



MBA IV Semester Degree Examination, October - 2023
Personal Growth and Interpersonal Effectiveness
(NEP)

Time : 3 Hours

Maximum Marks : 70

Note : Answer **any five** of the following questions. Question No.1 (Q1) **compulsory**, each question carries **equal** marks.

1. Explain the meaning, definition and nature of Personal Growth. **14**
2. How do ego states influence our behaviour, interactions and Personal Development ? Explain. **14**
3. Describe any two models of Personality with examples. **14**
4. Explain the significance of competency in Personality Development. **14**
5. Describe the importance of attitude, belief and values at Workplace. **14**
6. Explain in detail Transactional analysis technique with illustrations. **14**
7. How do conflict resolution and negotiation skills impact Interpersonal Behaviour ? Explain. **14**
8. (a) Briefly explain Johari Window. **5**
(b) Write a short note on Cattell's work. **5**
(c) Write a note on MBTI model. **4**

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