

**UNITY COLLEGE**  
**CBCS (CHOICE BASED CREDIT SYSTEM)**  
**Paper no: CBCS-601 (PERSONALITY AND SELF-DEVELOPMENT)**  
**(B.A 6 TH SEMESTER)**

**FULL MARKS-70**

**TIME: 3 HOURS**

**(PART: A-OBJECTIVE) (MARKS: 25) SECTION-1 (MARKS: 10)**

- 1. Tick the appropriate response from the choices given below: 1x10=10**
1. Personality refers to
    - a. Just a collection of so many traits.
    - b. A static behaviour
    - c. Sum total of all behaviour and mental characteristic
    - d. By product of heredity alone
  2. Kretschmer's classified all human beings into certain biological types according to their physical structure
    - a. Pyknic: having fat bodies and are easy going
    - b. Athletic: Lean and thin structure and unsociable
    - c. Leptosomatic: Balanced body and are energetic
    - d. Sanguine: Rich blood flow and happy, optimistic

i) A and B is correct ii) B and C is correct iii) A and C is correct  
iv) C and D is correct
  3. Importance and significance of leadership
    - a. Leader t clarify and communicate the vision and mission of the organization to the people
    - b. Leaders have open and engaging relationship with people
    - c. Leaders discourage the people to set short term achievable goal
    - d. Leader only shape the common goal of the organization

i).A and B is correct ii)C and D is correct iii) A and D is correct iv)B and D is correct
  4. Autocratic or authoritarian leadership style
    - a. Participative or democratic leaders decentralize authority
    - b. Centralizes power and decision making only in one person
    - c. Free-rein leaders avoid power and responsibility
    - d. Assume the function and role of fatherly or paternal
  5. Interpersonal skills involves
    - a. Compromise, negotiation, inactive listening skills.
    - b. Dominate conversation
    - c. Sympathizing goes beyond Empathizing.
    - d. Responsibility and Reliability

(i) Only a is correct ii) Only b is correct iii) a, b and d are Correct iv) Only d is correct
  6. Time Management allows to
    - a. Monitor project progress
    - b. Eliminate wastage

- c. Refuse excessive workloads
  - d. All of the above
7. Time management is needed and is important because
- a. It improve decision making ability
  - b. It leave time for procrastination
  - c. It is the key to success
  - d. It overwhelmed and increase stress in individual
- i). A and D is correct ii) B and C is correct iii) A and C is correct iv) B and D is correct
8. Distress can be –
- a) Healthy and developmental mental stress response
  - b) Denotes the presence of high level of stress in an individual.
  - c) Positive and developmental stress response
  - d) All of the above
9. Types of interview
- a. Structured Interview: Ask interviewee to describe how they will react to a hypothetical situation
  - b. Behavioural Interview: Interviewee are asked to describe how they reacted to actual situation in the past
  - c. Stress interview: Applicant are interviewed by several representative of the firm
  - d. Job Interview : Several job applicant are placed in a leaderless discussion
10. The physiological symptoms of stress are
- a. Irritability, insomnia, alcohol and food abuse
  - b. Skin Problems, twitches, baldness
  - c. Palpitation, chest pain and dizziness
  - d. Dissatisfaction, nervousness, low self esteem
- i). A,B and d is correct ii) B,C and D is correct iii) A, B and C is correct  
iv) A, C and D is correct

## SECTION-II (MARKS: 15)

**2. Write any three from the following: 5X3=15**

- a. Nature of personality
- b. Personal leadership
- c. Causes of Stress.
- d. Benefits of time management
- e. Interview techniques to conduct an effective interview

**(PART: B-DESCRIPTIVE) (MARKS: 45)**

**3. ANSWER ALL QUESTIONS (9X5=45)**

1. a. What is Personality? Explain the various typology of personality. (3+6=9)  
OR

b. Define self awareness. Explain in detail about self esteem (2+7=9)

2. a. What is leadership? Explain the various Leadership style. (3+6=9)  
OR

b. Explain how to identify your leadership style. Explain the attributes or qualities of good leaders. (3+6=9)

3. a. What is time management? Explain the need and importance of time management. (2+7=9) OR

b. Explain with an example the various strategies of time management. (9)

4. a. Explain the impact of stress emphasizing on physiological, psychological and behavioural responses to stress. (9)

OR

b. Explain the techniques of stress management. (9)

5. a. What is interview? Explain the types of interview. (2+7=9)

Or

b. Write on how to face an interview successfully. (9)

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