Total No. of Questions: 3]					SEAT No.:				
P-1852					[Total No. of Pages : 2				
			[6033]-3						
202 .	S.Y. B.B.A. 303 : GLOBAL COMPETENCIES AND PERSONALITY								
303 :	GL	OD.	AL COMPETENCI DEVELOPN						
		(20	19 Pattern) (CBCS						
Time : 21/2	Hou	rs1			[Max. Marks : 70				
Instructio	ons to	the c	andidates:		<u> </u>				
1) 2)			ions are compulsory. o the right indicate full ma	rks.					
<b>01</b> ) A)	E;11	in th	e blanks.		[5]				
QI) A)				tha					
	i)		speaker looks into						
		a)	Confident	b)	Impolite				
		c)	Impatient	d)	Rude				
	ii)	The	full form of MBTI is _		·				
		a)	MYERS-BRIGGS TYPE	PE IN	NDICATOR				
		b)	Mcgregors-Briggs TYP	E IN	IDICATOR				
		c)	MYLAN-Briggs TYPE	INI	DICATOR				
		d)	Mcdonald-Briggs TYP	E IN	DICATOR				
	iii)	SW	OC Analysis is carried or	ut on	a cell matrix.				
		a)	Five	b)	Six				
		c)	Four	d)	Three				
	iv)	eacl	is the complex		nental characteristics that makes ple.				
		a)	Personality	b)	Presentation				
		c)	Preparation	d)	Position				
		e)	Descriptive						

*P.T.O.* 

v)	The tone	of the	speaker	should	be		•
----	----------	--------	---------	--------	----	--	---

a) Loud

b) Clear

c) Low

d) Soft

#### B) Match the Pairs:

[5]

Group A	Group B			
i) Commitment	a) Communication style			
ii) Stay Organized	b) Technique to handle conflicts			
iii) Submissive	c) Group of people work together			
iv) Problem solving	d) Way of time management			
v) Team composition	e) Type of workplace ethic			

## C) True or False:

[4]

- i) CSR means creative social responsibility.
- ii) Opportunities and threats are internal SWOT elements.
- iii) Assertive is a style of communication
- The determinants of personality are biological, social, cultural and situational factors.

## Q2) Short Answer (Any 3):

 $[3 \times 8 = 24]$ 

- a) Explain in detail the 7 C's of Effective Communication
- b) Define Goal Setting. Explain the SMART technique of Goal Setting.
- c) What is Social Responsibility? What are the various types of Social Responsibilities?
- d) What is a Team? What are the qualities of a Good Team?

# ${\it Q3}$ ) LongAnswer Questions (Any 2):

 $[2 \times 16 = 32]$ 

- a) What is Personality? Explain the Determinants of Personality Development in detail?
- b) What is Global Competence? Why is it needed? Explain the Characteristics of globally competent individual?
- c) What is SWOC Analysis? Elaborate.
- d) Define Workplace Ethics? What are its different examples? What are the benefits of ethics at workplace?



[6033]-303

Total No. of Questions : 3]

P6480

[Total No. of Pages : 3]

[5802] 202

# [5802]-303 S.Y.B.B.A.

# 303 : GLOBAL COMPETENCIES AND PERSONALITY DEVELOPMENT

# (CBCS 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 (any 5)

[5]

- i) What is full form of MBTI
  - a) Myers-Briggs Type Indicator
  - b) McGregor's-Briggs Type Indicator
  - c) Mylan-Briggs Type Indicator
  - d) McDonald-Briggs Type Indicator
- ii) Big Five Model does not include:
  - a) Openness to Experience
  - b) Conscientiousness
  - c) Extraordinary
  - d) Agreeableness
- iii) Which of the following SWOT elements are external to the organization
  - a) Strengths and weaknesses
  - b) Opportunities and threats
  - c) Strengths and opportunities
  - d) Weaknesses and threats

P.T.O.

