

Seat No.: _____

Enrolment No. _____

GUJARAT TECHNOLOGICAL UNIVERSITY

BE - SEMESTER-V (NEW) EXAMINATION – WINTER 2021

Subject Code:3150004

Date:14/12/2021

Subject Name:Contributor Personality Development Program

Time:02:30 PM TO 05:00 PM

Total Marks: 70

Instructions:

1. Attempt all questions.
2. Figures to the right indicate full marks.
3. Simple and non-programmable scientific calculators are allowed.
4. There are 29 questions (in 4 sections) in this question paper.

Section A

Instructions: This section has a scenario. Read carefully before answering the subsequent questions. There are 4 questions in this section. All questions are compulsory. Each question has 3 or 2 options. Choose ONLY ONE option which you consider the most appropriate and mark it on the answer sheet given to you.

Marks: 10

In 2019, Maria decided to sell coconut-shell based products as she noticed that coconut shells were being thrown away even though they could be used for other purposes. Earlier they were used as utensils but now they don't find much value in our houses.

Initially, she did not want to put in a large investment in purchasing machinery. This is when her father stepped in to help. Being a retired mechanical engineer, he made a low-cost version of the machine while Maria spent this time reaching out to businesses who were willing to buy bowls made of coconut shells from her. After identifying a few businesses, Maria made a few bowls and printed business logos on them. When the orders were delivered, she received positive feedback. Once Maria started receiving more orders, she struggled to make them by herself. So, she reached out to artisans and explained about the products. With their help, Maria was able to take on more orders and expand the range of available products.

Source: www.betterindia.com; 15th June, 2021

1. If Maria sees this as a success event, when would she feel successful?
 - a] When customers are willing to pay a higher price for her sustainable products.
 - b] When consumers choose to buy sustainable products like what she is making for their daily use.
2. Maria's father made the machinery with local products for her business venture. Does that make Maria a 'creator of her destiny'?
 - a] No. It was her father who invented the machine from local products and found an answer when no one else could.
 - b] Yes. She was able to take her father's help to do what she wanted to do.

- c] Yes. Once she had an idea, she didn't let any constraints or obstacles stop her from converting that into reality.
3. By making the utensils at home, Maria learnt many things. What was her "success root"?
- a] Maria learnt how to save money on production.
- b] Maria learnt how to make and sell the products & set up a business.
4. As a Contributor, which way will help Maria expand her business the most?
- a] Apart from selling online, she can also look for corporate companies, hospitality businesses and organizations that could use her products.
- b] She could reach out to collaborate with other environment-friendly businesses to encourage people to stop using plastic and move to environment-friendly products.
- c] She could attend exhibitions, fairs, and festivals, sell her products, and reach out to more clients.

Section B

Instructions: There are 10 questions in this section. All questions are compulsory. Each question has 2 statements. Select ONLY ONE statement that you feel is closest to your thinking and mark it on the answer sheet given to you.

Marks: 20

5. a] We grow in our identity when we get promoted, for example: from Lecturer to Professor.
- b] We grow in our identity when we learn new skills, for example: learning to teach online, learning to teach a new subject.
6. a] A contributor project team member is focused on completing her part of the project perfectly.
- b] A contributor project team member is focused on completing the team goal together with other members.
7. a] We contribute most when we create value for others in anything we do/any role we play.
- b] We contribute most when we donate money and provide charity for people in need.
8. Who is using an entrepreneurial approach to work?
- a] A photographer wants to create her portfolio and send it across to different brands to get project assignments.
- b] A dancer wants to start a studio where several dance forms can be taught.
9. a] "I won a Silver medal in the National Painting competition last year. For this year, I should practice improving my technique and speed."
- b] "I won a Silver medal in the National Painting competition last year. I should aim to get a medal again, this year."
10. Which of these auto-rickshaw drivers has a wider understanding of his role?
- a] I take passengers from Point A to Point B.
- b] I ensure that passengers who ride with me reach their destination on time, and safely.

