PERSONALITY DEVELOPMENT

2025

REFLECT. IMPROVE. GROW

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BBA (H) A

SEMESTER 3

SUBMITTED TO ANKITA THAKUR

1. Riya often gets feedback that she is very friendly and adjusts well with different types of people. Her teachers say she has a strong personality. Based on this scenario, define personality and explain any two key characteristics that may be contributing to Riya's social adaptability.

1. Answer:

Personality refers to the unique and consistent patterns of thoughts, emotions, and behaviors that define an individual. It influences how a person interacts with the environment and adapts to situations.

Two characteristics contributing to Riya's social adaptability are:

- Extraversion – Riya's friendly nature suggests she is outgoing and enjoys engaging with people.

- Agreeableness – Her ability to adjust with different people indicates she is cooperative, empathetic, and understanding.

2 .Amit and his younger brother were raised in the same family but have very different temperaments. Amit is calm and introverted, while his brother is energetic and outgoing. Their mother believes it's because of their genes. Discuss the role of biological factors in shaping Amit and his brother's personalities.

2.Answer:

Biological factors play a significant role in shaping personality traits. These include genetic inheritance, brain chemistry, and the nervous system. Even siblings raised in the same environment can develop different personalities due to inherited traits from their parents.
In Amit's case:

- Genetic factors likely contribute to his introverted and calm nature.

- His brother's energetic behavior may result from different genetic expressions affecting temperament and arousal levels.

This shows how biology influences personality independently of environment.

3 .Rahul is very creative and dislikes routine. He recently started a job as a bank clerk but finds it boring and unfulfilling. His friend suggested he consider graphic designing instead. Explain the Personality-Job Fit Theory using Rahul's case as an example.

3.Answer:

The Personality-Job Fit Theory states that people perform better and are more satisfied when their personality aligns with their job role. When there's a mismatch, it often leads to low motivation and poor performance.
In Rahul's case:

- He is creative and dislikes routine, which does not align with the repetitive and structured nature of a bank clerk's role.

- A career in graphic designing would suit his personality better, as it involves creativity, flexibility, and expression.

This theory emphasizes matching career paths to personality types.

4. During a group activity, Sneha was quick to organize the tasks and ensure everyone stayed on track. Meanwhile, her classmate Nikhil brought lots of imaginative ideas to the discussion. Based on this situation, identify and explain any two Big Five personality traits shown by Sneha and Nikhil.

4..Answer:

The Big Five Personality Traits include Openness, Conscientiousness, Extraversion, Agreeableness, and Neuroticism.
In this scenario:

- Sneha shows high Conscientiousness, as she is organized, responsible, and goal-oriented.

- Nikhil demonstrates Openness to Experience, reflected in his imaginative thinking and creative ideas.

These traits help define their behavior during teamwork.

5.. During a class presentation, Meena kept looking down, crossed her arms, and avoided eye contact. As a result, her classmates felt she wasn't confident—even though her content was well-prepared. How did body language affect Meena's communication? Give examples to support your answer.

5..Answer:

Body language is a vital part of non-verbal communication. It conveys confidence, interest, and credibility.
In Meena's case:

- Her closed body language (crossed arms, no eye contact) sent signals of discomfort or lack of confidence.

- Despite good content, her message was weakened due to poor non-verbal cues. For example, avoiding eye contact often makes the audience feel disconnected, and slouched posture can suggest nervousness.

This shows how body language can strongly impact how a speaker is perceived.

6. During an interview, Candidate A sat upright with arms open and maintained eye contact, while Candidate B crossed his arms and looked away frequently. Differentiate between open posture and closed posture using this example.

6..Answer:

Open posture indicates confidence, openness, and receptivity. Closed posture often signals discomfort, insecurity, or defensiveness.

- Candidate A: Sat upright, arms open, and maintained eye contact — showing open posture, suggesting confidence and engagement.
- Candidate B: Crossed arms and looked away — indicating closed posture, which may be perceived as lack of interest or nervousness.

This example highlights how posture affects impressions in professional settings.

7. Your company hired two interns. Intern A always arrived on time, met deadlines, and communicated clearly. Intern B often came late, missed tasks, and avoided group discussions. Identify any three good habits of Intern A and three bad habits of Intern B in the workplace.

7..Answer:

Intern A – Good Habits:

- Punctuality – Always arriving on time shows discipline and professionalism.
- Meeting Deadlines – Reflects responsibility and time management.
- Clear Communication – Helps in teamwork and productivity.

Intern B – Bad Habits:

- Late Arrival – Shows lack of commitment.
- Missing Tasks – Indicates irresponsibility and poor performance.
- Avoiding Group Discussions – Reflects poor teamwork and lack of collaboration.

These behaviors directly impact productivity and team dynamics in a workplace.

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