



# MAULANA ABUL KALAM AZAD UNIVERSITY OF TECHNOLOGY, WEST BENGAL

Paper Code : CE(OE)802A Soft Skills and Personality Development

UPID : 008374

Time Allotted : 3 Hours

Full Marks :70

*The Figures in the margin indicate full marks.*

*Candidate are required to give their answers in their own words as far as practicable*

## Group-A (Very Short Answer Type Question)

1. Answer *any ten* of the following :

[ 1 x 10 = 10 ]

- (I) Which type of personality carries the most competitive spirit?
- (II) Define employability quotient.
- (III) Who is a leader?
- (IV) State the benefits of time management.
- (V) Does a person's environment affect their personality?
- (VI) Creative Thinking & Innovation are not included in employability factors- True/False?
- (VII) Who first described Transactional Leadership Theory ?
- (VIII) \_\_\_\_\_ represents the need for self -fulfilment.
- (IX) Environment accounts for approximately 50 to 70 percent of personal growth. Is the statement true or false?
- (X) Define Cross-cultural communication.
- (XI) First level and second level outcomes, expectancy, valence and instrumentalists are the four important variables of the achievement motivation theory-True or false?
- (XII) What is Procrastination in Time Management?

## Group-B (Short Answer Type Question)

Answer *any three* of the following :

[ 5 x 3 = 15 ]

2. What are the De Bono's six thinking hats used for? [5]
3. Mention the advantages of SWOT analysis. [5]
4. Explain Social Deprivation as an Environmental Factor of Personality. [5]
5. State the elements of cross cultural communication. [5]
6. What are the common causes of miscommunication in cross-cultural exchanges? [5]

## Group-C (Long Answer Type Question)

Answer *any three* of the following :

[ 15 x 3 = 45 ]

7. a) What do you understand by Socio-cultural perspective? [ 5+10 ]  
b) Discuss the techniques of Impression Management.
8. a) Explain the framework of SWOT Analysis. [ 10+5 ]  
b) What is the relation between stress and time management?
9. a) Explain the shared and unshared influence on personality. [ 10+5 ]  
b) How do your competitive spirits help you to take losses?
10. a) How do you practice Impression Management? [ 10+5 ]  
b) Write a short note on 'Evolutionary perspective of Social Psychology Theory'.
11. a) How to enhance your competitive spirit? [ 10+5 ]  
b) Is responsibility a motivating factor or a stress factor? Elucidate.

\*\*\* END OF PAPER \*\*\*