

D 91173

(Pages : 2)

Name.....

Reg. No..... 87

FIFTH SEMESTER (UG—CCSS) DEGREE EXAMINATION, NOVEMBER 2015

Open Course

FE 5D 05—PERSONALITY DEVELOPMENT

(2012 Admission onwards)

Time : Three Hours

Maximum : 20 Weightage

I. Answer the following bunches of questions :

- (a) 1 A need may be physiological or _____.
(Psychological, emotional, internal).
- 2 Achievement motivation is the drive to _____.
(defeat, lose, excel).
- 3 The term "personality" is derived from the _____ word "persona".
(Latin, French, Greek).
- 4 The optimists are better off in the long run than the _____.
(weak, pessimists, sadists).
- (b) 5 _____ is the highest need in Maslow's hierarchy.
(Self actualisation, Self esteem, Safety needs).
- 6 _____ includes factors such as culture, family etc.
(Environment, Society, Life).
- 7 Heredity is the main determinant of _____.
(Identity, personality, motivation).
- 8 _____ theories emphasize the importance of psychological factors.
(Humanistic, Drive, Motivation).

(8 × ¼ = 2 weightage)

II. Answer any six of the following in a sentence or two :

- | | |
|-----------------|---------------|
| 9 Personality. | 10 Heredity. |
| 11 Environment. | 12 Drive. |
| 13 Incentive. | 14 Maslow. |
| 15 Mc Gregor. | 16 Hertzberg. |
| 17 Kinesics. | |

(6 × 1 = 6 weightage)

Turn over

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

- | | |
|---------------------------------------|---------------------------------|
| 18 Stages of personality development. | 19 Determinants of personality. |
| 20 Mc Clelland. | 21 Functions of a leader. |
| 22 Proxemics. | 23 Para language. |

(4 × 2 = 8 weights)

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

- 24 Human factors and motivation.
- 25 Leadership qualities.
- 26 Theories of motivation.
- 27 Non-verbal Communication.

(1 × 4 = 4 weights)