



INDIAN SCHOOL AL WADI AL KABIR

Class: XII	Department: Commerce
Subject: Marketing	Part I– Employability Skills
OTQs and DTQs	Chapter 2: Self-Management skills

Qt no.	OTQs
1	Which term refers to the ability to effectively control one's emotions, thoughts, and behavior in different situations? a. Self-awareness b. Self-management c. Result orientation d. Extrinsic motivation
2	Motivation that comes from within an individual because an activity brings personal pleasure or satisfaction is known as: a. Intrinsic motivation b. Extrinsic motivation c. Result-driven motivation d. Proactive motivation
3	What is a primary consequence for employees who are kept on a contractual basis for a long time without external rewards? a. Increased self-awareness b. Development of a morning routine c. Frustration and leaving the organization d. Improved physical health
4	An athlete chooses to practice every day because they genuinely love the sport and feel it is important for their personal growth. This athlete is demonstrating: a. Extrinsic motivation driven by incentives b. Intrinsic motivation driven by enjoyment and satisfaction c. Stress management through physical exercise d. Result orientation focused only on the final score
5	Which of the following best describes a 'Result Oriented' approach in a professional environment? a. Focusing on the outcome of a task rather than just the process used b. Spending more time on the process to ensure no mistakes are made c. Relying solely on mentors to complete assigned tasks d. Avoiding new challenges to maintain a positive mindset
6	Rohan is generally kind, sympathetic, cooperative, warm and considerate. He takes care of people around him. Which trait is this? a. Neuroticism b. Openness c. Extroversion d. Agreeableness
7	An employee consistently demonstrates a pattern of grandiosity, a constant need for admiration, and a lack of empathy for colleagues. Which personality disorder is most closely associated with these traits? a. Paranoid Personality Disorder b. Narcissistic Personality Disorder c. Antisocial Personality Disorder d. Avoidant Personality Disorder

8	How might an individual with Paranoid Personality Disorder impact a team's self-management and collaboration? a. By taking excessive risks without considering consequences b. By being overly charming to manipulate others for personal gain c. By being excessively litigious or suspicious of colleagues' motives d. By avoiding all social interactions due to extreme shyness
9	"Optimism is the faith that leads to achievement. Nothing can be done without hope and confidence." defined by _____ a. Philip Kotler b. Seth Godin c. Neil Patel d. Helen Keller
10	Which is regarded as a drive required to engage goal-oriented behaviour? a. Communication Skills b. Basic Personality c. Green Jobs d. Self-Motivation
DTQs	
1	Anish has been working as a software developer on a contractual basis for two years. Despite his hard work, the company has not offered him a permanent position or a bonus. Anish feels frustrated and is considering leaving the organization. Identify the type of motivation Anish is lacking. Suggest two self-management techniques Anish could use to maintain a positive attitude while he looks for new opportunities.
2	Sita set a goal to score 90% in her board exams. However, due to poor time management and lack of sleep, she scored 70%. She now feels annoyed and has stopped following her study routine entirely. Using the SMART goal framework, identify which elements Sita missed.
3	Explain any two ways to manage stress.
4	Priya has a lack of interest in social relationship and people tends to be distant, detached, and indifferent. Identify her personality disorder - Schizoid
5	"There are five parameters that describe the individual's personality". Enlist any four
6	State the various steps to overcome personality disorders.
7	List any four techniques to maintain a positive attitude.
8	Write any two steps towards self-awareness.