

Seat No.: \_\_\_\_\_

Enrolment No. \_\_\_\_\_

**GUJARAT TECHNOLOGICAL UNIVERSITY**  
**BE - SEMESTER-V (NEW) EXAMINATION – WINTER 2022**

**Subject Code:3150004**

**Date:21-01-2023**

**Subject Name:Contributor Personality Development Program**

**Time:10:30 AM TO 01:00 PM**

**Total Marks:70**

**Instructions:**

1. Attempt all questions.
2. Make suitable assumptions wherever necessary.
3. Figures to the right indicate full marks.
4. Simple and non-programmable scientific calculators are allowed.
5. 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**

Cholera and jaundice had struck the city of Mysore due to which the business of roadside vendors had come to a halt. The Roadside Vendors' Association decided to take proactive action by installing devices to keep flies away, covering of food, using hygienic utensils to prevent any spread of infection through food.

*Source: DNA, India; April 2012.*

1. What is your reaction to the above case?
  - a] "Best to take such decisions on your own, even though following it is likely to be a challenge."
  - b] "Best to wait for instructions from authorities before taking any action."
2. Who amongst these three people are demonstrating Creator Thinking?
  - a] Sunil: "Can we wait for the conditions to be better?"
  - b] Sivaram: "Can we reach out to the authorities to enforce rules/ norms for all to follow?"
  - c] Akshay: "Can we change the way we work and prepare food?"
3. If you were in this situation, what would you prioritize?
  - a] "To find good devices to assure people that the food I provide is healthy."
  - b] "To take all necessary precautions before providing food to my customers."
  - c] "To earn enough during this difficult time."
4. What will be the fruits of success for the vendors?
  - a] They will become aware of hygienic practices and be courageous about taking decisions proactively.
  - b] The people in the city will trust them and their story will be known by people across the country.

## 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. Shyam thinks like a Contributor when he:
  - a] Waits for his promotion and then puts in efforts according to his position.
  - b] Takes up responsibilities voluntarily at work beyond what is expected in his position.
6. Which of the following statements indicate an intent to grow one's I-Can zone?
  - a] Cricketer A: "I can bat very well. I am very bad in bowling. I should only focus on batting and not get stuck onto something that I am not good at."
  - b] Cricketer B: "I can bat and bowl moderately. I will focus on each of these two aspects and sharpen my strategies to perform better as a team player."
7. Which actress, who has been awarded recently, is focused on the roots of success?
  - a] Bina: "The award means I have to keep improving the quality of my acting."
  - b] Sunita: "The award means I already have what is needed for me to be a successful actress."
8. Every time Janvi finds a task at work difficult, she asks her team member to do it for her and gets it done. What will be the long-term consequences of doing so?
  - a] She will be able to get her work done on time by seeking help. So her seniors will be happy with her.
  - b] She will find that other people have more confidence to take up new tasks as compared to her.
9. Manya has been working in the same role for 5 years. Lately, she has been feeling bored with her work and is finding it monotonous. Which is a Creator Response?
  - a] She blames the department for giving her the monotonous work.
  - b] She speaks with stakeholders to understand what else she could do.
10. While managing a project, Payal finds it difficult to communicate to the client as she cannot speak English fluently. Which response will help her grow her 'I-Can' zone?
  - a] "I have faced this situation in the past. I think I should choose a job that doesn't demand me to speak in English."
  - b] "Let me take up English classes and speak in English every day to improve."
11. Who is choosing a Knowledge-Builder pathway in their career?
  - a] A blogger who documents everything that is happening in his daily life for people to read.
  - b] A researcher who comes up with breakthrough work in a domain or subject.

12. Below are different statements about our Power to Contribute. Identify the statement that is true.
- We can contribute in any role, not only in our career/ work roles.
  - Unless we have a job, it is not possible to contribute.
13. Who is using an Entrepreneurial Pathway in their career?
- A footballer who wants to start an academy where specially abled children can learn to play football.
  - A social worker, in an NGO, who wants to address the challenges in a community to make their lives better.
14. From the given statements, pick which of these companies has expanded their Power to Contribute the most –
- Company S gave away free holidays to ten lucky customers during the Diwali sale. The chosen customers were delighted.
  - Company M, which sells readymade clothes, opened a daycare centre for not only their employees, but for other working women in their locality.

### Section C

*Instructions: This section has 5 questions. All questions are compulsory. Each question has 4 statements. Choose the appropriate option (out of the 4 given) and mark it on the answer sheet given to you.*

**Marks: 10**

15. Shekhar has been given an opportunity to identify ‘The Best Performer of the Year’ from his team. Help him choose Contributor qualities that he could look for in the person who deserves the award. *(Rank the statements in the order of most contributive to least contributive).*
- A team member who steps in to do whatever is necessary beyond his/her responsibilities to help the team reach the team goals.
  - A team member who works individually on easy tasks to get only his/her job done.
  - A team member who sincerely works at any task given to him/her by the senior.
  - A team member who works along with the team to reach team goals.
- a] 4-3-1-2      b] 1-4-3-2      c] 2-3-4-1      d] 1-3-2-4

