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Unit

1

Who is a Contributor

Learning Objectives :

- 1.1 Develop Understanding of becoming a "contributor"
- 1.2 Importance of being a contributor
- 1.3 Ideal for work place and expectations from the future workforce
- 1.4 Transformation of expectations of students in their career and future work

QUESTIONS

- Q. 1. "Every thought every word and every action that adds to the positive and the wholesome is a contribution to peace. Each and every one of us is capable of making such a contribution." Justify the statement showing characteristics of a good contributor at work place.
- Q. 2. Support the statement given by Frank Herbert, "The best contribution one can make to humanity is to improve oneself."
- Q. 3. When a student enters into professional life from students life, he goes through various transformation process of expectation at workplace what do you think about it.

MCQs of the GTU Examinations

1. Nila is new joinee and is confused about how to obtain stationery she needs. She approaches Derick. Which response of Derick's would make Nila go back to him for any help in future ?
 - (a) "Let me take you to the office supplies department. They can help you out."
 - (b) "I am not sure myself. I will find out and get back to you."
 - (c) "The office supplies department is on the first floor. You can find out from there."
 - (d) "Let me tell you all other procedures followed in office so that you can feel comfortable."
2. Riddhi works as a receptionist in a big organization. What is the widest possible way in which she can contribute to her organization ?
 - (a) She should be friendly and welcoming everybody who enters the office.
 - (b) She should proactively help all visitors get their work done.
 - (c) She should be aware that through the way in which she interacts with people and gets any work done. She builds the image of the organization.
 - (d) She should warmly welcome and direct people to whomever they want to meet.
3. Gautam is a train guard who shows the green or red flags as part of his work. What would be the widest way in which he can view his role if he is a contributor ?
 - (a) "Through my work I can prevent train accidents."
 - (b) "I ensure smooth movement of the trains."
 - (c) "I'm responsible for the safety of the train passengers."
 - (d) "I do some day to day duties that guards do like give signals, communicate with the driver, etc."
4. Vikram is a security guard at the airport. As a contributor how is he likely to view his work ?
 - (a) I do security checks.
 - (b) I lookout for kind of danger.
 - (c) I ensure that nobody's carrying any weapons or illegal items.
 - (d) I ensure the safety of the building, the passengers, the flights and the visitors.

5. Who among these is a contributor boss ?
- (a) The boss who listens to his employees and asks for their opinions while making important decisions.
 - (b) The boss who listens to a selected few and ignores inputs from others.
 - (c) The boss, who hardly listens to his employees and makes decisions based on his/her own judgment.
 - (d) The boss who listens to his employees, values their opinion, and treats them with respect at all points of time.
6. Rafael works in an electronics store. A customer walks in and asks for a particular model of a music player. Rafael knows that a cheaper, more recent model is available now. What does he do if he thinks like a contributor ?
- (a) "I must give the customer the complete information along with my personal recommendation. A satisfied customer is the ultimate aim of my work."
 - (b) "I should tell the customer about the latest model when he/she asks for it."
 - (c) "My job is to give the customer what they ask for and not about telling them everything that is available in the store."
 - (d) "I should inform the customer upfront about cheaper models of our products."
7. Arpit is an orphan who doesn't have any family to guide or support him. His dream is to become a doctor. What is the most appropriate step he can take as a contributor ?
- (a) He can talk to friends to find out what needs to be done and take the necessary step of sitting for the medical entrance exam.
 - (b) He can talk to a few friends about his dream of becoming a doctor someday.
 - (c) He can hope every day that some miracle will happen which will help him to realize his dream.
 - (d) He can request some doctors in the area to guide/teach him so that he can do well in the medical entrance exam.
8. Sarath, Ashitosh, Anshu and Ritvik are called to help the packaging department in their company because of a deadline that has to be met. Who among them is a contributor ?
- (a) Sarath who works only when instructed and is not concerned whether the task is completed or not.
 - (b) Ashitosh who follows instructions and tries to complete the task on time.
 - (c) Anshu, who gets all of them to work in coordination to meet the deadline.
 - (d) Ritvik, who finds out more efficient ways to complete the work faster so that the deadline is met.
9. Deepa stitches clothes. She is already busy with many orders. She gets an urgent order. Which option is a contributor's choice ?
- (a) She explains that she will be unable to take the order as she will not be able to do justice to it.
 - (b) She completes the order hurriedly in the short time she has with her.
 - (c) She explains her problem and tells the date by which she can complete the order.
 - (d) She takes the help of another tailor to deliver the order on time without reducing the quality.

Who is a Contributor

10. You have joined a new company and you are feeling lonely and out of place on the first day of work. What would you do as a contributor ?
 - (a) I will ask my senior to introduce me to others and wait till he does so.
 - (b) I will introduce myself and start a conversation with others.
 - (c) I will ask my senior to introduce me and before he does so, I will start to talk to a person sitting next to me.
 - (d) I will keep quiet and wait for others to talk to me.
11. A class is given projects for internal assessment. According to you who among the following students is a contributor ?
 - (a) Michael who does the project in a hurry because it doesn't matter to him.
 - (b) John who does the project as per the instructions given by the teacher.
 - (c) Melvin who does the project so that he can at least pass.
 - (d) Shaun who makes an excellent project that he feels proud of.
12. Rachel is a new primary school teacher. Which of these options indicate that she is a contributor ?
 - (a) She takes feedback from seniors and makes the necessary changes to help students learn better.
 - (b) She follows methods used by senior teachers.
 - (c) She only uses methods taught to her in her teacher training course.
 - (d) She creates different and engaging methods to teach.
13. For the college day cultural program a dance item has been planned. Since it requires a large number of participants, even non-dancers like Rohita have been selected. Which of these reactions show that Rohita is a contributor ?
 - (a) "I get to miss classes for dance practice."
 - (b) "I will finally get to learn dance."
 - (c) "I get to participate in an extracurricular activity."
 - (d) "I will get a chance to be a part of the college day program."
14. Your younger sister always complains about the school her teachers her friends etc. What could you tell your sister ?
 - (a) "Don't pay too much attention to others."
 - (b) "You have to rely on yourself rather than wait for others to solve your problems."
 - (c) "Time will solve all your problems."
 - (d) "Instead of complaining why don't you focus on the good points of your school ?"
15. There is a vacant plot next to Mrs. Sahai's home. She and some other residents of that neighbourhood wish to make a garden for children to play. As a contributor what would be your advice to them ?
 - (a) "While you wait for the necessary permissions, you could go ahead and clear the space."
 - (b) "You first need to meet the officer in charge of gardens in the corporation and find out the procedure."

- (c) "It can definitely be done by raising some funds and organizing different groups to take charge of the project."
- (d) "You don't have to get involved. The Municipal Corporation will take care of such things."
16. Anand's teacher asks him to teach his classmate. Anand does not like the extra work this will require. What could be the value of teaching the classmate ?
- (a) The topic will be clarified in his mind while explaining to his classmate (it will be like a revision)
- (b) It will make the teacher give good marks for internal assessment.
- ✓(c) It is a good way to help his classmate.
- (d) It will make the teacher happy.
17. Heena is extremely worried about her upcoming entrance exams for higher studies. She is unable to concentrate. As a friend, what would be your advice to her ?
- (a) Unfortunately this is the system all students have to struggle through it !
- (b) It is challenge - you have to face it, there is no other way out !
- (c) Don't worry, everything will be all right !
- ✓(d) Focus on studying first and don't worry about what will happen later !
18. Keshav runs an art gallery where he exhibits and sells paintings to well-known artists. But next week, he is going to display the paintings of a painter who is not so famous. Why would Keshav as a contributor do that ?
- (a) So that he can pressurize an artist who is not well-known for a higher commission on the sales he would make.
- (b) He has seen the artist's paintings and wants to display the talent of the unknown artist.
- (c) Anyway, next week the gallery is free as there is no other exhibition.
- ✓(d) He wants to help unknown artists also display their work.
19. Mohan is a salesman in a clothes shop. Which of these options will make him a contributor when customers are shopping ?
- (a) He waits for customers to approach him.
- (b) He approaches a few customers to offer help.
- (c) He approaches customers who appear to be rich.
- ✓(d) He helps all customers find what they want.
20. Sarita works as a house-servant, sweeping and cleaning houses. Which of the following will help her to act like a contributor ?
- (a) She should clean such that she can earn her salary.
- ✓(b) She can be satisfied with her work by making sure the house is perfectly clean for the family living there.
- (c) She can think that she has to do a lot of work all the time.
- (d) She can think that if she does a good job of cleaning it can help her to get more jobs.
21. Seema wants to reduce her weight. What would be a contributive advice to her ?
- ✓(a) Start with a short walk today and then slowly increase the duration.
- (b) Find another person who will be interested to walk with you.

- (c) Buy walking shoes and keep them ready.
(d) You must start walking every day
22. The Management Committee of Shalin's housing society has asked him if he is willing to handle to accounts of the committee as their accountant has quit and hiring a new one will be expensive. Shalin has just graduated. He does not like accounting at all but he accepts this honorary post. What do you think is the likely reason ?
(a) The elderly members of the committee have requested him to do the work. So he cannot refuse.
(b) He can use this opportunity to develop a liking for accounting.
(c) The committee will save the money that it used to pay the account.
23. Why do you think it is important to give credit to each team member after the success of a project ?
(a) because the team members will feel motivated to do better in future.
(b) Because every team member has put his/her best effort in the task.
(c) Because it would not have been possible without each of the team members.

ANSWERS TO GTU EXAMINATION MCQs

1. (A)	6. (A)	11. (D)	16. (C)	21. (A)
2. (B)	7. (A)	12. (D)	17. (D)	22. (B)
3. (A)	8. (D)	13. (B)	18. (D)	23. (A)
4. (D)	9. (D)	14. (B)	19. (D)	
5. (D)	10. (B)	15. (A)	20. (B)	



Unit

2

The "Creator Approach" to Life & Challenges

Learning Objectives :

- 2.1 Develop deep understanding of 'Caged approach"
 - 2.2 Discovery of "Creator approach"
 - 2.3 Make a wise shift from 'Caged approach' to 'Creator approach' to shape destiny
 - 2.4 Take corrective actions and explore new dimensions : Build new future
-

PROJECT/EXERCISE-2 :

Exercise Outcome : Shift from 'Caged approach' to 'Creator approach'.
Steps to be followed :

- Step-1 : Learned from earlier exercise and know about 'Creator approach'.
- Step-2 : Make a wise step of shifting yourself from 'Caged approach' to 'Creator approach'.
- Step-3 : Always be in 'Creator approach'.

Learning Outcomes :

- (1) Always make a right and wise shift from 'Caged approach' to 'Creator approach'.
- (2) Being a 'Creator approach' is more good and right option for one self.

QUESTIONS

- (1) ISRO's Mars mission is a great example of 'Creator approach'. Justify it.
- (2) Contributors always adopt 'Creator approach' why ?

