

Roll No. ....

**Unit-III**

6. What is personality ? Define briefly all personality patterns. [16]
7. How are educational and family determinants important for personality development ? Elaborate.

**Unit-IV**

8. What is personal stress ? How to recognize and handle personal stress ?
9. What do you mean by body language ? Eye contact of the speaker with the listener is an important part of body language. Explain.

**57545**

**B.B.A. 5th Sem. (N.S.) 2014-17**  
**Examination- November, 2016**  
**Presentation Skill & Personality**  
**Development**

**Paper-BBAN-505**

**Time : 3 hours**                      **Max. 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 the examination.

**Note :** The question paper is divided in two sections. Section-A comprises eight short answer type questions (carrying two marks each, which are **compulsory**. Section-B comprising eight questions (two questions from each unit). The students are required to attempt **four** questions selecting **one** question from each unit. All questions will carry equal marks.

**Section-A**

1. (a) What is public speaking ? [8×2=16]
- (b) Discuss the essential elements of a presentation.
- (c) What do you mean by developing self-awareness ?
- (d) Discuss social determinants of personality.
- (e) Explain the main features of a seminar.
- (f) What is conference ?
- (g) What do you understand by brainstorming ?
- (h) Discuss the objectives of a presentation.

57545-4350-(P-4)(Q-9)(16) (2)

**Section-B**

**Unit-I**

2. What is meant by a presentation ? Distinguish between individual and group presentation. [16]
3. Discuss in detail the importance of audience and location in designing a presentation. [16]

**Unit-II**

4. What do you understand by group discussions ? What preparations are to be made for group discussions ? [16]
5. Differentiate between presentation that builds trust and presentation that offers a solution. [16]

57545-4350-(P-4)(Q-9)(16) (3) [ Turn Over