

Seat No.	
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**BBA (Part - III) (Semester - VI) Examination, 2013**  
**FOUNDATION OF HUMAN SKILLS (Paper - II)**  
**Sub. Code : 43966**

Day and Date :

Total Marks : 40

Time :

- Instructions :
- 1) All questions are Compulsory.
  - 2) Figures to the right indicate full marks.

**Q1)** Why there is a need to develop new managerial skills? Explain the different new skills in management. **[14]**

OR

What is personality? What are its stages of development according to Erickson?

**[14]**

**Q2)** Write short answers (**any Two**) **[16]**

- a) Explain Carl Jung's 'Introvert' and 'Extrovert' Theory of personality.
- b) Explain the methods used to develop decision making skills.
- c) What is career? Discuss the career Development stages.
- d) What are career options in Management after BBA?

**Q3)** Write short notes (**any Two**) **[10]**

- a) Causes of stress.
- b) Locus of control.
- c) Interpersonal skills.
- d) Basic career Anchors.



<b>Seat No.</b>	
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**B.B.A. (Part - III) (Semester -VI) Examination, March - 2014**  
**FOUNDATION OF HUMAN SKILLS(Paper - II)**

**Sub. Code : 43966**

**Day and Date : Saturday, 22 - 03 - 2014**

**Total Marks : 40**

**Time :12.00 noon to 2.00 p.m.**

- Instructions :**
- 1) **All questions are compulsory.**
  - 2) **Figures to the right indicate full marks.**

**Q1) Define personality. Discuss Erickson's Eight life stages of personality development. [14]**

**OR**

**What is Interpersonal skills? Explain methods used to develop interpersonal skills.**

**Q2) Write short Answers (any two): [16]**

- a) **Explain Emotional Intelligence (E.Q.).**
- b) **What is conflict management?**
- c) **Discuss methods used to develop Decision-making skills.**
- d) **Explain Jung's Personality Theory**

**Q3) Write short notes (any two): [10]**

- a) **Leadership skills.**
- b) **Creative styles.**
- c) **Locus of control.**
- d) **Career stages model.**

*EEE*