MCQs of the GTU Examinations

1. The fruit vendors wanted to open accounts in the bank (to save money). The bankers wanted new accounts in their bank. The problem was that the fruit vendors did not have the time to leave their carts to go to the bank. So the bank decided that they would go to the fruit vendors and get all the formalities done. Why would this approach be considered successful for all ?
 - (a) Initially, it may be a success but how will the fruit vendors go to the bank later to deposit or withdraw money ?
 - (b) It would be successful since the approach makes it more convenient for fruit vendors to access the bank and the bankers are also getting business.
 - (c) It would lead to success as everyone's goals (both bankers and fruit vendors) are being met in a mutually satisfying manner and it also helps to build a deeper relationship between the bank and its customers.
 - (d) It may be difficult for the bank in the long-run, as all potential customers will expect bankers to go to them for all their transactions. (MCA, May 2012)
2. Mr. Gupta is trying to select people from his company for a new challenging project. Who among the following should he select ?
 - (a) Kapil updates himself in the area that he had training in and is open to get trained in other areas also.
 - (b) Dheeraj has been working in the same department for a long time and knows his work well but is reluctant to learn new work.
 - (c) Ramesh welcomes any new responsibility, doing whatever is needed to complete it successfully.
 - (d) Rajiv has been working in the company for the longest time; his work has become routine and boring to him. (MCA, May 2012)
3. Banu, a banker realize that the villagers were not getting their due for the work they did (weaving baskets). If she sees herself as a change maker, what options open up for her ?

The "Creator Approach" to Life & Challenges

- (a) She discusses with other experts and suggests schemes through which the villagers can increase their income.
- (b) Inform the villagers that the 'middle-men' are buying the baskets at a low price from them and selling them elsewhere at a high price.
- (c) She helps the villages to fight for their rights (with the middlemen)
- (d) She can find out ways in which their income can grow as well as be sustained in the long run. (MCA, May 2012)
4. Jyoti started investing money in the stock market. But during the economic recession, she lost all her investments. How can you make her feel better ?
- (a) You at least learnt the basics of investing. This learning will help you in your future investments.
- (b) Other people have lost more money, your loss is not so bad.
- (c) Next time don't waste your money on the stock market. It is too risky.
- (d) Nobody can predict the markets. At least now you know when not to invest in the stock market. (MCA, May 2012)
5. Satish has setup a new business. He has difficulty in making sales. What is the best advice you can give him so that he can embark on the journey of contributorship ?
- (a) "Recruit more staff whom you can depend on to increase the sales for you."
- (b) "You have just started. Wait for some time, customers will approach you."
- (c) "You can analyze the situation and start doing something about it. Use different types of marketing like social/online marketing, personal marketing etc."
- (d) "Analyze what is stopping you from making the sales and find out what problems you are facing." (BE, May 2012)
6. Divesh has completed his higher studies in the field of Renewable Energy and has just started a business which provides solar lighting to villages. How can you, a contributor, introduce him to others as a change-maker ?
- (a) Divesh is working in the field of renewable energy.
- (b) Divesh is an expert in renewable energy.
- (c) Divesh's education has given him the power to make a real difference in the villages (lighting up the villages) through his business.
- (d) Divesh has started an energy-related business which employs people. (BE, May 2012)
7. Pandey has begun to notice that his children are spending more time on the computer than playing outdoors. What could he (as a contributor) do to achieve the goal of making his children do regular exercise ?
- (a) He makes a strict time table that his children must follow-time for TV, time for playing outdoors, time for computer, etc.
- (b) Once he is back from office, he plays some sport with his children which they like and which will ensure that they get some exercise.
- (c) He tells his children to go out of the house and play for some time every day so that they will get some exercise.
- (d) He sends his children for tennis classes because he likes that sport a lot. (BE, May 2012)
8. Myna's temporary work is to show future buyers the newly constructed building. When she is about to leave for home, a person walks in to see the apartment and Myna realizes that he is not a serious buyer. She does not rush him, even though she is in a hurry. Since she wants to develop herself as a contributor, what could be the most likely reason to do so ?

- (a) This is what she is expected to do or it will create a wrong impression.
 (b) She not only believes in doing her work well but also wants to learn to be patient when things do not go as planned.
 (c) Since she is getting paid, she should show them around.
 (d) She believes in doing her work well.
9. Tanuja is a nurse who stays with old patients in their houses, looking after them till they are cured. This week her agency has sent her to the home of another patient. What is the widest view of her work ?
 (a) "I will be able to serve one more elderly patient, who has nobody else to care for her in her illness."
 (b) "I am getting one more work assignment."
 (c) "I am getting to look after one more patient."
 (d) "I will be able to nurse the elderly lady back to health."
10. Mr. Desai is a postman in the local post-office. Which option indicates that Mr. Desai shows concern for the people he serves ?
 (a) He makes phone calls to people who have not collected their parcels for more than a week.
 (b) He works efficiently during his office hours.
 (c) He does what he can. After all he is a Government employee and can not be thrown out of his job.
 (d) He ensures that each and every parcel is delivered to the right person on time.
11. Sharda had to move to a new town, so she now has to look for a new job. What would she be thinking as a contributor ?
 (a) I have to keep applying for jobs and wait till get one.
 (b) This is a new town, I can not do anything on my own until I get a job.
 (c) Till I get a job, I can use the time to not only settle down but to also learn something that will help me in future jobs.
 (d) While I am applying for a job I can also use the time to settle down in the new town.
12. In the Biology practical exam, Anika was not able to identify the sample. She came back home feeling unhappy. What could her mother ask her to make her focus on the value of the experience ?
 (a) How many marks did you miss out ?
 (b) Has the exam helped you to study for the topic ?
 (c) Did you attempt the remaining questions well ?
 (d) What have you learnt from the experience ?
13. Two sisters sanchika and shubhangi have started learning how to play the piano. Shubhangi finds it hard to learn the piano. What could her sister tell her ?
 (a) "You have to go through this initial period of difficulty in order to learn anything new. Have patience."
 (b) "Why not continue till you decide on taking another class, maybe dance ? You might enjoy that more."
 (c) "Stop going for the piano class. You can use your time to learn something else that you will enjoy."
 (d) "Learning piano seems difficult now. However, you will enjoy it so much once you start playing it well, that you will want to learn even more."

(BE, May 2012)

(BE, May 2012)

(Dip.Engg. July 2012)

(Dip.Engg. July 2012)

(Dip. Engg. July 2012)

The "Creator Approach" to Life & Challenges

14. Lokesh's bank has charged him a fee by mistake and Sharma, an employee had promised to reverse it. Sharma is on leave. Lokesh approaches another staff member. What do you think the contributor staff member would say ?
 - (a) Please come tomorrow. I will remind Sharma first thing in the morning.
 - (b) I will make a phone call to Sharma just now, and tell you. Is it possible for you to wait for some time ?
 - (c) It is Sharma's job. I can't help you.
 - (d) Sorry for the inconvenience. Please leave your phone number. I will check and make a phone call to you later. (Dip.Engg. July 2012)
15. Janani is a nurse who stays with old patients in their houses, looking after them till they are cured. This week her agency has sent her to the home of another patient. What is her reaction ?
 - (a) "I will be able to serve one more elderly patient, who has nobody else to care for her in her illness."
 - (b) "I am getting one more work assignment."
 - (c) "I am getting to look after one more patient."
 - (d) "I will be able to nurse the elderly lady back to health." (Dip.Engg. July 2012)
16. Veena is looking after her aunt's young children as her aunt had to go out urgently. What is the most contributive action out of the following that she can choose to do ?
 - (a) She reads her book while allowing the children to do what they want.
 - (b) She occupies herself during this time by talking to her friends on the phone.
 - (c) She takes care of all their needs including when they are hungry or sleepy.
 - (d) She sees to it that they don't hurt themselves. (Dip.Engg. July 2012)
17. During the college placements, Prasanjit wanted to get the job offered by a particular company, who were recruiting students with at least 1 year job experience. He had only 9 months experience. As a contributor, what is the most appropriate choice that he could make ?
 - (a) He can write 'approximately 1' year work experience' so that he can be shortlisted (he can inform them later on).
 - (b) He can approach the recruiters and tell them honestly that he is keen to work with them but has only 9 months work experience.
 - (c) He can add clearly that he also has 3 months of summer internship experience.
 - (d) He can tell the recruiters that he could do initial 3 months of internship in their company and then be considered as a candidate. (Dip.Engg. July 2012)
18. 'Qwest' is a very small software testing company. A large company, 'star infosystems', depends a lot on them for their work. Why does the company give so much importance to 'Qwest' ?
 - (a) As they think that their testing team is not good enough.
 - (b) As they have been dealing with them (Qwest) for many years.
 - (c) As Qwest offers cheap services.
 - (d) As they believe that even though Qwest is a small company, they are very good at their work. (Dip.Engg. July 2012)
19. Namdev, fresh from college, has just joined Shan's team which is in the middle of a very hectic project. Namdev has almost no idea about what he needs to do as he is new. What does Shan do ?

- (a) He tells Namdev that he is busy and asks him to learn on his own (by reading about other projects) till this project is completed.
- (b) He gives Namdev a simple job (not part of the project) so that he has something to do and his time is not wasted.
- (c) He is busy, so he requests another person to train Namdev.
- (d) He takes out time from his schedule to guide Namdev not just to help out in this project but also for future work. (Dip.Engg. July 2012)
20. Nimith is a young beggar on the road. If he was to think of himself as a contributor, how would he think ?
- (a) "I will learn to do something that will help me earn some money every day."
- (b) "If I want money every day then I have to ask more people."
- (c) "I have to manage with the little money I get."
- (d) "I can not change anything. This is how my life is going to be." (Dip.Engg. July 2012)

ANSWERS TO GTU EXAMINATION MCQs

1. (c)	6. (c)	11. (c)	16. (c)
2. (c)	7. (b)	12. (d)	17. (d)
3. (c)	8. (b)	13. (d)	18. (d)
4. (a)	9. (a)	14. (b)	19. (d)
5. (d)	10. (d)	15. (a)	20. (a)



Unit

3

Develop Yourself to Succeed : The “I can” Approach

Learning Objectives :

- 3.1 Develop deep understanding of self-discovery as “I can” attitude
 - 3.2 Identify the steps of self discovery/self esteem
 - 3.3 Recognize the difference between extrinsic and intrinsic self-esteem
 - 3.4 Importance of self esteem and Growth identiy
 - 3.5 Learning to deal with dynamic demands of the future work place
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MCQs of the GTU Examinations

1. Dayaram started a small sweet shop in his village. In a few years it became a big establishment with loyal customers who loved the taste and quality of his sweets. If he is a contributor, what could be the most likely reason ?
 - (a) He must have ensured high quality standards and taken care of his employees and customers.
 - (b) He must have publicized his shop a lot among the residents of the locality.
 - (c) His must be the only sweet shop in the locality.
 - (d) He must have developed good relations with his customers. (MCA, May, 2012)
2. Sunil has been moved to a new department in his company. He is not comfortable with the work in that department. How do you think he should act in such a situation ?
 - (a) He should see it as an opportunity to learn new things, expand his skills and become better at his job.
 - (b) He should tell his boss that this new field of work does not excite him.
 - (c) He should refuse to work in an area not known to him.
 - (d) He should make the best of the situation and try to get used to it. (MCA, May, 2012)
3. Raghuram is a young politician who has just won an election on the anti-corruption issue. How should he view himself in the world of politics ?
 - (a) I will govern with zero tolerance for corruption.
 - (b) I will not become corrupt like many other politicians.
 - (c) I will think of new ways to fight corruption.
 - (d) I will stay away from corrupt people. (MCA, May, 2012)
4. Laxmi is a cook. She is hurrying to her new employer's house as she feels she is late. As a contributor, what is she likely to think ?
 - (a) They may get angry if I reach late.
 - (b) I have to ensure that they get their lunch on time.
 - (c) I better hurry because I have to finish here and go to another employer's house also.
 - (d) If I reach late and cook the food in a hurry it may not taste good and they might not be able to carry it to office and school on time. (MCA, May, 2012)
5. Shri has now joined a karate class in the afternoon after her college hours. Which of these options would help her see the situation as a contribution to self ?
 - (a) I can learn how to protect myself as well as learn a great martial art.
 - (b) It is great to learn a martial art like karate.
 - (c) I can learn a few kicks and punches to show my friends. (MCA, May, 2012)
 - (d) It is just something to pass my time in the afternoons.
6. Vaidya is a security guard at a 5-star hotel. When he is asked, "What do you do?", as a contributor, what would he choose to say ?
 - (a) It's my duty to lookout for any kind of danger.
 - (b) I am responsible for the safety of guests and staff of the hotel.
 - (c) I do security checks of the people who are entering the hotel.
 - (d) I make sure that nobody is carrying any weapons or suspicious items. (MCA, May, 2012)

