

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

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

## GUJARAT TECHNOLOGICAL UNIVERSITY

BE – SEMESTER- V EXAMINATION-SUMMER 2023

Subject Code: 3150004

Date: 22/06/2023

Subject Name: Contributor Personality Development Program

Time: 02:30 PM TO 05:00 PM

Total Marks: 70

Instructions:

1. All questions are compulsory..
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**

#### **Turning coconut-shells to kitchenware**

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.

Initially, she did not want to put in a large investment in purchasing machinery. This is when her father stepped in to help and 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. Then 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](http://www.betterindia.com) ; 15<sup>th</sup> June, 2021

1. By creating this sustainable business, what roots did Maria develop?
  - a] She developed the confidence to create products out of such natural materials.
  - b] She created awareness about the importance of using eco-friendly products.

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. How is Maria contributing to the artisan community?
  - a] By working with Maria, the artisans are able to have an extra source of income.
  - b] By working with Maria, the artisans can become known for their art and build a sustainable customer base.
4. According to you, in what ways can Maria maximize the contributions that her business can make?
  - a] She could attend exhibitions, fairs and festivals, sell her products and reach out to more clients.
  - 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] Apart from selling online, she can also look for corporate houses, hospitality businesses and organizations that could use her products.

### **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. The teacher asked the class "Who would want to take up the difficult assignment?"
  - a] "Only if I do it will I know how difficult it is."
  - b] "Why take up something that I already know is difficult?"
6.
  - a] We contribute most when we help others to take charge of their lives.
  - b] We contribute most when we donate money and provide charity for people in need.
7. Who is using an Entrepreneurial Career Pathway in work?
  - a] A fashion design graduate who is looking for partners who could work with her on her new venture.
  - b] A musician who wants to start a studio where several instruments can be taught.

8. a) "I won a Silver medal in the National Badminton Championship competition last year. For this year, I should practice improving my serving technique and stamina."  
b) "I won a Silver medal in the National Badminton Championship competition last year. I should aim to get a gold medal this year."
9. Which of these local train drivers has a wider understanding of his role?  
a) I am a government servant who takes passengers from Point A to Point B.  
b) My role is to ensure that passengers who ride in the train reach their destination on time, and safely.
10. a) When I go for a new freelance project, I make sure to find out what are the project goals to be met by the team.  
b) When I go for a new freelance project, I make sure to know what my financial compensation will be at the end of the project.
11. a) To have a start-up, Founder should be clear about what unique problem she is addressing, what she may have to learn and focus on, to build the company and then work step by step to achieve it.  
b) To have a start-up, one should learn how to create a unique pitch to impress funders to get the funding.
12. Sakshi's article on the judgement of the Supreme Court on the equal enrollment of women in the armed forces should focus on –  
a) The importance of accepting women professionals and their strengths.  
b) The history of struggle of women in the armed forces.
13. Which of the following students is growing in a focused direction?  
a) Ratan – "I am happy that this semester is finally over - I had a good time with my friends and I even topped in Fluid Mechanics."  
b) Malti – "During this semester, I found out my own way to study my subjects efficiently as I wanted to score high marks in all subjects."
14. Sonika says, "I want to remain fit and healthy but am unable to find time while managing my family and work. I am thinking of quitting my job so that I can focus on my health."  
a) This is a 'practical' response.  
b) This is a 'caged' response.

## Section C

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

**Marks: 10**

15. Your friend Sunita, who is in college 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 the statements from most contributor to least contributor)*
1. "You could aim to write as many publications as you can throughout your career."
  2. "This field may be new but you will be able to make it if you work hard."
  3. "As the medical field itself advances, you can keep finding new topics/ areas to research & contribute to."
  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 'Behaviour Change' program organised by the HR team. Which of these thoughts will help him widen his I CAN zone? *(Rank the statements from most contributor to least contributor)*
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 the statements from most contributor to least contributor)*
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 'proper waste disposal' awareness campaign in their neighborhood. If they were expanding their Power to Contribute through their role, what goal would they focus on? *(Rank in order of most contributive to least contributive option)*
1. Ensure people understand the idea of waste disposal and its importance.
  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 works in a materials company producing fabric from plastic waste. He volunteers to design a new fabric that can be used in place of leather for bags. However, his final product does not reach the market due to budget constraints. Despite this failure, if Varem was focused on building his Tree 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 fabric 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. Kaustav is a product designer. Which of these is the highest contribution that Kaustav can make as a Professional Achiever?
- a] He can give talks in product design institutes across the country so that people know about him.
  - b] He can spend many hours practicing to perfect his design style and set new standards in product design.
  - c] He can create a YouTube channel where he can video log (vlog) his journey of becoming a good product designer.
21. Goldy is going back home from the hostel for his exam preparation. He thinks of finding a public library where he can study uninterrupted since power cuts are common in his hometown. Why is this a Creator Response?
- a] Since he is choosing to study seriously.
  - b] Since he is willing to think beforehand about the problem.
  - c] Since he is creating his own opportunities and leveraging the resources that are available.

22. Akash has a sales job in a company that manufactures furniture. He plans to develop some skills to improve his sales. Which of the following roots should he develop?
- a) Akash can develop his ability to understand the needs of his customers to provide accurate solutions for them.
  - b) Akash can develop his skills to convince people, to close the deals and thus meet quarterly targets.
  - c) Akash can develop knowledge of the product he sells so that he can be confident while selling the product.
23. The municipal corporation election dates have been announced in the summer holidays. Hiren, a professor knows he will be called in for election duty. How can he approach this differently and make this work meaningful for himself?
- a) The election work has to be done every five years by all professors, so I will have to do it as part of my job.
  - b) The election work is a good way to get to know more about the locality and the people, so I will be able to build connections.
  - c) The election work is an opportunity for me to help people participate and elect a government of their choice.
24. Identify the statement which indicates intent to grow one's I-Can zone.
- a) I have finished my work for the day and Rachna has asked for my help, so I have no choice but to stay back and help her out.
  - b) I don't like the topic of this project. Nevertheless, I will research the topic and submit a report that I am proud of.
  - c) My parents insist that I should do some household chores, but I need time to study. I will discuss with them to find out the best solution for the family.
25. Auto-rickshaw drivers often drive very carelessly on Indian roads. If they think like Contributors, how would they think?
- 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 planning to leave. What would you advise Sanjay, to help him deal with the situation?
- a) It is okay for you to feel overwhelmed with the demands of the situation. Make sure you inform your manager about how difficult it is for you so that you can figure out a better solution together.
  - b) Make an action plan on how to manage your work; you can share it with your manager and ask him for his suggestions on how to make it better.
  - c) Start looking for new job opportunities while you wait for your manager to acknowledge your current situation.

27. Saira is preparing for the role of local councillor of her area in the upcoming elections. Which of these questions to the previous councillor, indicate that she is widening her zone of contribution?
- a] During your time, what were the difficult issues and in what ways did you solve them?
  - b] During your time, how did you manage your family life and the demands of this role?
  - c] During your time, what were the activities you had to do every day as a councillor?
28. Rama lives on a street which doesn't have proper lighting. He is frustrated about the situation as it gets dangerous at night. 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 lighting problem.
  - b] Call the local municipal office to find out the process to fix such a problem.
  - c] Take photos of the area and put it up on social media, to bring attention to the problem.
29. Which is the "secret" of a Contributor?
- a] A contributor has the right skills and talent necessary to contribute properly.
  - b] A contributor wants to make a difference in every situation to the people around.
  - c] A contributor is always polite while interacting with people.

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