

Roll No.....

BBA-301

B.B.A. (Semester Third) Examination – 2011

Paper: First

HUMAN PSYCHOLOGY

Time: Three Hours]

[Maximum Marks: 75

[Minimum Pass Marks: 26

Note: Answer all questions. All questions carry equal marks.

1. What is emotional intelligence? How does it differ from intelligence? Explain.

OR

What do you mean by human psychology? Explain its impact on personality.

2. Discuss the merits and demerits of observation method of research.

OR

Define different development stages of child hood. What are their determinants?

3. What is central nerves system? How does it affect autonomic nerves system?

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OR

Define perceptual distortion? What are its impacts on decision making? Explain.

4. What is achievement motivation? Explain its importance to human emotions.

OR

5. What is emotional blackmailing? Explain with examples. Discuss the role of interview in selection. What are its implications to candidates? Explain.

OR

“Training is a tool to improve knowledge” Discuss.