

Roll No.

57545

BBA 5th Semester (N. S.) 2014-17

Examination – November, 2017

**PRESENTATION SKILLS AND PERSONALITY
DEVELOPMENT**

Paper : BBAN-505

Time : Three Hours]

[Maximum Marks : 80

Before answering the questions, candidates should ensure that they have been supplied the correct and complete question paper. No complaint in this regard, will be entertained after examination.

Note : The question paper is divided in *two* sections. Section 'A' comprising *eight* short answer type questions (carrying *two* marks each, which are *compulsory*. Answer to each question should not exceed 50 words normally) Section 'B' comprising 8 questions (2 questions from each unit). The students are required to attempt *four* questions selecting *one* question from each unit. All questions will carry equal marks.

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P. T. O.

SECTION – A

1. Short Answer Type Questions
 - (a) What do you mean by persuasive presentation?
 - (b) Define presentations notes.
 - (c) What do you mean by personality syndrome?
 - (d) What is the role of clothing in personality development ?
 - (e) Enlist the key determinants of personality.
 - (f) What is dress sense ?
 - (g) What are emerging trends in presentations ?
 - (h) What is the role of personal hygiene in personality development ?

SECTION – B

UNIT – I

2. What is the role of presentation in selling a new idea ? Explain with the help of suitable Example.
3. What is the process of structuring the presentation ? Explain different stages of session planning.

UNIT – II

4. Elucidate the role playing technique with suitable example.
5. What are different elements of value added presentation ? Explain presentation that facilitates decision making.

UNIT – III

6. What is the process of moulding the personality patterns ? Explain.
7. What are different personality patterns ? Explain the role of social determinants in personality development.

UNIT – IV

8. How the personal stress is managed ? Explain the process of managing the stress.
9. Write a detailed note on time management.