

**Sr. No. 1551**

**Exam. Code : 110005**

**Subject Code : 3608**

**B. Voc. (Web Technology & Multimedia) - 5th Sem.**

**(2116)**

**Paper-124: Fundamentals of Professional Skills**

**Time allowed – Three Hours**

**Maximum Marks – 75**

**Note : Attempt any five questions. All questions carry equal marks.**

Q1 ✓ What are the elements of a business plan?

Q2 ✓ Write a note on building competitive advantage in organizations.

Q3 ✓ What is personality? Explain the various theories of personality.

Q4 ✓ Write a note on the following :

(a) Personality-Job fit theory

(b) "Heredity determines personality". Comment

Q5. What do you mean by the term 'team'? Discuss the team building process.

Q6. What is meant by leadership? Explain the role of effective leadership in team building.

Q7. What is perception? How our perceptions of our own actions are different from our perceptions of actions of others?

Q8 ✓ How does selectivity affect perception? Mention an example of how selectivity creates perceptual distortion.

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