

**SET  
A**

**BA LLB**  
**FIFTH SEMESTER**  
**PERSONALITY DEVELOPMENT**  
**BLB – 501 [REPEAT]**  
(USE OMR FOR OBJECTIVE PART)

Duration: 3 hrs.

Full Marks: 70

Time: 30 min.

Marks: 20

Objective

**Choose the correct answer from the following:**  $1 \times 20 = 20$

1. Downward communication means \_\_\_\_\_.  
a. The flow of information is from subordinates to superior  
b. The flow of information is among the peers  
c. The flow of information is either diagonal or crosswise  
d. The flow of information is from superior to subordinates
  
2. The word communication is derived from the Latin Word \_\_\_\_\_.  
a. communism  
b. commune  
c. communis  
d. communion
  
3. "The eyes are the windows, \_\_\_\_\_.  
a. the stars do in the sky  
b. the lips fear to say  
c. the eyes often talk a great deal  
d. the mirrors of the soul
  
4. Oral communication relies on spoken words as the \_\_\_\_\_ of conveying messages.  
a. Primary medium  
b. Secondary medium  
c. Both  
d. None of the above
  
5. "Etiquette" is \_\_\_\_\_.  
a. Formal language  
b. Proper way to wear a uniform  
c. Behaviors based on rules of a polite society  
d. Parents support for public education
  
6. \_\_\_\_\_ Barriers of communication occur due to the physical condition of sender or receiver which might even be physical disabilities.  
a. Physiology  
b. Physiological  
c. Psychology  
d. Psychological
  
7. \_\_\_\_\_ means attaching meaning to the message.  
a. Encoding  
b. Decoding  
c. Feedback  
d. Media

8. Some of the cell phone/telephone etiquette \_\_\_\_\_.

- a. Do not talk too loudly
- b. Do not put your phone on speaker when you are around people
- c. Stay away from others while talking over the phone
- d. All of the above

9. Motivation encourages \_\_\_\_\_.

- a. Action or Feeling
- b. Power or Success
- c. None of the above
- d. All of the above

10. Of the 93 percent \_\_\_\_\_ per cent is for voice modulation.

- a. 55
- b. 21
- c. 38
- d. 42

11. Type A of personality traits are \_\_\_\_\_.

- a. Perfectionist, impatient, aggressive
- b. Low stress, flexible, patient
- c. Sad, pessimistic, lack of self-confidence
- d. Highly conscientious, struggles to reveal emotions

12. \_\_\_\_\_ means the accuracy of thoughts, figures and words.

- a. Conciseness
- b. Correctness
- c. Clarify
- d. Concreteness

13. Type B of personality traits are \_\_\_\_\_.

- a. Low stress, even tempered, flexible
- b. Worrying, sad, pessimistic
- c. Perfectionist, struggles to reveal emotions
- d. Perfectionist, impatient, work-obsessed

14. Symptoms of personality disorder are \_\_\_\_\_.

- a. Introversion
- b. Extraversion
- c. Neuroticism
- d. Aggressive Behaviour

15. \_\_\_\_\_ is an exchange of facts, ideas, opinions or emotions by two or more people

- a. Physiology
- b. Communication
- c. Feedback
- d. Psychology

16. Good manners are \_\_\_\_\_.

- a. Only words
- b. Both words and actions
- c. Only actions
- d. None of the above

17. \_\_\_\_\_ Communication takes place outside the formally prescribed and planned network or channel.

- a. Formal
- b. Informal
- c. Verbal
- d. Non- verbal

18. \_\_\_\_\_ means transmission of messages without using words.

- a. Oral Communication
- b. Interpersonal Communication
- c. Non-Verbal Communication
- d. Intrapersonal Communication

19. Positive Attitude means \_\_\_\_\_.

- a. Feeling Optimistic
- b. Sad
- c. Lack of confidence
- d. Angry

20. Emotional Intelligence is \_\_\_\_\_.

The ability to monitor one's own and others feelings and one's thinking and actions

- a. actions
- b. Being able to 'read' other people
- c. The ability to not get angry when provoked
- d. Being persistent and enthusiastic when others are flagging

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## Descriptive

Time : 2 hrs. 30 min.

Marks : 50

*[Answer question no.1 & any four (4) from the rest]*

1. What do you mean by personality development? Explain the importance of personality development along with the personality traits. 2+4+4 =10
2. Define Communication. Explain the elements of communication process with the help of the diagram. 2+8=10
3. Define attitude and explain the significance of attitude. Explain the advantages of positive attitude. 4+6=10
4. Define Effective Speech. Explain the tips for having an effective speech along with its key aspects. 2+8=10
5. What do you mean by body language? Explain the types of body language along with its roles. 2+8=10
6. Define Effective Communication and Explain the types of communication with example? How can we overcome the barriers in communication? 5+5=10
7. What do you mean by Motivation? Explain the characteristics and importance of motivation. 2+8=10
8. What do you mean by personality disorder? Explain the fundamental characteristics of personality with proper example. 2+8=10

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