

**22PG101:PERSONALITY
DEVELOPMENTTHROUGHLIFEENLIGHTENMENTSKILLS**

Course Code	22PG101	Course Delivery Method	Class Room / 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
Year of Introduction :2022	Year of Offering :2022	Year of Revision :--	Percentage of Revision :--

CourseDescription andPurpose:

Personality development is the development of your behavior patterns and attitude. It is the result of where we are born, the circle we interact with and our personal temperament. Every person is different. There are some characteristics traits that make you unique. Personality development through life enlightenment course aims to help students identify negative behaviors which maybe stopping them from reaching their desired goals. This course will help students both in their personal and desired professional life. The other purposes of personality development through life enlightenment course are to enable you lead stress-free and healthier life, ethical decision making ability, enhanced confidence level, and building a more pleasing personality.

Course Outcomes:

At the end of this course the students should 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 Mind Techniques and develop a versatile personality

CourseContent

UNIT-I

Introduction to Personality Development: The 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 – Conducting SWOT (Strengths, Weaknesses, Opportunities and Threats) analysis. **(15 Hours)**

UNIT - II

Attitude, Motivation and Self-esteem: Conceptual overview of Attitude – Types of Attitudes – Attitude Formation – Advantages/Disadvantages of Positive/Negative Attitude - Ways to Develop Positive Attitude Concept of motivation: Definition and Nature of Motivation/Motive – Internal and external motives – Theories of Motivation – 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 – Low self-esteem - Personality having low self-esteem - Positive and negative self-esteem. **(15 Hours)**

UNIT -III

Other Aspects of Personality Development: Body language - Problem-solving - Conflict Management and Negotiation- Decision-making skills - Leadership and qualities of a successful leader – Character building - Team-work – Time management - Work ethics – Good manners and etiquette – Emotional Ability/Intelligence – Dimensions of Emotional Intelligence – Building Emotional Intelligence. **(15 Hours)**

UNIT – IV

Neetisatakam-Holistic Development of personality: Verses- 19,20,21,22 (wisdom) – Verses- 29,31,32 (pride and heroism) – Verses- 26,28,63,65 (virtue) Personality of Role Model – Shrimad Bhagwadgeeta Chapter 2-Verses 17 – Chapter 3-Verses 36,37,42 – Chapter 4-Verses 18, 38,39 – Chapter 18 – Verses 37,38,63 **(15 Hours)**

UNIT -V

Yoga & Stress Management: Meaning and definition of Yoga - Historical Perspective of Yoga - Principles of Astanga Yoga by Patanjali – Meaning and Definition of Stress - Types of Stress - Eustress and Distress – Stress Management – Pranayama- Pranayama: Anulom and Vilom Pranayama - Nadishudhi Pranayama Kapalabhati-Pranayama - Bhramari Pranayama - Nadasandhana Pranayama – Meditation

techniques: Om Meditation - Cyclic meditation : Instant Relaxation technique (QRT), Quick Relaxation Technique (QRT), Deep Relaxation Technique (DRT) (**Theory & Practical**).(15 Hours)

PRACTICAL COMPONENTS:

- ✓ 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.
- ✓ Students are to forming groups (a group consists of 4-6 students) to identify and write a brief note on famous personalities of India and World.
- ✓ Students are required to identify different types of attitudes and give any five examples of each.
- ✓ Students are expected to check their attitudes and develop ways to improve their attitudes at work place and home.
- ✓ Students are required to identify keys to self-motivation to achieve their goals.
- ✓ Students are expected to identify at least seventy types of body language and conduct activities

REFERENCE TEXT BOOKS:

- 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-Graw Hill. 2001
- 5) Mile, D. J. Power of positive thinking. Delhi. Rohan Book Company, (2004).
- 6) Pravesh Kumar. All about Self-Motivation. New Delhi. Goodwill Publishing House. 2005.
- 7) Smith, B. Body Language. Delhi: Rohan Book Company. 2004
- 8) Yogic Asanas for Group Training - Part - I: Janardhan Swami Yogabhyasi Mandal, Nagpur.
- 9) Rajayoga 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>

➤ **Course Focus:** Foundation / Employability / Entrepreneurship / Skill Development.

MODEL QUESTION PAPER
PARVATHANENI BRAHMAYYA SIDDHARTHA COLLEGE OF ARTS & SCIENCE
M.B.A. (REGULAR) DEGREE EXAMINATION
First Semester
22PG101:PERSONALITY
DEVELOPMENTTHROUGHLIFEENLIGHTENMENTSKILLS
W.e.f 2022-2023

Duration: 3 hours

Maximum Marks: 70

SECTION - A

Answer ALL 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) Show the wisdom(Verse22) of personality (CO4,L2)

(OR)

(B) Interpret the terms pride and heroism (Verse-29) in the context of personality
(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. (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)
