

TIME : 2 Hrs

MARKS : 60

Note: 1. All questions carry equal marks.

2. Attempt all the questions.

- Q.1 A. Describe the following stages in the human life span:
1. Infancy and Todlerhood. (3)
 2. Prenatal stage. (4)
- B. Explain the various factors influencing prenatal environment of an individual. (8)
- OR
- Q.1 A. Write short notes on: (15)
- a. Attitude formation through instrumental conditioning. (5)
 - b. Job involvement. (5)
 - c. Individual tests and verbal tests. (5)
- Q.2 A. According to Goleman, what are the five dimensions of emotional intelligence. (7)
- B. Explain the technique of Six Thinking Hats developed by Dr. de Bono. (8)
- OR
- Q.2 A. What are the various skills needed to be a good team member. (7)
- B. What are the various causes of stress. (8)
- Q.3 A. Write short notes on:
- i. Characteristics of Assertive Individuals. (5)
 - ii. Dominant & Recessive genes. (3)
- B. Describe various characteristics of the source or communicator. (7)
- OR
- Q.3 A. Write a note on 'Negotiation strategies'. (7)
- B. Describe various characteristics of mature teams. (8)
- Q.4 A. Describe various causes of job satisfaction. (8)
- B. Write a note on In groups and Out groups. (4)
- C. Write a note on Influence of Mass Media. (3)
- OR
- Q.4 A. Write a note on Membership groups and Reference groups. (3)
- B. Explain the concept of Social Facilitation. (3)
- C. Write a note on the Bill of Assertive Rights. (9)