

- Q.26 How do personal values influence decision-making in ethical situations?
 - Q.27 Explain the importance of integrity in maintaining ethical behaviour.
 - Q.28 What is corporate social responsibility and why is it important in business ethics?
 - Q.29 Describe the difference between intrinsic and extrinsic motivation.
 - Q.30 How can goal setting contribute to increased motivation?
 - Q.31 Define transformational leadership and its impact on organizational culture.
 - Q.32 What are the key qualities of an effective leader?
 - Q.33 Describe the importance of audience analysis in public speaking.
 - Q.34 What are some common signs of positive body language in a conversation?
 - Q.35 How should one answer the “Tell me about yourself” question in an interview?

SECTION-D

Note: Long answer questions. Attempt any two questions out of three Questions. (2x10=20)

- Q.36 Describe the key qualities and skills that define effective leadership. How does leadership style impact team dynamics and organizational culture?

Q.37 Explore the concept of motivation and its role in achieving personal and professional goals. How can leaders and managers use positive motivation techniques to inspire and engage their teams?

Q.38 Explain the difference between ethics and values. How do personal values influence ethical decision making in professional contexts? Provide an example of a situation where your values played a role in making a difficult ethical choice.

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3rd Sem. Branch : DBM, DBM (IPM)
Sub.: Personality Development, Ethics & Values /
Personality Dev. & Interviews Skills

Time : 3 Hrs. M.M. : 100

SECTION-A

Note: Multiple choice Questions. All Questions are compulsory. (10x1=10)

- Q.1 Which of the following is a major component of personality?

 - a) Social media activity
 - b) Genetic predisposition
 - c) Current job title
 - d) Email communication style

Q.2 Personality traits are :

 - a) Immutable and unchangeable
 - b) Dynamic and can evolve over time
 - c) Only influenced by genetics
 - d) Completely unrelated to behaviour

Q.3 What does non-verbal communication include?

 - a) Written messages
 - b) Spoken words
 - c) Facial expressions, gestures and body language
 - d) Public speaking skills

Q.4 Effective communication primarily involves:

 - a) Using complex vocabulary
 - b) Conveying information clearly and ensuring understanding
 - c) Speaking loudly and forcefully
 - d) Ignoring feedback from others

- Q.5 Ethics in professional settings primarily focus on :
- Enhancing personal style and appearance
 - Winning public speaking competitions
 - Achieving financial success at any cost
 - Upholding moral principles and standards of conduct
- Q.6 Values are :
- Objective and universal
 - Fixed throughout one's life
 - Irrelevant in decision making
 - Subjective and can vary between individuals and cultures
- Q.7 What is non verbal communication primarily associated with?
- Written messages
 - Spoken words
 - Body language
 - Social media posts
- Q.8 Ethics is concerned with:
- Dress code in the workplace
 - Right and wrong behaviour
 - Public speaking techniques
 - Leadership styles
- Q.9 Positive reinforcement in motivation involves:
- Rewarding desirable behaviour
 - Punishing undesirable behaviour
 - Ignoring all behaviour
 - Criticizing performance
- Q.10 Which leadership style involves giving team members significant autonomy?
- Autocratic leadership
 - Transformational leadership
 - Laissez faire leadership
 - Authoritarian leadership

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- SECTION-B**
- Note: Objective type questions. (True/False) All questions are compulsory. (10x1=10)**
- Q.11 Personality is NOT influenced by both genetic and environmental factors. (True/False)
- Q.12 Non-verbal communication excludes body language and gestures. (True/False)
- Q.13 Ethics and values are essential in business for trust-building. (True/False)
- Q.14 Intrinsic motivation is internally driven, not relying on external rewards. (True/False)
- Q.15 Autocratic leadership involves team input in decision making. (True/False)
- Q.16 Public speaking skills can be developed with practice. (True/False)
- Q.17 Dressing sense just following fashion trends. (True/False)
- Q.18 Effective communication requires strong listening skills. (True/False)
- Q.19 Values are NOT guiding principles in decision making. (True/False)
- Q.20 Positive reinforcement rewards desired behaviours for repetition. (True/False)

- SECTION-C**
- Note: Short answer type Questions. Attempt any twelve questions out of fifteen Questions. (12x5=60)**
- Q.21 What factors contribute to the development of an individual's personality?
- Q.22 Explain the difference between introversion and extraversion in personality traits.
- Q.23 Define active listening and explain its importance in effective communication
- Q.24 Explain the concept of feedback in the communication process.
- Q.25 How can you overcome communication barriers in a team setting?

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