

2018-19 - odd BL



**G.PULLAIAH COLLEGE OF ENGINEERING AND TECHNOLOGY:: KURNOOL
(AUTONOMOUS)**

**ACCREDITED BY NAAC 'A' GRADE OF UGC AND NBA OF AICTE
DEPARTMENT OF MANAGEMENT STUDIES**

Date: 20.10.2018

To,

The Principal,

G.Pullaiah College of Engineering and Technology,

Kurnool.

Sir,

Sub: Approval of ADD-ON course for II MBA Students - Regd

The department of Management studies requests you to accept the proposal for conducting ADD-ON Course on "BODY LANGUAGE" for the II year I Semester MBA students scheduled for the duration of 40 classes. Kindly accept the proposal.

Thanking you sir,

Yours Sincerely

HOD-MBA
PRINCIPAL

G.Pullaiah College of Engg & Tech.
Nandikotkur Road, VENKAYAPALLI
KURNOOL-518 452 (A.P)



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Department Circular –ADD-ON Course

Date: 20.10.2018

The II year- I Semester MBA Students are informed to enroll their names for the ADD-ON Course on "BODY LANGUAGE" with their respective class-in-charges on or before 25-10-2018. The course commences from 28 October 2018 and the duration of the course is 40 classes. The course is conducted from 4 pm to 5 pm regularly. The bus facility is made available soon after the class work.

HOD-MBA



**G. PULLAIAH COLLEGE OF
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Department Of Master Of Business Administration

ADD ON COURSE



**Topic : Data Analytics using SPSS
Target audience : II and III Year Students
Total Course Duration : 40 hrs
Selection Procedure : Registration on First
come First serve basis**

FREE

**Register
Now**

Date of commencement of the course : 21 Jan,2019.

End of Course : 18 May, 2019.

Exam Date: 22 May,2019.



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DEPARTMENT OF MANAGEMENT STUDIES

BODY LANGUAGE

Unit 1:

Defining Body Language, Scope and Relevance, Changing Contours, Classification, Defining Proxemics, Four Zones, Behavioral Connotations, Space and Designs, Haptics and its Role, Behavioral Significance

Unit 2:

Shaking Hands and other tactile behavior. Cultural Variations, Occulesics, Right and Left Brain Associations, Different Types of Eye Contact, Individual and Group situations, Facial Expressions, Smiles and Nods, Head Tilts and Inclines

Unit 3:

Facial Expressions, Cultural Interface, Kinesics: Types and Contexts, Negative and Positive Gestures, Hand Movements and Steepling, Understanding Finger Movements, Fidgeting and Ticks

Unit 4:

Paralanguage and Voice Modulations, Chronemics, Chromatics, Cultural and Gender Based aspects, Stereotypes, Body Language: Online Presence and Video Interviews

TextBooks

The Definitive book of Body Language

The Art of Reading Minds – Henrik Fexeus

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DEPARTMENT OF MANAGEMENT STUDIES

BODY LANGUAGE

S.No.	Topic	No. of Hours
1	Defining Body Language, Scope and Relevance	1
2	Changing Contours, Classification, Defining Proxemics,	1
3	Four Zones, Behavioral Connotations	2
4	Space and Designs, Haptics and its Role, Behavioral Significance	1
6	Shaking Hands and other tactile behavior. Cultural Variations	2
7	Occulesics, Right and Left Brain Associations,	2
8	Different Types of Eye Contact, Individual and Group situations,	1
9	, Facial Expressions, Smiles and Nods,	2
10	Head Tilts and Inclines	2
14	Facial Expressions, Cultural Interface	1
15	Kinesics: Types and Contexts, Negative and Positive Gestures	2
16	Hand Movements and Steepling, Understanding Finger Movements	1
18	Fidgeting and Ticks	2
19	Paralanguage and Voice Modulations	1
20	Chronemics, Chromatics	2
21	Cultural and Gender Based aspects	2
22	Stereotypes	2
23	, Body Language: Online Presence and Video Interviews	2
24	Role-playing exercises and simulations	2
25	Feedback and reflection on personal body language	2
27	Developing an action plan for improving body language skills	2
28	Applying body language knowledge to real-world scenarios	3
29	Presenting findings and insights from personal observations	2
	TOTAL	40



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DEPARTMENT OF MANAGEMENT STUDIES

