

Mid-West University
Examinations Management Office
Surkhet, Nepal
Final Examination-2078
Bachelor of Business Studies (BBS)
Semester - VII

Subject: Managerial Personality Development
Full Marks: 60 Pass Marks: 30

Course Code: MGMT 471
Time: 3: 00 Hours

You are required to answer in your own words as far as applicable. Figures in the margins indicate full marks.

SECTION A: VERY SHORT ANSWER QUESTIONS (10 X 1 = 10 MARKS)

Answer **ALL** questions.

1. Write any two characteristics of an artistic personality person.
2. What do you mean by change?
3. Who is the mentor?
4. Define about the overcoming resistance to change.
5. Mention two characteristics of leadership.
6. Give the meaning of group discussion techniques.
7. State the physical qualities of good leader.
8. What is the meaning of personality?
9. Mention any two external forces of change.
10. Write shortly about cognitive theory of learning.

SECTION B: SHORT ANSWER QUESTIONS (3 X 8 = 24 MARKS)

Answer any **THREE** questions.

11. State and explain about the linking the individual personality and values to the work-place. [8]
12. Critically examine the operant conditioning theory of learning. [8]
13. What is resistance to change? Describe the types of resistance to change. [3+5]
14. Define the mentorship and also mention the benefits of mentorship. [2+6]
15. Write about the functions of leadership. [8]

SECTION C: LONG ANSWER QUESTIONS (2 X 13 = 26 MARKS)

Answer any **TWO** questions.

16. Explain, in brief, the emerging approaches and contemporary issues of leadership. [7+6]
17. "Understanding personality is very complex task." On the basis of this statement, describe the major personality attributes influencing OB. [13]
18. Write the principles of learning and behavior modification. [6+7]

THE END