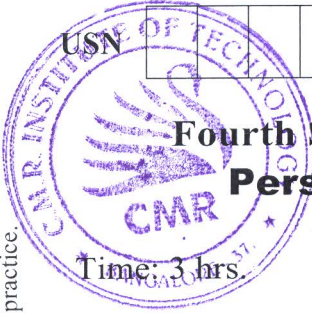


# CBCS SCHEME

20MBAHR402



## Fourth Semester MBA Degree Examination, Dec.2023/Jan.2024 Personal Growth and Interpersonal Effectiveness

Max. Marks:100

- Note: 1. Answer any FOUR full questions from Q.No.1 to Q.No.7.  
2. Question No. 8 is compulsory.**

- 1 a. What is Personal Growth and Interpersonal Trust? (03 Marks)  
b. What is Self – disclosure? Explain the factors influencing Self – disclosure. (07 Marks)  
c. Explain MBTI Model of Personality. (10 Marks)
- 2 a. Define Self – reflection in Personal growth. (03 Marks)  
b. Explain Life roles and Social roles. (07 Marks)  
c. Explain T – group sensitivity training. (10 Marks)
- 3 a. What do you mean by Emotional Intelligence? (03 Marks)  
b. Explain the concept of FIRO – B. (07 Marks)  
c. Explain the 4 panes of Johari window. (10 Marks)
- 4 a. What is Locus of control? (03 Marks)  
b. Write the difference between Creativity and Innovation. (07 Marks)  
c. Explain Guilford Peogut theory of personality. (10 Marks)
- 5 a. What is Transactional Analysis? (03 Marks)  
b. Explain Id , Ego and Super Ego status of personality. (07 Marks)  
c. Explain the importance of Neuro Linguistic Programming. (10 Marks)
- 6 a. Define Personality with an example. (03 Marks)  
b. Explain seven habits of highly effective people. (07 Marks)  
c. Explain Carl Jung’s theory of Personality. (10 Marks)
- 7 a. What do you mean by Attitudes , Beliefs and Values? (03 Marks)  
b. Differentiate between Convergent and Divergent thinking. (07 Marks)  
c. Explain the concept of Six Thinking Hats. (10 Marks)
- 8 **CASE STUDY (Compulsory) :**

John and Mark are childhood friends. Both are very different in their personality. John is very out spoken, he socialized fast and makes friends very easily. He shares his ideas and hence his learning ability has increased a lot.

But Mark is very shy and silent person. He never expresses his feelings and emotions to anyone. He is very frightened of his parents , has very few friends and always isolates himself from the group. He is very hardworking and always thinks about himself.

These two friends grow up with the same traits and later John joins a very big company and becomes successful in life. But Mark never makes up his mind to move out of his village and settles to be a very ordinary person. He blames his destiny and still he does not mingle with neighbours.

**Questions :**

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- a. What type of personalities are John and Mark? Define the personality types they depict. (03 Marks)
- b. Mention any five reasons for Mark to have such a personality. (07 Marks)
- c. Describe in your words – do you see Mark type personalities in and around you, how should they work to overcome the weaknesses? (10 Marks)

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