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Roll No. ....

**F-156**

**B.B.A. EXAMINATION, May 2018**

(Sixth Semester)

(Main & Re-appear)

BBA312

PERSONALITY AND SOFT SKILLS  
DEVELOPMENT

*Time : 3 Hours]*

*[Maximum Marks : 70*

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Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

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**Note :** Attempt *Five* questions in all, selecting at least *one* question from each Unit. All questions carry equal marks.

(3-62/7) M-F-156

P.T.O.

### **Unit I**

1. Define Personality. What are personality patterns ? How can the personality patterns be molded ? **14**
2. Write short notes on the following :
  - (a) Personality Syndrome **7**
  - (b) Personality Consciousness. **7**

### **Unit II**

3. What are Personality Determinants ? Why family determinants are so crucial in shaping the personality of a person ? **14**
4. Explain the following :
  - (a) Physical determinants of personality **7**
  - (b) Educational determinants of personality. **7**

### **Unit III**

5. Why self-awareness is important for becoming effective manager ? How can one develop self-awareness ? **14**

6. Write short notes on the following :

- (a) Etiquettes **7**
- (b) Time Management. **7**

### **Unit IV**

7. Differentiate between team and groups. What were the characteristics of a team ? How effective teams can be build ? **14**
8. Explain the following :
  - (a) Building positive relationship **7**
  - (b) Conducting meetings. **7**