SELF AWARENESS AND PERSONALITY DEVELOPMENT
(Effective from the admitted batch 2008–09)

Time: 3 Hours Max.Marks: 60

Instructions: All parts of the unit must be answered in one place only.
Figures in the right hand margin indicate marks allotted.

SECTION-A

1. Answer any FIVE of the following:
Each answer should not exceed one page. (5 x 2 =10)

   a) What is meant by Personality?
   b) Differentiate between long term goals and short term goals.
   c) What is self esteem? Write a brief note on yourself.
   d) What are various sources of Motivation?
   e) What do you mean by Critical Thinking?
   f) Explain different ego states as defined under Transactional Analysis.
   g) What is Time Management?
   h) Explain the nature of Emotional Intelligence.

SECTION-B

Answer the following:

UNIT-I

2. a) What are the determinants of Personality? 8

   OR

   b) Examine the impact of Situational Factors on the Development of Personality. 8

UNIT-II

3. a) What is self improvement? How do you visualize your best self? 8
b) What is Attitude? Explain the process of development of Attitudes.  

UNIT-III

4. a) What is Stress? How do you manage the stress in work settings?

OR

b) Explain the step by step process of decision making.

UNIT-IV

5. a) What are the different Transactions under TA? Explain different Psychological Positions.

OR

b) What is Johari Window? Explain its importance in Inter-Personal relations.

UNIT-V

6. a) Distinguish between IQ and EQ? Explain the importance of both IQ and EQ in Personality Development of an Individual.

OR

b) What is Self Regulation? Discuss the various strategies for regulating self.

SECTION-C

7. Case Study (Compulsory):

On Monday, 7.30 a.m. The scene is hostel room. The alarm rings, and Arjun Rao, first year BBM student of GITAM University jumps out of the bed to push the button to end the persistent buzz of his clock. As he does, Mr Rao realized that he has just 30 minutes to go to the class. He throws a pair of pant and shirt that are crumpled up next to the bed from the day before and runs down the bathroom for quick bath. Upon returning, he hastily hunts for his Quantitative Techniques for Management note book and text book. After locating the text book under the bed, he glances at a reminder he wrote last week “ASSIGNMENT DUE – MONDAY”. In order to turn his assignment today, he will either have to write it during “Management” class or cut a class. Mr. Rao could not find note book, so he rips a few sheets of paper
from another note book, grabs a pencil and runs out of the door. As he rushes to Class, he thinks about the pain of College Life – always running from one place to the next, barely completing one assignment before several others are due. Mr. Rao feels whether he can handle this for another 3 years.

Questions:

a) How could you organize, if you are Mr. Rao, your time and become more efficient?

b) Have you ever felt rushed, pressured or embarrassed by your own mis-management of time? If so write a paragraph describing the incident and the coping strategy you adopted.