



ARKA JAIN University, Jharkhand

1st Semester End Semester Examination – 2019-20

Subject: Managerial Economics

Course: B.B.A

Full Marks:70

Time: 3 hours

Pass Marks: 28

- Candidates are required to give their answers in their own words as far as practicable.
- Question Paper is divided into **Three Parts –A, B & C**
- **Part-A** is compulsory.
- **Part- B** contains **SIX** questions out of which **FOUR** questions are to be answered.
- **Part -C** contains **SIX** questions out of which **THREE** Questions are to be answered.

PART A

Q.1) Multiple Choice Questions

(10x1=10)

1. Law of Variable Proportion is valid when:
 - a. Only one input is fixed, and all other inputs are kept variable
 - b. All factors are kept constant
 - c. All inputs are varied in the same proportion
 - d. None of the above
2. When supply price increase in the short run, the profit of the producer _____
 - a. Increases
 - b. Decreases
 - c. Remains constant
 - d. Decreases marginally
3. In case of Inferior goods like bajra, a fall in its price tends to:
 - a. Make the demand remain constant
 - b. Reduce the demand
 - c. Increase the demand
 - d. Change the demand in an abnormal way
4. At the point of inflexion, the marginal product is:
 - a. Increasing
 - b. Decreasing
 - c. Maximum
 - d. Negative
5. MR of nth unit is given by:
 - a. TR_n/TR_{n-1}
 - b. $TR_n + TR_{n-1}$
 - c. $TR_n - TR_{n-1}$
 - d. All of these
6. Increase or Decrease in Supply means:
 - a. Shift in Supply curve
 - b. Movement along same supply curve
 - c. Both (a) and (b)
 - d. Neither (a) or (b)
7. When change in the quantity supplied is proportionate to the change in the price, the producer is said to have _____:

- a. Perfectly elastic supply
 - b. Relatively elastic supply
 - c. Unitary elastic supply
 - d. Perfectly inelastic supply
8. Movement along the same demand curve shows:
- a. Expansion of demand
 - b. Expansion of supply
 - c. Expansion and contraction of demand
 - d. Increase and decrease of demand
9. Opportunity cost is:
- a. Direct cost
 - b. Total cost
 - c. Accounting cost
 - d. Cost of foregone opportunity
10. Average Cost i.e AC is
- a. TC/Q
 - b. $AVC+AFC$
 - c. TVC/Q
 - d. Both a and b

B. Very short Question

(5x2=10)

- a. Define Market under economics.
- b. What is the difference between stock and supply?
- c. What is the Production function?
- d. When the Total Product is at the Maximum point of production what happens to the Marginal Product?
- e. Why is a perfectly elastic demand curve a horizontal straight line?

PART B

Q2. Answer any FOUR questions

(4x5=20)

1. What are the types of Price elasticity of Demand?
2. What are the causes behind External Economies and External Diseconomies?
3. Define Production. State the difference between short-run production function and long run production function.
4. Define Production Possibility curve. How does it help in solving the economic problems?
5. Explain the effect of "technology change" on supply of a commodity.
6. What do understand by law of diminishing marginal utility? Explain with the help of diagram.

PART C

Q3. Answer any THREE questions

(3x10=30)

- a. Explain the various Forms of Market under economics?
- b. Distinguish between perfect competition, monopoly and monopolistic competition.
- c. Explain in detail the law of variable proportion with diagram. Explain the causes behind
- d. the three stages of law of variable proportion.
- e. What is cost? What are the various types of cost? Explain with the help of diagram.
- f. What is return to scale? Explain the causes behind the stages of Return to scale. Explain
- g. with the help of diagrams.
- h. "Price is determined neither by demand nor by supply but by an interaction of the two.
- i. " Discuss.

ARKA JAIN University, Jharkhand

1ST Semester End Semester Examination – 2019-20

Subject: Business Accounting

Time: 3 Hours

Course: BBA

Full Marks: 70

Pass Marks: 28

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PART A

Q.1) All questions are compulsory

(10x1=10)

A] Multiple Choice Questions:

