

Seat No.: _____

Enrolment No. _____

GUJARAT TECHNOLOGICAL UNIVERSITY

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

Subject Code:3160002

Date:08/12/2021

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.

There are 29 questions (in 4 sections) in this question paper.

All questions are compulsory.

Marks: 70

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

The chalk produced by a Japanese company Hagoromo had a large group of admirers among mathematicians across USA, especially professors who used it regularly.

The professors loved the chalk and gave testimonials like: “It’s unbreakable”; “It is truly the only dustless chalk”; “It writes as smoothly as butter”; “It is bold, sturdy, and erases well.”

Mr. Watanabe, the president of the company believed his chalk was unparalleled in quality. The company had manufactured their own machines by trial and error, tweaking it over 20 years, to create the best quality possible.

However, in 2014, when the company announced they were shutting down, there was chaos. In a panic, mathematicians across America began stockpiling chalk boxes.

One inspired teacher, Mr. Shin from South Korea, who fell in love with these chalks, took the effort to learn the know-how and set up the manufacturing unit in Korea, to not only keep this product alive but also to retain the same high standards of quality. “There are products that are bound to disappear as times change, but the best quality product should be the last to disappear.”

Source: www.edition.cnn.com ; 22nd August 2020

1. If Mr. Watanabe was a Contributor, what would he want to achieve through his manufacturing unit?

- a] He would have wanted to make a unique product that no one else produces in the world.
 - b] He would have wanted to create a product having excellent quality.
 - c] He would have wanted to create an excellent quality product that his users would want to use over and over again.
2. So many professors appreciated the chalk, and they bought more and more of it for themselves. But Mr. Shin decided to manufacture the product. What could be the reason for him to do so?
- a] He saw it as an opportunity to serve customers globally with a product that he & his team would be proud of manufacturing.
 - b] He saw it as an opportunity to manufacture a tried and tested high quality product.
 - c] He saw it as an opportunity for setting up a business of his own, which was likely to be profitable.
3. a] Good quality products are rare because it takes a lot of financial investment to produce.
b] Good quality products are rare because it requires one to understand what the user truly needs.
4. According to you, why did Mr. Shin decide to take over the manufacturing?
- a] He must have realized the huge demand for the chalk and decided to make it a business.
 - b] He realized that a high-quality product like that needs to continue to exist to serve its customer base.

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. When your college does not provide you with the necessary documents on time for your admission to a college abroad –
- a] you will discuss with your seniors to find out if this is a normal delay.
 - b] you will coordinate with both the colleges to secure your admission.
6. Shyam's friends and family encourage him to start his own social media channel for posting his art works online. As a contributor, what should he focus on?
- a] As most of the followers are interested in art, he should post some how-to videos for the followers.
 - b] He can sell his artwork online to his followers, especially when he has a considerable following.
7. A school student has an extraordinary idea for a science project, but it requires very expensive parts and materials.
- a] It is best to forget this idea and take up a project that does not involve expensive parts.
 - b] Best to try & search for the materials from places like low-price shops, second-hand sellers etc. to make his project happen.
8. A friend asks for confidential data about Sunita's company as he is considering investing in the company. What should Sunita do?

- a] Deny providing any data, as it is confidential.
 - b] Provide part of the data, so she can keep him happy and not do anything against the company policy either.
9. In a private hospital, during emergencies, when patients demand that the doctor gives special treatment, the doctor should –
- a] Announce ‘first come first served’ policy and stick to it.
 - b] Create a fast-track only for patients who have a serious illness.
10. Sohain has a complex Mathematics assignment to complete, and the submission date is coming soon. What should he do?
- a] He could break up the assignment into small components and solve each one systematically.
 - b] He could solve the parts that he is familiar with and finds easy to solve.
11. Shaheen, a journalist, is writing an article on the ongoing strike of farmers regarding the latest Government policy. The article should talk about –
- a] The problems faced by the farmers, the Government, the traders, etc. and how these need to be resolved by all concerned.
 - b] How the farmers have to be protected from the system as they are being treated unjustly.
12. As the hotel manager, you are welcoming a new joiner. Which message is more important?
- a] Ensure you find out about the guest’s experience at the hotel.
 - b] Ensure the hotel reservations that you confirm are in order each time every time, and with zero errors.
13. A local clinic, while organizing an AIDS campaign, faced aggressive opposition from the people in the nearby slum areas. A contributor response should be –
- a] To find out why these people are opposing the drive and then find a suitable way to re-design the campaign.
 - b] To reconsider the location of the campaign as it is a major issue which cannot be solved.
14. Ameya is a celebrity and has been invited to endorse a product which has harmful effects. What choice would you want her to make?
- a] She should refuse as she would not like to be associated with such a product.
 - b] She should accept, provided 80% of the sales goes to charity.

