

Mid-West University
Examinations Management Office
Surkhet, Nepal
End-Semester Examination-2081
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. Define personality.
2. Give the meaning of extraversion.
3. Define the principle of reinforcement.
4. Point out the components of learning.
5. Write down the four external forces for change.
6. Point out the benefits of group discussion.
7. Define leadership.
8. State any four characteristics of leadership.
9. Define organizational change.
10. Define mentorship.

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

Answer any **THREE** questions.

11. Explain the major personality attributes of OB. [8]
12. Explain the functions of leadership. What are the qualities of effective leadership? [4+4]
13. Briefly explain the organizational sources of resistance to change. [8]
14. Elaborate the significance of learning. [8]
15. What is group discussion? Explain the purpose of group discussion. [3+5]

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

Answer any **TWO** questions.

16. What is learning? Explain the components of learning. What are the factors influencing learning? Explain. [3+4+6]
17. Briefly explain the mentoring techniques. Also explain some common benefits of mentorship. [5+8]
18. Explain the individual sources of resistance to change. As a manager of an organization, how would you solve the problem of resistance to change? [6+7]

THE END