7. Nicole has just moved from the U.S.A. to India for work. She finds that the societal rules here are very different from the open culture she is used to in her country. As a contributor, what is the most appropriate way to think ?
- "I have chosen to work in this country. So I should make an effort to adapt to the new culture."
 - "Others must understand that I come from a different culture and just accept that it will take me time to adjust to this place."
 - "This is so drastically different from my country. I don't know how I can ever get used to this place."
 - "I should try to understand that this is a different culture and accordingly adjust my way of thinking."
- (MCA, May, 2012)
8. The competent guide of the team, which was preparing to climb a mountain, gave the final instructions, "Every minute you must keep in sight either me or the 2 porters (carrying large amounts of supplies)." Which of the mountaineers reflects contributor-thinking ?
- "The guide is the only one who is competent. I must keep pace with him."
 - "The porters will be unable to help in case of any emergency as they have so many supplies to carry. It is best to be with the team guide."
 - "We have three people in our team who can guide us, which is a comforting thought."
 - "The porters must be really competent. Otherwise, the guide would not have mentioned them."
- (MCA, May, 2012)
9. Suresh had been given a difficult project. After one week of not arriving at any solution, he requested his boss to give him some other project. As a contributor what other option would be the most appropriate ?
- Giving it another week or so (rather than taking a quick decision to give up the project) is the most appropriate approach.
 - Going deeper and engaging more with the challenges (instead of giving up) is the most appropriate approach.
 - Giving up the project at the beginning is the most appropriate and practical approach.
 - Asking for advice and guidance from other seniors before giving up is the most appropriate approach.
- (MCA, May, 2012)
10. Debashish is the finance manager of a company, who is a contributor. He has been asked to take on an additional role—that of administrative manager. How would he explain it to someone else ?
- "I am and will always remain a finance person !".
 - "I am a 'manager'. I know how to manage finance and now I will soon know how to manage administration."
 - "I am a learner - I first learnt about finance and now I will learn how to manage administration."
 - "Firstly, I am a finance specialist. Now I am also called Administrative Manager."
- (MCA, May, 2012)
11. Dhiraj, a sales executive, is in the middle of a big sales deal. He requests another executive, Suraj to help him out. As a contributor, what is Suraj's likely response ?
- "Yes of course ! All deals are important for the organization even if one deal is successful then it will be beneficial."

- (b) "Sorry, it's difficult to help you right now as I need to close some deals myself."
 (c) "I can help you as soon as I complete one of the sales deal that I am working on."
 (d) "I will spend some time with you to find out how we can work together for your deal as well as mine." (MCA, May, 2012)
12. Sumanna, Amaya, Binod and Rounak are working on a presentation. Whose approach is the most contributive, according to you ?
 (a) "This presentation is not so important" - Rounak
 (b) "We should finish the presentation as fast as possible" - Binod
 (c) "We should work hard for the presentation" - Amaya
 (d) "We should ensure that this presentation is flawless in all respects" - Sumanna (MCA, May, 2012)
13. Which Team Leader is likely to contribute the most when leading his team ?
 (a) The one who focuses only on achieving his personal targets.
 (b) The one who discusses the project with the team and expects them to complete it on time.
 (c) The one who delegates targets to each team member so that the overall team target can be met on time.
 (d) The one who defines team goals such that it enables each team member to stretch themselves to complete the goal. (MCA, May, 2012)
14. Ritesh is a successful food grains trader. He is also a contributor. How does he view himself?
 (a) "Through my trade, I provide a good market for farmers and ensure community gets good quality grain."
 (b) "I am a trader - I trade in food grains."
 (c) "I am responsible for bringing food grains from farmers to the local people in the community."
 (d) "I buy food grains from farmers and sell them later." (MCA, May, 2012)
15. Ram Naik was in charge of photocopying in his office. Before a deadline for a project, he stayed all night in his office making copies of reports. What would the most appropriate reason for a contributor to do so ?
 (a) To give a helping hand to the people on the project.
 (b) To ensure that the project gets completed on time.
 (c) To tell his friends how hard working he is.
 (d) To make a good impression in front of his bosses. (MCA, May, 2012)
16. Bittoo's building has an electricity box that is left open for many months. It can burst or cause severe damage if there is rain or lightning. Which of these options indicate that Bittoo is a contributor ?
 (a) He calls for a meeting with the residents and along with a few volunteers makes sure the problem gets solved.
 (b) He ignores it because the building's/society's committee will take care of it someday.
 (c) He reminds the watchman to tell the committee whenever he sees the box.
 (d) He calls for a meeting with the committee members to come up with some solution.

Develop Yourself to Succeed : The "I can" Approach

17. Janat, Sambhav, Mahesh and Sreeram are members of a project group working on a new project. Who is the contributor among them ?

- (a) Sreeram, who is focused on the team's goals and wants to achieve them.
- (b) Janat, who wants the team to achieve their goals in such a way that they become a role model team for others.
- (c) Sambhav, who wants to meet his targets within the team so that he would be recognized as a promising employee.
- (d) Mahesh, who wants to complete his work so that the team leader cannot complain against him later.

(MCA, May, 2012)

18. Mrs. Dubey is a teacher. Her class has always shown the best performance among all the classes year after year. How would a contributive teacher deliver such an impact ?

- (a) Mrs. Dubey is more qualified than the other teachers.
- (b) Mrs. Dubey gives practice tests regularly to her students so they perform well.
- (c) Mrs. Dubey spends time planning her classes well so that her students understand the subject.
- (d) Mrs. Dubey takes great effort to make her subject "come alive" and make it real for her students. She makes an effort to involve her students too.

(MCA, May, 2012)

19. Richa worked hard on a project that had never been taken up by the company before. The project failed but Richa got a lot of appreciation from everyone. What could be the most appropriate reason (assuming that Richa is a contributor) ?

- (a) A lot many people were involved in the project and they recognized how much effort Richa put in.
- (b) People were appreciating the fact that Richa took up a challenge in a new area and worked hard at it.
- (c) Richa made a good presentation for the project and hence people liked that.
- (d) Richa is in a senior position. Hence people were being nice to her.

(MCA, May, 2012)

20. Piyush is working on preparing the annual report of his company for the shareholders. What should the primary question in his mind be ?

- (a) "How can I prepare the report with complete honesty, giving the shareholders a complete picture of the past, present performance and future plans of the company ?"
- (b) "How can I make the company's performance 'look good' without breaking any law ?"
- (c) "How can I - through any method - make the company's performance look good to the shareholders ?"
- (d) "How can I prepare the report in compliance with all laws of the regulator ?"

(MCA, May, 2012)

21. Sukhram works as a watchman in a locality. While the other watchmen doze off during their night duty, Sukhram never does that. Why would a contributor watchman tend to be alert during his duty hours ?

- (a) He feels the safety and security of the people of the locality is his responsibility and therefore is alert during his duty hours.
- (b) He is scared that his employers might catch him red handed some day and therefore, he avoids dozing off during his duty hours.
- (c) Since he doesn't feel sleepy at night, so he can afford to be awake at night.
- (d) If he is alert, he hopes that he will be appreciated by the locality residents.

(MCA, May, 2012)

21. Jagjit has been promoted to the post of quality supervisor in the factory where he works. As a contributor, how does he view his role ?
- My role is to conduct quality checks.
 - My role is to protect my company's reputation.
 - My role is to ensure our products fall within the quality requirements.
 - My role is to ensure that our customers are happy with the quality of our products.
- (MCA, May, 2012)
22. There is a mistake in Ms. Arya's insurance policy document. She goes to the agent's office (who needs to talk to the insurance company to correct the mistake). How would a contributor agent think ?
- It is the insurance company's mistake. I cannot do much about it.
 - I will make a phone call to the insurance office and find out what can be done.
 - I will send the office boy to the insurance office right away and make a phone call later to check, so that the mistake can be corrected.
 - This is not so urgent, I'll get it corrected whenever I find time.
- (MCA, May, 2012)
23. Who among these is a contributor librarium ?
- A librarian who sees her role as maintaining a well-organized library to enable people to find information from many sources.
 - A librarian who sees her role as continuously improving the range and quality of knowledge people can access through her library.
 - A librarian who sees her role as the one in-charge of issuing books and maintaining silence in the library.
 - A librarian who sees her role as that of running the library well.
- (MCA, May, 2012)
25. Anannya has a PhD degree. What is your advice to her on how she should define herself, when she interacts with others who may not have studied so much ?
- It is better that you share your knowledge with them and spend time talking to people who may know more than you.
 - There is always something or the other to learn from everyone. Therefore, the more you interact and listen to others, the more you can learn.
 - There is no need to pay too much attention as you obviously know more than them.
 - They may be able to give you fresh viewpoints which are different from yours. Therefore it is useful to listen to them.
- (BE, May, 2012)
26. Amrita has now joined a karate class for three afternoons every week after her college hours. Which of these options would help her see the situation as a contributor ?
- It is just something to pass my time in the afternoons.
 - It is great to learn a martial art like karate.
 - I can learn how to protect myself, and also learn a great martial art.
 - I always want to learn it as I can do show off in front of my friends.
- (BE, May, 2012)
27. James is a soft skills trainer. Which of these options indicate that he is a contributor ?
- He follows the methods already used by other trainers in the organization.
 - He uses fun and practical methods to train the new employees.
 - He only uses methods that he knows.
 - He takes feedback from seniors and the new employees on how to use these methods effectively to help the new employees learn better.
- (BE, May, 2012)

28. Pallab is a senior official in the tourism department of his state. After trying very hard, he has managed to get funds released for his department. As a contributor, what should be his widest objective for using the funds ?

- (a) To make his state an attractive/clean place for tourists to visit.
- (b) To renovate the department building.
- (c) To advertise his state as a tourist spot.
- (d) To achieve departmental goals like setting up a lunch canteen service for the staff.

(BE, May, 2012)

29. Priyanka is a tuition teacher. Which approach will make her a contributor teacher to her students ?

- (a) She teaches her students only during their allotted time as it is a means of earning money for her.
- (b) She gives them good practice in the subject.
- (c) She cares for her students and encourages them to share their problems with her.
- (d) She is available to her students whenever they need her and guides them to make the right choices.

(BE, May, 2012)

30. Nirula is an accountant in a consultancy. She wants to spread awareness about saving trees by using less paper for printing. Which of these options reflect the most that she has a contributor mindset, when responding to a challenge ?

- (a) "I really want to do this but getting permission might be difficult."
- (b) "I can put up a sign near the printer. Use less paper' or "Print on both sides of the paper" but people might ignore the sign"
- (c) "I can request for a talk with all the staff and managers to spread the message."
- (d) "The message has to reach people. I can do this in anyway - put up posters, talk to my team, other colleagues and even ask the manager to help."

