

2020-21 even edp



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: 08-04-2021

To
The Principal,
GPCET,
Kurnool.

Sir,

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

The department of MBA requests you to accept the proposal for conducting ADD-ON Course on "ENTREPRENEURSHIP DEVELOPMENT PROGRAM" for the odd semester of II-Year, II-Semester MBA Students scheduled for the duration of 40 classes. Kindly accept the proposal.

Thanking you sir,

Yours Sincerely

HOD-MBA

Handwritten signature
PRINCIPAL

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



**G.PULLAIAH COLLEGE OF ENGINEERING AND TECHNOLOGY:: KURNOOL
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DEPARTMENT OF MANAGEMENT STUDIES**

Department Circular –ADD-ON Course

Date: 20.08.2020

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 27-08-2020. The course commences from 31August 2020and 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.

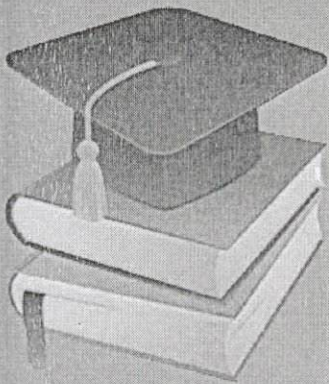
HOD-MBA



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

Department Of Master Of Business Administration

ADD ON COURSE(ONLINE)



Topic : Body Language
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 : 31 Aug,2020.

End of Course : 03 Feb, 2021.

Exam Date: 05 Feb,2021.



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ACCREDITED BY NAAC 'A' GRADE OF UGC AND NBA OF AICTE

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	S ABDUL IMRAN	19AT1E0001	2020-2021
MBA	P RAMA PRIYA DARSHINI	19AT1E0002	2020-2021
MBA	S AFREEN	19AT1E0003	2020-2021
MBA	SHAIK AMEER BASHA	19AT1E0004	2020-2021
MBA	CHITTARI ANJALI	19AT1E0005	2020-2021
MBA	NAYAKANTI APARNA	19AT1E0006	2020-2021
MBA	SHAIK AQHLAK BASHA	19AT1E0007	2020-2021
MBA	CHINTHA ASHOK	19AT1E0008	2020-2021
MBA	JINKALA ASHOK REDDY	19AT1E0009	2020-2021
MBA	SHAIK ASMA FARID	19AT1E0010	2020-2021
MBA	R AYESHA ALMAS	19AT1E0011	2020-2021
MBA	RAMPETA AYESHA PARVEEN	19AT1E0012	2020-2021
MBA	T BALA SAI	19AT1E0013	2020-2021
MBA	CHINTAKUNTA BHAVANA	19AT1E0014	2020-2021
MBA	POTHURAJU CHAMUNDESHWARI	19AT1E0015	2020-2021
MBA	G CHANDANA	19AT1E0016	2020-2021
MBA	G CHANDRA KISHORE BABU	19AT1E0017	2020-2021
MBA	KOTIKE CHANDRA SEKHAR	19AT1E0018	2020-2021
MBA	MADDUBYGARI CHINNA MASTAN	19AT1E0019	2020-2021
MBA	AGISAM CHIRANJEEVI	19AT1E0020	2020-2021
MBA	CHAKALI DEVISREE	19AT1E0021	2020-2021
MBA	CHINNAPPAIAHGARI DHARANI	19AT1E0022	2020-2021
MBA	MEDIKURTHI GAYATHRI	19AT1E0023	2020-2021
MBA	SHAIK GOUSIA BI	19AT1E0024	2020-2021
MBA	PASUPULA GOVARDHINI	19AT1E0025	2020-2021
MBA	BESTA HARI PRIYA	19AT1E0026	2020-2021
MBA	GAJULA HARSHITHA	19AT1E0027	2020-2021
MBA	SALKAPURAM HEMANTH KUMAR	19AT1E0028	2020-2021
MBA	GOPEMMAGARI INDU PRIYA	19AT1E0029	2020-2021

