

**FOURTH SEMESTER B.A. DEGREE EXAMINATION, MAY 2014**

(UG-CCSS)

Core Course – Functional English

FE 4C 04 (A) – PERSONALITY DEVELOPMENT

(2012 Admissions)

Time : Three Hours

Maximum : 20 Weightage

I. Answer the following bunches of questions :

1. (a) \_\_\_\_\_ is associated with the Social Learning Theory.  
[ Synder, Peterson, Bandura ]
- (b) Age is a \_\_\_\_\_ variable.  
[ Situational, Object, Subject ]
- (c) A need may be physiological or \_\_\_\_\_.  
[ Cognitive, Psychological, Emotional ]
- (d) \_\_\_\_\_ is the author of *Personality Development*.  
[ Klinger, Bhatia, Rao ]
2. (a) \_\_\_\_\_ is associated with Theory X and Theory Y.  
[ Bandura, Mc Gregor, Mc Clelland ]
- (b) Need Hierarchy Theory is a contribution of \_\_\_\_\_.  
[ Maslow, Mc Gregor, Freud ]
- (c) Cognition refers to \_\_\_\_\_.  
[ Experience, Knowing, Raw data ]
- (d) \_\_\_\_\_ are the internal, psychological states that arise from needs.  
[ Goals, Motives, Drives ]

(2 × 1 = 2 weightage)

II. Answer any six of the following in two or three sentences each :

- |                   |                              |
|-------------------|------------------------------|
| 3. Validity.      | 4. Self actualisation.       |
| 5. Motivation.    | 6. Maslow.                   |
| 7. Mc Gregor.     | 8. Real self and Ideal self. |
| 9. Kohler.        | 10. What is perception?      |
| 11. Heritability. |                              |

(6 × 1 = 6 weightage)

Turn over

III. Answer any *four* of the following in about 100 words each :

- 12. Personality theories.
- 13. Achievement theory.
- 14. Classical conditioning.
- 15. Operant conditioning.
- 16. Leadership training.
- 17. Barriers to effective communication.

(4 × 2 = 8 weightage)

IV. Answer any *one* of the following in about 300 words :

- 18. Human factors and motivation.
- 19. Non-verbal communication.
- 20. Leadership.
- 21. Stages of personality development.

(1 × 4 = 4 weightage)

(2 × 1 = 2 weightage)

(6 × 1 = 6 weightage)

Turn over