

**BIRLA INSTITUTE OF TECHNOLOGY, MESRA, RANCHI  
(END SEMESTER EXAMINATION MO/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

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		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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