BODY LANGUAGE

List of Students enrolled for the course

Program Name	Name of the Student	Student Roll Number	Academic Year of Enrolment
MBA	K ABDUL RAHAMAN	17AT1E0001	2018-2019
MBA	PATAN ABDULLA KHAN	17AT1E0002	2018-2019
MBA	S AFROZ BASHA	17AT1E0003	2018-2019
MBA	SAEED AHMED	17AT1E0004	2018-2019
MBA	V.AKHILA	17AT1E0005	2018-2019
MBA	K.ANIL	17AT1E0006	2018-2019
MBA	KARANAM ANIL KUMAR	17AT1E0007	2018-2019
MBA	UPPARA ANJANEYULU	17AT1E0008	2018-2019
MBA	K.ASHOK	17AT1E0010	2018-2019
MBA	SYED ASHROF QUADRI	17AT1E0012	2018-2019
MBA	SHAIK AZEES	17AT1E0013	2018-2019
MBA	RIYAZ BASHA	17AT1E0014	2018-2019
MBA	B.B. BASHEERUDDIN	17AT1E0015	2018-2019
MBA	BATHULA CHARAN RAJ	17AT1E0017	2018-2019
MBA	DAKKACHENNAIAH	17AT1E0018	2018-2019
MBA	BOYA CHINNAIAH	17AT1E0019	2018-2019
MBA	SHAIK FAROOQ AHMED	17AT1E0022	2018-2019
MBA	SAJJANAM GANDLA LATHA	17AT1E0023	2018-2019
MBA	C.HARI PRIYANKA	17AT1E0024	2018-2019
MBA	M HARIPRIYA	17AT1E0025	2018-2019
MBA	SHAIK.HASMATH	17AT1E0026	2018-2019
MBA	S.HEMANTH KUMAR	17AT1E0027	2018-2019
MBA	P HIMA BINDU	17AT1E0028	2018-2019
MBA	JAYA HIMABINDU	17AT1E0029	2018-2019
MBA	PINJARI JAINABI	17AT1E0030	2018-2019
MBA	TAKKASILA KAVITHA	17AT1E0031	2018-2019
MBA	M.KISHORE	17AT1E0032	2018-2019
MBA	BOYANA KOMALI	17AT1E0033	2018-2019
MBA	G KRISHNAVENI	17AT1E0034	2018-2019
MBA	MULAKALA KRISHNAVENI	17AT1E0035	2018-2019

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MBA	S.LAKSHMI PRASANNA	17AT1E0036	2018-2019
MBA	UMMANABOYANA LAKSHMI	17AT1E0037	2018-2019
MBA	KURUVA LALAPPA	17AT1E0040	2018-2019
MBA	G LAXMINARAYANA YADAV	17AT1E0041	2018-2019
MBA	SEPURI LOKESH	17AT1E0042	2018-2019
MBA	O MADHU MITHA	17AT1E0043	2018-2019
MBA	KURUVA MADHU PRASAD	17AT1E0044	2018-2019
MBA	B MANISHA	17AT1E0046	2018-2019
MBA	BILLAKANTI MOHANKUMAR	17AT1E0047	2018-2019
MBA	SHAIK MOIMUM SULTANA	17AT1E0048	2018-2019
MBA	M MOUNICA	17AT1E0049	2018-2019

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BODY LANGUAGE

ASSESSMENT TEST

1. Head positioned forward facing someone indicates _____.
a) Interest b) Superiority c) Approval d) Disinterest
2. A head held high can indicate _____.
a) Interest b) Superiority c) Approval d) Disinterest
3. What is the signal for OK?
a) Pointed finger b) Thumbs up
c) Touch thumb and index finger d) Thumbs down
4. Thumb down is a gesture of _____.
a) Interest
b) Approval
c) Disinterest
d) Disapproval
5. Crossed arms are an example of _____.
a) Closed body language
b) Aggression
c) Open body language
d) Approval
6. Crossed legs while standing combined with crossed arm indicate _____.
a) Interest
b) Insecurity
c) Approval
d) Disapproval

