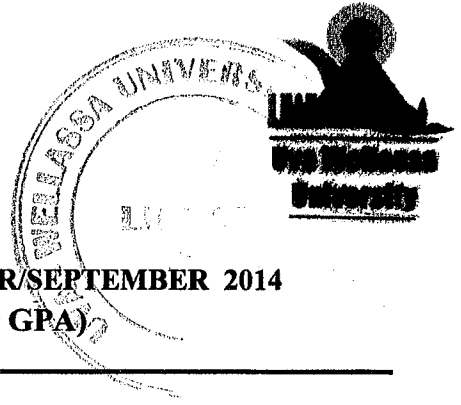


**Uva Wellassa University**  
**Faculty of Management**



**THIRD YEAR FIRST SEMESTER EXAMINATION –SEPTEMBER/SEPTEMBER 2014**  
**ESS 398-1 Career Development (Not Counted for GPA)**

**Instructions to candidates:**

No. of pages : Two (01)  
No. of questions : Four (04) Essay  
Time allocation : One (1) Hour  
Marks allocated : 100Marks

**Answer any two (02) questions only.**

1. People tend to have much less conscious control over their non-verbal messages than of what they are saying. Explain the importance of consciousness on non-verbal communication in social context.  
(50 marks)
2. Explain why you need positive thinking, visualization of success and self-confidence.  
(50 marks)
3. Self-motivation can help you to take control of many aspects of your life. Explain what you can do to generate self-motivation when you are in difficult situations.  
(50 Marks)
4. ACDT Company is having a profit loss due to rejection of orders for last six months. Company decided to improve the quality of the products by identifying the lope holes of the procedure. Production and Quality Assurance departments were requested to do a self-evaluation regarding this matter. Without finding their faults both departments are blaming to each other. As a result it was developed to a conflict among two departments. You were appointed to solve this conflict and increase the profit within next six months. Explain how you are going to manage this conflict.  
(50 Marks)