

Roll No.

Total Pages : 02

OMMS/M-20

13169

**COUNSELLING SKILLS FOR MANAGER
HRM-404**

Time : Three Hours]

[Maximum Marks : 70

Note : There are fifteen questions in all. Attempt any *eight* questions from Part A of 5 marks each and *three* questions from Part B of 10 marks each.

Part A

1. Define Counsellor. How he/she is different from psychotherapist ?
2. Discuss the counselor-centred approach to counselling.
3. Elaborate the values in counselling.
4. Define Cognitive Behaviour therapy.
5. What do you mean by REBT (Rational Emotive Behaviour Therapy) ?
6. Define advanced empathy.
7. Enlist various advanced skills in counselling.

8. Define Self-disclosure and its importance in counselling.
9. Discuss the guidelines for effective counselling.
10. Discuss the do's and do not's of a professional counsellor.

Part B

11. Discuss the concept and need of counselling. Also discuss various approaches to counselling.
12. Write notes on the following :
 - (a) Ethics in counselling
 - (b) Confrontation.
13. Discuss the steps involved in the process of counselling. Also discuss the need of employee counselling.
14. Discuss the role of communication in counselling. Briefly explain various listening barriers.
15. Define (any *two*) :
 - (a) Performance Counselling
 - (b) Existential Therapy.