1. Accounting provides information on
 - i. Cost and income for managers
 - ii. Company's tax liability for a particular year
 - iii. Financial conditions of an institution
 - iv. All the above
2. The long term assets that have no physical existence but are rights that have value is known as
 - i. Current assets
 - ii. Fixed Assets
 - iii. Intangible assets
 - iv. Investments
3. According to accrual concept of accounting financial or business transaction is recorded
 - i. When cash is received or paid
 - ii. When transaction occurs
 - iii. When profit is computed
 - iv. When balance sheet is prepared
4. The John marketing company provides advertising service to an investment company in year A but receives advertising fee in year B. the John marketing company recognizes this revenue in year A. this action of John marketing company is justified by:
 - i. Business entity concept
 - ii. Revenue recognition principle
 - iii. Economic entity concept
 - iv. Going concern concept
5. A company is a going concern if:
 - i. Its balance sheet shows a strong financial position
 - ii. Its income statement for the current year shows huge profit
 - iii. There is no evidence that it will or will have to cease operation within foreseeable future.
 - iv. It is a public limited company

6. Sony a multinational electronics corporation rounds dollar amounts in its financial statements to the nearest \$1000. Which accounting principle/concepts justifies this action?
- Realization concept
 - Economic entity concept
 - Materiality concept
 - Historical concept
7. The accounting cycle begins by recording -----in the form of journal entries
- Business transactions
 - Financial information
 - Corporate minutes
 - Business contracts
8. Which trial balance lists all the business accounts before year end adjusting journal entries are made?
- Adjusted trial balance
 - Unadjusted trial balance
 - Post closing trial balance
 - Pre closing trial balance
9. Full form of GAAP?
- General accepted accounting principles
 - General accepted accounting policy
 - Generally accepted accounting policy
 - Generally accepted accounting principles
10. Assets are recorded at their purchase price as perconcept
- Cost concept
 - Matching concept
 - Accrual concept
 - Prudence concept

B. Very Short Questions

(5*2 = 10)

- Write 3 golden rules of accounts?
- Define Accrual Assumption?
- Write 2 features of accounting?
- Why we make final accounts in business?
- What is trade and cash discount?

PART B

Q2. Answer any Four:

(4*5 = 20)

1. Journalize the following transactions:

- Sold goods to Kamal costing Rs. 10000 at 30% above cost less trade discount 10% and cash discount 2%. Kamal was not willing to avail cash discount.
- Bought a second hand machine from Gopal for Rs. 25000. Spent Rs. 4000 on its repair and Rs. 1000 towards installation.

Insurance premium Rs.2500. it includes Rs. 500 paid for the next year.
 A partner died in an accident and nothing could be recovered from him.
 Allowed interest on capital @8% which was Rs. 50000.
 Enter the following transactions in cash book with cash and bank columns:

2010	
Jan 1 cash in hand	4500
Cash at bank	12600
Jan 3 Sold goods to Ram for cash	9000
Jan 5 Received a cheque from Sunil and deposited in the bank	8500
Jan 8 Cash deposited into bank	5000
Jan 11 bought furniture Rs. 4000 and paid carriage Rs. 100	
Jan 13 bought goods from Ram Rs. 6000 and issued cheque.	
Paid carriage Rs. 150	

3. Prepare Bank Reconciliation Statement from the following particulars as on 31st March 2009.

(a) Debit balance as per bank column of cash book	8500
(b) Cheque issued but not presented for payments	3500
(c) A cheque deposited into bank dishonoured, but no intimation has been received so far	
2800	
(d) Interest allowed by bank	300
(e) Cheque amounting to Rs. 10600 were deposited into bank but only cheque worth Rs. 7400 were credited by bank	
(f) Receipt side of cash book is cast Rs. 10 short	
(g) Bank charges Rs.	280

4. Discuss the five advantages of accounting.

5. What do you mean by capital expenditure and revenue expenditure? Explain with suitable example.

6. Differentiate between accounting and book keeping?

PART C

Answer any three

(3*10 = 30)

Q1. From the following trail balance of Ganga & sons, prepare trading and profit and loss account for the year ended 31st March 2010 and balance sheet as on that date:

Name of accounts	Dr. Balances	Cr. Balances
Capital	-	160000
Drawings	15000	-
Fixed Assets	200000	-
Purchase and Sales	310000	520000
Return	3000	2000
Profit on sale of Assets	-	6000
Carriage	8600	-
Wages	24000	-
Salaries	21000	-

Apprentice premium		10000
Insurance	2000	
Audit fees	1500	
Cash in hand	10000	
Cash at bank	30000	
Bank loan		20000
Interest on loan	1800	
Debtors and Creditors	100000	40500
B/R & B/P	5000	7500
Printing and Advertising	4500	
Commission		2000
Opening stock	31600	
Total	768000	768000

- (a) Stock at the end Rs. 40500
 (b) Depreciate fixed assets by 10%
 (c) Wages due but not paid Rs. 2000
 (d) Commission earned but not received amounted to Rs. 300
 (e) Apprentice Premium received in advance Rs. 1000
 (f) Interest on bank loan @12% p.a. is unpaid for the last 3 months.
 (g) Allow 10% p.a. interest on capital and charge Rs. 700 as interest on drawings.