_		
	a)	Personal deviation
	b)	Parental development
	c)	Personality development
	d)	Parental deviation
v)	Wh	at does S in SMART means
	a)	Special
	b)	Specific
	c)	Secret
	d)	Silent
vi)	Sty	le of communication is
	a)	Appreciative

B) Match the following.

b)

c)

[5]

Dedication 2)

- Understanding other emotions
- Mirror image

Assertive

Secretive

Positive

iv) What is full form of PD

- b) Technique to handle conflicts
- Social Empathy
- c) Group of people work together
- 4) Problem Solving
- d) Way of improving public speaking
- 5) Team composition
- Type of work ethic

C) True or False (any 4)

[4]

- a) Full form of TEAM is Together Everyone Achieves Minimum.
- Grooming is the process of making yourself look neat and attractive. b)
- Self-Image is what you think and want the sociey to think about you, or of you, that is your image.
- Leadership is the process of influencing others to achieve the d) organizational goals.
- Goal setting is the process of deciding what you want to accomplish and devising a plan to achieve the result you desire.

[5802]-303

## Q2) Short Answers (any 3)

[24]

- a) Write down the tips for preparation for self-Introduction.
- b) What is Aggressive communication style?
- c) What are the qualities of good team?
- d) What is body language? What are its advantages and disadvantages?

## Q3) Long Answers (Any 2)

[32]

- a) Explain the Determinants of personality Development in detail?
- b) What is Global Competence? Explain the Characteristics of globally competent individual?
- c) What is SWOC Analysis? Elaborate.
- d) Define Workplace Ethics? What are the benefits of ethics at workplace?



Total No. of Questions : 3]					SEAT No. :
P5949					[Total No. of Pages : 3
			[6143]-303		
200			S.Y.B.B.A.		
303	5 : G	LOE	BAL COMPETENCIES A		
		(2	DEVELOPM 019 Pattern) (CBCS) (Sen		
		,	(Self) (attern) (CDCS) (Self	nesu	
Time: 2½ Instruction		-	ndidates:		[Max. Marks : 70
			s are compulsory. he right indicates full marks.		
2) I	igure	s to tr	ie rigni inaicaies juu marks.		
<b>Q1</b> ) A)	Fill	in the	e Blanks. (any 5)		[5]
	a)	Α_	speaker looks into the	e eye	s of the audience.
		i)	Confident	ii)	Impolite
		iii)	Impatient	iv)	Rude
	b)	Wh	at is full form of MBTI.		
		i)	Myers-Briggs Type Indicator		
		ii)	McGregor's-Briggs Type Ind	icato	r
		iii)	Mylan-Briggs Type Indicator		
		iv)	McDonald-Briggs Type Indic	ator	
	c)	SW	OC Analysis is carried out on	a	cell matrix.
		i)	Five	ii)	Six
		iii)	Four	iv)	Three
	d)	Wh	at is full form of PD.		
		i)	personal deviation	ii)	parental development

iii) personality development

*P.T.O.* 

iv) parental deviation

	e)	What does S in SMART means							
		i)	Special	ii)	Specific				
		iii)	Secret	iv)	Silent				
	f)	Styl	e of communication is						
		i)	Appreciative	ii)	Assertive				
		iii)	Secretive	iv)	Positive				
B)	Mat	ch th	e following.		[5]				
	a)	Con	nmitment	i)	Communication style				
	b)		V Organized	ii)	Way of time management				
	c) d)		missive blem Solving	iii) iv)	Type of workplace ethic Technique to handle				
			5		conflicts				
	e)	Tea	m composition	v)	Group of people work together				
C)	True	e or F	False. (any 4)		[4]				
	a)		Personality is the complex of mental characteristics that makes each of us unique from other people.						
	b)		determinants of personality attional factors.	are bi	ological, cultural, social and				
	c)	The tone of the speaker should be misleading.							

and devising a plan to achieve the result you desire.

organizational goals. T.

