

(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 × 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 × 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.
