

R.N.G.PATEL INSTITUTE OF TECHNOLOGY-RNGPIT
(An Autonomous College U/s UGC Act 1956)

MBA SEMESTER-III, SEMESTER END EXAMINATION – WINTER 2025

SUBJECT CODE: 1MB1305

DATE: 08-01-2026

**SUBJECT NAME: PERSONALITY DEVELOPMENT AND
ETHICS**

TIME: 09:00 AM to 12:00 PM

TOTAL MARKS: 70

Instructions

1. It is **compulsory** for students to write **Enrolment No. /Seat No.** on the question paper.
2. The figures to the right of each question indicate full marks, make suitable assumptions wherever necessary.
3. The question paper consists of 70 questions, each carrying 1 mark. Attempt all questions. There is no negative marking.
4. All answers must be marked on the OMR sheet only.
5. BL - Bloom's Taxonomy Levels (R-Remember, U-Understanding, A –Application, N –Analyze, E – Evaluate, C -Create), CO - Course Outcomes.

Q. No Multiple-Choice Questions

Marks BL CO

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|---|----------|----------|----------|
| <p>1. According to Gordon Allport, personality is:</p> <p style="margin-left: 40px;"> A. A random pattern of behaviour B. Dynamic organization of psychophysical systems
 C. Only inherited traits D. A biological reflex </p> | 1 | R | 1 |
| <p>2. Which of the following is <i>not</i> a direct benefit of personality development?</p> <p style="margin-left: 40px;"> A. Improved communication B. Enhanced self-confidence
 C. Better interpersonal relationships D. Guaranteed financial wealth </p> | 1 | U | 1 |
| <p>3. Personality development can improve one's ability to handle:</p> <p style="margin-left: 40px;"> A. Food habits B. Sleep
 C. Laziness D. Stress and conflicts </p> | 1 | R | 1 |
| <p>4. Which tool analyses strengths, weaknesses, opportunities, and threats?</p> <p style="margin-left: 40px;"> A. MBTI B. Johari Window
 C. SWOT analysis D. Big Five </p> | 1 | R | 1 |
| <p>5. Which scholar said 'Personality development is the process of becoming the best version of yourself'?</p> <p style="margin-left: 40px;"> A. Stephen Covey B. Swami Vivekananda
 C. Carl Jung D. Daniel Goleman </p> | 1 | R | 1 |
| <p>6. Fill in the blank: Personality makes a person _____ and distinct.</p> <p style="margin-left: 40px;"> A. Replaceable B. Recognizable
 C. Weak D. Aggressive </p> | 1 | U | 1 |

7. Which concept is most closely related to self-awareness? **1 U 1**
 A. Self-confidence **B. Time management**
 C. Physical fitness **D. Fashion sense**
8. Fill in the blank: Personality development is both _____ and outward. **1 R 1**
 A. Emotional **B. Practical**
 C. Inward **D. Superficial**
9. Which of the following contributes to professional impressions? **1 U 1**
 A. Attitude only **B. IQ alone**
 C. Grooming and appearance **D. None**
10. Self-awareness is an ongoing process that requires: **1 U 1**
 A. Avoidance **B. Isolation**
 C. Reflection **D. Ignorance**
11. Which of the following is NOT a focus area of personality development? **1 R 1**
 A. Communication skills **B. Sleep hours**
 C. Confidence **D. Grooming**
12. Which of the following is a common challenge in developing self-awareness? **1 R 1**
 A. Gratitude **B. Positive thinking**
 C. Feedback acceptance **D. Ego defensiveness**
13. Which organization defines personality as individual differences in thinking, feeling, and behaving? **1 R 1**
 A. AMA **B. APA**
 C. UNESCO **D. WHO**
14. Which of the following can supplement self-assessment? **1 R 1**
 A. Ignoring mistakes **B. Avoiding feedback**
 C. Peer feedback **D. Blind confidence**
15. Which of the following is a common tool for self-assessment? **1 R 1**
 A. Lottery ticket **B. Personality test or questionnaire**
 C. Movie review **D. Weather report**
16. A student wants to know their strengths and weaknesses in communication. What should they do first? **1 U 1**
 A. Stop talking to everyone **B. Take feedback from teachers and friends and reflect on it**
 C. Only read motivational quotes **D. Ignore the issue and hope it improves**
17. A key sign of low self-confidence is: **1 R 1**

