

Dr. Babasaheb Ambedkar Open University
Term End Examination July – 2026

Course	: BSWR	Date	: 11-07-2026
Subject Code	: BSWR-303	Time	: 11:30am to 01:45pm
Subject Name	: Personality Development	Duration	: 02.15 Hours
		Max. Marks	: 70

SECTION-A

Answer the following (Attempt any three) **(30)**

1. What are the factors that affect the Personality ? Elaborate your answer.
2. Define Personality development ? Discuss the tips to develop Personality.
3. What are the benefits of knowing Body Language in Business, Corporate Management as well as in Personal Life ?
4. Discuss the importance of Pleasing Personality at the work place.
5. Write the meaning of soft skills. What is the need of soft skills in the recent time ?

SECTION-B

Answer the following (Attempt any four) **(20)**

1. Why is Enthusiastic Attitude an important element of success?
2. Write a Note on Verbal Communication Soft Skills.
3. Types of Teams in the workplace
4. Write a Note on Personality.
5. Discuss the Elements of Pleasing Personality.
6. Write a Note on Self Confidence.

SECTION-C

Part – A (Multiple Choice Questions) **(10)**

1. The word "**Personality**" is derived from which Latin word?
A) Persona B) Personae C) Personalis D) Personalism
2. Which of the following is considered an important determinant of personality?
A) Heredity B) Environment C) Situation D) All of the above
3. Which aspect of communication is primarily conveyed through body language?

- A) Non-verbal communication B) Written communication C) Formal communication D) Technical communication
4. Which characteristic is essential for developing a pleasing personality?
A) Rudeness B) Courtesy and Respect C) Aggression D) Negligence
5. Introspection mainly refers to:
A) Observing others B) Self-reflection C) Public speaking D) Decision making
6. Which quality is most closely associated with self-confidence?
A) Fear of failure B) Positive self-belief C) Avoiding responsibility D) Dependency
7. Positive thinking mainly helps an individual to:
A) Increase stress B) Improve optimism and problem-solving C) Become careless D) Ignore responsibilities
8. Professional grooming mainly contributes to:
A) Personal and professional image B) Financial success only C) Physical strength D) Academic grades
9. Soft skills mainly include:
A) Technical programming B) Communication and interpersonal skills C) Mechanical skills D) Mathematical formulas
10. Which is an important advantage of teamwork?
A) Increased conflicts only B) Better collaboration and problem solving C) Reduced communication D) Isolation among employees

PART-B (True or False)

(10)

1. Personality is influenced by both hereditary and environmental factors.
2. Personality development has no effect on communication skills.
3. Body language is a form of non-verbal communication.
4. A pleasing personality is developed only through physical appearance.
5. Introspection helps an individual understand their own strengths and weaknesses.
6. Self-confidence can be strengthened through practice and positive thinking.
7. Positive thinking contributes to better mental health.
8. Professional grooming is irrelevant in the workplace.
9. Soft skills include communication, teamwork and leadership abilities.
10. Effective teams generally improve organizational performance
