

- 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?
- Social media activity
 - Genetic predisposition
 - Current job title
 - Email communication style
- Q.2 Personality traits are :
- Immutable and unchangeable
 - Dynamic and can evolve over time
 - Only influenced by genetics
 - Completely unrelated to behaviour
- Q.3 What does non-verbal communication include?
- Written messages
 - Spoken words
 - Facial expressions, gestures and body language
 - Public speaking skills
- Q.4 Effective communication primarily involves:
- Using complex vocabulary
 - Conveying information clearly and ensuring understanding
 - Speaking loudly and forcefully
 - 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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