Leadership is the process of influencing others to achieve the

Goal setting is the process of deciding what you want to accomplish

## Q2) Short Answer. (any 3)

[24]

- a) Define Goal setting? Explain is SMART Technique?
- b) Write a detailed note on 7 C's of effective communication?
- c) What are the qualities of a good team?
- d) What is body language? What are its advantages and disadvantages?

# **Q3**) Long Answer. (any 2)

[32]

- a) What do you understand by Personality? Explain its Nature and Characteristics?
- b) Explain the Trait Theory and Big Five Model of Personality Development.
- c) What is SWOC Analysis? Elaborate.
- d) Define Workplace Ethics? What are the benefits of ethics at workplace?



Total No.	of Qu	estio	ns:3]		SEAT No.:			
PA-19	04				[7	Total No. of Pages : 3		
			[59	53]-303				
			S.Y	. B.B.A.				
303	: Gl	oba	l Competencie	s and Pe	rsonality I	Development		
		(20	19 Pattern) (S	emester -	· III) (CB	CS)		
Time: 24	⁄2 Hou	ırs]				[Max. Marks : 70		
Instructi	ons to	the c	candidates:					
1)		•	ions are compulsory					
2)	Figi	ures t	to the right indicate	full marks.				
<b>Q1</b> ) a)	Fill	in th	ne Blanks (any 5):			$[5 \times 1 = 5]$		
	i)	Α_	speaker lo	ooks into the	e eyes of the	audience.		
		a)	Confident	b)	Impolite			
		c)	Impatient	d)	Rude			
	ii)	Wh	nat is full form of M	MBTI				
		a)	Myers-Briggs Ty	pe Indicato	r			
		b)	McGregor's-Brig	ggs Type In	dicator			
		c)	Mylan-Briggs T	ype Indicato	or			
		d)	McDonald-Brigg	s Type Ind	icator			
	iii)	SW	OC Analysis is ca	rried out or	ı a	_ cell matrix.		
		a)	Five	b)	Six			
		c)	Four	d)	Three			
	iv)	Sty	le of leadership					
		a)	Divisional	b)	Democratic			
		c)	Delegating	d)	Descriptive			
	v)	Wh	nat is CSR					
		a)	Corporate social	responsibili	ity			
b) Creative social respons					7			
		c)	Collaborative so	cial respons	ibility			
		d)	Communicative	social respo	nsibility			
						PTO		

*P.T.O.* 

	vi)	Wha	at does S in SMART me	ans				
		a)	Special	b)	Specific			
		c)	Secret	d)	Silent			
b)	Mat	ch th	e following:		[5]			
	i)	Con	nmitment	a)	Communication style			
	ii)	Stay	Organized	b)	Technique to handle conflicts			
	iii)	Sub	missive	c)	Group of people work together			
	iv)	Prol	olem solving	d)	Way of time management			
	v)	Tea	m composition	e)	Type of workplace ethic			
c)	True	e or F	False (any 4):		[4]			
	i)		Personality is the complex of mental characteristics that makes each of us unique from other people.					
	ii)	The determinants of personality are biological, cultural, social and Situational factors. $ \\$						
	iii)	The tone of the speaker should be misleading.						
	iv)	Our personalities developed as a result of environmental influences, genetic inheritance and Biological factors.						
	v)	Personality of an individual may be dynamic, consistent and common.						
Shor	Short Answer (any 3): [24]							
a)	Define Goal setting. Explain is SMART Technique.							

- b) Write a detailed note on 7 C's of effective communication.
- Mention the various ways to develop leadership skills or qualities.
- What is a Team? What are the characteristics of team building?

# Q3) Long Answer (any 2):

[32]

- a) What do you understand by Personality? Explain its Nature and Characteristics?
- b) Explain the Trait Theory and Big Five Model of Personality Development.
- c) What are various ways of building self-esteem and self-confidence. Explain in detail.
- d) What is leadership? What are the various styles of leadership?

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