

(6 pages)

Reg. No. :

**Code No. : 12387 E Sub. Code : JCSB 5 A/
SCSB 5 A**

U.G. (CBCS) DEGREE EXAMINATION,
NOVEMBER 2021.

Fifth Semester

Part IV

Common Skill Based Subject — PERSONALITY
DEVELOPMENT

(For those who joined in July 2016 onwards)

Time : Three hours

Maximum : 75 marks

PART A — ($10 \times 1 = 10$ marks)

Answer ALL questions.

Choose the correct answer.

1. _____ refers to personal traits reflected
through persons behavior.

- | | |
|-----------------|---------------|
| (a) Culture | (b) Tradition |
| (c) Personality | (d) Habit |

2. According to Freud, the psyche of a human being has _____ layers.
- (a) Four (b) Two
(c) Three (d) Five
3. _____ are known as the 'gate ways to knowledge'.
- (a) Brain (b) Eyes
(c) Sense organs (d) Noses
4. Monitoring one's own behavior and activities is called _____.
- (a) attitude (b) self esteem
(c) self image (d) self monitoring
5. _____ is a group of individuals working to achieve a common objective.
- (a) Business trade (b) Organization
(c) Team (d) Company

6. _____ leadership does not take into account the opinion of others.
- (a) Autocratic (b) Democratic
- (c) Laissez faire (d) Liberal
7. _____ denotes transfer of messages from one person to another person.
- (a) Channel (b) Communication
- (c) Sender (d) Massage
8. Ego belongs to _____.
- (a) Parent (b) Child
- (c) Adult (d) Elder
9. _____ interview is accidental.
- (a) Formal (b) Face to face
- (c) Informal (d) Telephone
10. _____ is the second important place for the formation of behavior.
- (a) Family (b) Society
- (c) School (d) College

PART B — (5 × 5 = 25 marks)

Answer ALL questions, choosing either (a) or (b).

Each answer should not exceed 250 words.

11. (a) Write notes about Freud's Psycho Analytic Theory.

Or

- (b) Describe the determinants of personality.

12. (a) Write about perception process.

Or

- (b) Explain the methods to attitude change.

13. (a) Discuss the principles of negotiation.

Or

- (b) What are the types of Teams?

14. (a) Explain the Types of Transactions.

Or

- (b) List out the symptoms of Stress.

15. (a) What are the questions generally asked in interview?

Or

- (b) Describe about Table manners.

PART C — ($5 \times 8 = 40$ marks)

Answer ALL questions, choosing either (a) or (b).

Each answer should not exceed 600 words.

16. (a) Explain the importance of goal setting.

Or

- (b) Explain the importance of personality development.

17. (a) Summarize the factors determining self-esteem.

Or

- (b) Summarize the techniques of Assertiveness.

18. (a) How to create an effective team? Discuss.

Or

- (b) Write an essay about Conflict Management.

19. (a) What are the barriers in communication?
Explain.

Or

- (b) How to develop Emotional Quotient?
Explain.

20. (a) Explain how did you acquire social graces?

Or

- (b) List out the types of interview.
