

BIRLA INSTITUTE OF TECHNOLOGY, MESRA, RANCHI
(MID SEMESTER EXAMINATION)

CLASS: BAM/BBA/IMBA
BRANCH: MANAGEMENT

SEMESTER: III
SESSION: MO/2025

SUBJECT: MN201 PERSONALITY DEVELOPMENT

TIME: 02 Hours

FULL MARKS: 25

INSTRUCTIONS:

1. The question paper contains 10 questions of 2 and 3 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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		CO	BL
Q.1(a)	Define “personality development” and state one way it influences work environment.	[2]	1 2
Q.1(b)	“AI adoption is increasing in educational institutions”. Do a SWOT analysis of the same.	[3]	2 4
Q.2(a)	Differentiate Allport’s central and secondary traits; give one brief example for either type.	[2]	1 2
Q.2(b)	Arrange Swami Vivekananda’s <i>Panchakosha</i> (five sheaths) from external to internal levels.	[3]	1 1
Q.3(a)	A project is missing deadlines due to unclear role ownership. How would you solve this at a teambuilding level?	[2]	4 3
Q.3(b)	Differentiate between selective and intensive listening. Give one example of each.	[3]	3 2
Q.4(a)	Name two non-verbal communication cues that are important in a job interview. Give reason why.	[2]	2 4
Q.4(b)	Give two reasons for success and a hurdle that prevents it.	[3]	1 1
Q.5(a)	List one similarity and one difference between communication skills and interpersonal skills.	[2]	2 2
Q.5(b)	At your office, you saw a person being discriminated because of their gender identity. Which two interpersonal skills would you demonstrate to help the person?	[3]	3 4

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