



**SB-1395**

**Third Year B. B. A. (Sem. VI) Examination**

**March / April – 2011**

**Personality Development**

Time : 3 Hours]

[Total Marks : 70

**Instructions :**

(1)

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|--|---|
| नीचे दशांशवले निशानीवाणी विगतो उत्तरवडी पर अवश्य लपवी.<br>Fillup strictly the details of signs on your answer book.                            | Seat No. :  |
| Name of the Examination :  | <input type="text"/>  |
| <input type="text" value="T. Y. B. B. A. (Sem. 6)"/>   | <input type="text"/>  |
| Name of the Subject :  | <input type="text"/>  |
| <input type="text" value="Personality Development"/>   | <input type="text"/>  |
| Subject Code No. : <input type="text" value="1"/> <input type="text" value="3"/> <input type="text" value="9"/> <input type="text" value="5"/> | Section No. (1, 2,.....) : <input type="text" value="Nil"/> |
| Student's Signature  |   |

(2) Answer any five of the following questions.

(3) All questions carry equal marks.

- 1 Answer in brief. Be precise and to the point. 14
  - (a) Ways to develop self confidence.
  - (b) Reasons for being assertive.
  - (c) Characteristics of creative people.
  - (d) Objectives of counselling.
  - (e) 'Turtule' concept in 'Johari window'.
  - (f) Time wasters of 'Executives'.
  - (g) Manners of telephone handling.
  
- 2 "Just as 'inbox' of messaging is required to be deleted in order to create space for new incoming messages in a cell phone similarly, old habits should be given up to create space for new things" - explain with reference to resistance to change. 14
  
- 3 Explain 'Johari window'. Also discuss the concepts of 'Bull in China Shop', 'Interviewer', Turtle and Ideal Window. 14
  
- 4 Distinguish between 'wishes' and 'goals'. Why is it said that - 'when you focus on something with a lot of passion you make it happen faster' ? 14

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**[Contd...**

5 Why Team work is required in every organization ? 14  
What are the characteristics of effective teams ? What measures are required to develop effective teams ?

6 Write short notes on any two : 14  
(a) Rapport building  
(b) Systems approach  
(c) Process of Counselling.

7 Read the following case and answer the questions given below : 14

Case :

Piyush stands just 4 feet and 2 inches tall. He is 21 year old and a thalassemia major. His life's driving force is an automobile engineering diploma course he pursues at the government polytechnic. Detected as thalassemia major at nine months, Piyush's blood disorder is genetic and every 15 days he needs a blood transfusion. Unlike thalassemia patients, who countdown the day of their life, Piyush lives to the fullest. He hails from Viramgam town, 60 km from Ahmedabad. His elder sister died of thalassemia at seven. He laughs that his boyish looks allow him to travel on a half ticket to Ahmedabad by bus. Wherever he goes to take admission they ask if he can achieve the 80 per cent attendance criterion, but he has not missed a single class. Automobile engineering is physically very demanding but he wants to do it. Piyush joined in a class of 30 students, but in the final semester there are only 11. One of them is proud Piyush who shares a blood bond with many of his classmates, who donated blood for him. Red Cross does transfusions free for him. He believes that if he becomes an engineer he could turn his family fortunes around. His father works as a cashier and barely earns enough to sustain the family and Piyush's treatment. Piyush's spirit amazes his mother who lets him study whatever he wants.

**Questions :**

- (i) Examine the role of heredity and environment on personality development of Piyush.
- (ii) Describe the characteristics of Piyush and explain factors responsible for Piyush's optimism towards life.