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. These 4 people have the same hobby of gardening. Who is demonstrating deep engagement? (*Rank in the order of most contributive option to least contributive option.*)
1. Abhishek - Whenever he has time, he learns from talks by experts on how to maintain house plants.
 2. Seeta - Makes sure that she waters the plants on time and regularly.
 3. Lakhan - Whenever there is a problem like insects, water logging, etc., he looks for root cause of the problem so that the plants remain healthy.
 4. Tasneem - Reads up books on gardening to understand some new techniques and tries them out.
- a] 3-4-1-2 b] 2-4-1-3 c] 1-3-2-4 d] 4-2-3-1
16. A degree college student is not able to attend the final semester lectures due to a medical problem. By the time she is likely to recover, the final exams will begin. What should she do? (*Rank in the order of most contributive option to least contributive option.*)
1. The student can take copies of notes from classmates and decide to read them before the exams.
 2. The student can decide to give the final exams based on general knowledge of the topics.
 3. The student can choose not to sit for the final exams without attending all the lectures and give the exam next academic year.
 4. The student can ask her friends to teach her the topics they study in class online. For clarifying doubts, she can call her teachers or seniors.
- a] 1-3-2-4 b] 4-1-2-3 c] 3-4-1-2 d] 2-3-4-1
17. Neerja has again being given a project that she has done many times before. How should she go about it? (*Rank in the order of most contributive option to least contributive option.*)
1. See in which parts of the project she can try something new or different to make it better.
 2. Get to work immediately without wasting much time as she has done it many times before.
 3. Think of what else she could add on to her project if only she had more time.
 4. Even though she has done it several times before, she can still engage with the project goals again to see where she can improvise.
- a] 2-3-1-4 b] 3-4-1-2 c] 1-2-4-3 d] 4-1-3-2
18. You and your friends work with a local NGO who has organized a cleanliness drive in a locality. Whose suggestion is most contributive? (*Rank in the order of most contributive option to least contributive option.*)
1. Ronit: "We should find a way to involve more people from the locality so that after the cleanliness drive, they will continue to keep it clean."
 2. Ayush: "I think we should clean the beach area first and we can take before and after pictures. It will get a lot of 'likes' on social media."

3. Gilroy: "We should start from our old school; we have so many memories and we can have current students participating as well. It will be a unique experience!"
 4. Raysha: "I think we can ask the locality people about which area is the dirtiest and work from there."
- a] 1-4-3-2 b] 1-2-4-3 c] 2-3-1-4 d] 3-4-2-1
19. You are the owner of a pharmacy shop. You have promised to deliver lifesaving Covid medicines to a few patients nearby. But you realize that those medicines are now out of stock. What will you do? (*Rank in the order of most contributive option to least contributive option.*)
1. Ask other pharmacy stores if they have it in stock so that you can procure and deliver it to the patients.
 2. Tell the patients that you don't have the required medicines in stock and due to shortage of staff you can't do anything about it.
 3. Inform the patients that you don't have the required medicines in stock and suggest a few other stores where they could try to get them from.
 4. Reach out to other stores across the city and nearby cities and find ways to source the medicines for the patients to keep your promise.
- a] 1-4-3-2 b] 4-1-3-2 c] 2-3-1-4 d] 3-4-2-1

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. When writing a 'Statement of Purpose' (SOP) while applying for admission, into a college, what would you focus on?
- a] Writing your aspirations in a clear and structured way, so that the selection panel members can easily understand it.
 - b] Presenting yourself well through the SOP, so that you can make a good impression on the college authorities.
 - c] Writing the document perfectly with no errors, so that it meets the requirement for the admission process.
21. The professor asks students to undertake an internship for the final semester. The report of the internship determines the grades in the course. At the internship, students find that they are mostly ignored or given tasks like printing or copying. When it is time to submit the report, which of the following students' approach would you follow?
- a] Anil: "In my report, I'll just write about what I have observed and put down those as if I had done that work."
 - b] Sneha: "For my report, I can talk with my batch mates who did similar internships and put down our common learnings."
 - c] Kanika: "In my report, I will share what tasks were assigned and try to articulate my learnings during the internship."