Q2. Ashoka Ltd. Bought a machine on 1st January 2008 for Rs.240000 and spent Rs.4000 on its carriage and Rs.6000 towards installation cost. On 1st April 2009, it purchased a second hand machinery for 75000 and spent Rs.25000 on its overhauling. On 1st October, 2010, it decided to sell the machinery bought on 1st January, 2008 at a loss of Rs.20000. it bought another machine on the same date for Rs.40000. Company decided to charge depreciation @15% p.a. on reducing balance method. Prepare machinery account for 3 years.

Q3. Following is the Trial Balance as at 31st March 2015

Name of Accounts	L.F	Debit	Credit
Capital			320000
Fixed Assets		180000	
Drawings		60000	
Debtors		240000	
Creditors			180000

	710000	
		1050000
Balance	45000	
Cash in hand	30000	
Salary	165000	
Rent	120000	
Total	1550000	1550000

Having prepared the Trial Balance, it was discovered that following remained unrecorded:

1. Goods were sold on credit amounting to Rs.40000
2. Paid to creditors Rs.22000 by cheque
3. Goods worth Rs.7000 were returned to a supplier.
4. Paid salary Rs.15000 by cheque.

Required:

- (a) Pass journal entries for the above mentioned transactions
- (b) Redraft the Trial Balance.

Q4 Enter the following transaction in cash book with cash, bank and discount columns.

2010

Jan 1	cash in hand	4000
	Bank overdraft	7300
Jan 4	Received cheque from Hari	5000
	Discount allowed	200
Jan 6	cheque of Hari deposited in bank	
Jan 8	Paid Ram by cheque	4300
	Discount received	200
Jan 9	Sold goods to Mohan of list price Rs.5000 less 10% trade discount and 2% cash discount.	
Jan 11	Hari's cheque dishonored	
Jan 13	Received cheque from Manoj	3900
	Discount allowed	100
Jan 15	Cheque received from Manoj is endorsed, Gopal	
Jan 17	Bank charges Rs. 400, bank charged interest Rs. 1200	
Jan 21	Sold goods against cheque and it was banked the same day 10000	

Jan 28 Paid salary Rs.2000 and rent Rs. 1600

Jan 31 deposited the entire balance of cash into bank after retaining Rs. 1000 in the office

Q5. Following are the transactions of Gopal as on 31st January 2009

2009

Jan 1	Commenced business with cash	100000
Jan 3	Bought goods from Ram	20000
	Bought goods from Mohan	9000
Jan 5	Sold goods for cash	11000
Jan 7	Returned goods to Ram	2000
Jan 9	Sold goods to Sohan of list price Rs.15000 less 10% trade discount	
Jan 11	Paid to Ram Rs.17500 in full settlement of his account.	

Required:-

- (a) Make the journal entries
- (b) Make the ledger A/c of the following
Cash, Purchase, Ram, Sales.

Q6. Define following Concepts:-

- (a) Going concern Assumption
- (b) Accrual Assumption
- (c) Business entity principle
- (d) Money measurement principle

ARKA JAIN University, Jharkhand

1st Semester End Semester Examination – 2019-20

Subject: Principles of Management

Time: 3 Hours

Course: BBA

Full Marks: 70

Pass Marks: 28

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- **Part-D** is compulsory

PART A

Q1.) All questions are compulsory:-

A] Objective Answer Type

(5x1=5)

- Selection is usually considered as a _____ process.
 - Positive
 - Negative
 - Neutral
 - None of the above
- Which one of these is used for motivation
 - Job simplification
 - Job rotation
 - Job enlargement
 - Recognition and rewards
- "The extent to which authority is concentrated or dispersed". This principle is known in the management fields as _____.
 - Discipline
 - Equity
 - Centralization
 - Remuneration
- Controlling function of an organization is
 - Forward Looking
 - Forward as well as backward looking
 - Backward Looking
 - None of the above
- Which one is not the style of leadership
 - Attitudinal
 - Autocratic
 - Participative
 - Free Rein

B] Short Answer Type

(5x2=10)

- What is 'Espirit De Corps?'
- Why is planning important?
- What is recruitment?
- What is meant by division of work?
- Why is reference check important before selecting a candidate?

