



**COURSE CODE**

**NAME OF THE COURSE**

**CVAC022**

**ROLE OF PERSONALITY ON SUCCESS**

**OFFERED BY**

Commerce Aided

**ABOUT COLLEGE**

Chirst College (Autonomous), Irinjalakuda established in the year 1956 by CMI fathers has always been a place where young generations are moulded towards a bright future. College has excellent infrastructure, with state of the art laboratories, seminar rooms and lecture halls. The campus is Wi-Fi enabled. Presently Collge is house for 4500+ students, 200 teaching staff and 45 supporting staff. The strength of the College lies in its hardworking and tech savvy teachers who are eager to involve in all matters of students. The lush green campus with gardens and open gym is moving towards the next phase on education both offline and online.

**COURSE COORDINATOR**

Dr. Josheena Jose  
Commerce Aided

**LEARNING OUTCOMES**

- Understand about personality styles
- Master powerful strategies to thrive professionally
- Succeed in business by working with personality differences

**COURSE MODULE**

Module I: Introduction to Personality  
 Module II: Personality Characteristics  
 Module III: Mastering The Power of Influence

## **SYLLABUS**

### **MODULE I**

Power of different personality style - The Driver Personality - The Relator Personality - The Expressive - The Analytical Personality. Group Discussion. (8 Hours)

### **MODULE II**

Personality Characteristics - How to Spot A Driver - Driver Characteristics - How to Spot A Relater - More Relater Characteristics - How to Spot An Expressive - More Expressive Characteristics - How to Spot An Analyst - More Analyst Characteristics. Group Discussion. (10 Hours)

### **MODULE III**

Mastering The Power of Influence - How To Effectively Communicate with Drivers - Effective Communication With Relaters - How To Effectively Communicate With Expressives - How To Communicate Effectively with the Analyst. Group Discussion. (10 Hours)

### **REFERENCE**

Personality Development and Soft Skills by Barun Mitra (Author)

The Power Of Influence by Yoritomo-Tashi

Becoming A Person of Influence by John C. Maxwell