22. A filmmaker decides to start a movie project at the last minute. He wants to make a film in a quick duration and on a low-cost budget. This affects stakeholders such as production and set designers, film producers, editor, assistant directors, the actors etc. What can he do?
- a] He can just begin the project as he has the vision of the project and experience of doing a good job, which will finally help all the stakeholders in the long run (when the film does well).
 - b] He can take into account everyone's concerns i.e., cameraman, editor, spot boys, etc. and find a way that works for everyone.
 - c] He can talk with the actors and producers who are the most important members of his team. If they are onboard with the decision, he can move ahead.
23. Ria worked hard on a project, but because of budget constraints her company did not launch the project. Which of these responses show a Contributor approach to this situation?
- a] "I put in so much effort in this project and it didn't even matter. The lesson I have learnt is to put in effort only when a project actually starts."
 - b] "It was a good experience but no point in thinking about what has already happened. It is best to focus on the next project."
 - c] "I do feel sad that the project got dropped, but it was worth it as I got to learn a lot along the way."
24. Ruanna is developing a website for a demanding client. She is on a tight deadline for the launch of the website. If she was practicing human-centric thinking, what would be her primary concern?
- a] How do I ensure the website is ready in time for delivery, despite time constraints?
 - b] How do I ensure the website is well-researched, elegant and of a high-quality?
 - c] How do I ensure the website is simple and easy for the users to use?
25. Ramya is reading a book as an activity in the book club that she is a part of. She comes across a concept she is not familiar with. She needs to finish it in time for the next book club discussion. How should Ramya proceed?
- a] She should continue reading her book as she needs to complete it in time for the next book club discussion.
 - b] She should take a pause and find out more on the concept she did not understand.
 - c] She should first finish the book and then if she has time left, read up on the concept she did not understand.
26. The mayor of the city has set up a committee to come up with a solution on how to control the cases of Covid-19 in the city. Who will you choose as the chief of the panel?
- a] Mr. Finy: "It's a complex problem. Arriving at a practical solution is likely to be difficult for us."
 - b] Ms. Tabia: "We have been assigned with the task of finding a solution for this problem. Let's do the best that we can."
 - c] Ms. Jhanvi: "We need to control the outbreak and protect the people. Let's do whatever is needed to ensure that."

27. You are planning to buy a handbag as a birthday gift for your grandmother. Which of these responses, will create a stronger bond between the two of you?
- a] “This is Grandma's favorite color. Even though it is expensive, I’ll buy it as she will love it.”
 - b] “Grandma has trouble with zippers and press button because of her shaking hands, I think this one with a simple flap will be easy for her to use.”
 - c] “This bag looks so beautiful, and I have never seen Grandma with a bag like this. It's unique. I love this.”
28. Niti has her final exams in two days. Her classmate, Sagar, calls her up to tell her that he is not at all prepared for his exams and needs her help. According to you, how could she view this situation?
- a] Niti could see this as a challenge as she will not be able to do full justice to her studies and be fully prepared for the exam.
 - b] Niti should see this as an opportunity to do her revision while preparing Sagar for the exams.
 - c] Niti could see this as an opportunity to prove her friendship even if it disturbs her preparation.
29. You are in-charge of developing the Business in an IT company. At the time of contracting with a new client, you have promised to service the client even after initial setup and training of their employees. However, this is not the usual practice followed in the company. What do you do?
- a] You tell the servicing team that they don't need to do anything beyond initial setup and training for the client. That was said just to close the deal with the client.
 - b] You convince the servicing team that as a company, we need to honor whatever we have promised even after setup & training.
 - c] After the initial setup and training is done, if the client asks for further service, you can decide what needs to be done.

GUJARAT TECHNOLOGICAL UNIVERSITY**BE - SEMESTER-VI (NEW) EXAMINATION – SUMMER 2022****Subject Code:3160002****Date:18/06/2022****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

In a news article of 2017, people read about the case of Film and Television Institute of India (FTII). The students of their acting course had decided to boycott classes as their demand of extending the Dialogue Exercise workshop to 3 days (eight hours a day) from the earlier planned 2 days (12 hours a day) was not met by the administration. While the students stated that it was inhuman to work for 12 hours a day, the administration explained that this move is meant to help students focus on completing their other projects and course work within the duration of their course. Rejecting the alternate options suggested by the administration, students remained adamant on not attending their Dialogue Exercise meetings. The institute planned to take strict action.

Source: Hindustan Times; 12/10/17

1. The block between the administration and students could have been avoided if the administration had made an effort to –
 - a] Discuss with all involved on what could be a shared goal in such a situation.
 - b] Listen to the grievances of the students.
 - c] Be strict with specific students before it became a big problem.
2. In the case, students boycotted and disrupted classes to demonstrate their point-of-view. As a student yourself, what is the best way to think-through the situation?
 - a] What is it that we really want to achieve?
 - b] Are there smarter ways of getting to what we want?
 - c] What are other ways in which classes can be boycotted?

