

**22 PG 101 :: PERSONALITY DEVELOPMENT THROUGH LIFE
ENLIGHTENMENT SKILLS**

Course Code	22 PG 101	Course Delivery Method	Classroom / Blended Mode
Credits	04	CIA Marks	30
No. of Lecture Hours / Week	04	Semester End Exam Marks	70
Total Number of Lecture Hours	60	Total Marks	100
Course Focus	Employability	Entrepreneurship	Skill Development.

COURSE OUTCOMES: By the end of this course students will be able to:

- CO-1 Understand their Personality and achieve their highest Goals of Life.
- CO-2 Learn to build Positive Attitude, Self-Motivation, enhancing Self-Esteem and Emotional Intelligence
- CO-3 Analyze and Develop Time management, Team management, Work ethics, good manners, and personal and professional Etiquettes.
- CO-4 Lead the nation and mankind to peace, prosperity and practice emotional self-regulation.
- CO-5 Learn to develop coping mechanism to manage Stress through Yoga and Meditation Techniques and develop a versatile personality.

COURSE CONTENT

UNIT-I: Introduction to Personality Development: Concept of Personality, Dimensions of Personality, Theories of Personality Development (Freud & Erickson); The Concept of Success and Failure, Factors Responsible for Success, Hurdles in achieving Success and Overcoming Hurdles, Causes of failure; SWOT Analysis (Strengths, Weaknesses, Opportunities and Threats), Individual SWOT. **(15 Hours)**

UNIT-II: Attitude, Motivation and Self-esteem: Conceptual overview of Attitude, Types of Attitudes, Attitude Formation, Advantages and Disadvantages of Positive and Negative Attitude, Ways to Develop Positive Attitude; Concept of Motivation: Definition and Nature of Motivation, Internal and External Motives, Theories of Motivation (Maslow & Herzberg), Importance of Self-Motivation, Factors leading to de-motivation; Self-esteem: Definition and Nature of self-esteem, Do's and Don'ts to develop positive self-esteem, Importance Building positive self-image. **(15 Hours)**

UNIT -III: Communication and Emotional Intelligence: Effective Communication, Types of Communication, Types of Etiquette; Decision-making skills, Steps in Decision Making, Conflict Management and Negotiation; Concept of Leadership, Qualities of a successful leader, Character building; Teamwork, Time Management, Work ethics; Emotional Quotient, IQ Vs EQ, Dimensions of Emotional Intelligence, Components of Emotional Intelligence. (15 Hours)

UNIT-IV: Holistic Development of Personality: Bhagavadgita 18 Verses ; Chapter 1 – Verses 1 Chapter 2 Verses 17, 23, 35, 47, 48, 62 (Wisdom / Virtue / Professionalism) Chapter 3 Verses 35, 36, 37, 42 Chapter 4 Verses 7 (Virtue) Chapter 6 Verses 5 Chapter 18 Verses 38, 46, 48, 63, 78 (Wisdom) (15 Hours)

UNIT-V: Stress Management & Yoga: Meaning and Definition of Stress, Types of Stress, Eustress and Distress, Stress Management; Meaning and definition of Yoga, Historical Perspective of Yoga, Principles of Astanga Yoga by Patanjali; Pranayama, Pranayama: Anulom and Vilom Pranayama, Nadishudhi Pranayama Kapalabhati, Pranayama, Bhramari Pranayama, Nadasandhana Pranayama; Meditation techniques: Om Meditation, Cyclic meditation: Instant Relaxation Technique (IRT), Quick Relaxation Technique (QRT), and Deep Relaxation Technique (DRT); (Theory & Practical). (15 Hours)

PRACTICAL COMPONENT:

1. Students should identify different types of personality to know their own personality. Students are to describe the characteristics of their personalities and submit the same for assessment.
2. Students are to form in groups (a group consists of 4-6 students) to identify and write a brief note on famous personalities of India and World.
3. Students are required to identify different types of attitudes and give any five examples of each.
4. Students are expected to check their attitudes and develop ways to improve their attitudes at work place and home.
5. Students are required to identify keys to self-motivation to achieve their goals.
6. Students are expected to identify at least seventy percent of body language and conduct activities.

