| 17U672S | | (Pages: | <i>'</i> | Jame: |
|------------------|-----------------------------------------------------------------------------------------|-----------------------------------|----------------------|---------------------|
| | | WED DOWN DECEDE | | Reg. No |
| | SIXTH SEMES | TER B.S.W. DEGREE CUCBCSS) | | N, APRIL 2020 |
| | | (Supplementary/In | <i>'</i> | |
| | CC15U BSW | 6 B11 - PROFESSION | AL SKILL DEVI | ELOPMENT |
| | | Social Work – C | | |
| Time | Three Hours | (2015, 2016 Ad | missions) | Maximum: 80 Marks |
| Time. | Timee Hours | | | Waxiiiaii. 00 Warks |
| | | Part-A | | |
| | Ansv | wer <i>all</i> questions. Each of | question carries 1 n | nark |
| 1. | 1. Studying the future and arranging the means for dealing with it is part of the | | | |
| | a) Organizing | b) Commanding | c) Controlling | d) Planning |
| 2. | Communication is the task of imparting | | | |
| | a) Training | b) Information | c) Knowledge | d) Message |
| 3. | What name did Freud give to his model of the mind which comprised the Id, Ego and | | | |
| | super ego? | | | |
| | a) Unconscious model | | b) Genetic model | |
| c) Topographical | | nodel | d) Structural model | |
| 4. | Who is the proponent of Transactional Analysis? | | | |
| | a) Eric Berne | b) Sigmund Freud | c) Immanuel Ka | nnt d) John Locke |
| 5. | Which characteristic of leadership excellence focuses to be clear, concise and correct? | | | |
| | a) Vision | b) Character | c) People skills | d) Communication |
| 6. | Which amongst the following is/are the qualities of a charismatic leader? | | | |
| | a) Blend of personal humility and professional will | | | |
| | b) Managerial competence and the ability to stimulate to others to high performance | | | |
| | c) Individual capability and team skills | | | |
| | d) All of these | | | |
| | | | | |

c) Sigmund Freud

c) Rubin Charles

d) Rubin Charles

d) Sigmund Freud

 $(8 \times 1 = 8 \text{ Marks})$

7. Who coined the term 'IQ'?

b) Eric Berne

b) James Marica

8. Who proposed that people experience an 'identity crisis' among adolescence?

a) William Stern

a) Erik Erikson

Part-B

Answer any *four* questions. Each question carries 3 marks.

- 9. Non verbal communication.
- 10. Self-esteem.
- 11. Seminar.
- 12. Workshop.
- 13. Human resource.
- 14. Group Discussions.

 $(4 \times 3 = 12 \text{ Marks})$

Part-C

Answer any *five* questions. Each question carries 6 marks.

- 15. Briefly explain the role of heredity and environment in personality development?
- 16. Difference between carrier guidance and career counselling.
- 17. Explain leadership skills.
- 18. Importance of body language in interpersonal communication.
- 19. Briefly explain self awareness and self esteem.
- 20. Write a short note on determinants of personality.
- 21. Write a short note on positive mental attitude.

 $(5 \times 6 = 30 \text{ Marks})$

Part-D

Answer any two questions. Each question carries 15 marks.

- 22. Explain interview and types of interview, characteristics, principles and techniques of interviewing.
- 23. Why listening is important in effective communication? Describe the causes of poor listening and list few strategies of effective listening.
- 24. Explain Freud's theory of personality development.

 $(2 \times 15 = 30 \text{ Marks})$
