

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.

57545-4600-(P-3)(Q-9)(17)

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.