7. Looks to the right indicate _____.
- a) Memory
 - b) Sound
 - c) Thought
 - d) Imagination
8. What signals disbelief?
- a) Rolled Eyes
 - b) Blinking
 - c) Rubbing eyes
 - d) Winking
9. How many attendees did Mark persuade with his presentation?
- a) 0 b) 1 c) 2 d) 3
10. Describe the nodding of the attendees?
- a) Barely noticeable
 - b) Shaking
 - c) Slow
 - d) Fast
11. Repetitive motions will _____ posture.
- a) Create an ill
 - b) Not affect
 - c) Injure
 - d) Improve
12. A closed posture is common when people are _____.
- a) Cold
 - b) Happy
 - c) Hot
 - d) Warm
13. What should be evaluated before assuming someone is invading personal space?
- a) Goals
 - b) Activity
 - c) Space



d) Relationship

14. What is not a factor that causes quick movements?

- a) Illness
- b) Activity
- c) Exhaustion
- d) Cold

15. What do quick movements typically indicate to observers?

- a) Activities
- b) Deception
- c) Nerves
- d) Happiness

16. What is not an emotional reason for fidgeting?

- a) Nerves
- b) Boredom
- c) Happiness
- d) Frustration

17. Employees need to be able to communicate their _____.

- a) Requirements
- b) Feedback
- c) Frustration
- d) Needs

18. What does it mean when someone bites nails?

- a) Thought
- b) Doubt
- c) Insecurity
- d) Anticipation

19. Tugging on ears can be a sign of _____.

- a) Insecurity
- b) Anticipation
- c) Decision
- d) Indecision

20. What describes the supervisor's gestures?

- a) Passive
- b) Confident
- c) Aggressive
- d) Insecurity

21. Facial expressions show _____.

- A) Degree of emotion
- b) Emotional change
- c) Thoughts
- d) Motives

22. What is most true about emotions and facial expressions?

- a) Facial expressions can always be faked
- b) Facial expressions show emotions
- c) Facial expressions can never be faked
- d) Facial expressions cannot be read

23. How long do micro-expressions typically last?

- a) 5 second
- b) 1 second
- c) 1/25 second
- d) .25 second

24. What do micro-expressions typically show?

- a) Faked emotions
- b) Complex emotions
- c) New feelings
- d) Universal emotions

25. What does FACS break muscle movements into?

- a) Action units
- b) Autonomic understanding
- c) Automatic unit
- d) Actions understood





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DEPARTMENT OF MANAGEMENT STUDIES

BODY LANGUAGE

List of Students qualified in the assessment test

S.No	Name of the Student	Student Roll Number	Marks (50)
1	K ABDUL RAHAMAN	17AT1E0001	42
2	PATAN ABDULLA KHAN	17AT1E0002	44
3	S AFROZ BASHA	17AT1E0003	36
4	SAEED AHMED	17AT1E0004	43
5	V.AKHILA	17AT1E0005	46
6	K ANIL	17AT1E0006	32
7	KARANAM ANIL KUMAR	17AT1E0007	18
8	UPPARA ANJANEYULU	17AT1E0008	43
9	K.ASHOK	17AT1E0010	41
10	SYED ASHROF QUADRI	17AT1E0012	39
11	SHAIK AZEES	17AT1E0013	35
12	RIYAZ BASHA	17AT1E0014	41
13	B.B. BASHEERUDDIN	17AT1E0015	45
14	BATHULA CHARAN RAJ	17AT1E0017	48
15	DAKKACHENNAIAH	17AT1E0018	43
16	BOYA CHINNAIAH	17AT1E0019	22
17	SHAIK FAROOQ AHMED	17AT1E0022	42
18	SAJJANAM GANDLA LATHA	17AT1E0023	38
19	C.HARI PRIYANKA	17AT1E0024	45
20	M HARIPRIYA	17AT1E0025	48
21	SHAIK.HASMATH	17AT1E0026	43
22	S.HEMANTH KUMAR	17AT1E0027	42
23	P HIMA BINDU	17AT1E0028	38
24	JAYA HIMABINDU	17AT1E0029	45
25	PINJARI JAINABI	17AT1E0030	38
26	TAKKASILA KAVITHA	17AT1E0031	39
27	M.KISHORE	17AT1E0032	42
28	BOYANA KOMALI	17AT1E0033	45
29	G KRISHNAVENI	17AT1E0034	48
30	MULAKALA KRISHNAVENI	17AT1E0035	34
31	S.LAKSHMI PRASANNA	17AT1E0036	32

32	UMMANABOYANA LAKSHMI	17AT1E0037	20
33	KURUVA LALAPPA	17AT1E0040	43
34	G LAXMINARAYANA YADAV	17AT1E0041	41
35	SEPURI LOKESH	17AT1E0042	39
36	O MADHU MITHA	17AT1E0043	35
37	KURUVA MADHU PRASAD	17AT1E0044	41
38	B MANISHA	17AT1E0046	45
39	BILLAKANTI MOHANKUMAR	17AT1E0047	48
40	SHAIK MOIMUM SULTANA	17AT1E0048	43
41	M MOUNICA	17AT1E0049	42