16. Which of these statements is demonstrating Growth Identity? (Choose only one option that is most appropriate out of the four given).
1. "I started learning music and by practicing every day I have been able to improve my pitch and stamina."
  2. "I am a nutritionist and expertise in my area is defined by the number of clients I have, rather than how much I know about my subject."
  3. "I opened a Pizza Cafe by experimenting with different types of flours, sauces, and cheese. I now want to visit Italy to understand how authentic and traditional pizzas are made."
  4. "I want to gain in-depth knowledge in electrical systems of elevators but don't know what to do next."
- a] 1 & 3            b] 2 & 4            c] 1 & 2            d] 1 & 4
17. CA final examination results are out. These students did not clear the exam. Who all are responding with Creator Thinking according to you? (Choose only one option that is most appropriate out of the four given).
1. Aayesha: "I failed because the moderation of the papers was strict this time. I should wait for some more months and then give the exams when their approach is lenient."
  2. Hemal: "My cousin who knows that I have failed twice already is not reaching out to me. Even though he is a CA, he didn't ask me if I need some help!"
  3. Craig: "Let me create a roadmap on how I want to study for the subjects and then seek help in areas that need improvement."
  4. Jonita: "Let me change my study approach this time."
- a] Hemal & Jonita    b] Jonita    c] Craig & Jonita    d] Ayesha & Craig
18. Identify the approaches that lead to sustainable success in any career one chooses. (Choose only one option that is most appropriate out of the four given).
1. Meeting targets and deadlines.
  2. Pleasing your immediate boss every time you get an opportunity to do so.
  3. Spending time to learn something that you have never done before every week.
  4. Holding a larger vision and keeping the big picture in mind while doing work.
- a] 1 & 2            b] 1 & 3            c] 2 & 4            d] 3 & 4
19. Stan Lee was a true innovator. He created Marvel Comics. Identify the contributions he was seeking to make, through this pathway? (Rank the statements in the order of most contributive to least contributive.)
1. To achieve fame as an innovator.
  2. To develop the joy of thinking creatively about anything.
  3. To boost his self-confidence.
  4. To translate great ideas into products that are usable by people.
- a] 2-1-3-4            b] 1-3-2-4            c] 4-2-3-1            d] 1-2-3-4

## 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. Here are three volunteers who are trying to increase enrolment of girls in Government schools nearby. Whose approach is most contributive?
- “I can meet with the school authorities and train them to convince the parents to send their daughters to school.”
  - “I can try to convince the girls of the locality to come to school and help them understand the importance of educating themselves.”
  - “I can meet the families and help them understand the positive impact of educating girls in the long run.”
21. Sarathi is a mountaineer, who is invited to participate in an Antarctic expedition. She knows how difficult this expedition would be, but it has always been her dream. If Sarathi has a Growth Identity, how would she think?
- “Let me set up daily milestones to increase my stamina and adjust my diet before the expedition.”
  - “Let me ask my trainer about the different methods I can use to be fully trained before the expedition.”
  - “Since I have never dealt with extremely cold weather conditions, I am going to find it difficult throughout the expedition.”
22. Priya is new in her locality and wishes to know everyone. However, she is shy and afraid to talk to strangers. What will allow her to increase her I-Can in this situation?
- By being friends with at least one person from the locality and know from him/her about everyone else.
  - By participating in events that are organized in her locality.
  - By initiating and taking charge of organizing some programs in her locality.
23. Sumit’s office is situated on a street that gets flooded often and employees find it difficult to come to office. What is the best Creator Response in such a situation?
- “Why don’t you click photos of the flooded street and post on social media?”
  - “Why don’t you ask your maintenance officer to file a complaint with the municipal office?”
  - “Why don’t you take it up as a project so that next year such a problem does not happen?”
24. Yagnesh has a sales job in a company. He plans to develop some skills to improve his sales. Which of these skills should he develop for long-term success?
- Yagnesh can develop his ability to understand the needs of his customers to provide accurate solutions for them.
  - Yagnesh can develop his skills to convince people, to close the deals and thus meet quarterly targets.
  - Yagnesh can develop knowledge of the product he sells so that he can sell more products.

25. Sunjoy decides to join whichever regional football team offers him a position as he is impatient and wants to avoid uncertainty of not being selected at all. What would be the long-term consequence of such a decision?
- a] He would not be able to leave this team even if other, better teams offer him a position.
  - b] He would lose the opportunity to build his patience.
  - c] He would not build the capability to adapt to new and ambiguous situations.
26. Three journalists have sent messages on social media after finding out that there has been an accident on National Highway 8 (NH8). Which of these journalists will you call a Contributor Journalist?
- a] Journalist A tweeted: An accident has occurred on NH8. All people directly impacted in the neighboring areas, please beware and avoid the route for today.
  - b] Journalist B tweeted: An accident has occurred on NH8; the roads have been closed.
  - c] Journalist C tweeted: An accident has occurred on NH8. Calling out to volunteers to help those who have been impacted.
27. Manthan has started his new IT company. He is constantly looking for the right people to implement and deliver projects on time in a reliable manner. He is developing as a –
- a] Entrepreneur
  - b] Sustainer & Builder of Institutions
  - c] Changemaker
28. Which of these Postmasters would you call a Contributor Postmaster?
- a] “My aim is to ensure that customers do not face any difficulties and inconvenience because of me.”
  - b] “My aim is to ensure that I finish all the work given to me on time.”
  - c] “My aim is to help people see that the Indian Postal System is one of the best in the world through my daily interactions with people.”
29. Sarek is a freelance scriptwriter. He is constantly looking for new ways to present his narratives and storyline and push the standards set up by other scriptwriters in his field. He is developing as a –
- a] Professional Achiever
  - b] An Innovator & Creator
  - c] An Entrepreneur