		A -
	(Pages : 2)	E - 3835
Reg. No. :	aquired by, a counsellor.	Write a note on the skills re
Name :	'empathy' in counselling.	Wate a note on the role of
H.R.M. 2.4.3 : COUN	A. HRM Degree Examir SELLING SKILLS FOR	

Time: 3 Hours

Max. Marks: 75

## PART - I

Answer all questions. Answer should not exceed 50 words.

- 1. What is counselling?
- 2. What are the goals of counselling?
- 3. What is 'self-concept'?
- 4. Define 'maladjustment'.
- 5. What is 'counter transference'?
- 6. Write a note on the principle of 'confidentiality'.
- 7. Alcoholism.
- 8. Career counselling.
- 9. Probing.
- 10. Work-family conflict.

(10×2=20 Marks)

## PART - II

Answer any five questions. Answer should not exceed 500 words.

- 11. What are the differences between psychotherapy and counselling?
- 12. What is the scope of industrial social work?

## E - 3835



- 13. Write a note on the skills required by a counsellor.
- 14. Write a note on the role of 'empathy' in counselling.
- 15. What are the major functions and tasks of social worker?
- 16. What is the non-directive approach to counselling?
- 17. Explain the stages in the resolution of conflict in relationships.
- 18. What are the major criticisms of the Gestalt counselling?

(5×5=25 Marks)

## PART - III

Answer any two questions. Answer should not exceed 1200 words.

- 19. Describe the major schools of thought in counselling.
- 20. What are the problems arising out of work situations? How can we tackle these?
- 21. Explain the major dimensions of counselling. What are the advanced skills required for counselling?
- 22. Write a detailed note on counselling for retirement and VRS. (2×15=30 Marks)