

Mid-West University
Examinations Management Office
Surkhet, Nepal
End-Semester Examinations-2082
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. How would you explain the term *personality*?
2. Describe the basic nature of personality.
3. Provide a definition of leadership.
4. What is charismatic leadership?
5. Identify four external forces influencing change.
6. Define logical resistance.
7. What are the key components of learning?
8. Explain the principle of reinforcement in a sentence.
9. What are the advantages of group discussion?
10. How would you define behavior modification?

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

Answer any **THREE** questions.

11. List and explain the five major dimensions of personality in the Big Five Model. [8]
12. Imagine that you are leading a team—what leadership style (Autocratic or Democratic or Laissez-faire) would you adopt and why? [8]
13. Identify and explain the forces for change. [8]
14. What does mentorship mean? Mention its key benefits. [3+5]
15. Give a brief overview of group discussion and mention its purposes. [8]

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

Answer any **TWO** questions.

16. Define the concept of learning. Describe its essential components and the key factors influencing learning process. [2+5+6]
17. Why do individuals resist change in the workplace? Propose managerial solutions to handle such resistance and lead successful transitions. [6+7]
18. Explain the qualities that are required for an effective leadership. Briefly explain the contemporary issues in leadership. [6+7]

THE END