(BE, May, 2012)

31. Deepak is good in English. As a contributor, which of the following options can help him widen his contribution the most ?

- (a) He can contribute through creative writing in magazines.
- (b) He can contribute by volunteering to guide anyone in the locality on the language and it is used.
- (c) He can contribute by helping some of his close friends whose English is not as good as his.
- (d) He can contribute by learning and writing well in his exams.

(BE, May, 2012)

32. Who among these is a contributor office boy ?

- (a) An office boy, who does his job well only when his seniors are around.
- (b) An office boy, who always does his job well.
- (c) An office boy, who not only does his job well, but also puts in extra effort to make sure that there are no mistakes.
- (d) An office boy, who does his work because it is the only means of earning his living.

(BE, May, 2012)

33. Dheeraj manages all the trainees in Pinnacle Corporation. Which of these thoughts will make the trainees respect Dheeraj ?
- "They are trainees. I can order them to do all the work."
 - "Since they are new I need to spend time explaining things to them."
 - "I have to treat them well. What if they complain ?"
 - "I have to treat them with equal respect. They are just like me. Only difference is that they are new."
- (BE, May, 2012)
34. The guards at the entrance of the Main office are supposed to allow employees to go in after they show their id-card. You observe that on many days, when employees don't have id cards, they allow some employees in and stop others. What are you most likely to think about the security of the organization ?
- One can't really trust the security at the Main Office.
 - The security guards need to be changed.
 - Since the guards are breaking the rules so often, people will stop taking 'security' seriously.
 - The guards have not been trained well by the security agency.
- (BE, May, 2012)
35. Prashant is an employee in a small software company. Which of these options indicate that he is a contributor ?
- He is always on time to work.
 - He does his work effectively.
 - He helps his co-workers whenever they need.
 - All of the above.
- (BE, May, 2012)
36. Anjan, who is a contributor, has just been promoted to the post of project manager. Which is the closest to how a contributor might think in such a situation ?
- "I am supervising a team."
 - "I am guiding a team."
 - "I am the head of a team."
 - "I am taking responsibility for the team."
37. A company is known to have contributed in many ways to society. Which of these is its widest contribution ?
- The company follows all the rules and regulations given by law.
 - The company implements various development projects and plans to provide more employment to people.
 - The company pays all their taxes and ensures all their employees also pay their taxes correctly.
 - The company takes care of all its employees' needs.
- (BE, May, 2012)
38. Nayul is a folk singer. He has been given a chance to participate in a TV music competition. Which of these options indicate that he thinks like a contributor ?
- He sings folk songs but tries to sing different styles of folk music.
 - He sings what he is confident in (that is, folk songs he already knows)
 - He tries to change the usual folk tune to see how the judges and audience react to it.
 - He also starts mixing folk songs with other types of music like ghazals and film music.
- (BE, May, 2012)

Develop Yourself to Succeed : The "I can" Approach

39. The clerk in the Police Department had to sanction diesel for the patrolling police vans (who make rounds of the area). What is the widest view of his work ?
- My work is routine checking and sanctioning petrol for police vans.
 - My work will make a difference to not just the policemen in the vans but also the public who is being served by the police.
 - My work makes sure that patrolling vans have enough petrol so the policemen can do their work without any worries.
 - My work involves careful checking so that it is clear how much petrol will be needed daily for all the vans. (BE, May, 2012)
40. Bindiya has been promoted to the post of Manager. If she is a contributor, how is she most likely to react to the promotion ?
- The management can depend on me for honest advise in all matters. So can my co-workers.
 - After the promotion, I will become the second-in-command in the department and people will look up to me for advice.
 - This will give me an opportunity to contribute at the managerial level.
 - Now I will get an opportunity to lead a team. (BE, May, 2012)
41. Johar is a postman. When is he focused on expanding his capacity to contribute most ?
- "I can help out whenever any co-worker is sick or absent. That way I can learn new skills also."
 - "I am just a postman who delivers letters. There is nothing much to learn in this role."
 - "I like my job and I should make sure that all the letters reach in time to the right person."
 - "I can learn the local language so that I can help not just myself (it will help me ask directions in local language) but others also (I can read out letters or write for anyone)." (BE, May, 2012)
42. Four employees are called to help the packaging department in their company because of a deadline that has to be met. Identify the contributor who engages the most.
- Manav, who somehow finishes the work and goes home.
 - Abhijeet, who does an excellent job of quickly packing all the products neatly.
 - Sankalp, who takes longer to pack the products, but does a good job of it.
 - Devashish, who does the job as per the instructions given to him. (BE, May, 2012)
43. When a student goes to the library in search of a book not currently available, who, according to you, is a contributor librarian ?
- The one who informs him that the book is not available in the library.
 - The one who checks and tells the student that he will make a phone call to him as soon as the book is returned.
 - The one who helps only his/her favorite students to get the book.
 - The one who informs the student of the date it would be returned. (BE, May, 2012)
44. Rashmi is staying in a hostel where her seniors tease her. As a person embarking on a journey of contributorship, what should her response be ?
- "They target me all the time because the authorities are not strict."

- (b) "Have I done something that has upset them? I have to correct it if that is the case."
- (c) "They target me because I must have done something wrong."
- (d) "I should talk to them politely once, tell them how I feel about this teasing and solve the problem for myself." (BE, May, 2012)

45. Who among these girls is most likely to be engaged with the subject?
- (a) Diya, who not only goes through her textbook and other supporting materials, but also discusses any doubts with teachers/friends.
- (b) Sneha, who goes through the textbook before giving her exams.
- (c) Maleha, who reads her senior's old photocopied notes of important topics before giving her exams.
- (d) Areeeta, who goes through her textbook, lecture notes and reference materials before giving her exams. (BE, May, 2012)

46. Sheila is the new joinee. The team leader asks the manager, "Should we include her in the new team project this time?" Which of these responses show that the manager is a contributor?
- (a) Why not? She may be useful as a team member and help others.
- (b) Give her specific work and find out if she is capable or not.
- (c) Yes, she will be able to contribute to the group and bring in fresh thinking as well as be able to learn from the group.
- (d) Ask her if she has worked on similar projects during her studies. If she has, then let her join in. (BE, May, 2012)

47. Suren's cousin has joined an automobile company. He complains about his company, his salary, his colleagues etc. all the time. If you were in Suren's place, what would you, as a contributor tell your cousin?
- (a) Why don't you look for a new job?
- (b) Why don't you look at some positive points?
- (c) Why don't you change your attitude?
- (d) Why don't you focus on your work and learn to enjoy it? (BE, May, 2012)

48. The college has called an ex-student to talk to the current students. How would a contributor ex-student see such a talk/discussion?
- (a) "I should answer all the questions the students ask."
- (b) "I will get a lot of respect from the students for my work experience."
- (c) "This will be an opportunity for all of us to explore many new points of view."
- (d) "I can find out what students are interested in nowadays." (Dip. Engg., July, 2012)

49. Pranay has won the national Science quiz and his prize includes dinner with a well known scientist. What is the contributor scientist most likely to think regarding the dinner?
- (a) "Let me just finish a quick dinner and move onto more important things."
- (b) "It is my duty to go for the dinner and meet the young prize winner."
- (c) "It is a good opportunity to tell him about my work."
- (d) "I should make the dinner time conversation interesting and valuable for him." (Dip. Engg., July, 2012)

Develop Yourself to Succeed : The "I can" Approach

50. Emily is cooking a meal for her friends. One of the dishes has got burnt. Which of the following would a contributor tell her right now ?

- (a) "Pay more attention to the other dishes so that at least those dishes come out well."
- (b) "Try some other time ! Tell your mother to make it this time."
- (c) "Just go on. Cook the full meal. You will become more confident."
- (d) "When you cook initially, it is always more difficult." (Dip. Engg., July, 2012)

51. How can a house-servant see her work differently ?

- (a) "My employer finds it difficult to manage their house without me."
- (b) "I am trusted by my employer to take care of their house."
- (c) "I am just a servant doing a job to earn a living."
- (d) "I keep my employer's house clean." (Dip. Engg., July, 2012)

52. A journalist asks a well-known businessman, Kumar, what he considers his best contribution to society. Which answer shows that Kumar is a contributor ?

- (a) "We pay all our taxes on time."
- (b) "We are expanding the company to provide employment to more people."
- (c) "We follow all legal rules and regulations given by law."
- (d) "We ensure all employees are looked after well." (Dip. Engg., July, 2012)

53. The office printer has stopped working and you have to print a report which has to be taken for the meeting in a short while. What should be done in such a scenario ?

- (a) I postpone the meeting till the office technical staff comes to repair the printer.
- (b) I look for another printer in office or outside to get the report printed and go for the meeting on time.
- (c) I cancel the meeting
- (d) I go for the meeting without the reports, giving an explanation of why the reports couldn't be brought. (Dip. Engg., July, 2012)

54. Raju works as a sanitation worker for the city corporation. As a contributor, how could you ask him to view his work ?

- (a) You do work which needs to get done.
- (b) You ensure that the people get to live in clean surroundings.
- (c) You empty the garbage bins onto the truck.
- (d) You clear the garbage in the city. (Dip. Engg., July, 2012)

55. Raina tells his team that he has been selected by the seniors to lead a project. Later, they come to know that it is not fully true (his name was one of the names suggested for the project but not finalized). What will be effect of this on the team ?

- (a) There will be no effect - people forget easily !
- (b) The team may avoid talking to Raina.
- (c) The team will ask Raina to apologize for telling only half the truth.
- (d) The team will not trust what Raina tells them next time. (Dip. Engg., July, 2012)

56. Vansh is a passport officer. Which of these thoughts reflect that of a contributor officer ?

- (a) "I need to collect documents and put a stamp on it."
- (b) "I make sure all documents are correct to prevent delays."

- (c) "I need to collect documents and send it to next department."
 (d) "I make sure all documents are confirmed so that there are no problems for people to travel abroad." (Dip. Engg., July, 2012)
57. Anusha's relative is very ill. Which of these reactions reflect that she thinks like a contributor ?
 (a) "I will not be able to visit her since she lives so far away."
 (b) "I have to visit her and her family this week. Maybe I can take permission to leave office early."
 (c) "I want to go meet her but there is no time."
 (d) "Once my leave is approved I will visit her." (Dip. Engg., July, 2012)
58. Sanat, an employee in a primary school, is processing applications for admission to standard I. How does he view his work ?
 (a) My work affects the decisions the school takes regarding admission to students.
 (b) My work will make a difference to the students and will mean a lot to their parents.
 (c) My work involves careful processing of applications for admission to the school.
 (d) My work involves going through admission forms to find mistakes. (Dip. Engg., July, 2012)
59. Akshay has just started practicing as a doctor. How should he view himself ?
 (a) As a qualified doctor who has the necessary training to handle cases.
 (b) As a person who has achieved a lot by completing medical studies.
 (c) As a qualified doctor who can give appropriate medicines to his patients.
 (d) As a person who is capable of curing and preventing illness in people. (Dip. Engg., July, 2012)
60. Karan runs a small restaurant. He is a contributor when his intention is :
 (a) To just make as much profit as possible.
 (b) To provide good quality food to increase sales.
 (c) To become a better cook to provide good quality food.
 (d) To serve his customers with tasty and healthy food and also become a better cook. (Dip. Engg., July, 2012)
61. Vrushali has been sent to a new country on a project. Before attending the first meeting there, which of the following would be useful ?
 (a) She need not find out anything.
 (b) She should find out what clothes are "approved/avoided" in the host country.
 (c) She should find out how her own country's dress is viewed in the host country.
 (d) She should find out what is the local dress code. (Dip. Engg., July, 2012)
62. Which of these fathers is most likely to make "trust-choices" ?
 (a) The one who takes any decision fairly and without partiality.
 (b) The one who gives a clear reason when he takes any decision.
 (c) The one whose decisions are sometimes fair, sometimes not.
 (d) The one who lets his likes and dislikes affect his decisions. (Dip. Engg., July, 2012)

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63. Rehaan Manager encourages the sta
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Develop Yourself to Succeed : The "I can" Approach

63. Rehaan and Sumitra joined as trainees in a hotel. After 10 years, Sumitra has become the Manager. Rehaan is the Assistant Manager. He is respected highly by his team for always encouraging and developing their capability. From your understanding of success, which of the statements is correct ?

