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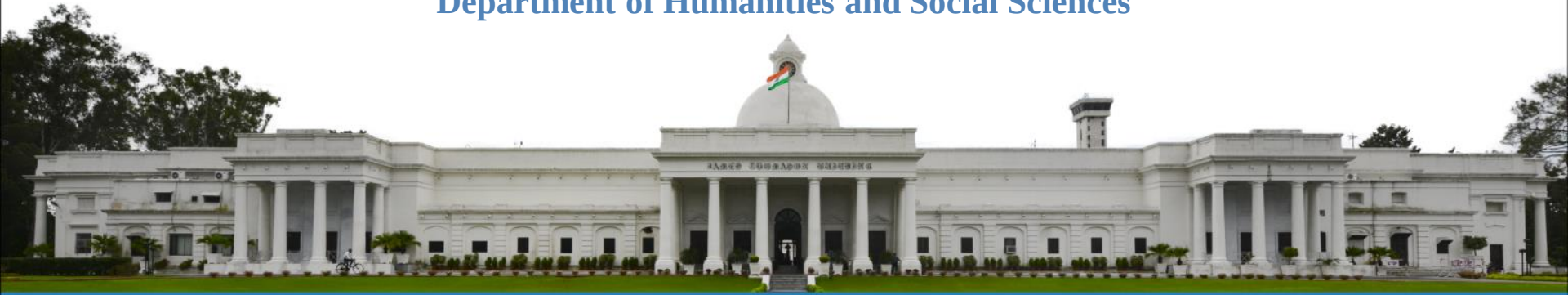
NPTEL ONLINE CERTIFICATION COURSE

LECTURE-5

Personal attributes

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Personal attributes

- The difference between personal traits and interpersonal skills is called Personal skills.
- Personal skills categorized into two: hard skills and soft skills:
- Soft skills are about interaction with others.
- Hard skills are specific attributes absorbed by individual education and experience.

Cont.

- Personality refers to a person's general way of thinking, feeling, and behaving based on underlying motivations and impulses.
- Conscientiousness refers to a person's level of self-organization and motivation.
- Neuroticism refers to a person's level of negative thought regarding himself and herself.
- Openness **r**efers to a person's willingness to consider new ideas and perspective.

Behavioral Traits of Interpersonal Skills

- Resolving conflict.
- A Smiling Face.
- Appreciative Attitude.
- Assertive Nature.
- Communication Skills.
- Listening Skills.

Types of personality

- Freud gave a definition of three types of personality-
- Narcissus type, obsessive type and erotic type.
- According to Erich Fromm there are also three types of personality-
- Tendency to withdrawal and destruction is characteristic of personality.
- The other type is characterized by symbiotic form of relations with other people and dependence.
- The third neurotic tendency is about wish to be alone.

FEATURES OF INTERPERSONAL REACTIONS

- superiority- social shyness.
- dominance- submissiveness.
- social initiative.
- independence- dependence.