

**Total No. of printed pages = 3**

**63/2 (SEM-1) MBA 19**

**2021**

**(held in 2022)**

**MBA**

**(Theory Paper)**

**Paper Code : MBA-19 (Old)**

**(Soft Skills Development)**

**Full Marks – 50,**

**Time – Two hours**

**The figures in the margin indicate full marks  
for the questions.**

**SECTION – A**

**1. Answer any *five* from the following questions :**

**2×5=10**

- (a) What is Self-concept ?**
- (b) Define Attitude.**
- (c) What does Time Management refer to ?**
- (d) What is Gratitude ?**

**[Turn over**

- (e) What is Teamwork ?
- (f) What is Self Talk ?
- (g) What is Stress ?

#### SECTION – B

2. Answer any *six* from the following questions :

4×6=24

- (a) The question “Who am I ?” gives rise to self-concept. Explain.
- (b) Describe the aspects of self-concept.
- (c) How does customs influence etiquette ?
- (d) Discuss the SWOT analysis steps.
- (e) Explain the concept of “Out of Box thinking.”
- (f) What is Intrinsic and Extrinsic Motivators ?
- (g) How can we improve Time Management skills ?
- (h) Describe sociometer theory.

#### SECTION – C

3. Answer any *two* from the following questions :

8×2=16

- (a) Explain the Maslow’s Need Theory with the aid of a diagram.
- (b) How should we prioritize our work ?
- (c) Explain the process of Decision Making.