

Roll No. ....

**57545**

**BBA 5th Semester (N.S.) 2014-17  
Examination – November, 2018**

**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 :** Section – A is compulsory. Attempt one question from each Unit in Section – B. All questions carry equal marks.

**SECTION – A**

**1. Describe the following :**

- (a) Presentation skills
- (b) Presentation selling an idea
- (c) Role plays
- (d) Advantages of simulations
- (e) Importance of names and nickname
- (f) Family determinants of personality

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- (g) Stress management
- (h) Healthy personalities

**SECTION – B**

**UNIT – I**

2. What is meant by persuasive presentation and humorous presentation ? Explain giving examples.
3. Describe the structure of an effective presentation, the presentation notes and session plan.

**UNIT – II**

4. Write short notes on the following :
  - (a) Fish bowl
  - (b) Games
5. How can a presentation offer a solution and facilitate decision making ? Explain with examples.

**UNIT – III**

6. Write short notes on the following :
  - (a) Symbols of self
  - (b) Personality syndrome
7. Write a detailed note on physical and intellectual determinants of personality.

**UNIT – IV**

8. What is the importance of grooming for a manager ? Explain giving suitable examples.
9. "Public speaking is an art." Do you agree ? Give reasons for your answer.