REFERENCES:

- 1) Hurlock, E.B. Personality Development, 28th Reprint. New Delhi: Tata McGraw Hill, 2006.
- 2) Gopinath, Rashtriya Sanskrit Sansthanam P, Bhartrihari's Three Satakam, Niti-sringar-vairagya, New Delhi, 2010
- 3) Swami Swarupananda, Srimad Bhagavad Gita, Advaita Ashram, Publication Department, Kolkata, 2016.
- 4) Lucas, Stephen. Art of Public Speaking. New Delhi. Tata -Mc-GrawHill. 2001
- 5) Mile, D.J Power of positive thinking. Delhi. Rohan Book Company, (2004).

- 6) PraveshKumar.AllaboutSelf-Motivation. NewDelhi. Goodwill Publishing House.2005.
- 7) Smith,B.BodyLanguage.Delhi:RohanBookCompany.2004
- 8) Yogic Asanas for Group Training-Part-I:Janardhan Swami Yogabhy as iMandal, Nagpur.
- 9) Raja yoga or Conquering the Internal Nature by Swami Vivekananda, Advaita Ashrama (Publication Department), Kolkata.
- 10)Nagendra H.R and Nagaratna R,Yoga Perspective in Stress Management, Bangalore, Swami Vivekananda Yoga Prakashan.

Online Resources:

- https://onlinecourses.nptel.ac.in/noc16_ge04/preview
- <https://freevideolectures.com/course/3539/indian-philosophy/11>

**MODEL QUESTION PAPER
M.B.A. ANALYTICS (REGULAR) DEGREE EXAMINATION
First Semester**

**22PG101: PERSONALITY DEVELOPMENT THROUGH LIFE ENLIGHTENMENT
SKILLS**

Duration: 3 hours

Maximum Marks: 70

SECTION- A

Answer the Following Questions

5×4=20 Marks

1. (A) Define the term personality (CO1) (L1)
(OR)
(B) Find Dimensions of Personality in brief (CO1) (L1)
2. (A) Explain the term Attitude (CO2)(L2)
(OR)
(B) Outline the Importance of self- motivation (CO2) (L2)
3. (A) Why Work Ethics are important in any organizations? (CO3)(L1)
(OR)
(B) What is meant by the term Emotional Intelligence? (CO3)(L1)
4. (A) Define wisdom (Verse23) of personality. (CO4,L2)
(OR)
(B) Interpret the term Professionalism. (CO4)(L2)
(OR)
5. (A) What do you understand by the term Yoga? (CO5)(L1)
(OR)
(B) List out the Meditation techniques (CO5) (L1)

SECTION – B

Answer ALL Questions

5×8=40 Marks

6. (A) Summarize the Theories of Personality development. (Freud&Erickson)(CO1)(L2)
(OR)
(B) Explain the SWOT analysis of any MNC.(CO1)(L2)
7. (A) Can you write a brief outline of Attitude and Types of Attitudes?(CO2)(L2)
(OR)
(B) Compare the Theories of Motivation explained by Maslow and Herzberg (CO2) (L2)
8. (A) Identify the qualities of a successful leader. (CO3)(L3)
(OR)
(B) Apply Good manners and etiquette at work place(CO3) (L3)
9. (A) Analyse the aspects of Holistic Development of personality as envisaged in Bhagavad Gita .(CO4)(L4)
(OR)
(B) Examine Personality of Role Model as said in Bhagavad Gita. (CO4)(L4)
10. (A) Explain the Historical Perspective of Yoga in brief.(CO5,L2)
(OR)
(B) How would you like to classify the Types of Stress and Relaxation Techniques?(CO5)(L2)

SECTION - C (1 x 10 =10 Marks)

CASE STUDY (Compulsory)

11. Read the case carefully and answer the questions given at the end of the case.

Mr. Afroz an organizational consultant. He found personalities nametags are important in the work place and we must interact with one another But, sometimes interactions can lead to conflict because of the clashes between traits dimensions for example, outspoken and reserved, impulsive and methodical, along with skeptical and accepting. Besides, impulsive types usually foster more conflict than the others. This also being supported by some research because personality characteristics seem to affect whether the interpersonal conflict helps or hurts team performance It can be determine by the openness to experience and emotional stability of the employees. Conflict can affect team performance if there is low on some personality qualities.

Plus, relationship between employees and supervisors can be weak if they have different personality on the big five modal except extraversion.

Questions

- a. Analyze the summary of the case. (L4)
- b. How would you like to examine the personality Traits which really influence the team's performance? (L4)
- c. Justify with your answer and list out the personality traits which help in strengthening the relationships between the employees and the supervisor. (L5)