

**Second Semester Internal Examination, February 2026**  
**SEC (English) Course in Commerce and Management**  
**Contemporary Language Skills for Commerce and Management**  
**ENG4FS111(3)**

Time: 1 Hr

Max Marks: 35

Name:	<b>Marks Scored</b>	Section A		Total Marks
Class:		Section B		
		Section C		

**Section A**

(Each question carries 2 marks, Max marks for section – 8)

1. Explain any three non-verbal cues that a listener should pay attention to while listening.
2. What recommendation does Carnegie give regarding the size of the stage or room for a speech?
3. What is the central concept of the short film 'Teamwork can make a Dreamwork'?
4. What did researchers identify as the key factor behind high-performing teams?
5. Which skill refers to the ability to adapt to change when a particular solution does not work?

**Section B**

(Each question carries 6 marks, Max marks for section – 12)

6. Outline the key principles for delivering constructive feedback within a team. Explain the importance of focusing on action rather than the person?
7. Demonstrate the uses of various types of reading techniques.
8. Why is proofreading considered an important step in the writing process and what techniques can make it more effective?

**Section C**

(Answer any one question, Each question carries 10 marks)

9. Compare and contrast the strategies Carnegie recommends for a persuasive speech versus a speech delivered simply 'to entertain and inform'. Use details from the text regarding structure, content and the required emotional appeal to support your answer.
10. Trace the evolution of Malabar's primary export crop from the early 19<sup>th</sup> century to the early 20<sup>th</sup> century, and explain the key reasons for the rise and fall of each.