



MBA.P.V/10.151

**M.B.A. DEGREE (P.T) V SEMESTER EXAMINATION NOVEMBER 2010**

**SMP 2502 COUNSELLING SKILLS FOR MANAGERS**

Time : 3 Hours

Maximum Marks : 50

(All questions carry EQUAL marks)

(5 x 10 = 50)

- I. A. Critically evaluate directive and non-directive counseling approaches.  
OR  
B. Critically evaluate the merits and demerits of the cognitive approaches to counseling.
- II. A. Describe the characteristics of the counselor to have effective therapeutic relationship.  
OR  
B. Explain the different stages of counseling.
- III. A. Discuss the skills required for making counseling effective.  
OR  
B. Discuss the different assessment techniques used in the helping context.
- IV. A. Define counseling and explain the different action strategies of counseling.  
OR  
B. Explain the important principles and procedures of group counseling.
- V. A. Describe the role of counseling in special groups.  
OR  
B. Evaluate the effectiveness of counseling in organisational settings with a focus on performance counseling.

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