



37321/C 210

Reg. No.

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**III Semester B.B.A. 3 Degree Examination, November/December 2016**  
**PERSONALITY DEVELOPMENT AND LIFE SKILLS**  
**(New Syllabus)**

Time : 3 Hours

Max. Marks : 80

**Instruction : Write question numbers correctly.**

**SECTION – A**

I. Answer **any ten** of the following questions :

**(10×2=20)**

- 1) What is the meaning of personality ?
- 2) What is self grooming ?
- 3) What do you understand by self confidence ?
- 4) What is the meaning of will power ?
- 5) What is lateral thinking ?
- 6) State the meaning of team.
- 7) What is goal setting ?
- 8) Mention two skills of good leader.
- 9) What is creativity ?
- 10) What is critical thinking ?
- 11) What is the meaning of etiquettes ?
- 12) What is time management ?

**SECTION – B**

II. Answer **any four** of the following questions :

**(4×5=20)**

- 13) Explain the concept of SWOT analysis.
- 14) Explain the qualities of good leader.
- 15) State dress code for men and women.

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- 16) Explain physical determinants of personality.
- 17) What is brainstorming write its benefits ?
- 18) Write techniques of building self-confidence.

**SECTION – C**

III. Write the answers for **any three** questions :

**(3×10=30)**

- 19) Explain the concept of Johari Window.
- 20) What is the importance of social etiquettes and manners in personality development ?
- 21) Discuss the benefits of team work for personal and social development.
- 22) Explain the process of decision making and its applicability to business problems.
- 23) Write short note on :
  - a) Time Management
  - b) Long term goal setting.

**SECTION – D**

**(Compulsory)**

IV. Answer the following question :

**(1×10=10)**

- 24) Explain Erikson's eight life stages of personality development.
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