

Total No. of Questions : 3]

SEAT No. :

PC1100

[6316]-103

[Total No. of Pages : 2

S.Y.B.B.A.

**303 : GLOBAL COMPETENCIES AND PERSONALITY
DEVELOPMENT
(2019 Pattern) (Semester-III)**

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

Q1) A) Fill in the blanks.

[5×1=5]

- a) The Psychoanalytic Theory is given by _____.
 - i) Sigmund Freud
 - ii) Albert Bandura
 - iii) Gordon Allport
 - iv) None of the above
- b) _____ is the a hopeless condition that keeps individuals from realizing their full potentials.
 - i) High Self Esteem
 - ii) Low Self Esteem
 - iii) Zero Self Esteem
 - iv) None of the above
- c) _____ is understanding that you trust your own judgment and abilities and that you value yourself and feel worthy.
 - i) Assertiveness
 - ii) Self Acceptance
 - iii) Self Confidence
 - iv) Self Awareness
- d) _____ is a simple expressions or gestures like smile, a frown, raising eyebrows etc. which convey a lot of information
 - i) Posture
 - ii) Facial Expressions
 - iii) Eye Contact
 - iv) Gestures
- e) A _____ leader will develop action plans and makes decisions in consultation with his subordinates.
 - i) Autocratic
 - ii) Laissez Faire
 - iii) Democratic
 - iv) None of the above

P.T.O.

B) Match the Pairs. [5×1=5]

Group 'A'

Group 'B'

- | | |
|---------------------|--|
| a) Trait Theory | i) The image we have for ourselves |
| b) Self Concept | ii) The ability to share thoughts, feelings and emotions |
| c) Social Empathy | iii) Gordon Allport |
| d) Workplace ethics | iv) The art of understanding others |
| e) Assertiveness | v) The set of rules or procedures should be carried out by an employer and employee in an office |

C) Answer True or False of following: [4×1=4]

- a) Personality is not just about external appearance.
- b) Personality is limited to body language only.
- c) Critical and Comparative Thinking is the ability to analyze the way you think and present evidence for you ideas.
- d) Receiver is the last step in communication process.

Q2) Short Answer (Any 3): [3×8=24]

- a) Explain Characteristics of good personality.
- b) What is SWOC Analysis? Explain in detail.
- c) Explain workplace ethics in detail.
- d) Explain grooming basics in detail.

Q3) Long Answer Questions (Any 2): [2×16=32]

- a) What is Global Competence? Why is it needed? Explain the Characteristics of globally competent individual.
- b) What is Communication Skills? Why effective communication skills are important in business? Explain 7 C's of effective communication skills.
- c) Define social etiquettes? What are the international and social etiquettes? Explain social graces and table manners.
- d) Define Leadership? Explain various styles of leadership and qualities of leaders.

