



# बिरसा मुंडा द्रायबल युनिवर्सिटी Birsā Mūṇḁā Drāyaball Yūnīvārsīṭī

राजपिपला, जि० नर्मदा Rajpipla, Dist. Narmda

Established by Tribal Development Department, Govt. of Gujarat

## School of Commerce M.Com. Programme

Subject Code & Name: - MC02SECC01: Personality Development-II

### Teaching and Evaluation Scheme:

| Teaching Scheme |   |   |       | Examination Scheme  |     |     |     |
|-----------------|---|---|-------|---------------------|-----|-----|-----|
| Credits         |   |   |       | Component Weightage |     |     |     |
|                 |   |   |       | CCE                 |     | SEE |     |
| L               | T | P | Total | TH                  | PWE | TH  | PWE |
| 2               | 0 | 0 | 2     | 25                  | 0   | 25  | 0   |

|                                  |                            |
|----------------------------------|----------------------------|
| Programme Name                   | M.Com                      |
| Semester                         | 2                          |
| Course Code                      | MC02SECC01                 |
| Course Title                     | Personality Development-II |
| Course Content Type<br>(Th./Pr.) | Th.                        |
| Course Credit                    | 2                          |
| Sessions+ Lab. Per Week          | N/A                        |
| Total Teaching/Lab. Hours        | 30 Hours                   |
| * 2 Laboratory = 1 Session       |                            |

### Learning Objectives

1. To identify the fundamental ethical values and the core components of attitude.
2. To explain the meaning, concepts, and characteristics of self-respect and self-confidence.
3. To demonstrate methods for developing a positive attitude and techniques for changing a negative attitude.
4. To analyze the differences between aggressive, submissive, and dominant behaviors in interpersonal relationships.
5. To assess the significance of employability skills, such as group discussions and personal interviews.
6. To prepare for professional psychiatric analysis and face-to-face personal interviews through structured preparation.

### Prerequisites (if any)

### Learning Outcomes

After completion of the course, learners will be able to:

1. To state the importance of ethics and the disadvantages of a negative attitude.
2. To describe the process of changing one's attitude and the formation of interpersonal relationships.





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3. To execute skills required for a successful group discussion in a practical setting.
4. To distinguish between positive and negative self-respect and their impact on personality.
5. To evaluate their own behavior patterns (aggressive/submissive) and adjust them for better teamwork.
6. To construct a professional interview profile and demonstrate advanced employability skills.

| Detailed Contents |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                |
|-------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|
| UNIT              | TOPIC/SUB-TOPIC                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | TEACHING HOURS |
| I                 | <b>(A) ETHICS</b> <ul style="list-style-type: none"><li>➤ Introduction</li><li>➤ Importance of Ethics</li><li>➤ Advantages and disadvantages of Ethics</li><li>➤ Ethical values</li></ul> <b>(B) ATTITUDE</b> <ul style="list-style-type: none"><li>➤ Introduction, Meaning &amp; Concepts</li><li>➤ Components of Attitude</li><li>➤ Formation of Attitude</li><li>➤ Importance of Positive Attitude &amp; Disadvantages of Negative Attitude</li><li>➤ Methods for developing Positive Attitude &amp; Negative Attitude</li><li>➤ Process of changing Attitude</li></ul>                                                                                                                                       | 15             |
| II                | <b>(A) SELF- RESPECT AND SELF-CONFIDENCE</b> <ul style="list-style-type: none"><li>➤ Introduction</li><li>➤ Meaning, Concept and Characteristics of Self-Respect</li><li>➤ Meaning, Concept and Characteristics of Self-Confidence</li><li>➤ Aggressive, Submissive and Dominant Behavior</li><li>➤ Positive and Negative Self-Respect</li><li>➤ Personality with low Self-Respect</li><li>➤ Interpersonal Relationships</li></ul> <b>(B) EMPLOYABILITY SKILLS</b> <ul style="list-style-type: none"><li>➤ Introduction</li><li>➤ Meaning</li><li>➤ Significance</li><li>➤ Face-to-Face Personal Interviews</li><li>➤ Psychiatric Analysis</li><li>➤ Skills Required for a Successful Group Discussion</li></ul> | 15             |



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| Text Book(s)                                                                                                                                               |
|------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1.                                                                                                                                                         |
| Reference Books                                                                                                                                            |
| 1. Pagare, S., Mishra, N. L., Sharma, N., & Padmavathy, K. (2024). Personality development- communication and soft skills. Academic Guru Publishing House. |
| 2. Hurlock, E. B. (1976). Personality development. McGraw Hill Education.                                                                                  |
| 3. Carnegie, D. (1936). How to win friends and influence people. Simon & Schuster.                                                                         |
| Web Resources                                                                                                                                              |
| 1. <a href="https://baou.edu.in/assets/pdf/BCPDA210_slm.pdf">https://baou.edu.in/assets/pdf/BCPDA210_slm.pdf</a>                                           |
| Required Software(s) (if any)                                                                                                                              |
|                                                                                                                                                            |
| Practical(s) (if any)                                                                                                                                      |
|                                                                                                                                                            |

**L::** Lecture, **T::** Tutorial , **P::** Practical

**CCE::** Continuous and Comprehensive Evaluation

(CCE Theory includes Mid Semester Examination, Assignment, MCQ quizzes, Seminar, Reflective notes, class participation, case analysis and presentation, slip tests (announced/ surprised), attendance etc. or any combination of these)

**PWE::** Practical Work Examination

(PWE includes Laboratory practical work, project work, viva simulation exercise work etc.)

**SEE::** Semester End Evaluation