3. What could be the reason for such conflicts between students and college administrations?
 - a] Lack of adequate systems and policies to resolve such issues.
 - b] Lack of clear and open communication between the relevant parties.
4. In the above case, if you were part of the administration, why would strict action be important?
 - a] To ensure students learn from the workshop.
 - b] To ensure the course gets over on time.

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. Shekhar, a chef, is facing the challenge of: His customers want quick meals that are also healthy and delicious. What should he do?
 - a] Since he is clear about the goal, he can consider all the alternative approaches and design the solution that combines the best ways.
 - b] He can analyse what are the constraints that stop him (and other chefs). This will help him to study the problem better.
6. A local NGO has organized a cleanliness drive in a locality. Who is thinking about creating value?
 - a] Varsha: "Let us start by cleaning the park. It will become hygienic for the children who play there."
 - b] Rahul: "Let us take photos while we are cleaning the park. It will show others the value of our work."
7. Just an hour before the final show, Pormin, a dress designer, sees that there is a minor fault in one of his dresses. What should he do?
 - a] Make sure that the fault is corrected.
 - b] Not worry about it as it is a minor issue.
8. A salesperson is likely to be more successful at work when –
 - a] S/He executes a sale with high profits for the company.
 - b] S/He executes a sale that benefits both the company and the customer.
9. A senior travel agent is welcoming a new joiner in his office. Which advice is more important for him to give the newcomer?
 - a] It is your responsibility to make each and every guest feel cared for during their vacation.
 - b] It is your responsibility to make sure that hotel reservations are in order each time every time with zero errors.

10. During a natural disaster/ crisis, which is a better way for the Government to earn the trust of the people?
 - a] The Government should create trust in people's heart by sharing about the work they are doing widely.
 - b] People will trust the Government more when they see specific steps being taken to manage the crisis well.
11. Which of the founders of the start-ups are seeing more value possibilities?
 - a] How can I make it successful so that it attracts the best of professionals?
 - b] How can I make the start-up useful for all its stakeholders?
12. Ameena has to choose one subject as an elective. What criteria can she use?
 - a] She can choose based on thinking by herself so that she selects the elective most suitable to her.
 - b] She can choose what her close friends have selected so she will be motivated to attend the course with them.
13. In a particular football match, what is more important for a player is, that –
 - a] The team wins irrespective of how the player plays.
 - b] The player plays a significant role in winning the match for the team.
14. Which of these software programmers is likely to make a new app more effective for the users?
 - a] The one who thinks that programming is nothing but a way of interacting with the user.
 - b] The one who thinks that programming is a sophisticated way to bring in efficiency in business processes.

Section C

Instructions: This section has 5 questions. All questions are compulsory. Each question has 4 statements. Rank the statements in order of most Contributive to least Contributive. 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. A school student has a bright idea for a science project on harnessing wind energy. On discussion with her teacher, she finds out that it requires high-priced materials to make it. Which of these responses will help her to be a solution thinker? *(Rank the statements in the order of most contributive option to least contributive option).*
 1. "Let me forget this idea and take up a project that does not involve expensive parts."
 2. "The school should provide funds for making projects as students can't afford them."
 3. "Let me see how to replace the expensive materials with alternative low-cost materials."
 4. "I could research to come up with another way to harness wind energy."

