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MASTER OF BUSINESS ADMINISTRATION
(M.B.A. – SPORTS MANAGEMENT)
EXAMINATION: DECEMBER -2025
SEMESTER - III

Sub: Sports Psychology (MBA-S304)

Date: 27/12/2025

Total marks: 60

Time: 2.00 pm To 4.30 pm

Q. 1. Answer in Detail. (30)

1. Define Concentration. Describe Nideffer's Four Types of Attentional Focus (Broad-External, Broad-Internal, Narrow-External, Narrow-Internal) and give an example of when an athlete (or manager) would use each.
2. Discuss the factors affecting the effectiveness of imagery. Explain the two keys to good images: Vividness and Controllability, and describe how an athlete can improve them.
3. Explain the Matching Hypothesis. Why is it important to match the anxiety reduction technique (e.g., somatic vs. cognitive) to the specific type of anxiety experienced? Provide examples of techniques for each.

Q. 2. Write Short Notes: (Any Two) (10)

1. Briefly describe the "Storming" stage of group formation.
2. Problem-Focused vs. Emotion-Focused Coping. Explain when to use each
3. Subjective vs. Objective Goals. Define and give an example of each.
4. Distinguish between positive and negative addiction.

Q. 3. Answer in Short: (10)

1. What is a Trigger Word or Cue Word?
2. Define State Self-Confidence.
3. What is Biofeedback?
4. Define Social Loafing.
5. What is the Sandwich Approach in communication?

Q. 4. Case Study (10)

A corporate sales team is suffering from low morale. They missed their quarterly targets (Outcome Goal). The manager yells at them to "work harder" but gives no specific direction. The team members feel their individual efforts don't matter and have stopped helping each other.

Questions:

1. Apply Goal Setting Theory: Why did focusing solely on the "Outcome Goal" fail?
2. How could Process Goals help this team's motivation?

Identify the presence of Social Loafing and suggest one strategy to increase individual accountability.