PART B

Q2.) Answer any four:

(4x5=20)

- i) Differentiate between a formal and informal organization structure.
- ii) The results of Professor Elton Mayo's Hawthorne studies proved that the factor most influencing productivity is relationships. State the principles of the above theory.
- iii) Selection is the process of picking or choosing the right candidate. Referring to the above statement explain the selection Process.
- iv) Explain the advantages and limitations of planning.
- v) Explain the different leadership styles.
- vi) What do you mean by controlling? Identify its importance in business organization

PART C

Answer any Three:

(3x10=30)

- Q3.)** Explain in details about Henry Fayol's contributions towards classical approach of management.
- Q4.)** "Planning is an intellectual process, the conscious determination of courses of action, the basis of decisions on purposes, facts and estimates." Discuss the statement and identify the steps involved in planning process.
- Q5.)** Is motivation important for organizational development? Justify your answer with Maslow's Hierarchy of needs.
- Q6.)** What do you mean by Training? Discuss the various Methods of training.
- Q7.)** Explain why being Socially Responsible is an integral part of business.
- Q8.)** Explain the relationship between controlling and overall management. Discuss the steps in controlling process.

PART D

Q9.) CASE STUDY

(5x1=5)

Zenith Ltd. is a highly reputed company and many people wanted to join this company. The employees of this organization are very happy and they discussed how they came in contact with this organization.

- Aman said that he was introduced by the present Sales manager, Mr. John.
- Benu said that he had applied through the newspaper and was appointed as H.R. John.
- Vaibhav said that he was neither related to any of the employee of the organization nor there was any advertisement in the newspaper even then he was directly called from IIM Ahmadabad from where he was about to complete his MBA.

Questions:

1. The above discussion is indicating an important function of management. Name the function of management.
2. The management function identified in part (a) follows a particular process. Explain the step of this process which is being discussed in the above Para.



ARKA JAIN University, Jharkhand

1st Semester End Semester Examination – 2019-20

Subject: Case Study Analysis

Time: 3 Hour

Course: BBA

Full Marks: 70

Pass Marks: 28

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PART A

Q.1) Multiple Choice Questions :

(10*1=10)

1. A case, in management studies, gives account of _____.
 - A. Manager's personal problems
 - B. Management problems
 - C. Social events in the company
 - D. None of the above
2. All case studies involve documentation of the process for _____.
 - A. Exploring alternative choices
 - B. Story telling
 - C. Strategic decision making
 - D. Evaluating a problem
3. Statistical data can be excluded while analyzing a case study.
 - A. True
 - B. False
4. Flipkart acquired _____ in 2014.
 - A. SnapDeal
 - B. Myntra
 - C. eBay
 - D. None of these
5. Which of the following start-up was awarded "Most Innovate Start-up of the year" in 2006.
 - A. Flipkart
 - B. PayTM
 - C. RazorPay
 - D. RedBus.In
6. RedBus.in uses _____ business model.
 - A. Franchise
 - B. Revenue
 - C. Freemium
 - D. Block Sourcing
7. Which of the following must not be done while writing a case ?
 - A. Using data to illustrate key points
 - B. Developing a supporting character
 - C. Adding writer's personal experience
 - D. All of these
8. A case study is a description of a situation involving a _____.
 - A. Decision
 - B. Strategy

- C. Market scenario
 - D. Quantitative data
9. The purpose of _____ is to guide & give a direction.
- A. Problem statement
 - B. Solution
 - C. Analyzing
 - D. Researching
10. Flipkart had initially started as _____.
- A. electronic store
 - B. online book store
 - C. apparel store
 - D. online grocery store

Q. 2) Answer in short

(5*2=10)

- A. Define counterfeiting?
- B. State the strategy used by Gaana.com to advertise on social media
- C. Define problem statement.
- D. What was Britannia's reply over Amul's claim on using vegetable oil instead of butter.
- E. What is a case scenario?

PART B

Q.2) Answer any 4

(4*5=20)

Summarize the following case let :

When it was introduced in April 2009, 1 lakh units could fulfill only 50% of the market demand. With 31 patents in design and 37 in technology, and the lowest emission levels among petrol cars in India, the Tata Nano was heralded as the start of an era. Yet, within a year and a half sales had dipped so much that in November 2010, the company barely managed to sell 500 units. Sales climbed steadily from that low point and within six months the monthly sales figure touched 10,000 units. But the initial euphoria seemed to be clearly gone.

