

**BIRLA INSTITUTE OF TECHNOLOGY, MESRA, RANCHI
(END SEMESTER EXAMINATIONMO/2024)**

**CLASS: BBA/BAM
BRANCH: BBA/BAM**

**SEMESTER : III
SESSION : MO/2024**

SUBJECT: MN201 PERSONALITY DEVELOPMENT

TIME: 03 Hours

FULL MARKS: 50

INSTRUCTIONS:

1. The question paper contains 5 questions each of 10 marks and total 50 marks.
2. Attempt all questions.
3. The missing data, if any, may be assumed suitably.
4. Tables/Data handbook/Graph paper etc., if applicable, will be supplied to the candidates

		CO	BL
Q.1(a)	Define the concept of personality. How can one develop his/her personality? Substantiate your answer with suitable points based on the readings from the course	[5]	1 1
Q.1(b)	What are the primary causes of failure? Explain	[5]	1 3
Q.2(a)	Describe Gordon Allport's hierarchy of personality traits?	[5]	2 2
Q.2(b)	What are the dos and don'ts of group discussion?	[5]	3 3
Q.3(a)	Imagine that you are going to apply for a sales executive job. Prepare a resume for the above mentioned position.	[5]	2 4
Q.3(b)	What are public and private self-awareness? Explain with suitable examples	[5]	4 1
Q.4(a)	What are some of the strategies for conflict resolution? Explain with suitable examples	[5]	2 2
Q.4(b)	What are the six advantages of effective time management? Explain	[5]	4 3
Q.5(a)	What is a mock interview? Explain the importance of mock interviews with appropriate reasoning.	[5]	2 1
Q.5(b)	How can problem-solving and decision-making techniques help in making better choices, and what steps are involved in each process?	[5]	4 2

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