

MAHARASHTRA AGRICULTURAL UNIVERSITIES EXAMINATION BOARD, PUNE  
SEMESTER END THEORY EXAMINATION  
B.Sc. (Hons.) Agriculture/ Horticulture/ Agri. Business Management/ Forestry/ Community Sel.  
B.Tech. (Biotechnology)/ B.F.Sc. (Hons.)  
(H. V. S. D. & C. Committee Recommended Syllabus)

Semester : II (New) Term : Second Academic Year : 2024-25  
Course No. : AEC-124 Title : Personality Development  
Credits : 2(I+1) Time : 10:00 to 12:00 hrs. Total Marks : 40  
Day & Date : Thursday, 26.06.2025

- Note :
1. Solve ANY EIGHT questions from SECTION 'A'.
  2. All questions from SECTION 'B' are compulsory.
  3. All questions carry equal marks.
  4. Draw neat diagram wherever necessary.

SECTION 'A'

- Q.1 What is Personality? Explain the Maslow's self-actualization theory of personality.
- Q.2 Enlist the different factors contributing for shaping of personality. Explain in detail any two of them.
- Q.3 Describe the Myers-Briggs Typology indicators.
- Q.4 Discuss the Type A and Type B behaviours theory of personality.
- Q.5 Explain the factors affecting perception.
- Q.6 Narrate the principles of learning.
- Q.7 Differentiate between Learning and Training.
- Q.8 Define Intelligence and give the theories of intelligence.
- Q.9 Describe the factors affecting intelligence.
- Q.10 What is Motivation? Give the principles of motivation.

SECTION 'B'

- Q.11 Define the following terms:
- 1) Individual behavior
  - 2) Perception
  - 3) Attitude
  - 4) Team dynamics
- Q.12 Fill in the blanks:
- 1) 'Persona' in Latin means \_\_\_\_\_.
  - 2) \_\_\_\_\_ is any relatively permanent change in behaviour that occurs as a result of experience.
  - 3) Models of Individual behaviour include \_\_\_\_\_.
  - 4) \_\_\_\_\_ is the study of how individuals, groups and structures affect behaviour within an organization.