(a) None of them are successful.
(b) Rehaan is successful.
(c) Sumitra is successful.
(d) Both of them are successful.

64. Shiv is a finance professor in a well-known college. Instead of only giving lectures, he spends a lot of time in financial research. What is the reason ?

(a) His own understanding of the subject will improve by doing such research.
(b) He believes it will help his teaching because he can give more examples (from his research)
(c) Not many people do academic research in finance so it will be unique.
(d) He finds only teaching boring.

65. Archana has got a job as a teacher in a foreign country. How should Archana act in such a situation ?

(Dip. Engg., July, 2012)

(a) Talk to only Indians whom she can trust.
(b) Not mix with strangers because she is new in the country.
(c) Try and make friends with her neighbours and colleagues.
(d) Talk to colleagues and students and learn about the culture of that country.

66. Vikas was appointed health official of Rampur village last year. There used to be regular outbreaks of cholera there. But this year, there has been a drastic reduction in cholera cases. What do you think he has done for this, as a contributor ?

(Dip. Engg., July, 2012)

(a) Vikas introduced a separate wing in the village hospital for cholera treatment under specialist doctors.
(b) Vikas made sure that the village was allotted a higher health budget from the Government.
(c) Vikas supervised regular cleanliness drives in the village involving the villagers.
(d) Vikas ensured that cholera medicines were always in supply.

67. You have a doubt in your mind about a topic taught in class. Which of these teachers (Who is unsure about it herself) would you go back to for help in the future ?

(Dip. Engg., July, 2012)

(a) Teacher A : "I am not sure myself. I will find out and get back to you."
(b) Teacher B : "You can check the internet and let me know too."
(c) Teacher C : "I have taught this in class. You can ask your friends to explain it to you."
(d) Teacher D : "This is not an important topic for the exam."

68. Saina is being promoted and has been given a choice between two senior positions in different departments. While there is not much difference between the level and the salary of these two jobs, one job involves a lot of work as the department is just starting. The other department is running smoothly and hence the work will not be very challenging. How do you think she will arrive at a decision ?

(Dip. Engg., July, 2012)

(a) Which role will help me utilize my talent and ability to the fullest ?

- (b) Which role will be more interesting ?
 (c) Which role will help me develop further as a professional ? (BE, December 2012)
69. A popular lawyer, Mr. Lodha, mostly handled the consumer cases. He was known for his ability for out-of-court settlements. Why did Mr. Lodha believe that this was the best option?
 (a) It always takes lesser time than court proceedings.
 (b) It had given him a special recognition of being a competent negotiator.
 (c) It is beneficial for both the parties.

ANSWERS TO GTU EXAMINATION MCQs

1. (a)	15. (b)	29. (d)	43. (b)	57. (b)
2. (a)	16. (a)	30. (d)	44. (d)	58. (a)
3. (c)	17. (a)	31. (b)	45. (a)	59. (d)
4. (b)	18. (d)	32. (c)	46. (d)	60. (d)
5. (a)	19. (b)	33. (d)	47. (d)	61. (d)
6. (b)	20. (a)	34. (d)	48. (c)	62. (a)
7. (d)	21. (d)	35. (d)	49. (d)	63. (b)
8. (b)	22. (c)	36. (d)	50. (c)	64. (b)
9. (d)	23. (b)	37. (b)	51. (b)	65. (d)
10. (c)	24. (d)	38. (a)	52. (b)	66. (c)
11. (a)	25. (d)	39. (b)	53. (b)	67. (a)
12. (d)	26. (c)	40. (c)	54. (b)	68. (a)
13. (c)	27. (d)	41. (d)	55. (c)	69. (c)
14. (a)	28. (a)	42. (b)	56. (d)	

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Unit

4

Achieving Sustainable Success in Career

Learning Objectives :

- 4.1 Understanding of 'Sustainable Success'
- 4.2 Recognize the major difference between being 'Fruit chaser of Success' and 'Engine of Success'
- 4.3 Importance of being 'Engine of Success'
- 4.4 Contributors choose to be 'Engine of Success'

MCQs of the GTU Examinations

1. Amrit's department is organizing a huge career fair to make city students aware of various careers. They need to take permission from the municipal corporation for organizing the fair. What would be a contributive strategy ?
 - (a) "Who would wait for such permissions ? Rather have a career exhibition within the college even if there is insufficient space."
 - (b) "We can send application and also meet the authorities personally for speedy sanction."
 - (c) "We can request principal to talk to the Municipal Corporation directly about our plan and convey its long-term value to students and the Corporation."
 - (d) "We can submit an application and request for a quick sanction." (MCA, May 2012)
2. Anagha thinks her boss is always finding fault with her work. She doesn't know how to handle the situation. As a contributor what can you advise her ?
 - (a) She can do her work better so that she doesn't allow him to find so many faults.
 - (b) She can look at his comments as positive feedback and use it to improve her work constantly.
 - (c) She can listen to his comments instead of getting irritated.
 - (d) She can keep complaining about him as long as he doesn't get to know.
3. Veeru works in the factory that manufactures expensive cars. He does not get any credit by people who admire the cars. Do you think he has achieved success ?
 - (a) No this is just hard work without recognition.
 - (b) One can say that he has achieved success as he is able to earn his livelihood.
 - (c) If he works hard for a few years, he will get recognition for his efforts and dedication which will make him successful.
 - (d) His work is as important as anybody else's and in doing it well he has played a part in the creation of an admired car - obviously he is successful. (MCA, May 2012)
4. Richa is working as an intern in a prestigious company. How would you define success for her ?
 - (a) If Richa is able to learn to apply her knowledge (that she has learnt in her courses)
 - (b) If Richa is able to contribute through her work to the company and has become more competent at her work.
 - (c) If Richa is praised by her boss in front of the team.
 - (d) If Richa gets a good recommendation from the company. (MCA, May 2012)
5. Sanket's team is creating a software program for a self-help kiosk for customer sales in a bookstore. Which of the team members do you feel has the widest vision of their work ?
 - (a) My team works together to make a program that will make customers choose a book without depending on salesmen.
 - (b) Our team has to make sure that the customer feels that s/he can rely on the program to get what s/he wants.
 - (c) I try to bring in innovation into the program.
 - (d) Mostly, I find gaps in the program. (MCA, May 2012)
6. Ram, Arun, Megha and Aditya are four team leaders in an IT company. Who among them in your opinion have the broadest vision of success ?
 - (a) Aditya wants his team to be able to take on different types of projects and continuously upgrade their capabilities.

- (b) Ram wants his team to get the best rating in the performance appraisal at any cost.
- (c) Arun wants to get the best rating in the performance appraisal. (MCA, May 2012)
- (d) Megha wants her team to be known as the most innovative team. (MCA, May 2012)
7. Prashant is a traffic policeman. What is his contributor vision of work ?
- (a) "I make the roads of my town/city safer for everyone."
- (b) "I regulate traffic on the roads where I am posted."
- (c) "I keep rash drivers in check."
- (d) "I ensure people don't break the traffic rules."
8. Sahil's cricket team just lost the match. The team is being interviewed by a TV reporter. According to you, which of them shows the widest understanding of success ?
- (a) Harish : "Once we win another match, people will forget this loss."
- (b) Hemant : "The match helped us to understand our weakness as a team. It will help us to improve ourselves for future matches."
- (c) Sahil : "We need to prepare ourselves better so that we don't lose any more matches."
- (d) Hameed : "It was just our bad luck today to lose the match." (MCA, May 2012)
9. Manavi, a contributor, runs a successful paper-recycling business. A journalist asks her what business she is in. What could be the widest view that she can provide ?
- (a) "I have taken a step to protect the environment for future generations through this business of recycling paper."
- (b) "I'm eco-friendly-not just in my personal life but also through my business."
- (c) "I own a well-known factory which recycles paper."
- (d) "Through my business, I am able to save trees from being cut." (MCA, May 2012)
10. Ajay is a chef in a restaurant. What is his contributor vision of work ?
- (a) "I am a specialist in preparing continental cuisine."
- (b) "I am able to provide satisfaction to so many people through my cooking. I am also responsible for the restaurant's growing reputation."
- (c) "I cook food for a living."
- (d) "I am responsible for the business that the restaurant makes." (MCA, May 2012)
11. A well-known actor plans to start a new TV show. As a contributor, what is he most likely to think ?
- (a) "I must make a show that will increase my celebrity status so that I can be more impactful in bringing about change."
- (b) "I can make a show that will generate awareness in the public on a social cause and also ensure that it becomes popular."
- (c) "I should make a show that will make a lot of money, then, a portion of the profits can go to a charitable cause."
- (d) "I should ensure that the show is a profitable investment for my producers."
12. A software developing company has newly recruited four friends. Which of the four do you think is most likely to achieve inner and outer success ?
- (a) Dhananjai wants to outdo all the others and get promoted first
- (b) Debu wants to see the company become the largest company in the country.
- (c) Akhilesh wants his team to be rated as the most efficient.
- (d) Arvind wants his company to truly serve each customer's needs so it becomes known as the best.

