

**Savitribai Phule Pune University**  
**SY BBA Semester III (CBCS) Pattern 2019**  
**Global Competencies and Personality Development**  
**Course Code-GC- 303**  
**Credits – 03**

**Depth of the course:** Reasonable knowledge about Competencies and Personality Development.

**Course objectives:**

1. To build self-confidence, enhance self-esteem, and improve overall personality of the students.
2. To enhance global and cultural competencies of the students.
3. To groom the students for appropriate behaviour in social and professional circles.

Unit No.	Unit Title	Contents	Purpose & Skills to be developed
1	<b>Introduction to Personality and its Development</b>	<ul style="list-style-type: none"> <li>• Definition and nature of personality</li> <li>• Characteristics of good personality</li> <li>• Determinants of personality development</li> <li>• Theories of personality development               <ol style="list-style-type: none"> <li>i. Psychoanalytical Theory by Sigmund Freud</li> <li>ii. Trait Theory by Allport and Big Five model</li> <li>iii. Social Cognition Theory by Albert Bandura</li> </ol> </li> </ul>	<ul style="list-style-type: none"> <li>• To study the nature and meaning of personality.</li> <li>• To understand various factors affecting personality development of an individual.</li> <li>• To learn various theories of personality development.</li> </ul>
2	<b>Global Competence and Self Development</b>	<ul style="list-style-type: none"> <li>• Meaning and need of global competence.</li> <li>• Characteristics of globally competent individual (life-long learning, understanding cultural differences, adaptability, comfortable with change,</li> </ul>	<p>To understand the concept of Global Competence.            To decipher the characteristics of globally competent individual and encourage students to develop that characteristics among themselves.            To develop self- esteem and self-confidence of the students.</p>

		<p>problem-solving ability, critical and comparative thinking).</p> <ul style="list-style-type: none"> <li>• Building self-esteem and self confidence</li> <li>• SWOC Analysis and Personal Goal Setting</li> </ul>	<p>To introduce the concept of SWOC Analysis and encourage the students for personal Goal setting by providing theoretical as well as practical knowledge.</p>
3	<b>Development of Social and Interpersonal Skills</b>	<ul style="list-style-type: none"> <li>• Effective communication skills, Preparation for self-introduction.</li> <li>• Working on attitude i.e. Aggressive, assertive and submissive</li> <li>• Development of leadership skills and introduction to Leadership styles.</li> <li>• Team Building; develop ability to work under pressure, flexibility at workplace.</li> <li>• Social empathy, building blocks of social empathy and development of social empathy.</li> <li>• Social Responsibilities</li> <li>• Workplace ethics</li> </ul>	<ul style="list-style-type: none"> <li>• To explain various techniques for effective communication.</li> <li>• To train students for impressive self- introduction.</li> <li>• To introduce various methods for positive attitude development.</li> <li>• To explain various styles and qualities of leaders and encourage students for effective leadership.</li> <li>• To understand the structure of team and to develop ability to work under pressure and flexibility at workplace.</li> <li>• To develop social empathy and explain social responsibilities of the individual.</li> <li>• To introduce various workplace ethics.</li> </ul>
4	<b>Projecting a Positive Social Image</b>	<ul style="list-style-type: none"> <li>• Definition and importance of social image</li> <li>• Grooming basics and use of body language</li> <li>• Time management</li> <li>• Public-speaking</li> <li>• Proper e-mail and telephone etiquettes</li> <li>• International and social etiquettes</li> <li>• Social graces and table manners</li> </ul>	<ul style="list-style-type: none"> <li>• To explain the importance of positive social image of the individual.</li> <li>• To introduce basics of grooming and effective use of body language.</li> <li>• To explain the importance of the time management.</li> <li>• To develop ability of effective public speaking.</li> <li>• To train the students for writing e-mails and explain various telephone etiquettes.</li> <li>• To study various social and international etiquettes and table manners.</li> </ul>