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Fourth Semester MBA Degree Examination, June/July 2019 Personal Growth and Interpersonal Effectiveness

Time: 3 hrs.

Max. Marks:80

**Note: 1. Answer any FOUR full questions from Q1 to Q7.
2. Question No. 8 is compulsory.**

- 1
 - a. What is stroke? (02 marks)
 - b. What is transactional analysis? Explain different types of ego states. (06 marks)
 - c. Discuss briefly different types of life positions. (08 marks)

- 2
 - a. Differentiate between creativity and innovation. (02 marks)
 - b. Explain the requisites for personal change. (06 marks)
 - c. Self awareness and self esteem plays a vital role in personal growth? Discuss. (08 Marks)

- 3
 - a. What is personality? Mention its determinants. (02 marks)
 - b. Application of emotional intelligences in the work place is of greater importance. Explain. (06 marks)
 - c. Elaborate on different types of transactions. (08 Marks)

- 4
 - a. What is habit formation? (02 marks)
 - b. What is time structuring? Explain ways of structuring time by giving and receiving strokes. (06 marks)
 - c. Explain J.P Guilford's trait theory with the help of diagrammatic representation of cubiod structure of intellect. (08 Marks)

- 5
 - a. Differentiate between internal and external locus of control. (02 marks)
 - b. Brief on block to creativity. (06 marks)
 - c. Explain the seven traits of highly effective people. (08 Marks)

- 6
 - a. What is divergent and convergent thinking? (02 marks)
 - b. Enumerate on johari window in discovering self and others. (06 marks)
 - c. Explain Carl Jung's theory of personality type. (08 Marks)

- 7
 - a. What do you mean by ID, Ego and super ego? (02 Marks)
 - b. Elaborate on FIRO – B and state its merits. (06 Marks)
 - c. What is appreciative enquiry? Explain the 4D cycle model of appreciative enquiry. (08 Marks)

- 8

CASE STUDY [Compulsory]

You are given eight occupational choices. For each occupation identify the personality types using Myer Brigs Type Indicator (MBTI) substantiate your answer.

 - i) Engineers
 - ii) Lawyers
 - iii) Doctors
 - iv) Accountant
 - v) Architecture
 - vi) Detective
 - vii) Librarian
 - viii) Sales manager.

(16 marks)

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Important Note : 1. On completing your answers, compulsorily draw diagonal cross lines on the remaining blank pages.
2. Any revealing of identification, appeal to evaluator and /or equations written eg, 42+8 = 50, will be treated as malpractice.