13. Anila is teaching a History class. What is her contribution vision of her work ?
(a) "I am teaching History for class 8th."
(b) "I am helping students to appreciate and take pride in their cultural heritage."
(c) "I am completing the Mughal history chapter today."
(d) "I am helping students appreciate how civilizations have evolved and also learn how to avoid mistakes made in the past." (MCA, May 2012)
14. It is Monica's dream to run a marathon (a long distance running event). How can she go about making this a reality ?
(a) She can make sure that she practices, either with friends or alone, even if she finds it inconvenient or difficult.
(b) She can request a friend to accompany her whenever possible. At least she will be motivated to practice on those days.
(c) She can find a new group (who practice for marathons) and whenever possible, join in their group practice sessions.
(d) She can practice whenever she finds time. (BE, May 2012)
15. Mrs. Rao is a social science teacher in a high school. She says she experiences the greatest happiness when she meets her old students who have now become successful in their chosen careers and lives. As a contributor, how does she see her success ?
(a) Mrs. Rao has made a difference to many students lives during her career and hence has achieved success.
(b) Mrs. Rao must have made a good impression on the school principal and hence has achieved success.
(c) Mrs. Rao has not achieved any success for herself, only for her students.
(d) Mrs. Rao has earned the respect of her students through her teaching and hence has achieved success. (BE, May 2012)
16. Veera has been working as a journalist for a well-known newspaper since ten years. When in your opinion, can she be said to have achieved success the most ?
(a) When veera is able to consistently get promotions and salary increments.
(b) When she is able to help readers make knowledgeable choices and feels satisfied to play a role in influencing public opinion.
(c) When her friends envy her for working for a famous newspaper.
(d) When she is respected by her colleagues for her hard work and her ability to deliver well-researched articles. (BE, May 2012)
17. Kaanth has a small tea shop on the side of a busy road. If he has to rely on himself to improve his life, how would he think ?
(a) "I can think of different ways to earn more money and also save money over time, so that I can do some other work or learn some skill."
(b) "If I want more income I need to do something more like sell newspapers, magazines etc."
(c) "I have to manage with the little money I get."
(d) "I can not change anything. This is how my life is going to be." (BE, May 2012)

18. An old medical shop has decided to give discount on home delivery to the houses of patients. Which of these options indicate that the shop thinks win-win ?
- The shop has a lot of old stock which it wants to sell before their expiry dates.
 - The shop will be able to expand its business and also be able to serve old people by delivering the medicines at a reduced cost.
 - The shop has decided to do social service and wants to serve the aged.
 - Sending medicines home at less cost is one of the ways of getting new customers.
19. Ronit has started a business of manufacturing ball bearings. What course of action should he take to achieve both inner and outer success ?
- Get contracts somehow and manufacture low cost ball bearings.
 - Work towards keeping costs as low as possible so that profit margins can be high.
 - Work hard and slowly build up goodwill among his customers to increase his business.
 - Invest in training all his employees to deliver high quality ball bearings to his customers.
20. Rinku stood for school elections and was elected the head girl. When can you say she has achieved greater success as a head girl ?
- If Rinku is able to initiate some projects in the school to add to her resume.
 - If her popularity rises due to her becoming the head girl.
 - If she can work for the best interests of the school and guide her juniors.
 - Since she has been elected, she has already achieved enough success.
21. Ruchika is working as an intern in a prestigious company. How would you, as a contributor define success for her ?
- If Ruchika is able to acquire practical knowledge to add-on to her college learning.
 - If Ruchika is able to add value and contribute to the team where she is doing her internship.
 - If Ruchika is well liked by her boss and he gives her a good recommendation praising her work.
 - If Ruchika manages somehow to get an offer of employment from the company.
22. Four friends have been newly recruited by the same bank. Which of the four do you think is most likely to achieve inner and outer success ?
- Amreeta wants her team to be rated as the most efficient.
 - Soujanya wants her bank to truly serve each customer's needs so it becomes known as the best.
 - Pyali wants to outdo all the others and get promoted first.
 - Pranjali wants to see the bank become the largest bank in the country.
23. Vikas and Adit are classmates. Vikas had studied hard throughout the year and gone deep into every subject, whereas Adit has learnt the photocopied notes on every subject he got from his seniors. Both of them have ended up with the same marks. Who is likely to feel more fulfilled and successful ?
- Vikas because he has developed an understanding of the concepts that will help him in his further studies.
 - Both because the end result is what matters.

- (c) Adit because he needed lesser effort to reach the same result.
(d) Vikas because he will be appreciated by his parents for studying hard throughout the year.
- (Dip. Eng. May 2012)
24. Vedika is working in the customer sales office of the travel company. She was congratulated by her boss for meeting her targets. She has achieved success because...
(a) She enjoyed the challenge of selling the tickets
(b) Her boss is happy with her for meeting the sales target.
(c) She is happy she managed to sell enough tickets
(d) She enjoyed convincing customers to go for a holiday. (Dip., Engg. July, 2012)
25. Harjit enjoys climbing mountains. Every year he wants to keep improving his stamina. He wants to be known as an excellent mountaineer. What does this tell you about him ?
(a) He values only external success.
(b) He values only inner success.
(c) He values both inner and external success.
(d) None of the above. (Dip., Engg. July, 2012)
26. The college Sports Day is a couple of months away. Denai wants to win the 'Best Athlete' Award again. Which of these thoughts would help him the most ?
(a) I must improve my stamina and my speed so I can become better as an athlete.
(b) Anyway, I won the award last year. So it will be easy to win this year too.
(c) I should try to practice before the Sports Day so as to win the award this year also.
(d) I must start regular running practice to beat my last year's record. (Dip., Engg. July, 2012)
27. The cricket team lost the game. The players talk to a news reporter. Which of these cricketers, according to you, shows the widest understanding of success ?
(a) Sunil : "Once we win another game, people will forget this loss."
(b) Nitin : "It was just our bad luck today to lose the game."
(c) Surinder : "We need to prepare ourselves better so that we don't lose any more games."
(d) Nikhil : "The game helped us to understand our weakness as a team. It will help us to improve ourselves for future games." (Dip., Engg. July, 2012)
28. The caterer providing food for the college canteen promises hygienic and low-cost food. What will the caterer have to do so that he gets the contract again ?
(a) He will have to deliver on his promise of low-cost and hygienic food and also provide food that is healthy.
(b) He will have to offer tasty food prepared hygienically and at a reasonably low price.
(c) He will have to provide poor quality food at low prices.
(d) He will have to maintain good hygiene in the kitchen. (Dip., Engg. July, 2012)
29. Mr. Khan's life revolves around composing new music for advertisements. He is constantly challenging himself to create fresh and catchy melodies, which will be liked by the audience. Which of these statements describes him best ?
(a) He has achieved both inner and outer success.
(b) He is not successful.
(c) If he gets awarded for his work, he will be successful.
(d) None of the above. (Dip., Engg. July, 2012)

30. Narayan makes pots in traditional designs but he is not earning enough money. Which of these thoughts will help him solve the problem like a contributor ?
- I should probably just find another job.
 - I should try mixing modern designs with traditional designs to make them more attractive.
 - Maybe I should try making pots with or without traditional designs though it may take more time and effort.
 - I should just sell these pots at a higher price. (Dip., Engg. July, 2012)
31. Rekha has just got the job of a field journalist with a well-known news channel known for its fearless reporting. What is the likely reaction of a contributor in such a situation ?
- This job will give me the opportunity to travel to different places at no cost to myself.
 - This job will enable me to see and learn about many new places in the course of my job.
 - This job will give me the opportunity to do reporting that will be challenging.
 - This job will give me the power to expose problems of people (and possible solutions). (Dip., Engg. July, 2012)
32. Arjun is a peon in a bank. He has been given one more task, that of updating passbooks. How does he view his capability to do this additional task ?
- I can learn how to do this additional task if someone teaches me.
 - I am not capable of doing this work (it requires me to know computers).
 - I am capable of learning any work which is given to me.
 - I am capable of learning computers to do this task well. (Dip., Engg. July, 2012)
33. Sania's first book has turned out to be a best seller. How should this author look at her work after this success ?
- As a person who is putting her education and talent to the right use.
 - As a person who writes to earn her living.
 - As a person who provides entertainment, knowledge and happiness to others through her writing.
 - As a person who has realized her potential through writing. (Dip., Engg. July, 2012)
34. 4 people have been promoted to the post of General Manager. Who is the most successful person in your view ?
- Bhavesh : Promoted as General Manager, respected highly by team, constantly learning and developing as a leader.
 - Rekha : Promoted as General Manager, not liked by team members; not interested in her work.
 - Prasada : Promoted as General Manager, supports his team members but not open to learning.
 - Ameena : Promoted as General Manager, some team members think she is not approachable. (Dip., Engg. July, 2012)
35. How can the interior decorator ensure that her work will be appreciated by the client ?
- She should care about her work deeply, getting involved with each aspect.
 - She should somehow finish the work on time and move on to the next project.
 - She should ensure that she keeps her customer updated with the progress of the work given.
 - She should ensure that the work gets done within the budget that the customer has given. (Dip., Engg. July, 2012)

Achieving Sustainable Success in Career

36. Bhaumik is a Sitar Player while Sooraj is a Tabla player. Both want to perform on the Annual Day of their institute. But there is time for only one performance what does contributor Bhaumik tell the event coordinator ?
- "Sitar is more important than the Tabla. I will perform, let him accompany me."
 - "Sooraj performed in last month's program. This is my turn."
 - "Distribute the time equally. Both of us will give short programs."
 - "We will perform a duet - a jugalbandi. The audience will love it!"
- (Dip., Engg. July, 2012)
37. Drona is in a bus, stuck in traffic and is late for his meeting in office. Which of these actions indicate that he is a contributor ?
- He starts grumbling because the traffic wouldn't move.
 - He finds out what the problem is and how much time it would take for the traffic to clear up.
 - He calls his manager and informs that he will be late.
 - He gets down from the bus and takes a different route to reach office on time.
- (BE July 2012)
38. Srish is doing an internship in a well-known company. How would you define success for him ?
- When his boss says that he learns from every opportunity.
 - When he is able to apply his previous knowledge in his work.
 - When he does whatever work is assigned to him sincerely.
- (BE, December, 2012)
39. Mr. Rane was the Engineering Physics professor in a college. After his retirement, he says he experiences greatest happiness when his old students, who have now become successful in their chosen careers and lives, come to meet him. Why should we consider him successful ?
- Since he must have made a difference to many students lives during his career.
 - Since he must have been known as a good teacher of the subject.
 - Since he must have earned the respect of his students through his teaching.
- (BE, December, 2012)

ANSWERS TO GTU EXAMINATION MCQs

1. (c)	11. (b)	21. (b)	31. (d)
2. (b)	12. (d)	22. (a)	32. (c)
3. (d)	13. (a)	23. (a)	33. (a)
4. (b)	14. (a)	24. (c)	34. (c)
5. (b)	15. (b)	25. (a)	35. (d)
6. (a)	16. (a)	26. (c)	36. (d)
7. (a)	17. (b)	27. (b)	37. (b)
8. (b)	18. (c)	28. (a)	38. (a)
9. (b)	19. (c)	29. (b)	39. (b)
10. (b)	20. (b)	30. (d)	

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Unit

5

Career Development Pathway

Learning Objectives :

- 5.1 Understanding of diverse 'career development models'
- 5.2 Need and importance of 'career development models'
- 5.3 Learn to Free yourself from 'herd mentality'

Career Development Pathways

Learning Outcomes :

- (1) Understand what is 'Herd mentality'.
- (2) Learn how to free yourself from that.

QUESTIONS

- (1) Herd mentality bound an individual's capacity to expand towards success.
 (2) Discuss diverse career models.

MCQs of the GTU Examinations

1. Pramila joined as an intern in the HR department of a bank. She is asked to update the attendance every day from the register to the computer. Which of the following statements show the most that she has completely lost the vision of her work ?
 - (a) This is useful to the HR head to keep track of all the employees and their leaves of absence.
 - (b) This is easy but monotonous work. I wonder how it can be useful.
 - (c) This would be a valuable data to understand trends in attendance and absence. It could also be used later by the department.
 - (d) This is just for my internship certificate. Let me just do what they ask me to.

(MCA, May 2012)
2. Rajan has to market a new business. Rajan's senior asks him to develop commitment to the time-bound project. What do you think he means ?
 - (a) He should see the completion of the project as his responsibility and engage deeply with the project goals.
 - (b) He should worry about the timelines of the project
 - (c) He should meet all the sales targets for the new business.
 - (d) He means that Rajan should enable his team members to commit to the goals of the project as well.

(MCA, May 2012)
3. Nupoor wants to study MBA but cannot afford the fees. What can she do as a contributor to handle the situation ?
 - (a) She can think of alternative ways to arrange for the fees e.g. look for sponsors, take scholarship exams etc.
 - (b) Since she wants to do the MBA, she can think of alternate ways to arrange for the fees or she can also work and earn enough money or take up a part-time job to fund her studies.
 - (c) She can wait for some time (maybe save some money) before she can do her MBA.
 - (d) If she can not afford an MBA course, then she must give up her dream.

