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Roll No. ....

**D-156**

**B.B.A. EXAMINATION, May 2018**

(Fourth Semester)

(Main & Re-appear)

PRESENTATION SKILLS

BBA212

*Time : 3 Hours]*

*[Maximum Marks : 70*

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Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

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**Note :** Attempt *Five* questions in all, selecting at least *one* question from each Unit. All questions carry equal marks.

(2-56/3) M-D-156

P.T.O.

## Unit I

1. Define Presentation. Differentiate between presentation that deeply involves the audience and presentations that sells a new idea. 14
2. Write short notes on the following :
  - (a) Presentation evoking emotional appeal 7
  - (b) Presentation that creates excitement. 7

## Unit II

3. Analysing the audience is a crucial steps for planning and effective presentation. Justify. 14
4. Explain the following :
  - (a) Objective of presentation 7
  - (b) Presentation notes and session plan. 7

## Unit III

5. Describe the various methods of presentation with the help of suitable examples. 14
6. How can an effective presentaion be delivered ? Discuss. 14

## Unit IV

7. “A presentation can offer a solution for the listener.” Critically analyse the statement. 14
8. Explain the following :
  - (a) Presentation that builds trust 7
  - (b) Value added presentation. 7