Describe any 5 research tools used for data collection.
State Do's & Don'ts of solving a case study.

New ventures and startups need funding at all stages of their lifecycle and hence, the entrepreneur has to ensure that the venture capitalists and the financial institutions back him or her. Secondly entrepreneurs often do not staff their ventures with the right resources and often fail to have the required resources when the venture takes off. Taking into consideration the operational aspect wherein the entrepreneur fails to manage the nuts and bolts of running the business in an effective, efficient, and efficacious manner. For instance, many entrepreneurs often do not involve themselves in the ground realities of running the business and leave this to others wherein they concentrate on the bigger picture.

Mention why entrepreneurs fail in context to the above case-let.
State the importance of protagonist in a case?

1. What factors have to be considered for writing a case study?

PART C

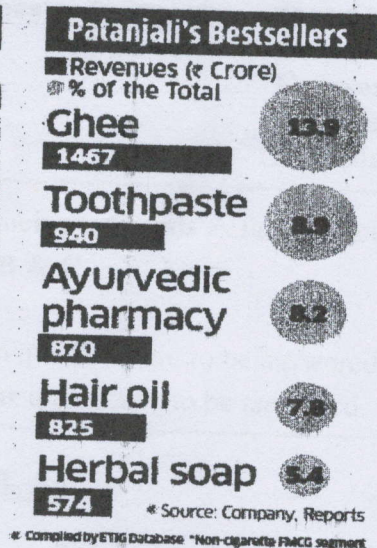
(3*10=30)

Answer any 3

Q.3) In context to Maggie case study, prior the ban what were the market conditions for Maggie & how did Maggie prepare for its comeback.

Using the following information develop a case study :

The New Pecking Order Of Indian FMCG	
Company	Trailing Four-Qtr Revenues (₹ Cr)
HUL	30782.7
PATANJALI	10561.0
ITC *	10336.9
Nestle India	9159.3
Godrej Consumer Group	9134.2
Britannia Industries	8844.4
Dabur	7691.0
Tata Global Beverages	6963.5
Marico	5918.0
Colgate-Palmolive	4010.0
GSK Consumer Healthcare	3784.9
Emami	2552.9
P&G Hygiene & Healthcare	2388.7
Jyothy Labs	1680.7
Bajaj Corp	791.3



Success mantra by Ramdev Baba :

1. Made in India, make for India
2. Focus on cost dynamics & product quality.
3. Brand ambassador & hiring right people.
4. Extensive distribution network.

Q.5) In context to Jet Airways case study, what went wrong with Jet Airways & how did the government provide aid?

Q.6) As per RedBus case, how is it a perfect amalgamation of entrepreneurship skills & start-up. Also state details on RedBus.In acquisition.

Q.7) Discuss the revolution & growth of PayTM post demonetization.

Q.8) *Research has shown that mobile phones in India number more than the population of the country and this is reflected in the way the government's flagship identification number initiative, Aadhar, is now entirely mobile number driven along with physical and biometric identification details. Having said that, the success story of the Indian Telecom Sector is punctured by the practices of successive governments in awarding licenses and scarce spectrum ostensibly with a view to facilitate ease of connectivity but at the same time following a flawed and overpriced mechanism. Moreover, the fact that the telecom operators do flout rules especially when selling prepaid connections to customers without background checks has given rise to security concerns and other problems.*

How has Indian telecom sector become the backbone of Indian economy?



ARKA JAIN University, Jharkhand

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Subject: ENGLISH

Time: 2 Hours

Course: BBA

Full Marks: 35

Pass Marks: 14

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- **Part- C** contains **three** questions out of which **one** question is to be answered.

