



MID-WESTERN UNIVERSITY  
EXAMINATIONS MANAGEMENT OFFICE  
MAKE-UP EXAMINATION: 2018  
BACHELOR OF BUSINESS STUDIES (BBS)  
SEMESTER - VII

Subject: Managerial Personality Development

Course Code: MGMT 471

Full Marks: 100

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 2 = 20 MARKS)**

Answer **ALL** questions.

- Q1. Clarify the nature of personality.
- Q2. What is mentorship?
- Q3. List out any four features of good leadership.
- Q4. Point out any four theories of learning.
- Q5. What do you mean by emotional stability?
- Q6. Point out the sources of Attitude formation.
- Q7. Differentiate between high risk taking and low risk taking.
- Q8. What do you mean by overcoming resistance to change?
- Q9. What is team work?
- Q10. What is personality-job fit?

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

Answer any **SIX** questions.

- |   |     |
|---|-----|
| Q11. State and explain the major determinants of personality.                           | 8   |
| Q12. Differentiate between the democratic and autocratic leadership style.              | 8   |
| Q13. Explain operant conditioning theory and its importance in learning.                | 8   |
| Q14. What is behavior modification? Explain the steps of behavior modification process. | 2+6 |
| Q15. State and explain the managerial qualities required for effective leadership.      | 8   |
| Q16. Define group discussion. Explain the techniques for group discussion.              | 3+5 |
| Q17. Point out and explain the five most commonly used mentoring techniques.            | 8   |
| Q18. Write short note on (any two):   | 4+4 |
| a. Laissez- fair leadership style   |     |
| b. Classical conditional theory   |     |
| c. Significance of learning   |     |

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

Answer any **TWO** questions.

- |  |       |
|--|-------|
| Q19. What is learning? Highlight the components of learning and state the factors influencing learning.                      | 4+6+6 |
| Q20. Elucidate the term leadership. State and explain the essential qualities that are required for an effective leadership. | 4+12  |
| Q21. What is personality? Explain the major personality attributes that influence the organization behavior.                 | 4+12  |