FYBMS

CODE : DIOXIDE

oet 2008

F. H.S. (Mm) Marks: 60 Time: 2 Hrs. Note: 1] All questions in Section I are Compulsory. 2] Answer any 3 question From Section II. SECTION - I 15 Explain the following concepts in brief: Q.1 A) Motivation B) Personality C) Self-esteem D) Emotional intelligence E) Attitude 15 Q.2 Explain psychosexual theory of Sigmund Freud **SECTION - II** Explain the various abnormalities occurring in individuals due to defective Q.3 heredity. Define persuasion. Discuss in detail characteristics of the source. 10 Q.4 10 Explain different kinds of intelligence. Q.5 What is the various thinking skills involved in thinking process. 10 Q.6 Define groups and explain different types of groups. 10 Q.7 10 Write note on :-(any 2) **Q.8** a) Classical conditioning b) Personality c) Ethics in business. d) Realists.