	31	31 X 360 / 100	111.60°		
		Pie Cha	art showing how long	g the	Legends  Full term  2 to 3 years  One more y  Less than a  Less than 6 months  Less than 3 months  Don't know	vear year	(2 marks for Legend and Title)  (4 marks for Present -ation)	



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Que.	Sub. Que.		Model	Answers			Marks	Total Marks
6.	<b>b</b> )	Given below is the data  Mumbai during the yea	ar 2007, 2					TTAKENS
		to represent this inforn			_			
		Causes	2007	2008	2009			
		Short Circuiting	84	61	52			
		Smoking	50	45	62			
		Debris/Scrap burning	22	31	18			
		Unknown	5	9	6			
		Total	161	146	138		08	
	Legends  Short Circuiting  Smoking  Debris/Scrap burning  Unknown  Total  Scale:  1cm= 20 Incidents  Legends  Smoking  Debris/Scrap burning  Unknown  Total  Legends  Legends  Legends  Legends  Legends  Legends  Circuiting  Nore: Even if students don't draw bars for 'Total Incidents', full marks can be given.)							



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Sub.			Total
Que.	Model Answers	Marks	Marks
<b>B</b> )	Attempt the following:		08
	Write a letter of enquiry to an electric company asking for an		
	estimate of the cost of installing electric for 50 points in your		
	house.		
	Ans:		
	From		
	Sunil Bhosale	(01)	
	Raj Sadan, Plot No52,		
	Shivaji Road, Shivajinagar		
	Pune-411 001		
	28 April 2014		
	То		
	Raj Electric Pvt. Ltd.	(01)	
		(01)	
	Pune-411003		
	<b>Subject:</b> Enquiry for an estimate of the cost of installing 50 electric	(01)	
	points	(01)	
	Respected Sir,		
	I am Mr. Sunil Bhosale residing in Shivajinagar. I have heard about		
	your good service in electric fittings. I want to install 50 electric points in my	(04	
	house. I want to install 2 points for TV, 2 points for refrigerator, 1 point for	marks	
	microwave oven, 1 point for food processor, 10 points for fans and 34 points	for	
	for tubes, bulbs and CFLs.	)	
	I would be obliged if you give me an estimate of the cost of installing		
	these 50 electric points in my house.		
	Please also let us know the terms and conditions at your earliest. On		
	receiving quotation, we shall take an early decision.		
	Waiting for your early reply.		
	Thanking you		
	Yours faithfully,		
	Sunil Bhosale	(01)	
	Que.	Que.  Attempt the following:  Write a letter of enquiry to an electric company asking for an estimate of the cost of installing electric for 50 points in your house.  Ans:  From  Sunil Bhosale  Raj Sadan, Plot No52,  Shivaji Road, Shivajinagar  Pune-411 001  28 April 2014  To  Raj Electric Pvt. Ltd.  M. G. Road, Camp,  Pune-411003  Subject: Enquiry for an estimate of the cost of installing 50 electric points  Respected Sir,  I am Mr. Sunil Bhosale residing in Shivajinagar. I have heard about your good service in electric fittings. I want to install 50 electric points in my house. I want to install 2 points for TV, 2 points for refrigerator, 1 point for microwave oven, 1 point for food processor, 10 points for fans and 34 points for tubes, bulbs and CFLs.  I would be obliged if you give me an estimate of the cost of installing these 50 electric points in my house.  Please also let us know the terms and conditions at your earliest. On receiving quotation, we shall take an early decision.  Waiting for your early reply.  Thanking you  Yours faithfully,	Que.  Model Answers  Marks  Attempt the following:  Write a letter of enquiry to an electric company asking for an estimate of the cost of installing electric for 50 points in your house.  Ans: From  Sunil Bhosale Raj Sadan, Plot No52, Shivaji Road, Shivajinagar Pune-411 001 28 April 2014  To Raj Electric Pvt. Ltd. M. G. Road, Camp, Pune-411003  Subject: Enquiry for an estimate of the cost of installing 50 electric points  Respected Sir, I am Mr. Sunil Bhosale residing in Shivajinagar. I have heard about your good service in electric fittings. I want to install 50 electric points in my house. I want to install 2 points for TV, 2 points for refrigerator, 1 point for microwave oven, 1 point for food processor, 10 points for fans and 34 points for tubes, bulbs and CFLs. I would be obliged if you give me an estimate of the cost of installing these 50 electric points in my house. Please also let us know the terms and conditions at your earliest. On receiving quotation, we shall take an early decision. Waiting for your early reply. Thanking you  Yours faithfully,