

**Model Paper**

**SUBJECT: IMAGE BUILDING**

**Course: BSc(H&HA) 1sem**

**TIME: 90MIN**

**Max marks: 50 M**

**Section A (4×5=20)**

1. You are being interviewed by international company. Give a full length self introduction of yourself, as you would give in a formal interview?
2. List out what qualities makes a positive attitude?
3. What are the obstacles to success (real or imagined)?
4. Mention about external motivation (hint: fear motivation and incentive motivation) and internal motivation (belief). How does this work?
5. Mention about dining etiquette to be followed at a formal sit down dinner?
6. Clarify the difference between
  - a) Ego and Pride
  - b) Selfishness and self interest
7. In management goal setting describe the acronym SMART.
8. How do you put your value system to test through
  - a) Mama test
  - b) Baba test
  - c) Headline test

**Section-B**

**(3×10=30)**

1. Explain the do's and don'ts of telephone etiquettes?
2. Enumerate the factors that determine our attitude?
3. Mention all 10 attributes of success or all 10 qualities that make a person successful?
4. How can we get rid of negative habits through autosuggestions and visualization?
5. Why don't people set goals (mention all 9 points)?