



Even Semester End Term Examination, May / June 2026

Date: 27/05/2026

Time: 01.00 PM - 04.00 PM

Course Code: BBA3087

Course Name: Personal Growth and Interpersonal Effectiveness

Semester: Sixth Semester

Max. Marks: 100

Weightage: 50%

CO - Levels	CO1	CO2	CO3	CO4	CO5
Marks	36	36	36	36	36

Part A: Answer Following Questions. 20 M

Qn.No	Questions	M	CO	BT
1	Contrast Role ambiguity with role conflict	2	CO1	BT2
2	Define Self-Awareness	2	CO1	BT1
3	Name the psychologists who developed the Johari window	2	CO2	BT1
4	Recall the primary objectives behind the development of the Johari Window tool.	2	CO2	BT1
5	List the characteristics of an Extrovert personality type.	2	CO3	BT1
6	Tell the traits of type A personality .	2	CO3	BT1
7	Explain external locus of control.	2	CO4	BT2
8	State the meaning of personal change.	2	CO4	BT1
9	Explain the concept of life script.	2	CO5	BT2
10	What are the risks associated with compromising style of conflict management?	2	CO5	BT1

Part B: Answer Any 1 Following Questions. 16 M

Qn.No	Questions	M	CO	BT
11.a	Show why role clarity and role boundaries are important for individual effectiveness, and outline strategies to enhance role clarity.	6	CO1	BT2

11.b	Outline the key challenges to personal growth with suitable examples.	10	CO1	BT2
12.a	Summarise methods to enhance self-esteem with suitable examples.	6	CO1	BT2
12.b	Summarise the benefits and challenges of self-awareness and relate them to personal development.	10	CO1	BT2

Part C: Answer Any 1 Following Questions. 16 M

Qn.No	Questions	M	CO	BT
13.a	Summarise the benefits of self-reflection in improving individual effectiveness.	6	CO2	BT2
13.b	Explain the concept of interpersonal trust. Describe its four components with suitable examples.	10	CO2	BT2
14.a	Relate the role of consistency and vulnerability in building trust with suitable examples.	6	CO2	BT2
14.b	Demonstrate the structure of the Johari Window and explain its key components. How does expanding the open area improve interpersonal relationships.	10	CO2	BT2

Part D: Answer Any 1 Following Questions. 16 M

Qn.No	Questions	M	CO	BT
15.a	Outline the characteristics of the ISTP personality type in the Myers-Briggs Type Indicator.	6	CO3	BT2
15.b	Explain the determinants of personality.	10	CO3	BT2
16.a	Summarise the traits of Type A personality and infer its advantages and disadvantages.	6	CO3	BT2
16.b	Outline the dimensions of the OCEAN personality framework and explain with examples	10	CO3	BT2

Part E: Answer Any 1 Following Questions. 16 M

Qn.No	Questions	M	CO	BT
17.a	Apply the concept of internal locus of control to a real-life scenario and explain how it influences behavior and outcomes, including possible challenges.	6	CO4	BT3
17.b	Organize a daily routine using habit formation strategies (cue, routine, reward) to improve productivity and consistency.	10	CO4	BT3
18.a	Apply the stages of the personal change process to a real-life example and illustrate how change can be effectively implemented.	6	CO4	BT3

18.b	Identify the key factors influencing habit formation and demonstrate how they can be used to develop or change a habit in a real-life scenario.	10	CO4	BT3
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Part F: Answer Any 1 Following Questions. 16 M

Qn.No	Questions	M	CO	BT
19.a	Utilize the FIRO-B framework to analyze an individual's interpersonal behavior in a given scenario.	6	CO5	BT3
19.b	A management student is struggling to balance academic deadlines, social activities, and personal development. Apply the Eisenhower Matrix to classify the following tasks and suggest appropriate actions for each category: a) Preparing for an exam next week b) Attending a friend's birthday party c) Completing an assignment due tomorrow d) Watching web series for relaxation e) Developing a new skill for future career Explain how using this matrix can improve the student's time management and productivity.	10	CO5	BT3
20.a	Plan a daily schedule using time management techniques to improve productivity and ensure commitments are honored.	6	CO5	BT3
20.b	Apply the concept of life scripts in Transactional Analysis to a real-life situation and explain how they influence an individual's behavior and decisions.	10	CO5	BT3