11. a) When I go for an internship, I make sure that I find out what are the project goals to be met.
 b) When I go for an internship, I make sure that I know what I will be evaluated on at the end of the internship.
12. a) To have a start-up, one should be clear about what she wants, what she may have to learn and then work step-by-step to achieve it.
 b) To have a start-up, one should learn how to pitch to funders and wait till she gets initial funding.
13. Priyanka wants to write an article for her college magazine on the equal role of women in the armed forces. The article should focus on:
 a) The importance of accepting women professionals in the armed forces.
 b) The history of the struggle of women in the armed forces.
14. Which of the following students is growing in a focused direction?
 a) Dhruvi: "I am happy that this semester is finally over - I had a good time and I got good marks."
 b) Murti: "During this semester, I found out my own way to study my subjects efficiently, as I wanted to score high marks."

Section C

Instructions: This section has 5 questions. All questions are compulsory. Each question has 4 statements. Rank the statements in order of your preference from most preferred to least preferred. Choose ONLY ONE option (out of the 4 given) that is closest to your ranking and mark it on the answer sheet given to you.

Marks: 10

15. Your friend Sunita (a college student) wants to enter the field of medical research and wants to know how she can contribute to this field. What are you likely to suggest to her? (Rank in order of most contributive to least contributive option.)
 1. "You could aim to file a patent in your career."
 2. "You could do whatever work you are given with dedication."
 3. "You could focus on adding value through any research work/ project that you do."
 4. "You could try to take up high impact projects which can impact more people."
 a) 3-4-1-2 b) 3-2-1-4 c) 4-3-2-1 d) 1-4-3-2
16. The most senior employee, Rathod, has been told by the boss to attend the 'Attitudinal Change' program. Which of these thoughts will enable him to grow in his career? (Rank in order of most contributive to least contributive option.)
 1. "Let me be open to new ways of thinking and doing my work."
 2. "Let me participate in the program to get some new ideas."
 3. "I don't need practical training. Experience is more valuable than these new ideas."
 4. "I could add my realistic and practical tips based on my experiences to such a program."
 a) 1-4-2-3 b) 1-2-4-3 c) 2-4-3-1 d) 4-2-3-1

17. Saksham wants to pursue his higher studies in a world class university. The first University on his list sends him a rejection letter. He can respond in different ways. *(Rank in order of most contributive to least contributive option.)*
1. Understand what needs to improve for the next application.
 2. Write a review about the University warning other students like him to be careful and if possible, avoid applying there.
 3. Write about his experience in a blog so that others like him can learn from it.
 4. Accept the rejection and believe that others are more capable than him.
- a] 1- 3-2-4 b] 1-2-3-4 c] 3-4-2-1 d] 2-1-3-4
18. Mickey and his friends are hosting a 'healthy eating' awareness campaign in their neighborhood. What goal can they focus on? *(Rank in order of most contributive to least contributive option.)*
1. Ensure people understand the idea of being healthy.
 2. Spread the idea of their campaign to as many people as possible.
 3. Gain publicity and get more opportunities to organize such events.
 4. Motivate more people/volunteers to join their campaign team.
- a] 4-1-3-2 b] 4-1-2-3 c] 1-4-2-3 d] 1-2-4-3
19. Varem is working in a construction materials company producing eco-friendly bricks. He volunteers to design a new model of bricks that has the option to regulate the temperature of the walls. However, his final product did not reach the market due to budget constraints. Despite this failure, if Varem was focused on building an engine of success, what fruits would he have focused on? *(Rank in order of most contributive option to least contributive option.)*
1. An opportunity for Varem to get recognized and appreciated by the management.
 2. This gives Varem a higher chance to lead the production of this new model of bricks whenever the company has the budget for it.
 3. Varem can build on his new skills learnt during the project to contribute to the growth of the organization.
 4. An opportunity for Varem to command a better salary from a competitor company.
- a] 2-3-1-4 b] 4-1-2-3 c] 3-2-1-4 d] 1-3-2-4

Section D

Instructions: There are 10 questions in this section. All questions are compulsory. Each question has 3 options. Select ONLY ONE option that you feel is the most appropriate and mark it on the answer sheet given to you.