- A.** Willingness to try new things **B.** Taking responsibility for one's actions
- C.** Constant self-doubt and fear of failure **D.** Setting realistic goals
- 18.** Which of the following is *not* a component of emotional intelligence? **1** **R** **1**
- A.** Self-awareness **B.** Empathy
- C.** Timekeeping **D.** Self-regulation
- 19.** Verbal communication refers to: **1** **U** **2**
- A.** Use of facial expressions **B.** Use of spoken or written words
- C.** Use of body posture **D.** Use of hand gestures
- 20.** Which of the following is not a form of non-verbal communication? **1** **U** **2**
- A.** Kinesics **B.** Chronemics
- C.** Semantics **D.** Proxemics
- 21.** According to Mehrabian's communication rule, the percentage of meaning conveyed through words is: **1** **R** **2**
- A.** 7% **B.** 38%
- C.** 55% **D.** 70%
- 22.** Punctuality and response time fall under which aspect of non-verbal communication? **1** **R** **2**
- A.** Proxemics **B.** Chronemics
- C.** Haptics **D.** Paralinguistics
- 23.** The primary purpose of managerial communication is to: **1** **R** **2**
- A.** Entertain audiences **B.** Create understanding and coordinated action
- C.** Showcase vocabulary breadth **D.** Replace documentation
- 24.** Communication as a process of sharing: **1** **R** **2**
- A.** Information only **B.** Feelings only
- C.** Information, ideas, and feelings **D.** Policies and rules
- 25.** The 7 Cs primarily aim to ensure messages are: **1** **U** **2**
- A.** Entertaining and trendy **B.** Brief at all costs
- C.** Clear, complete, and courteous **D.** Emotional and subjective
- 26.** Verbal communication primarily involves: **1** **R** **2**
- A.** Body movements **B.** Spoken or written words
- C.** Gestures and posture **D.** Eye contact
- 27.** A firm handshake in professional settings is an example of: **1** **A** **2**
- A.** Paralinguistics **B.** Haptics

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|------------|--|--|----------|----------|----------|
| | C. Proxemics | D. Chronemics | | | |
| 28. | Listening differs from hearing because it: | | 1 | U | 2 |
| | A. Is passive and unintentional | B. Involves active understanding and response | | | |
| | C. Only perceives sound | D. Requires no concentration | | | |
| 29. | Which is NOT a trait of a good listener? | | 1 | U | 2 |
| | A. Patience | B. Interrupting frequently | | | |
| | C. Empathy | D. Attentiveness | | | |
| 30. | Which strategy is MOST effective in overcoming semantic barriers? | | 1 | R | 2 |
| | A. Increasing technical jargon | B. Using simple, clear language | | | |
| | C. Avoiding feedback loops | D. Ignoring cultural differences | | | |
| 31. | Which is <i>not</i> a core element of an effective presentation? | | 1 | R | 2 |
| | A. Content | B. Structure | | | |
| | C. Gestures | D. Design | | | |
| 32. | Which style of public speaking involves motivating and inspiring the audience? | | 1 | R | 2 |
| | A. Informative | B. Persuasive | | | |
| | C. Inspirational | D. Impromptu | | | |
| 33. | Which is not recommended in public speaking? | | 1 | R | 2 |
| | A. Pausing for emphasis | B. Adjusting tone to audience | | | |
| | C. Ending abruptly without conclusion | D. Engaging with relatable examples | | | |
| 34. | Which is not a foundation of healthy professional relationships? | | 1 | U | 2 |
| | A. Empathy | B. Emotional intelligence | | | |
| | C. Selfishness | D. Effective communication | | | |
| 35. | Tuckman’s model stage where conflicts arise as roles are clarified is: | | 1 | U | 2 |
| | A. Forming | B. Storming | | | |
| | C. Norming | D. Performing | | | |
| 36. | The “free-rider problem” in teams is also called: | | 1 | U | 2 |
| | A. Storming | B. Social loafing | | | |
| | C. Cross-functionality | D. Emotional detachment | | | |
| 37. | Corporate grooming primarily refers to: | | 1 | U | 3 |
| | A. Following the latest fashion trends | B. Maintaining a neat, professional appearance suitable for the workplace | | | |
| | C. Wearing expensive branded clothes | D. Wearing casual clothes every day | | | |

38. Which of the following is *most* appropriate for a formal corporate setting? **1 U 3**
- A. Strong perfume and flashy accessories B. Wrinkled clothes but expensive shoes
- C. Loud makeup and casual slippers D. Clean, well-fitted clothes and minimal accessories
39. Which behaviour reflects good workplace etiquette? **1 U 3**
- A. Listening attentively and waiting for your turn to speak B. Interrupting others while they are speaking
- C. Arriving late to meetings regularly D. Using your phone constantly during discussions
40. Personal hygiene in the workplace is important because it: **1 R 3**
- A. Helps you get promotions automatically B. Makes you popular on social media
- C. Creates a pleasant impression and shows respect for others D. Is only important for customer-facing roles
41. Which of the following is considered unprofessional in most offices? **1 U 3**
- A. Being punctual B. Using polite language
- C. Dressing according to the dress code D. Chewing gum loudly during meetings
42. Which subject line is most appropriate for a professional email to your manager? **1 U 3**
- A. “Hey!!! Need This ASAP!!!” B. “Question”
- C. “Leave Request for 10–12 June 2025” D. “Hello Sir/Madam”
43. What is the best way to start a formal email? **1 R 3**
- A. “Hey, what’s up?” B. “Dear [Name],” or “Hello [Name],”
- C. “Yo boss,” D. No greeting, start directly with the request
44. Which of the following is good email etiquette? **1 R 3**
- A. Writing in all CAPS to show importance B. Using short forms like “u,” “gr8,” and emojis in official mail
- C. Forwarding unnecessary jokes to colleagues D. Keeping the message clear, polite, and free of spelling errors
45. While speaking on the telephone in a professional context, you should first: **1 U 3**
- A. Start talking about your problem immediately B. Ask, “Who is this?” rudely

