

D 71159

(Pages : 2)

Name.....58

Reg. No.....

FIFTH SEMESTER B.A. DEGREE EXAMINATION, NOVEMBER 2014

(UG—CCSS)

Open Course—Functional English

FE 5D 05—PERSONALITY DEVELOPMENT

(2012 Admissions)

Time : Three Hours

Maximum : 20 Weightage

I. Answer the following bunches of questions :

- (a) 1 ——— put forth his famous hierarchy of needs.
(Maslow, Morgan, Philips).
- 2 Cognition refers to ———.
(raw data, knowing, experience).
- 3 ——— is associated with Social Learning Theory.
(Bandura, Peterson, Synder).
- 4 The period from 3 to 6 is the ——— stage.
(oral, anal, phallic).
- (b) 5 ——— is associated with Theory X and Y.
(Mc Gregor, Maslow, Freud).
- 6 Need for Achievement Theory is a contribution of ———.
(Mc Clelland, Maslow, Hertzberg).
- 7 ——— is a non-verbal communication.
(Gesture, Speech, Word).
- 8 ——— is associated with Central Motive State.
(Morgan, Hardy, Auden).

(8 × ¼ = 2 weightage)

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

- | | |
|--------------------------------|------------------|
| 9 Motivation. | 10 Heritability. |
| 11 Maslow. | 12 Personality. |
| 13 Drive. | 14 Mc Gregor. |
| 15 Kinesics. | 16 Paralanguage. |
| 17 Qualities of a good leader. | |

(6 × 1 = 6 weightage)

Turn over

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

- 18 Personality theories.
- 19 Theories of Motivation.
- 20 Functions of a leader.
- 21 Positive thinking.
- 22 Non-verbal communication.
- 23 Facial expression.

(4 × 2 = 8 weig

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

- 24 Leadership qualities.
- 25 Major determinants of personality.
- 26 How to be a successful person ?
- 27 Personality development.

(1 × 4 = 4 weig