Marks: 30

20. Sakshi is a yoga instructor. She wants to pursue her passion for making YouTube videos as her career. Which of these contributions can Sakshi make as a 'professional achiever'?
- She can give talks and seminars across the country & get those videotaped for upload.
 - She can spend many hours practicing to perfect her teaching style.
 - She can share how her students can use the platform to learn from her videos.
21. Aditya has re-joined his old organization. He is asked to work on something that was part of his earlier job profile. He feels dissatisfied with working on what he has already done in the past. If he had a growth identity, how would he go about this?
- Even though the work profile is same, he could find ways to challenge himself, deepen his understanding of the subject and make it more interesting for himself.
 - Speak to his manager and ask for new things to work on so that he can get diverse experience.
 - Since he is familiar with the work, he can complete his work early and then enjoy his free time.
22. Akash has a sales job in a company that manufactures air conditioners. He plans to develop some skills to improve his sales. Which of the following skills should he develop for long-term success?
- Akash can develop his ability to understand the needs of his customers and provide accurate solutions for them.
 - Akash can develop his skills to convince people, to close the deals, and thus meet quarterly targets.
 - Akash can develop knowledge of the product he sells so that he can be confident while selling the product.
23. The State Election dates have been announced in the summer holidays. Hiren, a teacher knows he will be called in for election duty. How can he approach this differently and make this work meaningful for himself?
- The election work must be done every five years by all teachers, so I should do it as part of my job.
 - The election work is a good way to get to know new localities/people, so I will be able to build connections.
 - The election work is an opportunity for me to help people participate to elect a government democratically.

24. Tengoni is a skilled and experienced farmer. She approaches her work in several ways. If she approached her work as a Researcher & Knowledge Builder, then what is she most likely to focus on?
- a] She could set up rural camps for tourists and student groups.
 - b] She could find out and experiment with new varieties of crop that can grow on their land.
 - c] She could understand what issues other farmers in the community are facing and empower them.
25. Bike riders often drive very carelessly on Indian roads. Which message to drivers could be most effective to make our roads safer?
- a] Let us take responsibility to follow traffic rules and regulations.
 - b] Let us have concern for everyone who uses the road.
 - c] Let us avoid getting caught by traffic police and paying fines.
26. Sanjay joins a consultancy where it is the norm to have long working hours, demanding clients, and tight deadlines. Sanjay is new to such a work environment and is not sure how to deal with it. What would you advise Sanjay to help him deal with the situation?
- a] It's okay for you to feel overwhelmed with the situation. Make sure you inform your manager how difficult you are finding the situation.
 - b] Make an action plan on how to manage your work. Share it with your manager and add his suggestions.
 - c] Wait for your manager to guide you on how to deal with this kind of situation.
27. Saira is preparing for the role of President of the hostel committee. Which of these questions to the previous President indicate that she is widening her zone of contribution?
- a] During your time, what were the difficult student issues and in what ways did you solve them?
 - b] During your time, how did you manage your studies and the demands of this role?
 - c] During your time, what were the activities you had to do every day as a President?
28. Warren Buffet, a leading financial investment Guru, says “an obstacle on the way to your success may be focusing too much on the results and not enough on the habits that will get you there.” As a student who wants to succeed, what should you do?
- a] Be thorough with notes given by seniors to guarantee above average marks.
 - b] Participate in all kinds of activities – academic or otherwise to develop your personality.
 - c] Concentrate on studying the syllabus provided by college thoroughly to do well in all subjects.
29. Rama lives on a street which gets flooded very often. He is frustrated about the situation. What should he do to solve the situation?
- a] Bring it to the notice of his local neighborhood / housing society that a complaint needs to be filed in the local municipality office for them to fix the flooding problem.
 - b] Call the local municipal office to find out the process to solve the problem and take subsequent action.
 - c] Take photos of the flooded area and put it up on social media, hoping that authorities will look into the problem.