(6 pages)

Reg. No. : .....

Code No. : 20124 E **Sub. Code : ACSB 51/ CCSB 51**

U.G. (CBCS) DEGREE EXAMINATION, NOVEMBER 2024.

Fifth Semester

Part IV

PERSONALITY DEVELOPMENT

(For those who joined in July 2020-2022 only)

Time : Three hours Maximum : 75 marks

PART A — (10 × 1 = 10 marks)

Answer ALL questions.

1. Positive personality traits include which of the following?
   (a) Aggressiveness (b) Arrogance
   (c) Ambition (d) Coldness
2. Who is credited with developing the SWOT analysis framework
   (a) John Wallis
   (b) Michael porter
   (c) Albert. S Hamphery
   (d) Peter Drucker
3. Which of the following is NOT one of the six senses?
   (a) proprioception (b) transduction
   (c) olfaction (d) taste
4. Avoiding direct or clear communication, making excuses
   (a) Assertive (b) Passive
   (c) Aggressive (d) Passive aggressive
5. ———— is increasing leadership rapidly.
   (a) Strategy
   (b) Command
   (c) Control
   (d) Getting others to follow
6. Which of the following is a conflict stimulation technique?
   (a) Expansion of resources
   (b) Compromise
   (c) Bringing in outsiders
   (d) Authoritative command

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7. What is the relationship between a transactional leader and their employees?

(a) Emotional and long-lasting

(b) Transitory and not emotional

(c) Hierarchical and unidirectional

(d) Collaborative and mutually beneficial

8. Which of the following are the physical symptoms of anxiety?

(a) Racing heart (b) Sweaty palms

(c) Flushed cheeks (d) All of the above

9. The most comfortable clothes to wear in summer is

(a) Cotton

(b) Light coloured clothes

(c) Terylene

(d) More than one of the above

10. Which of these is not a type of interview?

(a) screening interview

(b) stress interview

(c) music interview

(d) lunch interview

PART B — (5 × 5 = 25 marks)

Answer ALL questions.

11. (a) State the benefits of self awareness.

Or

(b) What are the principles of goal setting?

12. (a) What are the errors in perception?

Or

(b) List out benefits of being assertive.

13. (a) State any five qualities of an effective leader.

Or

(b) What are the types of conflict?

14. (a) Write a note on Johari window.

Or

(b) Mention any four sources of stress.

15. (a) What is the dress code for attending a job interview?

Or

(b) What are the commonly asked interview questions?

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PART C — (5 × 8 = 40 marks)

Answer ALL questions,

16. (a) Discuss the ways of developing self awareness.

Or

(b) Explain the importance of goal setting.

17. (a) Explain the perception process with an example.

Or

(b) Discuss any two assertiveness techniques.

18. (a) Explain managerial grid theory of leadership.

Or

(b) What are the conflict resolution techniques?

19. (a) Discuss the significance of transactional analysis.

Or

(b) State the causes and consequences of stress.

20. (a) What are the Do's and don'ts of table etiquettes?

Or

(b) Distinguish between online interview and offline interview.

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