

MID-WESTERN UNIVERSITY
FACULTY OF MANAGEMENT
FINAL EXAMINATION: 2073
BACHELOR OF BUSINESS STUDIES (BBS)
SEMESTER - VII

Subject: Managerial Personality Development

Course Code: MGMT 471

Full Marks: 100

Time: 3 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 2 = 20 MARKS)

Answer **ALL** questions.

- Q1. What are the determinants of personality?
- Q2. Mention the nature of personality.
- Q3. Who was the founder of 'Social Learning Theory'?
- Q4. What do you mean by mentorship?
- Q5. Define leadership.
- Q6. State any four characteristics of leadership.
- Q7. Who is a mentor?
- Q8. Point out the sources of Attitude formation.
- Q9. Point out any four benefits of developing a mentorship program for new and current employees in a workplace.
- Q10. Define group discussion.

SECTION B: SHORT ANSWER QUESTIONS (6 X 8 = 48 MARKS)

Answer any **SIX** questions.

- Q11. Explain the 'Big Five Personality Traits'. (8)
- Q12. What is behavior modification? Explain the steps of behavior modification process. (2+6)
- Q13. Write down four differences between classical conditioning theory and operant conditioning theory. (8)
- Q14. If you are the manager of a company, which leadership style (Autocratic or Democratic or Laissez- fair) would you like to apply and why? Explain it in your own words. (8)
- Q15. Point out and explain the five most commonly used mentoring techniques. (8)
- Q16. Explain the personality skills that are required for group discussion. (8)
- Q17. Explain the techniques for group discussion. (8)
- Q18. Write short notes (On any two): (2X4)
 - a) Personality-job fit
 - b) Organization-job fit
 - c) Autocratic leadership

SECTION C: LONG ANSWER QUESTIONS (2 X 16 = 32 MARKS)

Answer any **TWO** questions.

- Q19. What is learning? Explain the components of learning. What are the factors influencing learning? Explain. (4+6+6)
- Q20. What is personality? Explain the major personality attributes that influences the organization behavior. (4+12)
- Q21. "Leadership is a process of influence to the people in organization to regulate their behavior as desired by the leaders, but people are now most difficult to understand and being more complex than in the earlier days because of education and rising expectations." In line with the above statement, explain the emerging approaches and current issues in leadership. (8+8)

