

**BALLARI INSTITUTE OF TECHNOLOGY & MANAGEMENT**

(Autonomous Institute under Visvesvaraya Technological University, Belagavi)

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Course Code

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Third Semester B.E. Degree Examinations, January 2025

**PERSONALITY DEVELOPMENT FOR CIVIL ENGINEERS**

Duration: 1 hr

Max. Marks: 50

*Instructions to the Candidates:*

- All questions are compulsory
- Each question carries 1 mark
- Use only black ball point pen
- Darkening two circles for the same question makes the answer invalid
- Damaging/overwriting, using whiteners on the OMR are strictly prohibited.

Q.NoQuestion

- Which of the following SWOT elements are internal factors for a business?  
A. Strengths and Weaknesses      B. Opportunities and Threats  
C. Strengths and Opportunities      D. Weaknesses and Threats
- Which of the following is false regarding why a SWOT Analysis is used?  
A. To build on the strengths of a business      B. To minimize the weaknesses of a business  
C. To reduce opportunities available to a business      D. To counteract threats to a business
- How often should a SWOT Analysis be performed?  
A. Only when specific issues need to be addressed      B. At least once per year  
C. Only when the business starts      D. Every 3-5 years
- Which of the following could be a strength?  
A. Weather      B. A new international market      C. A price that is too high      D. The location of a business
- Which of the following could be a weakness?  
A. A developing market such as the Internet  
B. Competitors with access to better channels of distribution  
C. Poor quality of goods and services  
D. Special marketing expertise
- Which of the following could be an opportunity?  
A. Having quality processes and procedures      B. Moving into new market segments that offer improved profits  
C. Damaged reputation      D. A new competitor in your home market
- Which of the following could be a threat?  
A. Changes in technology      B. A market vacated by an ineffective competitor  
C. Location of your business      D. Lack of marketing expertise
- What does interpersonal communication mean?  
A. Communication with ourselves      B. Communication with other  
C. Both A and B      D. None of the above
- "College teach one thing that is perhaps most valuable for the future employees to know. This one basic skill is to organize and express ideas in writing and speaking." Who spoke these words?  
A. Nayantara Sehgal      B. Peter Drucker      C. John Keats      D. Salman Rushdie
- Motivation is:  
A. our ability to understand and perceive emotions  
B. an internal state that guides our behaviour to attain the goal  
C. our ability to understand cultural norms and values  
D. our ability to adapt to our environment
- Which of the following is a characteristic of a successful team?  
A. Lack of communication      B. High levels of conflict  
C. Diverse skills and perspectives      D. Independent work only
- What is the importance of diversity in a team?  
A. It hinders communication      B. It leads to conformity  
C. It brings a variety of skills, perspectives, and ideas      D. Diversity has no impact on teamwork

13. What is the role of a team leader in fostering teamwork?  
A. Micromanaging team members      B. Promoting a culture of collaboration and providing guidance  
C. Discouraging open communication      D. Avoiding involvement in team activities
14. During which stage of team development do team members get to know each other and define the scope of their work?  
A. Forming      B. Storming      C. Norming      D. Performing
15. In the "performing" stage, what is the primary characteristic of the team's work?  
A. High levels of conflict      B. Low productivity  
C. Smooth and efficient collaboration      D. Unclear roles and responsibilities
16. What is a characteristic of a cross-functional team?  
A. Composed of individuals with similar skills      B. Limited diversity in expertise  
C. Members from different departments or functional areas      D. Focused on a single task only
17. Which type of team is formed for a specific project and disbands once the project is completed?  
A. Virtual team      B. Permanent team      C. Task force      D. Self-managed team
18. In a self-managed team, who is responsible for making decisions about work tasks and processes?  
A. Team leader      B. External consultant      C. Each team member collectively      D. Senior management
19. What is a key characteristic of a group?  
A. Shared accountability      B. Individual goals      C. Collaborative decision-making      D. Interdependent tasks
20. What is a primary characteristic of teamwork?  
A. Individual tasks      B. Lack of interdependence  
C. Shared responsibility and mutual accountability      D. Autonomy of members
21. How does recognizing strengths contribute to personal development?  
A. By promoting complacency and satisfaction      B. By fostering a growth-oriented mind-set  
C. By discouraging self-confidence      D. By avoiding acknowledgment of achievements
22. Why is it important to conduct a regular self-assessment of strengths and weaknesses?  
A. To limit personal growth and development      B. To avoid adapting to changing circumstances  
C. To ensure continuous improvement and learning      D. To discourage accountability and responsibility
23. How can weaknesses be addressed for personal development?  
A. By avoiding acknowledgment of weaknesses  
B. By seeking feedback and actively working on improvement  
C. By suppressing awareness of limitations  
D. By disregarding the impact of weaknesses on personal growth
24. How can external feedback contribute to the analysis of strengths and weaknesses?  
A. By avoiding external input to maintain personal views      B. By fostering a closed-minded approach  
C. By providing valuable insights for self-improvement      D. By discouraging collaboration with others
25. What is a key benefit of goal setting?  
A. Discouraging motivation and ambition      B. Providing a clear direction and purpose  
C. Avoiding self-reflection and introspection      D. Limiting personal growth and development
26. Why is goal setting important for personal development?  
A. It hinders adaptability and flexibility      B. It fosters a growth-oriented mind-set  
C. It discourages self-awareness      D. It avoids acknowledging achievements
27. How does goal setting contribute to motivation?  
A. By promoting a lack of direction and purpose      B. By fostering a sense of complacency  
C. By providing a challenge and a reason to strive      D. By discouraging a proactive approach
28. What is the significance of regularly reviewing and adjusting goals?  
A. To avoid accountability and responsibility      B. To limit personal aspirations and ambition  
C. To ensure continued relevance and adaptability      D. To discourage any form of self-improvement
29. What does business etiquette primarily focus on?  
A. Personal grooming and appearance      B. Social media behaviour  
C. Appropriate conduct in professional settings      D. Casual communication with friends
30. In which setting is dining etiquette most applicable?  
A. Family picnics      B. Business meetings      C. Casual gatherings with friends      D. Informal gatherings at home
31. In the context of the 5 C's, what does "Coherence" mean in business writing?  
A. Adding irrelevant information      B. Organizing ideas in a logical sequence  
C. Using inconsistent tone      D. Omitting essential details

