

**22 PG 101 :: PERSONALITY DEVELOPMENT THROUGH LIFE
ENLIGHTENMENT SKILLS**

Course Code	22 PG 101	Course Delivery Method	Classroom / Blended Mode
Credits	04	CIA Marks	30
No. of Lecture Hours / Week	04	Semester End Exam Marks	70
Total Number of Lecture Hours	60	Total Marks	100
Course Focus	Employability	Entrepreneurship	Skill Development.

COURSE OUTCOMES: By the end of this course students will be able to:

- CO-1 Understand their Personality and achieve their highest Goals of Life.
- CO2 Learn to build Positive Attitude, Self-Motivation, enhancing Self-Esteem and Emotional Intelligence
- CO-3 Analyze and Develop Time management, Team management, Work ethics, good manners, and personal and professional Etiquettes.
- CO-4 Lead the nation and mankind to peace, prosperity and practice emotional self-regulation.
- CO-5 Learn to develop coping mechanism to manage Stress through Yoga and Meditation Techniques and develop a versatile personality.

COURSE CONTENT

UNIT-I: Introduction to Personality Development: Concept of Personality, Dimensions of Personality, Theories of Personality Development (Freud & Erickson); The Concept of Success and Failure, Factors Responsible for Success, Hurdles in achieving Success and Overcoming Hurdles, Causes of failure; SWOT Analysis (Strengths, Weaknesses, Opportunities and Threats), Individual SWOT. **(15 Hours)**

UNIT-II: Attitude, Motivation and Self-esteem: Conceptual overview of Attitude, Types of Attitudes, Attitude Formation, Advantages and Disadvantages of Positive and Negative Attitude, Ways to Develop Positive Attitude; Concept of Motivation: Definition and Nature of Motivation, Internal and External Motives, Theories of Motivation (Maslow & Herzberg), Importance of Self- Motivation, Factors leading to de-motivation; Self-esteem: Definition and Nature of self-esteem , Do's and Don'ts to develop positive self- esteem, Importance Building positive self-image. **(15 Hours)**

UNIT -III: Communication and Emotional Intelligence: Effective Communication, Types of Communication, Types of Etiquette; Decision-making skills, Steps in Decision Making, Conflict Management and Negotiation; Concept of Leadership, Qualities of a successful leader, Character building; Teamwork, Time Management, Work ethics; Emotional Quotient, IQ Vs EQ, Dimensions of Emotional Intelligence, Components of Emotional Intelligence.
(15 Hours)

UNIT-IV: Holistic Development of Personality: Bhagavadgita 18 Verses ; Chapter 1 – Verses 1 Chapter 2 Verses 17, 23, 35, 47, 48, 62 (Wisdom / Virtue / Professionalism) Chapter 3 Verses 35, 36, 37, 42 Chapter 4 Verses 7 (Virtue) Chapter 6 Verses 5 Chapter 18 Verses 38, 46, 48, 63, 78 (Wisdom)
(15 Hours)

UNIT-V: Stress Management & Yoga: Meaning and Definition of Stress, Types of Stress, Eustress and Distress, Stress Management; Meaning and definition of Yoga, Historical Perspective of Yoga, Principles of Astanga Yoga by Patanjali; Pranayama, Pranayama: Anulom and Vilom Pranayama, Nadishudhi Pranayama Kapalabhati, Pranayama, Bhramari Pranayama, Nadanusandhana Pranayama; Meditation techniques: Om Meditation, Cyclic meditation: Instant Relaxation Technique (IRT), Quick Relaxation Technique (QRT), and Deep Relaxation Technique (DRT); **(Theory & Practical). (15 Hours)**

PRACTICAL COMPONENT:

1. Students should identify different types of personality to know their own personality. Students are to describe the characteristics of their personalities and submit the same for assessment.
2. Students are to form in groups (a group consists of 4-6 students) to identify and write a brief note on famous personalities of India and World.
3. Students are required to identify different types of attitudes and give any five examples of each.
4. Students are expected to check their attitudes and develop ways to improve their attitudes at work place and home.
5. Students are required to identify keys to self-motivation to achieve their goals.
6. Students are expected to identify at least seventy percent of body language and conduct activities.

REFERENCES:

- 1) Hurlock, E.B. Personality Development, 28th Reprint. New Delhi: Tata McGraw Hill, 2006.
- 2) Gopinath, Rashtriya Sanskrit Sansthanam P, Bhartrihari's Three Satakam, Niti-sringar-vairagya, New Delhi, 2010
- 3) Swami Swarupananda, Srimad Bhagavad Gita, Advaita Ashram, Publication Department, Kolkata, 2016.
- 4) Lucas, Stephen. Art of Public Speaking. New Delhi. Tata -Mc-GrawHill. 2001

- 5) Mile, D.J Power of positive thinking. Delhi. Rohan Book Company, (2004).
- 6) Pravesh Kumar. All about Self-Motivation. New Delhi. Goodwill Publishing House. 2005.
- 7) Smith, B. Body Language. Delhi: Rohan Book Company. 2004
- 8) Yogic Asanas for Group Training-Part-I: Janardhan Swami Yogabhyas iMandal, Nagpur.
- 9) Raja yoga or Conquering the Internal Nature by Swami Vivekananda, Advaita Ashrama (Publication Department), Kolkata.
- 10) Nagendra H.R and Nagaratna R, Yoga Perspective in Stress Management, Bangalore, Swami Vivekananda Yoga Prakashan.

Online Resources:

- https://onlinecourses.nptel.ac.in/noc16_ge04/preview
- <https://freevideolectures.com/course/3539/indian-philosophy/11>