a] 3-2-1-4 b] 3-4-2-1 c] 1-2-3-4 d] 3-4-1-2

16. Cellphone service providers have a lot of personal information of subscribers like you. Why shouldn't they provide this data to others? (*Rank the statements in the order of most contributive option to least contributive option.*)
1. It is not said but expected by subscribers that their personal information shall not be shared.
 2. They will lose the loyalty of their subscribers.
 3. Subscribers have not given them permission to do so.
 4. The data can be misused by someone else for their own gains.
- a] 3-2-1-4 b] 3-1-2-4 c] 1-3-4-2 d] 3-4-1-2
17. Varsha wants to make a website to increase credibility of her business and also increase sales. Owing to budget constraints, she needs to make it on her own. Below are some ways that Varsha can make the website. (*Rank the statements in the order of most contributive option to least contributive option.*)
1. Look at other competitor websites and use their pictures and text to make her own website on a free platform available.
 2. Make an original website by writing content, doing a photoshoot, and identifying platforms that are best suited for her website.
 3. Visualize the kind of website that will meet her objectives and work towards building a website that can continuously be upgraded.
 4. Start with making a basic website and depending on how it is received she can make it better.
- a] 3-2-4-1 b] 3-1-4-2 c] 1-3-2-4 d] 2-4-3-1
18. A degree college student is not able to attend the final semester lectures due to a medical problem. By the time she is likely to recover, the final exams will begin. What should she do? (*Rank the different responses in the order of most contributive option to least contributive option.*)
1. Response: The student can take copies of notes from classmates and decide to read them before the exams.
 2. Response: The student can decide to give the final exams based on general knowledge of the topics.
 3. Response: The student can choose not to sit for the final exams without attending all the lectures and give the exam next academic year.
 4. Response: The student can ask her friends to teach her the topics they study in class online. For clarifying doubts, she can call her teachers or seniors.
- a] 1-3-2-4 b] 4-1-2-3 c] 3-4-1-2 d] 2-3-4-1
19. Shamran aspires to become a successful writer. What is your advice to help him make this journey? (*Rank in the order of most contributive option to least contributive option.*)
1. He can just follow other successful writers and try to imitate their writing skills.
 2. He can focus on creating a network in his field and write for newspapers and magazines.
 3. He can develop expertise and perspective by taking courses on writing.
 4. He can practice writing at home every day and read various kinds of literature and other books.
- a] 4-3-2-1 b] 1-3-2-4 c] 2-4-3-1 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. When a solution thinker is presented with a problem e.g., Wi-Fi is not working properly in office, what is he likely to say?
- a] Why not do what is obvious like avoid using the office Wi-Fi but use mobile internet as a Wi-Fi hotspot?
 - b] Why not bring it to the notice of the people who are responsible for solving such problems like the IT department?
 - c] Why not take it up as a challenge to solve and see what can be done to improve the connectivity?
21. Rani works in the Innovation Department of a lift company. She has an idea of innovating one component of the lift which could lead to less power consumption. She knows that it needs experimentation before it can be used. When she suggests the same to her boss, he is not too supportive. How can she approach this situation?
- a] She can pitch the idea to other expert teams who are willing to take it forward.
 - b] She can keep this idea as a side project and work on it as and when time permits.
 - c] She can take guidance from her seniors and other experts and find different ways to experiment on it.
22. Narek tells his family that they will eat healthy food at home rather than go out and eat in a restaurant on his birthday. What else can he choose to do to create more value possibilities?
- a] He can ensure that all family members sit together for the meal.
 - b] He can help to set up the table.
 - c] He can tell his family members he does not expect any gifts.
23. If you are assigned a project that you find boring, what can you do?
- a] Request your teacher to assign a different topic which you are passionate about and likely to do far better in it.
 - b] Find out why the assigned topic is important and be curious to know more that may increase your interest.
 - c] Ask the teacher to explain what is interesting about the topic and whether it is related to any of your interest areas.
24. A team is looking for new treatment for old age-related medical problems like Alzheimer's. For past 5 years they have not arrived at any concrete solution. If they continue, how will it help them in the long run?
- a] The team avoids giving up but continue with the research.
 - b] It will make the team members learn to develop persistence and patience.
 - c] It will make the team believe that they can find solutions to more tougher challenges in the future.

25. Dilna says that when she travels to a new place alone, she not only enjoys it but also overcomes her fear of traveling alone –
- a] She is seeing human & social value.
 - b] She is seeing experiential value.
 - c] She is seeing both experiential and human value.
26. A group of bank employees approach the Branch Manager and complain about one co-worker who doesn't behave well with everyone. As a contributor, what action should the Branch Manager take?
- a] Call for a meeting with all the employees to understand the issue & address the complaint.
 - b] Talk to all the senior employees and take a decision.
 - c] Take note of the complaint and act swiftly against the person, so that there is no damage to the reputation of the bank.
27. Tushar makes it a point to pick up his daughter from school at least twice in a week. And once a month, interacts with the class teacher to understand about the activities in school and offers his help. Which of these reasons show that he is thinking win-win?
- a] At least two times a week, he gets a chance to spend more time and bond with his daughter.
 - b] If he did that regularly, then the teacher is likely to give proper attention to his daughter.
 - c] With regular interactions, teachers and parents (like him) can work together to support the development of students.
28. Praful has volunteered to manage the college magazine. He invites students to write on social issues. What is the value of doing such a thing? So that –
- a] The perspectives of students is known.
 - b] More students are likely to read/ write for the magazine.
 - c] Students feel proud to see their names in the magazine.
29. Pariksha finds out that a teacher is taking tuition classes for her own students beyond school hours. This is normally not advised by the school authorities. What could she ask this teacher?
- a] "Have you thought about the impact on other students who are not taking your tuitions?"
 - b] "Is it that you need additional income?"
 - c] "What if the school authorities find out?"