

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.

