

**MAHARASHTRA ANIMAL AND FISHERY SCIENCES UNIVERSITY, NAGPUR**  
**SEMESTER END THEORY EXAMINATION, B.Tech. (DT)**

Semester	: II (VI Dean)	Academic Year	: 2024-2025
Course No.	: DBM-1205	Course Title	: Personality Development
Credits	: 1+1=2	Total Marks	: 40
Day & Date	: Wednesday; 20/08/2025	Time	: 2.00 hrs.

- Note :**
- 1) All questions from **Section 'A'** are compulsory.
  - 2) Solve **Any Five** questions from **Section 'B'**.
  - 3) Draw neat and well labeled diagram wherever necessary.

**SECTION - 'A'**

- Q. 1 Define the following. (05)
- i) Personality
  - ii) Locus of control
  - iii) Learning
  - iv) Attitude
  - v) Emotional intelligence
- Q. 2 State whether True or False. If false, rewrite the statement after making necessary corrections in the underlined word(s) only, if necessary. (05)
- i) Intrinsic motivation comes from within the individual, while extrinsic motivation comes from external factors such as rewards or recognition.
  - ii) Type B personality individuals tend to be more competitive and impatient as compared to Type A personality.
  - iii) Maslow's Hierarchy of Needs theory is not related to personality development.
  - iv) Myers-Briggs Type Indicator (MBTI) test places individuals into rigid, non-overlapping personality types without room for change.
  - v) Groups are more effective when members have competing goals and work against each other.
- Q. 3 Choose the most appropriate answer from the options given below. (05)
- i) Which motivation theory suggests that individuals are motivated by three needs: achievement, power, and affiliation?
    - a) McClelland's Theory of Needs
    - b) Maslow's Hierarchy of Needs
    - c) Herzberg's Two-Factor Theory
    - d) Vroom's Expectancy Theory
  - ii) High emotional intelligence in leaders helps them
    - a) Focus solely on tasks without considering emotions
    - b) Build strong relationships and motivate others
    - c) Avoid making decisions
    - d) Maintain strict control without listening to others
  - iii) Which of the following is an example of a positive attitude in the workplace?
    - a) Disinterest in teamwork
    - b) Resistance to new changes
    - c) Willingness to cooperate with colleagues
    - d) Lack of initiative
  - iv) Constructive feedback in learning should be
    - a) Generalized and delayed
    - b) Immediate and specific
    - c) Negative and discouraging
    - d) Focused on mistakes only

**(P.T.O.)**

- v) What is a key difference between introverts and extroverts according to Carl Jung?
- a) Extroverts gain energy from social interactions, while introverts gain energy from solitude
  - b) Introverts are more competitive than extroverts
  - c) Extroverts focus more on long-term goals, while introverts do not
  - d) Introverts rely on emotional intelligence, while extroverts rely on logical reasoning

### SECTION - 'B'

- Q. 4 Discuss the Maslow's theory of hierarchy of needs with diagram and its relevance to personality development. How does self-actualization contribute to the shaping of an individual's personality? (05)
- Q. 5 What is locus of control, and how does it affect an individual's performance in the workplace? Discuss the difference between internal and external locus of control. (05)
- Q. 6 A) Which are the key factors influencing individual behavior? (2.5)  
B) Explain the importance of teamwork in an organization. Discuss how group dynamics influence team performance and decision-making. (2.5)
- Q. 7 A) What are the principles of motivation, and how can they be applied to improve employee engagement and performance? (2.5)  
B) Discuss the relationship between attitude and values in shaping individual behavior. (2.5)
- Q. 8 A) What is Herzberg's Two-Factor theory of motivation? (02)  
B) How do perception and individual behavior related to each another at working places? (02)  
C) Define attribution theory. (01)
- Q. 9 What is the relationship between learning and organizational behavior? Discuss how continuous learning contributes to individual and organizational success. (05)
- Q. 10 Explain the concept of emotional intelligence (EQ). How does emotional intelligence contribute to leadership effectiveness, teamwork, and organizational success? (05)

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