32. What does "Courtesy" emphasize in the 5 C's of business writing?  
 A. Disregarding the needs of the audience B. Ignoring feedback  
 C. Considering the feelings and perspectives of the reader D. Using offensive language
33. Why is "Correctness" important in business writing?  
 A. It adds complexity to the message B. It ensures accuracy and professionalism  
 C. It encourages grammatical errors D. It promotes ambiguity
34. What is the role of "Completeness" in the 5 C's of business writing?  
 A. Omitting essential details B. Providing irrelevant information  
 C. Including all necessary information for the reader D. Encouraging ambiguity
35. What type of business writing is typically used to formally propose a business idea or project to potential investors?  
 A. Business emails B. Business reports C. Business proposals D. Business memos
36. Which type of business writing is commonly used for conveying routine information within an organization, such as policy updates or announcements?  
 A. Business plans B. Business emails C. Business letters D. Business proposals
37. In which type of business writing would you find a detailed analysis of market trends, financial forecasts, and strategic plans for a company's future?  
 A. Business reports B. Business memos C. Business proposals D. Business letters
38. Which type of business writing is often used for external communication, such as reaching out to clients, partners, or other organizations?  
 A. Internal memos B. Business letters C. Business plans D. Business reports
39. What is the primary goal of the "Avoidance" strategy in conflict management?  
 A. To escalate the conflict B. To address the conflict directly  
 C. To prevent or delay the conflict D. To confront the other party
40. Which strategy of conflict management involves finding a middle ground and reaching a compromise between conflicting parties?  
 A. Collaboration B. Accommodation C. Compromise D. Avoidance
41. What is a misconception about the creative process?  
 A. Creativity is always a solitary endeavour B. Creativity follows a linear path  
 C. Creativity requires strict adherence to rules D. Creativity is a rare trait possessed by a select few
42. Which category of creativity involves challenging and breaking existing norms and conventions?  
 A. Conventional creativity B. Adaptive creativity C. Disruptive creativity D. Predictable creativity
43. What is a misconception about creative individuals?  
 A. Creative people always follow established guidelines  
 B. Creative individuals are always spontaneous and disorganized  
 C. Creative minds are incapable of logical thinking D. Creativity is an inborn trait and cannot be developed
44. Which category of creativity involves the generation of ideas without a predefined goal or purpose?  
 A. Goal-oriented creativity B. Chaotic creativity C. Purposeful creativity D. Unfocused creativity
45. What is a misconception about the relationship between creativity and structure?  
 A. Creativity thrives in structured environments B. Structure hinders creative thinking  
 C. Creativity and structure are mutually exclusive D. Structure is essential for creativity to flourish
46. What is psychometric analysis?  
 A. The study of the mind's structure B. The measurement and assessment of psychological traits  
 C. The analysis of neurological disorders D. The examination of cognitive skills exclusively
47. Cognitive skills primarily involve:  
 A. Emotional intelligence B. Physical strength  
 C. Mental processes such as memory and problem-solving D. Social interactions
48. Personality tests are designed to assess:  
 A. Physical health B. Behavioural traits C. Only cognitive abilities D. Sensory perceptions
49. The importance of personality tests lies in:  
 A. Predicting physical fitness B. Identifying cognitive skills  
 C. Understanding and predicting behaviour D. Evaluating sensory perceptions
50. What is the primary focus of personality profiling?  
 A. Identifying physical health indicators B. Assessing cognitive abilities  
 C. Understanding and describing an individual's personality traits D. Analysing social interactions exclusively

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