PART A

Q1.) All questions are compulsory:-

A] Multiple choice

(5x1=05)

- a. The Face on the Wall narrates the experience of a guest was staying in Great _____ Street in an old house.
- Ormand
 - Arnold
 - Almond
 - Peech
- b. Let me not to the _____ of true minds, Admit impediments.
- Divorce
 - Marriage
 - Togetherness
 - Loneliness
- c. Before I _____ my tongue to wound, My conscience with a sinful sound,
- Learned
 - Taught
 - Picked
 - Left
- d. And the stately ships go on, To their haven under the hill;
- Heaven
 - Haven
 - Halter
 - Halt
- e. I knew Seraphina; Nature gave her hue, Glance, sympathy, note, like one from Eden.
- Glare
 - Glow
 - Glance
 - Gather

B] Short Answer Type

(5x2=

Justify the given title

- a. Break, Break, Break
- b. The Retreat
- c. Face on the Wall
- d. Report on Experience
- e. The dear Departed

PART B

Q2.) Answer any two:

(2x5=10)

- a. Why has the poet expressed his loss in the form of an elegy in the poem, Break, Break, Break?
- b. Summarise the sonnet 116 in your own words.
- c. What is the reason behind the poem, Report on Experience?
- d. What is the form of the poem, The Retreat?

PART C

Answer any one

(1x10=10)

Q3.) J.B.S. Haldane opposes superstition and supports rational thinking. He says that science affects us in two ways – we are benefited by its applications and it affects our opinions. Elaborate on your agreement/disagreement to the given statement with supportive examples.

Q4.) 'One particular patch resembled a human's face', following the theme of the story create your own short story.

Q5.) The title of the play 'Dear Departed' is ironical. Discuss the theme of the play.



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1st Semester End Semester Examination – 2019-20

Subject: Behavioral Science

Time: 3 Hours

Course: BBA

Full Marks: 70

Pass Marks: 28

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PART A

Q1.) All questions are compulsory:-

A] Objective Answer Type

(10x1=10)

- What part of SMART is missing from this goal? I will improve my grade in principles of management by the end of the semester
 - Not specific enough
 - Not time bound
 - Not measurable
 - Not attainable
- The “id” is defined as which part of your human personality
 - Based on morals
 - Dealing with reality
 - Needing to look good
 - Meeting basic needs
- Who developed a psychoanalytic personality theory which involved the id, ego and superego?
 - B.F Skinner
 - Erik Erikson
 - Sigmund Freud
 - William Golding
- The stage in which a child needs to learn important academic skills and compare favorably with peers in school to achieve competence
 - Trust vs. Mistrust
 - Industry vs. Inferiority
 - Initiative vs. guilt
 - Identity vs. Role confusion
- An attitude can be inferred from a person’s
 - Cognition
 - affect
 - behavior
 - All of the above
- Which part of SMART is missing? I will loosed 60kgs by the end of this month
 - Not time bound
 - Not attainable
 - Not specific enough
 - Not measurable
- A study of the culture and practices in different societies is called
 - personality
 - Anthropology
 - perception
 - sociology
- Which component of attitudes consists of a consumers belief about an object
 - affective
 - cognitive
 - behavioural
 - utilitarian

- ix) What thoughts come to the mind when you're under negative stress.
 - a) You think that you can cope with the situation
 - b) You think that you cannot cope with the situation
 - c) You think that everything will get fine eventually
 - d) You think that you will get help immediately
- x) The heading of a resume includes
 - a) Personal information
 - b) Names of references
 - c) Title of the most recent job
 - d) Career objective

B] Short Answer Type

(5x2=10)

- i) State the difference between overt behavior and covert behavior?
- ii) Talkative, sociable vs. silent, Reclusive. These traits describe which dimension of personality? Give a note.
- iii) What is self esteem?
- iv) State the importance of Team work.
- v) What is a psychometric test?

PART B

Q2.) Answer any four:

(4x5=20)

- i) When evaluating body language, what does the following signals indicate
 - a) A clenched fist
 - b) Frequent blinking
- ii) What is personality? State the importance of personality development
- iii) Explain the JOHARI window.
- iv) Briefly describe the stages where the following arises
 - a. Trust vs. mistrust
 - b. Initiative vs. Guilt
- v) While building a resume, what are important points to be covered?
- vi) Write short notes on:
 - a) Paranoid personality disorder
 - b) Schizoid personality disorder

PART C

Answer any Three:

(3x10=30)

- Q3.)** "An attitude exists in every person's mind". Discuss the tri component model of attitude and the various functions of attitude.
- Q4.)** Discuss the Erikson psychosocial stages of development.
- Q5.)** "Time Management plays a very important role not only in organizations but also in our personal lives." What is time management? Discuss the ways by which you can effectively manage time.
- Q6.)** Write short notes on:
SWOT analysis
SMART goals
- Q7.)** What are the skills required to crack a job interview?
- Q8.)** "Leadership is the potential to influence the behavior of others". Justify the above statement and state the qualities to be present in a good leader.