

Roll No.

OLE-57545

BBA 5th Semester (N. S.) 2014-17

Examination – April, 2021

**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 : Section - **A** is *compulsory*. Attempt *four* questions from Section – **B** (*one* question from each unit).

SECTION – A

1. Describe the following
 - (a) Presentation selling an Idea
 - (b) Advantages of Simulations
 - (c) Family determinants of Personality

- (d) Stress Management
- (e) Persuasive Presentation
- (f) Dressing Sense
- (g) Personality Syndrome
- (h) Humorous presentation

SECTION – B

UNIT – I

2. What is the process of structuring the presentation ?
Explain different stages of session planning.
3. Discuss various types of presentations giving suitable examples.

UNIT – II

4. Write short notes on the following :
 - (a) Fish Bowl
 - (b) Games
5. What are the different elements of Value added presentation ? Explain presentation that facilitates decision making.

UNIT – III

- 6.** Write short notes on the following :
 - (a) Symbols of Self
 - (b) Personality Syndrome

- 7.** Describe the Educational and Family Determinants of Personality.

UNIT – IV

- 8.** What is the importance of Grooming for a Manager ? Explain giving suitable examples.

 - 9.** How can one manage stress ? What are the negative effects of stress ?
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