



UA-3551

**Third Year B. B. A. (Sem. VI) Examination**  
**March/April – 2012**  
**Personality Development**

Time : 3 Hours]

[Total Marks : 70

**Instructions :**

(1)

नीचे दृशावेल निशानीवाणी विगतो उत्तरवडी पर अवश्य लपवी. Fillup strictly the details of signs on your answer book.	Seat No. :
Name of the Examination :	<input type="text"/>
<input type="checkbox"/> Third Year B. B. A. (Sem. 6)	<input type="text"/>
Name of the Subject :	<input type="text"/>
<input type="checkbox"/> Personality Development	<input type="text"/>
Subject Code No. : <input type="text" value="3"/> <input type="text" value="5"/> <input type="text" value="5"/> <input type="text" value="1"/>	<input type="text"/>
Section No. (1, 2,.....) : <input type="text" value="Nil"/>	<input type="text"/>
	Student's Signature

(2) Attempt any **five**.

(3) All questions carry **equal** marks.

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|---|---|----|
| 1 | Answer in brief :   | 14 |
|   | (i) List four characteristics of good decisions.  |    |
|   | (ii) List the stages of counseling.   |    |
|   | (iii) List four characteristics of creative people.   |    |
|   | (iv) List two etiquettes each for making and receiving telephone call.  |    |
|   | (v) List four benefits of team work.  |    |
|   | (vi) Meaning of SMART goal.   |    |
|   | (vii) List four major time stealers of an executive.  |    |
| 2 | Explain the components of creativity with example.  | 14 |
| 3 | Explain 'Locus of Control'. Discuss the importance of family and environment in determination of personality. | 14 |
| 4 | 'Excellent managers need to have reasonably high leadership ability among any other skills' - comment.        | 14 |

- 5 Explain 'Johari Window'. Also describe the concept of 'Ideal Window', 'Turtle', 'Interviewers' and the 'Bull in China Shop'. 14
- 6 Why do employees resist change ? What measures should be taken to minimize the resistance to change ? 14
- 7 Write notes on : (any two) 14
- (a) Rapport building
  - (b) Team building
  - (c) Process of decision making
  - (d) Self confidence
  - (e) Inter personal skills.
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