

Unit-IV

8. How the personal stress is managed ? Explain the process of managing the stress.
9. Write a detailed note on etiquette and body language.

Roll No. :

Total No. of Questions : 9] [Total No. of Pages : 4

57545

**B.B.A. 5th Semester
Examination, March-2021
(New Scheme 2014-17)**

**PRESENTATION SKILL & 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 into two Sections. Section 'A' comprises eight short answer type questions (carrying 2 marks each) which are compulsory and should not exceed 50 words normally. Section 'B' comprises 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. Short answer type questions :

- (a) What is process of structuring the presentations ?
- (b) What is role of motivation and attention for presentation ?
- (c) What do you mean by presenter effectiveness ?
- (d) What do you mean by family determinants of personality ?
- (e) Differentiate between persistence and change.
- (f) What are emerging trends of fostering motivational environment ?
- (g) What is the role of appearance in personality development ?
- (h) What do you mean by personality consciousness ?

Section–B

Unit–I

2. What do you mean by persuasive presentations ? Explain with suitable examples.
3. Explain the process of making presentation notes and session planning.

Unit–II

4. What is the process of delivering presentation ? Explain the role of presenter effectiveness in detail.
5. How presentation can used as tool for facilitating decision making ? Explain.

Unit–III

6. Explain the role of intellectual determinants in personality development.
7. What do you mean by aspirations and achievements and their impact on personality development.