

**BA LLB
FIFTH SEMESTER
PERSONALITY DEVELOPMENT
BLB – 501**
(USE OMR FOR OBJECTIVE PART)

**SET
A**

Duration: 3 hrs.

Full Marks: 70

Time: 30 min.

(Objective)

Marks: 20

Choose the correct answer from the following:

1 × 20 = 20

1. Soft Skills are _____ skills
 - a. Communication Skills
 - b. Interpersonal Skills
 - c. Written Skills
 - d. Behavioral Skills
2. The word communication is derived from the Latin Word _____
 - a. communism
 - b. commune
 - c. communis
 - d. communion
3. "The eyes are the windows, _____".
 - a. the stars do in the sky
 - b. the lips fear to say
 - c. the eyes often talk a great deal
 - d. the mirrors of the soul
4. Downward communication means _____.
 - a. The flow of information is from subordinates to superior
 - b. The flow of information is among the peers
 - c. The flow of information is either diagonal or crosswise
 - d. The flow of information is from superior to subordinates
5. Motivation is classified into _____ types
 - a. 2
 - b. 5
 - c. 4
 - d. None of the above
6. The triple Es of attitude are _____
 - a. Environment, Economic, Equity
 - b. Experience, Environment, Education
 - c. Embrace, Extend, Extinguish
 - d. Engagement, Enhancement, Extension
7. _____ means attaching meaning to the message.
 - a. Encoding
 - b. Decoding
 - c. Feedback
 - d. Media
8. Some of the cell phone/telephone etiquette _____.
 - a. Do not talk too loudly
 - b. Do not put your phone on speaker when you are around people
 - c. Stay away from others while talking over the phone
 - d. All of the above

9. Motivation encourages _____.
- Action or Feeling,
 - Power or Success
 - None of the above
 - All of the above
10. Out of the 93 percent _____ per cent is for voice modulation.
- 55
 - 21
 - 38
 - 42
11. Type A of personality traits are _____.
- Perfectionist, impatient, aggressive
 - Low stress, flexible, patient
 - Sad, pessimistic, lack of self-confidence
 - Highly conscientious, struggles to reveal emotions
12. _____ means the accuracy of thoughts, figures and words.
- Consiseness
 - Correctness
 - Clarify
 - Concreteness
13. Oral communication relies on spoken words as the _____ of conveying messages.
- Primary medium
 - Secondary medium
 - Both
 - None of the above
14. Symptoms of personality disorder are _____.
- Introversion
 - Extraversion
 - Neuroticism
 - Aggressive Behaviour
15. _____ is an exchange of facts, ideas, opinions or emotions by two or more people
- Physiology
 - Communication
 - Feedback
 - Psychology
16. Good manners are _____
- Only words
 - Both words and actions
 - Only actions
 - None of the above
17. "Etiquette" is _____.
- Formal language
 - Proper way to wear a uniform
 - Behaviors based on rules of a polite society
 - Parents support for public education
18. _____ means transmission of messages without using words.
- Oral Communication
 - Interpersonal Communication
 - Non-Verbal Communication
 - Intrapersonal Communication
19. _____ is increasing leadership rapidly.
- Strategy
 - Control
 - Command
 - Getting others to follow

20. Emotional Intelligence is _____.

- The ability to monitor one's own and
- a. others feelings and one's thinking and actions
 - b. Being able to 'read' other people
 - c. The ability to not get angry when provoked
 - d. Being persistent and enthusiastic when others are flagging

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(Descriptive)

Time : 2 hrs. 30 min.

Marks : 50

[Answer question no.1 & any four (4) from the rest]

1. Define Communication. What do you understand by barriers of communication? Explain the elements of communication process with the help of the diagram. 2+3+5
=10
2. What do you mean by personality development? Write the importance and explain the different types of personality. 2+3+5
=10
3. Define attitude. Explain the 3 concepts of attitude along with the factors affecting attitude 3+7=10
4. Explain the fundamental characteristics of personality development and personality traits. 5+5=10
5. Explain positive and negative attitude with proper case study. Explain the disadvantages of Negative Attitude. 5+5=10
6. Define External Motivation and Internal Motivation with example. Explain any 3 advantages and disadvantages of Fear Motivation. 5+5=10
7. Explain the different types of communication with example. Explain any 5 barriers of communication. 5+5=10
8. What do you mean by Body Language? Explain the rules for having an effective body language. 3+7=10

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