

Subject Code: 2CM1010143	Subject Title: Personality Development Course Type: Soft Skills: Elective
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Course Objective: To provide basic information to students about the personality Development and its usefulness in the field of commerce.

Teaching Scheme (Hours per week)				Evaluation Scheme (Marks)		
Lecture	Tutorial	Practical	Credit	University Assessment	Institutional Assessment	Total
2	-	-	2	70	30	100

Subject Contents			
Sr. No	Topic	Total Hours	Weight (%)
1	Unit :1: Introduction to Personality Development Meaning of Personality and Personality development, Need of personality development, How does personality develop?, Human Growth and Behavior, Theories in Personality.	7	25
2	Unit : 2 Motivation Introduction to motivation , Relevance and types of motivation, Analysis of motivation, Role of motivation in Personality Development, Motivation and Body language	7	25
3	Unit: 3: Communication Skills Introduction to Communication, Flow of communication, Types of communication, Barriers of Communication, Various objectives of communication	7	25
4	Unit: 4 Basic Personality Traits Values, Beliefs, Interactions, Experiences, The big five dimensions, Matching your career with Personality	7	25

Reference Books:

1. Covey Sean, Seven habits of highly effective teens, New York, Fireside Publishers, 1998.
2. Mishra R.K., Personality Development, Rupa & Co.
3. Vivekanand, S. (2007), Personality Development. Advaita Ashrama Publications, Kolkata India