



CHRIST
COLLEGE (AUTONOMOUS)
IRINJALAKUDA, KERALA
Reaccredited by NAAC with 'A' grade

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 College is home 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

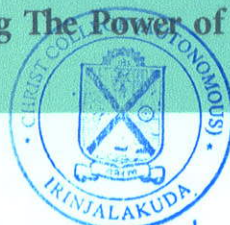
Dr. Josheena Jose
Commerce Aided

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



Fr. Dr. Jolly Andrews

Fr. Dr. Jolly Andrews
Assistant Professor-
In-charge of Principal
Christ College (Autonomous)
Irinjalakuda

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



VALUE ADDED - CHRIST COLLEGE (AUTONOMOUS) IRINJALAKUDA

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In-charge of Principals
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