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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.

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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.

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### 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.

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