- C. Introduce yourself and state the purpose of your call politely D. Stay silent and wait for the other person to guess
46. Which of these is *poor* telephone etiquette at work? 1 R 3
- A. Speaking clearly and respectfully B. Keeping the phone on silent in meetings
- C. Putting calls on hold without informing the caller D. Returning missed calls within a reasonable time
47. The *first* step in resolving a workplace conflict should ideally be: 1 R 3
- A. Having a calm, direct conversation with the person involved B. Ignoring the problem completely
- C. Gossiping about the other person to colleagues D. Immediately complaining to senior management
48. Workplace ethics mainly refer to: 1 U 3
- A. The rules for dressing in the office B. Moral principles and standards that guide behaviour at work
- C. The number of hours an employee works D. The salary structure of employees
49. Which of the following is an example of unethical behaviour at work? 1 U 3
- A. Respecting company policies B. Reporting mistakes honestly
- C. Taking credit for someone else's work D. Maintaining confidentiality
50. Which behaviour best demonstrates integrity at the workplace? 1 R 3
- A. Changing data to make results look better B. Doing the right thing even when no one is watching
- C. Ignoring rules if deadlines are tight D. Promising more than you can deliver
51. A good leader in the workplace is someone who: 1 U 3
- A. Dominates others and never listens B. Inspires, guides, and supports team members towards common goals
- C. Avoids taking responsibility D. Focuses only on their own success
52. Which of the following is an essential quality of an effective leader? 1 U 3
- A. Partiality and favouritism B. Poor communication skills
- C. Avoiding feedback D. Ability to make fair and timely decisions

53. Decision-making in a professional context should be mainly based on: **1 U 3**
- A. Emotions and personal likes B. Facts, analysis, and possible consequences
- C. What others are randomly doing D. Impulse and guesswork
54. Which action by a leader helps build trust in a team? **1 U 4**
- A. Being consistent, transparent, and accountable for decisions B. Hiding information that affects everyone
- C. Blaming team members for all failures D. Changing rules without informing anyone
55. Ethics refers to: **1 U 4**
- A. Personal beliefs about good and bad B. System of moral principles guiding behaviour
- C. Religious values only D. Legal rules imposed by courts
56. “Greatest good for the greatest number” refers to: **1 U 4**
- A. Virtue Ethics B. Deontology
- C. Utilitarianism D. Egoism
57. Deontological ethics focuses on: **1 R 4**
- A. Consequences B. Emotions
- C. Duty and rules D. Profits only
58. Dharma and Karma are ethical ideas from: **1 R 4**
- A. Greek philosophy B. American ethics
- C. Bhagavad Gita D. Confucianism
59. Gandhian ethics emphasizes all EXCEPT: **1 R 4**
- A. Truth B. Non-violence
- C. Simplicity D. Aggressive competition
60. Which department faces issues like bias and unfair hiring? **1 U 4**
- A. Finance B. HR
- C. Marketing D. IT
61. Insider trading is an ethical issue in: **1 R 4**
- A. IT B. Marketing
- C. Finance D. CSR
62. CSR became mandatory in India under: **1 R 4**
- A. Companies Act 2000 B. Companies Act 2013
- C. SEBI Regulations 2008 D. Competition Act 2002
63. The Triple Bottom Line includes all EXCEPT: **1 U 4**
- A. People B. Planet

	C. Profit	D. Politics			
64.	Business Ethics refer to:		1	R	4
	A. Personal values only	B. Moral principles in business decisions			
	C. Social media rules	D. Political behaviour			
65.	In the PLUS model, “L” stands for:		1	R	4
	A. Loyalty	B. Leadership			
	C. Legal	D. Logic			
66.	According to PLUS, “S” refers to:		1	U	4
	A. Systems	B. Self			
	C. Society	D. Strategy			
67.	The core conflict in 4.8 is between:		1	R	4
	A. Growth vs technology	B. Profit vs principles			
	C. Salary vs promotion	D. HR vs IT			
68.	Which company recalled Tylenol as an ethical step?		1	R	4
	A. Nike	B. Johnson & Johnson			
	C. Facebook	D. Tata Steel			
69.	AI raises ethical issues related to:		1	U	4
	A. Machine speed	B. Data privacy & bias			
	C. Packaging	D. Employee seating			
70.	Environmental ethics concerns:		1	R	4
	A. Advertising	B. Eco-friendly practices			
	C. Employee salary	D. Data entry			
