

Tower Building

Objectives

1.To understand the goal setting behavior in task performance

2.To internalize the process of helping behavior and its consequences on performance

3.To understand value orientation and its relation to entrepreneurial performance and

4.To understand the factors in decision making

Observations to be recorded

Sl. No	Observations	Remarks
I Decision making		
1	Amount of time spent for decision making (in min)	
2	Who tries maximum to influence	
3	How is group taking decision	
4	Agreement / disagreement during decision making process	
II.	Help / encouragement	
III. Confidence of direction		
1	What sort of guidance by whom	
2	Who gives maximum guidance	
3	What is the emotional reaction of subject receiving guidance	
4	Level of anxiety in giving guidance	
IV.	Confidence of worker	
V	Planning and searching environment	

Goal Setting

Sl. No	Details	Remarks
1	How did you choose a particular estimate	
2	Did you consider the average figure given by me to decide your estimate	
3	How could you under / over estimate your subject	
4	What prompts you to say that you are above average	
5	What prompted you to rate your subjects as being above average	
6	What may happen if we under / over estimate a person	

Data Recording

	Group	I	II	III	IV
I	Goal setting				
	Associate member - I				
	Associate member – II				
	Subject				
II	Consensus				
II I	Performance (target achieved)				

Conditions

1.The subject will be blind folded and will perform the task with his wrong hand

2.The associate members will not be allowed to touch the subject or the wooden blocks. However they may do anything of their choice