(MCA, May 2012)
4. Naman owns a small shop in an upcoming IT sector. He is wondering whether to expand his business. Suggest the option which will help him design a contributive solution (for expanding his business).
 - (a) My shop is doing well. Let me keep it open for longer hours. this way my profits will increase.
 - (b) Since my shop is already doing well, there is no need to take any risk.
 - (c) Why don't I try something new ? May be I can start a new branch in another area or in this same area.
 - (d) May be I can look at other opportunities like selling online. Though it may be a challenge but why not ?

(MCA, May 2012)

5. Aditi's boss gave her the advice that she should have a wider vision of her career. What does this mean ?
 (a) Aditi should continuously work on improving her leadership skills.
 (b) Aditi should work towards developing herself and contributing more to her team.
 (c) Aditi should work to get promoted faster.
 (d) Aditi should learn new skills and develop her confidence also. (MCA, May 2012)
6. Mrs. Jones has to promote one of the waitresses at her restaurant. Which one should she choose ?
 (a) Ritika - She does her work well for customers from whom she expects to get high tips.
 (b) Hinal - She does her work but refuses to help out others.
 (c) Aakruti - She does her work well but is reluctant to do anything beyond her job description.
 (d) Manju - She does her work well and whenever required, helps out at the cash counter/kitchen. (MCA, May 2012)
7. Anirudh did not get the salary increment he expected in his job, however he still considers himself successful. What could be the most likely reason for him to think so ?
 (a) Because he believes he has learnt a lot of new skills during the year.
 (b) Because he knows he has served the organization and gained valuable experience
 (c) Because he is liked and respected by people for his work.
 (d) Because he anyway can get an increment the next year. (MCA, May 2012)
8. Suhas has become the Managing Director of a company after 20 years of serving there. However, he has got the post by using his contacts. Do you think his vision of career should be copied ?
 (a) Yes (reaching a high post is quite an achievement)
 (b) Yes (this new position will give him power to do good)
 (c) No (he has missed out on achieving a sense of satisfaction of doing his job well)
 (d) No (he has missed out on countless opportunities throughout his career to learn new things and to take responsibility for the company) (MCA, May 2012)
9. 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 ?
 (a) "Let me be open to new ways of thinking and doing my work."
 (b) "I don't need practical training. Experience is more valuable than these new ideas."
 (c) "Let me participate in the program to get some new ideas."
 (d) "I could add my realistic and practical tips based on my experiences to such a program." (MCA, May 2012)
10. Anita is a chartered accountant who has been asked to manage a sales team. What would you advise her to do in order to take a step towards having a contributive career ?
 (a) She should take it up and do what she can, since the company probably needs it (until someone more suitable comes in).
 (b) She could apply the skills she has learnt to guide her sales team better and also learn in the process.
 (c) She should protest saying that her skills could be used to much better use looking after accounts.
 (d) She should refuse to take up the work as that is not her capability. (MCA, May 2012)

11. Manish enjoys climbing mountains. He wants to improve on his stamina every year. He wants to be known as an excellent mountaineer. What does this tell you about him ?
- (a) He values both inner and external success.
 - (b) He values only inner success.
 - (c) He values only external success.
 - (d) None of the above.
- (MCA, May 2012)
12. Suchith is a commerce graduate and has been offered a job from a bank. Which approach should he use so that he can grow in his career (as a contributor) ?
- (a) He should find out the well-known projects/clients/organizations associated with the bank.
 - (b) He should ask about the salary package and join if it meets his expectations.
 - (c) He should find out whether there will be opportunities to expand himself and contribute to the community.
 - (d) He should consider if the work is interesting and whether he will enjoy it.
- (MCA, May 2012)
13. P. T. Usha is regarded as one of the greatest athletes of our country who has also started an athletic training school for young girls. She has said that she wants to ensure that India wins in international events. What does that tell you about her career ?
- (a) Her career is focused on making herself famous as an athlete.
 - (b) Her career is focused on improving her own capability-first as an athlete and later as a coach in athletics.
 - (c) Her career is focused on making herself famous as a coach and as an athlete.
 - (d) Her career is focused on making Indian athletes win international events and she is working towards achieving that purpose.
- (BE, May 2012)
14. Piyush has just completed a course in computers. He has many job offers. What should he use as the basis for making a choice (towards a contributive career) ?
- (a) Is the position/designation that is being offered attractive to me or not ?
 - (b) Is the work going to be exciting or not ?
 - (c) Will there be opportunities to learn and grow ?
 - (d) Is the salary comparable to what other companies offer for new recruits ?
- (BE, May 2012)
15. Vikramjit is a medical student. He joins his father's medical practice. Which of the following approaches/ways of thinking will ensure a contributive career ?
- (a) I should be considered as a doctor who diagnoses illnesses well and gives appropriate treatment to patients.
 - (b) I have to retain all the patients of my father and get newer ones too.
 - (c) I should be an 'excellent' doctor and work towards growing my capacities.
 - (d) I have to work towards getting enough patients to come back for consultation to my clinic.
- (BE, May 2012)
16. Shilpa is an aerobics trainer. As a contributor, how should she view her work ?
- (a) I teach aerobic exercises.
 - (b) I help people to improve their energy levels - due to the classes they are able to become more energetic.

- (c) I help people to lose weight.
 (d) I work to ensure that through the training people are able to stay physically and mentally healthy over a long period of time. (BE, May 2012)
17. After retirement a firefighter wondered how he could have done his work better. What career strategy could he have chosen to be a contributor ?
 (a) He could have volunteered for new responsibilities like training new fire fighters.
 (b) He learnt how to handle new equipment for fire fighting.
 (c) He could have done his work with sincerity.
 (d) He could have attended all his training lectures. (BE, May 2012)
18. Gayatri is a computer teacher in a school. What should she do to choose both an external and inner growth vision ?
 (a) She should do her work well and also read up on the latest developments in computer software.
 (b) Beyond doing her work well, she should think how she can help her school e.g. suggest anti-virus software for the computers.
 (c) Apart from doing her work well and helping the school, she should volunteer to teach the non-teaching staff on how to use computers/software so that their work becomes easier.
 (d) She should make sure that whatever work she does is always up-to-date/completed. (BE, May 2012)
19. Raman is a proficient software engineer. He is required to take a management course as per company rules. As a contributor with a dynamic identity, how is he most likely to think ?
 (a) I can do the course as it may make me a better manager after I do it.
 (b) As it is a company rule, I have to attend the course.
 (c) This is an opportunity to learn a new subject. It will without doubt have an impact on me.
 (d) Management is not my strong point, neither am I interested in the subject. Is there any way to avoid this ? (BE, May 2012)
20. Nareen is a commerce graduate and has been offered a job from a bank. Which approach should he use so that he can grow in his career (as a contributor) ?
 (a) He should find out whether there will be opportunities to expand himself and contribute to the community.
 (b) He should consider if the work is interesting and whether he will enjoy it.
 (c) He should find out the well-known projects/clients/organizations associated with the bank.
 (d) He should ask about the salary package and join if it meets his expectation. (BE, May 2012)
21. Dhroov is a painter with a unique style of painting. His income is low. What possibilities can his contributor friend suggest to him ?
 (a) "You should put in more effort and time to make paintings of different styles."
 (b) "You should try something new-mixing different styles of painting and make them more attractive."
 (c) "You should probably just find another job."
 (d) "You should start selling your paintings for a higher price." (BE, May 2012)

22. Sanjoy has been fired (removed) from his job recently. Which of the following attitudes towards this event will help him achieve long-term success in life.
- This job was important to my career and growth-what will I do now ?
 - This was entirely due to my boss-he never liked me.
 - I must immediately start applying to as many companies-then I can get a job.
 - I must think where I went wrong in my previous job-may be I can do some course to add to my skills or not repeat the mistakes in my previous job.
- (BE, May 2012)
23. A contributor Indian cricket bowler fractures his jaw during a test match held in another country. He was supposed to be sent back to India for treatment but to everybody's surprise he came back to bowl with a bandaged face on the same afternoon. What could be the reason behind his action ?
- His doctor gave him permission to play.
 - He was ready to take the risk of further injury because he wanted to play.
 - He wanted to do what he could for the team before returning home.
 - He wanted to take some more wickets.
- (BE, May 2012)
24. How can an advertising professional ensure a contributive career ?
- S/he should willingly try out new things, take on new roles and volunteer for new responsibilities beyond his/her job description.
 - S/he should stick to the given job description
 - S/he should look beyond his/her job description.
 - S/he should be willing to learn and try new things within her job description.
- (Dip, Engg., July 2012)
25. Kritvi participated in the Beauty contest in her college. She did not win but was chosen for the second round. How can you help her to expand her vision of success ?
- "You went till the second round - that means you were better than some of the other participants."
 - "Don't worry. you can participate next year and win the contest."
 - "You were at least selected for the contest, which means there is something in you that is deserving."
 - "Look at the confidence you have gained by competing against so many people who are so good."
- (Dip, Engg., July 2012)
26. Seema loves singing. Which of these options show that she has chosen a contributive career strategy ?
- She tries to work with different music directors so that she learns different styles of singing and is known as a versatile singer (being able to sing in many styles).
 - She performs in any event where they pay her well.
 - She sings only for famous music directors so that she can become popular easily.
 - She practices regularly to improve her singing while taking up any opportunity which comes her way.
- (Dip, Engg., July 2012)
27. Abhinav arranges for feeding the poor in his locality every day. He has now decided to use the same money to arrange for vocational training for the poor. Why ?
- His locality does not have any vocational training centers.
 - Seeing the large number of jobless people makes him realize the need for vocational training.
 - He knows that vocational training will provide long-term benefit to the poor.
 - He is unable to find skilled workers for his own business.
- (Dip, Engg., July 2012)

28. Abhay is an actor. When his drama wins an award in a competition, he is interviewed by a T.V. reporter. Which of these options is a contributor response ?
- He gives the credit for the win to the teamwork-his director, light man, script writer, other actors, etc.
 - He believes that the combination of director-producer-actor should be given credit for the success.
 - He takes full credit for his drama winning an award due to his acting skills.
 - He thanks his director for bringing out a good performance from him.
- (Dip, Engg., July 2012)
29. Hamsini likes to be fit. A friend suggested her to join a marathon (a long-distant running event) for the first time. She discovered that she loves running. What is the most appropriate choice she can make, in order to expand her capacity ?
- "I can begin running for longer distances each day, and so gradually build my stamina and timing."
 - "Along with my daily walk, I can begin jogging for some time also."
 - "Running is fun ! I wish I had discovered this earlier ! But whenever I get opportunities (like this marathon), I should participate."
 - "I enjoyed running this time, I should try out other sports activities now... may be I'll discover many more sports I enjoy."
- (Dip, Engg., July 2012)
30. Whose career strategy is contributive in nature ?
- Amar who looks for opportunities to take more responsibility in his already existing job.
 - Ram who waits for a promotion and continues doing his usual work.
 - Ryan who likes to volunteer for new responsibilities even if they are outside his field of study.
 - Anvesh who looks at his job as a means to good living like getting a good house, car, etc. only.
- (Dip, Engg., July 2012)
31. Janaki wants to improve the student discipline in college. What should she do as a contributor teacher ?
- She should train a few student leaders who will take care of the small issues and report the big ones to Faculty.
 - She must warn the parents every time their children break rules.
 - She must have strict rules and punish students who break them.
 - She must explain to students why discipline is important.
- (Dip, Engg., July 2012)
32. 'News India' is a daily newspaper which brings out a job supplement every week. Nandita is in charge of the supplement. She has recently initiated a program for women who want to get back to working after having taken career breaks for family responsibilities. Why did she want to do this ?
- It would improve News India's reputation and make it a unique newspaper (which makes a difference to women who really need it).
 - More women would find it valuable to read the newspaper.
 - It would attract advertisers and bring in more revenue.
 - It would have been something new.
- (Dip, Engg., July 2012)
33. Rohan's cousin has joined a Bank. He complains about his bank, his salary, his colleagues etc. all the time. If you were in Rohan's place, what would you tell your cousin ?
- Why don't you look for a new job ?
 - Why don't you look at some positive points ?
 - Why don't you change your attitude ?
 - Why don't you focus on your work and learn to enjoy it ?
- (Dip, Engg., July 2011)

