

**BIRLA INSTITUTE OF TECHNOLOGY, MESRA, RANCHI**  
**(MID SEMESTER EXAMINATION MO/2024)**

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

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

**SUBJECT: MN201 PERSONALITY DEVELOPMENT**

**TIME: 02 Hours**

**FULL MARKS: 25**

**INSTRUCTIONS:**

1. The question paper contains 5 questions each of 5 marks and total 25 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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Q.1(a)	What are some of the essential qualities of personality development according to Swami Vivekananda?	[2]	1 1
Q.1(b)	Explain the three aspects of personality as defined by Gordon Allport. Substantiate your answer with relevant examples.	[3]	1 3
Q.2(a)	How do you define success?	[2]	2 3
Q.2(b)	What are the factors that contribute to one's success?	[3]	3 1
Q.3(a)	What is self-awareness?	[2]	2 1
Q.3(b)	Read the given situation carefully and analyze it in the context of self-awareness.	[3]	4 4

Mansi is a grade 4 student who is very fond of her father. One day after she comes home, she finds that her elder sister is home. Her father who normally brings some snacks that Mansi loves gives it to her elder sister and tells Mansi that if you want to eat then ask your elder sister for a bite. Mansi felt bad about the behavior of her father towards her.

Q.4(a)	What are the benefits of self-awareness or understanding self?	[2]	2 1
Q.4(b)	Read the following case study carefully and answer the following questions.	[3]	4 1

27 year old Barry is a foodservice manager and is responsible for supervising and managing all employees at a casual dining restaurant. Employees working range in age from 16 years old to 55 years old who also come from diverse cultural and ethnic backgrounds. For many, English is not their primary language. Issues like food safety, on the job training, hygiene are to be compromised as the restaurant is very busy catering to people and customers. Barry often notices in the mornings that things in the kitchen are always messy.

Q1. What problems did Barry face?  
 Q2. What strategies can he adopt to overcome the problems?

Q.5(a)	Imagine yourself as a business administrator of the company DEACON. You have to do a SWOT (strength, weakness, opportunity, threat) analysis of the employees of the sales section. Provide one point for each of them.	[2]	2 6
Q.5(b)	You couldn't submit your presentations consecutively for three times. Describe the ways you had used to convince your manager to get another chance to submit your presentation. Use the STAR or SMART concept.	[3]	4 5