MBA	PATTAN JAVERIYA KHANAM	19AT1E0030	2020-2021
MBA	SHATANAKOTA JAYALAKSHMI	19AT1E0031	2020-2021
MBA	LAGISETTI KALYAN KUMAR	19AT1E0032	2020-2021
MBA	GOWLI KARTHIK	19AT1E0033	2020-2021
MBA	EDIGA KAVITHA	19AT1E0034	2020-2021
MBA	T KEERTHI	19AT1E0035	2020-2021
MBA	C KIRAN KUMAR	19AT1E0036	2020-2021
MBA	M V KOULINI DEVI	19AT1E0037	2020-2021
MBA	BOYA KRISHNAVENI	19AT1E0038	2020-2021
MBA	CHALLA LAKSHMI DEVI	19AT1E0039	2020-2021
MBA	SHAIK MAHABOOB	19AT1E0040	2020-2021
MBA	C MAHESH	19AT1E0041	2020-2021
MBA	M MAMATHA	19AT1E0042	2020-2021
MBA	GONDI MANOHAR	19AT1E0043	2020-2021
MBA	KAIPA MARUTHESH REDDY	19AT1E0044	2020-2021
MBA	B MOUNIKA	19AT1E0045	2020-2021
MBA	PARAMATURI MOUNIKA	19AT1E0046	2020-2021
MBA	PASULA MUKESH BABU	19AT1E0047	2020-2021
MBA	E NARAHARI	19AT1E0049	2020-2021
MBA	ERAPOGU PAVAN KUMAR	19AT1E0050	2020-2021
MBA	KARMURU POOJITHA	19AT1E0051	2020-2021
MBA	CHILUKALA POORNIMA	19AT1E0052	2020-2021
MBA	SIDIGE PRABHAKAR	19AT1E0053	2020-2021
MBA	KATEPOGU PRASHANTH KUMAR	19AT1E0054	2020-2021
MBA	REPALLE PRATAP REDDY	19AT1E0055	2020-2021
MBA	THERIVETI PRAVEEN KUMAR	19AT1E0056	2020-2021
MBA	BOYA RADHA	19AT1E0057	2020-2021
MBA	KATIKA RAFI	19AT1E0058	2020-2021
MBA	RAGHAVENDRA S	19AT1E0059	2020-2021
MBA	V RAKESH KUMAR REDDY	19AT1E0060	2020-2021
MBA	PASUPULA RAMA	19AT1E0061	2020-2021
MBA	B RAMAKRISHNAN	19AT1E0062	2020-2021
MBA	E RAMESH GOUD	19AT1E0063	2020-2021
MBA	THANTRAVAHU RAMYA SREE	19AT1E0064	2020-2021
MBA	DAGUDU RENUKA	19AT1E0065	2020-2021
MBA	VENNA RENUKA DEVI	19AT1E0066	2020-2021
MBA	KAKANAVARAM SAI BHARGHAV	19AT1E0067	2020-2021
MBA	BANGI SAI SRAVANI	19AT1E0069	2020-2021
MBA	POLA SANDEEP	19AT1E0070	2020-2021
MBA	SARITA SAHOO	19AT1E0071	2020-2021
MBA	SHAIK SHAGUFTA SHAHWAR	19AT1E0072	2020-2021
MBA	SHAIK SHAIKSHA VALI	19AT1E0073	2020-2021



MBA	SHAIK SHAISTA FARAZ	19AT1E0074	2020-2021
MBA	S SHARANITHA	19AT1E0075	2020-2021
MBA	K SHIVA RAM	19AT1E0076	2020-2021
MBA	BASARAKODU SHYAMALA REDDY	19AT1E0077	2020-2021
MBA	SHAIK SIMRAN SULTHANA	19AT1E0078	2020-2021
MBA	SYED SOHAIL AQTAR	19AT1E0079	2020-2021
MBA	GANDLA SRAVANI	19AT1E0080	2020-2021
MBA	POOJARI SREEPATHI ACHARYULU	19AT1E0081	2020-2021
MBA	CHILUKALA SRIVIDYA	19AT1E0082	2020-2021
MBA	MANAVI CHAKALI SURYA PRIYA	19AT1E0083	2020-2021
MBA	MALLAYPOGU SWAROOPA RANI	19AT1E0084	2020-2021
MBA	GADDALE SWETHA	19AT1E0085	2020-2021
MBA	PINJARI SYED HUSSAIN	19AT1E0086	2020-2021
MBA	SHAIK TEHSIN	19AT1E0087	2020-2021
MBA	KANIKE TEJASWINI	19AT1E0088	2020-2021
MBA	BEERAPPAGARI THRIVENI	19AT1E0089	2020-2021
MBA	KUTHALA VANI	19AT1E0090	2020-2021

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- 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

A handwritten signature in green ink, appearing to read "J. Smith", is located in the lower right quadrant of the page.



