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12MBAHR446

**Fourth Semester MBA Degree Examination, June / July 2014**  
**Personal Growth and Interpersonal Effectiveness**

Time: 3 hrs.

Max. Marks:100

**Note: 1. Answer any THREE questions from Part - A.**  
**2. Part - B and Part - C are compulsory.**

**PART - A**

- 1 a. What do you mean by self awareness? (03 Marks)  
b. Write about life role, organizational role and social role of an individual. (07 Marks)  
c. What is Personal growth? Explain the concepts of personal growth. (10 Marks)
- 2 a. What is Personality? Mention the fundamental characteristics of personality. (03 Marks)  
b. What is MBTI? Explain its use as personality inventory tool. (07 Marks)  
c. Explain four areas of Johari window. How it helps in discovering self and others? (10 Marks)
- 3 a. What are Attitudes? (03 Marks)  
b. What is personal change? Do you think personal change is required? Explain. (07 Marks)  
c. Describe the seven habits of highly effective people. (10 Marks)
- 4 a. What is Conflict? Why they arise? (03 Marks)  
b. What are the essential skills to resolve conflict? (07 Marks)  
c. Discuss the different types of life position. (10 Marks)
- 5 a. What is Creativity? Why it is important in business organizations? (03 Marks)  
b. What are the blocks to creativity? (07 Marks)  
c. Explain the popular techniques to enhance creativity. (10 Marks)
- 6 a. Name the three ego states that exist in all people. (03 Marks)  
b. What is Transactional analysis? What are the different types of transactions? (07 Marks)  
c. What are T - groups? Discuss the importance of T - groups and sensitivity training in personal growth. (10 Marks)

**PART - B**

- 7 a. Application of emotional intelligence in the work place is of greater importance. Discuss. (10 Marks)  
b. Analyse the importance of time management in improving the efficiency of managers. (10 Marks)

**PART - C**

- 8 Raja and Swamy are great childhood friends and close neighbours. But both are very different in their personality. Raja is very much out spoken and used to communicate freely. He socializes fast and makes friends very easily. He is the person who always like to have people around him. He shares his ideas and thoughts and hence his learning ability has increased a lot. But at the same time Swamy is very shy and very silent person.

He is very much frightened of his parents and always looks very scary. He never expresses his feeling, thoughts and emotions to anyone. He had some problems in communicating with others. He has very few friends and he always isolates himself from the group. But, Swamy is very hard working and always thinking about himself. These two friends grow up with the same traits and later Raja joins a very big company and becomes very successful in life. But Swamy never makes up his mind to move out of his village and he settles to be a very ordinary person. He blames his destiny and still he does not mingle with the neighbours.

**Questions :**

- a. What type of personalities are Raja and Swamy? Define the personality types they depict. (05 Marks)
- b. Mention any five reasons for Swamy to have such a personality. (05 Marks)
- c. Do you see people who have Swamy type personalities in and around you? How should they work to overcome the weaknesses? (10 Marks)

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