

Code: 19HS5501D

III B.Tech - I Semester – Regular Examinations – JANUARY 2022**PERSONALITY DEVELOPMENT****(Common for CE, CSE, EEE, ME)**

Duration: 3 hours

Max. Marks: 70

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- Note: 1. This question paper contains two Parts A and B.
2. Part-A contains 5 short answer questions. Each Question carries 2 Marks.
3. Part-B contains 5 essay questions with an internal choice from each unit. Each question carries 12 marks.
4. All parts of Question paper must be answered in one place.
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PART – A

1. a) Differentiate the terms - EQ and IQ.
b) State any three steps used in conflict resolution.
c) Give an example of ‘poor time management’.
d) Define the term, ‘attitude’.
e) What does ‘etiquette’ mean?

PART – B**UNIT – I**

2. a) What is the role of ‘conscious effort’ in projecting one’s desired personality? 6 M
b) How can an individual’s personality be groomed? 6 M
- OR
3. a) Explain the need for ‘emotional intelligence’ at workplace. 6 M
b) How can personality traits describe an individual’s attitude and behavior? 6 M

UNIT – II

4. a) How can assertive nature help one sustain one's personal rights? Explain. 6 M
- b) What are the three different types of conditions under which leaders make decisions? 6 M

OR

5. a) Discuss some of the positive consequences involved in conflicts. 6 M
- b) Explain some effective elements of decision making. 6 M

UNIT-III

6. a) Discuss some of the principles of effective time management. 6 M
- b) Explain various techniques useful to boost one's self-confidence. 6 M

OR

7. a) How can teams help in dealing with conflicts? Explain. 6 M
- b) Elaborate different causes of stress and symptoms of distress. 6 M

UNIT – IV

8. a) Why do people use different mechanisms in dealing with positive attitude? 6 M
- b) How does negative attitude affect relationships? 6 M

OR

9. a) What is 'negative attitude'? Give real-life examples. 6 M
- b) Explain the concept of SMART analysis in achieving one's goals. 6 M

UNIT – V

10. a) Explain the manner of dining with suitable examples. 6 M
b) Describe the concept of ‘Interpersonal Relationships’. 6 M
- OR
11. a) Explain different models of leadership with examples. 6 M
b) What is the role of interpersonal relationships in organizational culture? 6 M