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BODY LANGUAGE

List of Students qualified in the assessment test

S.No	Name of the Student	Student Roll Number	Marks (50)
1	S ABDUL IMRAN	19AT1E0001	42
2	P RAMA PRIYA DARSHINI	19AT1E0002	44
3	S AFREEN	19AT1E0003	36
4	SHAIK AMEER BASHA	19AT1E0004	43
5	CHITTARI ANJALI	19AT1E0005	46
6	NAYAKANTI APARNA	19AT1E0006	32
7	SHAIK AQHLAK BASHA	19AT1E0007	18
8	CHINTHA ASHOK	19AT1E0008	43
9	JINKALA ASHOK REDDY	19AT1E0009	41
10	SHAIK ASMA FARID	19AT1E0010	39
11	R AYESHA ALMAS	19AT1E0011	35
12	RAMPETA AYESHA PARVEEN	19AT1E0012	41
13	T BALA SAI	19AT1E0013	45
14	CHINTAKUNTA BHAVANA	19AT1E0014	48
15	POTHURAJU CHAMUNDESHWARI	19AT1E0015	43
16	G CHANDANA	19AT1E0016	22
17	G CHANDRA KISHORE BABU	19AT1E0017	42
18	KOTIKE CHANDRA SEKHAR	19AT1E0018	38
19	MADDUBYGARI CHINNA MASTAN	19AT1E0019	45
20	AGISAM CHIRANJEEVI	19AT1E0020	48
21	CHAKALI DEVISREE	19AT1E0021	43
22	CHINNAPPAIAHGARI DHARANI	19AT1E0022	42
23	MEDIKURTHI GAYATHRI	19AT1E0023	38
24	SHAIK GOUSIA BI	19AT1E0024	45
25	PASUPULA GOVARDHINI	19AT1E0025	38
26	BESTA HARI PRIYA	19AT1E0026	39
27	GAJULA HARSHITHA	19AT1E0027	42
28	SALKAPURAM HEMANTH KUMAR	19AT1E0028	45
29	GOPEMMAGARI INDU PRIYA	19AT1E0029	48

30	PATTAN JAVERIYA KHANAM	19AT1E0030	34
31	SHATANAKOTA JAYALAKSHMI	19AT1E0031	32
32	LAGISETTI KALYAN KUMAR	19AT1E0032	20
33	GOWLI KARTHIK	19AT1E0033	43
34	EDIGA KAVITHA	19AT1E0034	41
35	T KEERTHI	19AT1E0035	39
36	C KIRAN KUMAR	19AT1E0036	35
37	M V KOULINI DEVI	19AT1E0037	41
38	BOYA KRISHNAVENI	19AT1E0038	45
39	CHALLA LAKSHMI DEVI	19AT1E0039	48
40	SHAIK MAHABOOB	19AT1E0040	43
41	C MAHESH	19AT1E0041	42
42	M MAMATHA	19AT1E0042	34
43	GONDI MANOHAR	19AT1E0043	38
44	KAIPA MARUTHESH REDDY	19AT1E0044	32
45	B MOUNIKA	19AT1E0045	40
46	PARAMATURI MOUNIKA	19AT1E0046	44
47	PASULA MUKESH BABU	19AT1E0047	30
48	E NARAHARI	19AT1E0049	32
49	ERAPOGU PAVAN KUMAR	19AT1E0050	30
50	KARMURU POOJITHA	19AT1E0051	46
51	CHILUKALA POORNIMA	19AT1E0052	44
52	SIDIGE PRABHAKAR	19AT1E0053	32
53	KATEPOGU PRASHANTH KUMAR	19AT1E0054	38
54	REPALLE PRATAP REDDY	19AT1E0055	34
55	THERIVETI PRAVEEN KUMAR	19AT1E0056	32
56	BOYA RADHA	19AT1E0057	40
57	KATIKA RAFI	19AT1E0058	28
58	RAGHAVENDRA S	19AT1E0059	38
59	V RAKESH KUMAR REDDY	19AT1E0060	30
60	PASUPULA RAMA	19AT1E0061	30
61	B RAMAKRISHNAN	19AT1E0062	48
62	E RAMESH GOUD	19AT1E0063	36
63	THANTRAVAHU RAMYA SREE	19AT1E0064	40
64	DAGUDU RENUKA	19AT1E0065	30
65	VENNA RENUKA DEVI	19AT1E0066	28
66	KAKANAVARAM SAI BHARGHAV	19AT1E0067	36
67	BANGI SAI SRAVANI	19AT1E0069	40
68	POLA SANDEEP	19AT1E0070	30
69	SARITA SAHOO	19AT1E0071	48
70	SHAIK SHAGUFTA SHAHWAR	19AT1E0072	46
71	SHAIK SHAIKSHA VALI	19AT1E0073	30
72	SHAIK SHAISTA FARAZ	19AT1E0074	38
73	S SHARANITHA	19AT1E0075	40
74	K SHIVA RAM	19AT1E0076	40

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75	BASARAKODU SHYAMALA REDDY	19AT1E0077	40
76	SHAIK SIMRAN SULTHANA	19AT1E0078	38
77	SYED SOHAIL AQTAR	19AT1E0079	36
78	GANDLA SRAVANI	19AT1E0080	46
79	POOJARI SREEPATHI ACHARYULU	19AT1E0081	38
80	CHILUKALA SRIVIDYA	19AT1E0082	36
81	MANAVI CHAKALI SURYA PRIYA	19AT1E0083	40
82	MALLAYPOGU SWAROOPA RANI	19AT1E0084	40
83	GADDALE SWETHA	19AT1E0085	32
84	PINJARI SYED HUSSAIN	19AT1E0086	22
85	SHAIK TEHSIN	19AT1E0087	48
86	KANIKE TEJASWINI	19AT1E0088	36
87	BEERAPPAGARI THRIVENI	19AT1E0089	30
88	KUTHALA VANI	19AT1E0090	40

