



**K-3551**  
**Third Year B. B. A. (Sem. VI) Examination**  
**September / October – 2012**  
**Personality Development**

Time : 3 Hours]

[Total Marks : 70

**Instructions :**

(1)

<p>नीचे दृशाविल निशानीवाणी विगतो उत्तरवडी पर अवश्य लपवी. Fillup strictly the details of signs on your answer book.</p> <p>Name of the Examination :</p> <p><b>Third Year B. B. A. (Sem. 6)</b></p> <p>Name of the Subject :</p> <p><b>Personality Development</b></p> <p>Subject Code No. : <b>3 5 5 1</b> Section No. (1, 2,.....) : <b>Nil</b></p>	<p>Seat No. :</p> <table border="1" style="width: 100%; height: 20px;"><tr><td style="width: 15%;"></td><td style="width: 15%;"></td><td style="width: 15%;"></td><td style="width: 15%;"></td><td style="width: 15%;"></td><td style="width: 15%;"></td></tr></table> <div style="border: 1px solid black; border-radius: 15px; height: 60px; display: flex; align-items: center; justify-content: center; margin-top: 10px;">Student's Signature</div>						

- (2) Attempt any five.  
(3) All questions carry **equal** marks.

- 1 Answer in brief : 14
- (i) What is 'Procrastination' ?  
(ii) Meaning of SMART goal.  
(iii) List four etiquettes of telephonic conversation.  
(iv) List four ways to develop self confidence.  
(v) List down the process of decision making.  
(vi) Write four importance of 'list' in time management.  
(vii) List four time stealers of students.
- 2 Define 'personality'. Explain the role of heredity and environment in determination of personality with suitable examples. 14
- 3 What is meant by 'Team' ? State the significance of team work in organizations. What measures, should be taken to build 'effective team'? 14
- 4 What are the objectives of counseling ? Explain different stages of counseling. What are the requirements of effective counseling ? 14

- 5 What are the characteristics of creative people ? Discuss the problems faced by organizations in promoting creativity at work place. 14
- 6 Describe various leadership traits required by managers for effective performance and achievement of organizational goals. 14
- 7 Write notes on any two : 14
- (a) Johri Window
  - (b) Effective Team Management
  - (c) Resistance to Change
  - (d) Locus of Control
  - (e) Empowerment.
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