

#### 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 be 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.