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BRAINWARE UNIVERSITY

Term End Examination 2025-2026

Programme – B.Sc.(Ag)-Hons-2025

Course Name – Personality Development

Course Code - AEC27003(T)

(Semester II)

Full Marks : 40

Time : 2:0 Hours

[The figure in the margin indicates full marks. Candidates are required to give their answers in their own words as far as practicable.]

Group-A

(Multiple Choice Type Question)

1 x 10=10

1. Choose the correct alternative from the following :

- (i) Which attitude is most likely to lead to personal growth?
 - a) Fixed mindset
 - b) Growth mindset
 - c) Avoidant attitude
 - d) Passive attitude
- (ii) Motivation theories focus on which of the following?
 - a) Understanding the needs that drive behavior
 - b) How emotions impact decision-making
 - c) The role of external rewards in learning
 - d) How memory influences performance
- (iii) What is the main goal of Maslow's self-actualization theory?
 - a) Achieving moral excellence
 - b) Achieving the highest personal potential
 - c) Acquiring external rewards
 - d) Fulfilling emotional needs
- (iv) What does emotional intelligence help individuals do?
 - a) Control their impulses and manage stress
 - b) Memorize factual information
 - c) Master technical skills
 - d) Identify physical changes in the body
- (v) What does the concept of self-regulation in emotional intelligence refer to?
 - a) Managing personal relationships
 - b) Managing emotional reactions and impulses
 - c) Understanding others' feelings
 - d) Knowing when to take risks
- (vi) What type of motivation is driven by external rewards?
 - a) Intrinsic motivation
 - b) Extrinsic motivation
 - c) Intrinsic and extrinsic motivation
 - d) Self-motivation
- (vii) Synthesize the application of Locus of Control in improving leadership skills in organizational settings.
 - a) Leaders with internal locus of control are more likely to take ownership of their decisions and encourage responsibility in teams
 - b) Leaders with external locus of control avoid responsibility and delegate tasks without accountability

- c) It makes no difference in leadership effectiveness, as it is irrelevant to work behavior
- d) Leaders with internal locus of control will always lead to successful teams
- (viii) How would you evaluate the effectiveness of Type A personality traits in a high-pressure work environment?
- a) Type A personalities thrive under stress and perform efficiently in deadline-driven environments
- b) Type A personalities are more likely to experience burnout and poor team dynamics
- c) Type A personalities are always unsuccessful in high-pressure environments
- d) Type A personalities avoid challenging tasks and focus on routine work
- (ix) Critique the role of personality traits in managing organizational change.
- a) Certain traits can either facilitate or hinder the acceptance of change depending on how adaptable the individuals are
- b) Personality traits play no role in managing change, as change is purely a managerial decision
- c) Personality traits such as emotional intelligence are irrelevant to the change process
- d) All personality traits contribute equally to successful change management
- (x) In team development, what is the 'storming' phase characterized by?
- a) Harmony and agreement
- b) Role confusion and conflict
- c) Collaboration and synergy
- d) Cooperation without disagreements

Group-B

(Short Answer Type Questions)

2.5 x
10=25

2. What is the definition of personality according to Hurlock? (2.5)
3. How does attitude affect communication in professional settings? (2.5)
4. What are the stages in Maslow's Hierarchy of Needs? (2.5)
5. What are the major learning theories, and how do they contribute to individual growth? (2.5)
6. What is the role of feedback in the learning process? (2.5)
7. Explain the significance of active listening in effective communication. (2.5)
8. How does perception affect decision-making in organizations? (2.5)
9. What role does empathy play in emotional intelligence and how does it enhance communication? (2.5)
10. What is the significance of emotional regulation in a team environment? (2.5)
11. Explain the role of self-esteem in personality development. (2.5)

OR

Explain the concept of 'locus of control' and its impact on behavior. (2.5)

Group-C

(Long Answer Type Questions)

5 x 1=5

12. Evaluate the influence of perception on individual behavior and decision-making. (5)

OR

Analyze how attitudes are formed and how they influence personality development. (5)

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