



Unit 1 Introduction to Personality and its Development

- Q1. Define a personality. What are the various determinants of personality?
- Q2. What are the characteristics of a good personality?
- Q3. Discuss in brief psychoanalytical theory put forward by Sigmund Freud.
- Q4. Give a summary of Social Cognition Theory by Albert Bandura.
- Q5. Write a note on 'nature vs. nurture'.
- Q6. Define personality development. Elaborate factors that affect personality development
- Q7. What do you understand by the Big Five Model?
- Q8. Explain Freud's contribution towards personality development.
- Q9. Define personality and explain the theories of personality development.
- Q10. Describe the factors affecting personality.



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Subject- Global Competencies and Personality Development

Class: SY BBA

Unit 2 Global Competence and Self Development

- Q1. Define global competence. Discuss its need and importance.
- Q2. What is self-esteem? Discuss its importance
- Q3. Discuss steps for building positive self-esteem.
- Q4. Discuss significance of critical and comparative thinking.
- Q5. Explain in detail characteristics of a Globally Competent Individual.
- Q6. What is critical and comparative thinking?
- Q7. Describe characteristics of people with High or Positive Self-esteem.
- Q8. Discuss steps for building positive self-esteem.
- Q9. What are the characteristics of a goal?
- Q10. Write short notes on:
 - i. Self confidence
 - ii. Setting goals
 - iii. SWOC Analysis
 - iv. Adaptability



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Unit 3 Development of Social and Interpersonal Skills

- Q1. What do you mean by 'communication'? Explain in detail the process of communication.
- Q2. Discuss the concept of workplace ethics in detail.
- Q3. Suggest guidelines for dealing effectively with workplace pressure.
- Q4. Discuss the leadership styles in detail.
- Q5. Discuss the guidelines for building effective teams.
- Q6. How effective communication and internal listening helps in enhancing personality?
- Q7. Provide guidelines for writing and delivering speech.
- Q8. Discuss the importance of social empathy.
- Q9. What do mean by social responsibility? State its importance.
- Q10. Write short notes on:
 - i. Flexibility at workplace
 - ii. Workplace policy



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Unit 4 Projecting a Positive Social Image

- Q1. Explain the term 'social image' and explain the importance of social image.
- Q2. Write notes on:
 - a. social grace
 - b. international etiquettes
- Q3. Discuss the guidelines to project positive social image.
- Q4. What is body language? Explain five components of body language.
- Q5. Discuss the strategies of gaining power and influence.
- Q6. Write a note on Time Management.
- Q7. What do you mean by grooming? Discuss various grooming tips.
- Q8. Discuss the strategies for public speaking.
- Q9. Discuss various table manners.
- Q10. What do you mean by social etiquettes? List some of the important social etiquettes.