Career Development Pathways

34. Vrinda has been offered a promotion but in a new city. Which of these options reflect that she has an 'opportunity vision'?
- This is the right time to demand a higher salary.
 - This is a good opportunity for me to learn in the new environment.
 - This would be a good opportunity to prove myself.
 - This is a good opportunity to show that I deserve a higher salary. (Dip. Engg., July 2012)
35. After being operated, a patient needs daily physiotherapy. When the therapist is absent, the patient's family approaches Dr. Cinethan who conducted the operation. He is a contributor. How is he most likely to think?
- My responsibility is to cure the patient of the discomfort.
 - My responsibility is to help out the patient.
 - My responsibility is to ensure the patient's overall health is fine.
 - My responsibility is to only conduct the surgery. (Dip. Engg., July 2012)
36. Tarun has 15 years of work experience. If he has a wider vision of success, which of these job offers would he choose?
- The job which pays him a lot more than the current job.
 - The job in a reputed company with diverse job openings.
 - A job which gives him an opportunity to lead a larger team of people but similar to his previous job.
 - A job which gives him an opportunity to deal with new challenges and stretches him to grow and learn. (Dip. Engg., July 2012)
37. Chinmay runs a shop which sells sugar-free sweets. How would a contributor view such a business?
- It provides an alternative to sweets made of sugar.
 - It attracts a lot of customers.
 - It is beneficial for diabetics.
 - It helps people stay healthier. (Dip. Engg., July 2012)
38. The national census is going on and teachers are required to go from house to house for collecting data. Manisha, a teacher, is not very keen on doing it. What thought will help her most to get involved with the work?
- This work, though difficult, will seem interesting if people are enthusiastic about it.
 - This work will help the government to get accurate data about the people of the country.
 - This work will provide the basis for various policy decisions that will benefit all. (BE, December 2012)

ANSWERS TO GTU EXAMINATION MCQs

1. (c)	11. (a)	21. (d)	31. (d)
2. (a)	12. (c)	22. (d)	32. (d)
3. (b)	13. (b)	23. (c)	33. (d)
4. (d)	14. (c)	24. (d)	34. (c)
5. (b)	15. (c)	25. (d)	35. (c)
6. (d)	16. (d)	26. (c)	36. (d)
7. (b)	17. (c)	27. (d)	37. (c)
8. (d)	18. (c)	28. (a)	38. (c)
9. (c)	19. (c)	29. (a)	
10. (b)	20. (a)	30. (c)	

* * *

Unit

6

Unleashing the Power to Contribute

Learning Objectives :

- 6.1 Discover the potential power among individuals
- 6.2 Learn to expand the possible contribution in every role
- 6.3 Recognize the openness of the mind to the alternative ways of career

ANSWERS TO GET EXAMINATION MCQs			
(a) 31	(b) 15	(c) 21	(d) 11
(a) 22	(b) 25	(c) 21	(d) 2
(a) 23	(b) 22	(c) 21	(d) 2
(a) 24	(b) 24	(c) 21	(d) 3
(a) 25	(b) 25	(c) 21	(d) 4
(a) 26	(b) 22	(c) 21	(d) 5
(a) 27	(b) 22	(c) 21	(d) 6
(a) 28	(b) 23	(c) 21	(d) 7
(a) 29	(b) 23	(c) 21	(d) 8
(a) 30	(b) 23	(c) 21	(d) 9
(a) 31	(b) 23	(c) 21	(d) 10
(a) 32	(b) 23	(c) 21	(d) 11
(a) 33	(b) 23	(c) 21	(d) 12
(a) 34	(b) 23	(c) 21	(d) 13
(a) 35	(b) 23	(c) 21	(d) 14
(a) 36	(b) 23	(c) 21	(d) 15
(a) 37	(b) 23	(c) 21	(d) 16

- These kinds of examples gives us inspirational thought to adopt career in different manner for spreading goodness and inspire search in existing as well as new career options by being a contributor.



Exercise-1 :

Exercise Outcomes : Learn to expand the possible contribution as a student.

Steps to be followed

- Step-1 : Observe yourself and your friends about studying a subject quality of work, hard work etc.
- Step-2 : Identify whether you and your friends are coming under the category contributor or non-contributor.
- Step-3 : Accept and adopt the things that make you learn to expand your contribution in form of quality work in depth study etc. to benefit as a role of a student.

Learning Outcomes :

- (1) Understand the real sense of being a student.
- (2) Learn to expand students capacity as a contributor.

Exercise-2 :

Exercise Outcomes : Learn to expand your role as a contributor towards the society.

Steps to be followed :

- Step-1 : First reformation start from yourself. So observe yourself carefully from contributor and non-contributor role.
- Step-2 : Once you made identification about yourself accept to change if you are a non-contributor and if are a contributor learn to be more good contributor.
- Step-3 : Adopt all the things to be a good contributor.

Learning Outcomes :

- (1) Identification of yourself as a contributor.
- (2) Learn to expand the role of a contributor for the welfare of the society.

QUESTIONS

- (1) "Every individual has the potential to expand its below." What do you think ?
- (2) Discuss the alternative ways of career.

MCQs of GTU Examinations

1. Mayur and his friends have just moved into a new housing society. All other residents are traditional families that disapprove of late nights and parties (which is a way of life for Mayur and his friends). What choice should they make ?
 - (a) "We don't like such a traditional mentality, but we must accept it or else the house owner could ask us to leave."
 - (b) "We must respect the accepted rules of the housing society as we have decided to be a part of it."

- (c) "We are legal citizens of the country and no one can dictate how we behave".
 (d) "We have to live in the housing society. So we will ensure we do not disturb anyone through our actions." (MCA, May 2012)
2. There is a discussion about re-locating the slum dwellers of the city so that slum redevelopment can start. What would a contributor Government think ?
 (a) Slum re-development will be good for the slum dwellers and it will also make the city look good.
 (b) As long as the slum dwellers are being given alternative accommodation, the slums can be re-developed.
 (c) The concerns of all the city dwellers should be taken into account before arriving at any decision.
 (d) Slums make the city look dirty. There is no doubt that they should be removed. (MCA, May 2012)
3. Trained, qualified teachers are usually unwilling to go to rural schools for teaching. How do you suggest that the problem be solved ?
 (a) Have more colleges in rural areas for rural teachers but setting up of the colleges will take time.
 (b) Make 1 year rural internship compulsory so there will always be some teachers in the rural schools.
 (c) May be different solutions can be tried out like e-learning for rural teachers; compulsory internship etc. It is necessary to have teachers in rural schools.
 (d) Increase teacher salary by offering rural allowance but this might drain government resources. (MCA, May 2012)
4. Shobha has moved to a new city. She doesn't know anyone there. How should she handle the situation ?
 (a) She can get acquainted with some of the neighbours, who can guide her.
 (b) She has to go out of her way to make new friends in the city.
 (c) She can take time out to find old friends in this city with whom she can connect.
 (d) She just needs to take a lot of time to settle in the new city. After all, everything is new. (MCA, May 2012)
5. Neena has just completed her MCA and has been asked by her principal to work as a temporary teacher for the 1st semester students until the regular teacher returns. She is unsure of the situation. Which of these options indicate that she finds solutions ?
 (a) "I must make sure I am thorough with all concepts so I can deal with any kind of question and also help students find answers together through discussions."
 (b) "What if they ask me questions or doubts which even I don't know ?"
 (c) "I can practice what I am going to teach in the class in advance so that I deliver the lecture well."
 (d) "This is so new to me. What if the students tease me or make fun of my teaching ?" (MCA, May 2012)
6. Atul is very passionate to start a new business which requires a lot of capital investment. Which of these options indicate that he has a contributor mindset to design solutions to any situation ?
 (a) The business plan is risky so there is no guarantee that it will work or not. But it is worth trying to make it work.
 (b) All that needs to be done is to systematically implement the business plan and work hard to make it happen.

- (c) The business plan is well thought out. Now how do we get things started ... can I get some investors involved? Which banks do I approach? (MCA, May 2012)
7. (d) The business plan is good but funding will be a major problem. The coffee machine has stopped working in Sashank's office. He will get a headache if he doesn't have his coffee at 3 p.m. every afternoon. What is the belief that he should bring to the situation in order to design a solution?
- (a) Believe that he has to wait until someone comes to repair the coffee machine.
 - (b) Believe that he must look for alternative solutions - Are there any other hot drinks that he can try out? Can he get readymade sachets and add hot water to make coffee etc.?
 - (c) Believe he can do nothing.
 - (d) Believe that he can get the coffee either from another machine in the office (Which is working) or may be buy from outside so as to avoid the headache. (BE, May 2012)
8. Hitesh requires a letter from the Administration (Admin) department of his office so that he can apply for a part-time MBA. But Admin person has been delaying. As a contributor, how can Hitesh approach the problem?
- (a) He must help the Admin person see why that letter is so important and what will be lost because of the delay.
 - (b) He must talk to the Admin about why he needs the letter.
 - (c) He must continue requesting for it again.
 - (d) He can draft the letter himself and give it to the Admin department asking them to make changes wherever they need to. (BE, May 2012)
9. Shravan is always late to office. His team is unable to start their work as they end up waiting for him every day. Which of these actions will help solve the problem for the team in a new and interesting way?
- (a) The team must make him promise that he will not be late again.
 - (b) Make Shravan buy some sweets/samosas for the entire team so that he pays the 'price' for keeping them waiting each time he is late.
 - (c) Complain and send him to the manager for a warning.
 - (d) Cut his salary if he is late more than twice. (BE, May 2012)
10. Keshav is starting a small software company and is setting up the office. He can buy ergonomically designed chairs (chairs designed so that they provide comfort and avoid back pain) from a furniture shop. As a contributor who focuses on value, what does Keshav think?
- (a) "The employees will think highly of my company, if I provide these chairs."
 - (b) "The price is within my budget."
 - (c) "These chairs will look good in the office."
 - (d) "The employees have to sit all day on the chairs. They will find these comfortable and it will also ease back pain." (BE, May 2012)
11. Nowadays school children do not read books as much as the previous generations. How can Kria, a school teacher overcome this problem in a contributive manner?
- (a) She finds stories related to her subject and encourages her students to read in her class for some time.
 - (b) She finds out if the library can keep more interesting books so the students will be motivated to read. (BE, May 2012)
 - (c) She tells students that they must stop watching TV and must start reading books.
 - (d) She gives suggestions to the students on what books they can read during their library period.

12. There has been a series of robberies in the Ranveer's neighborhood (Ranveer lives in one of the houses in the neighborhood). In such a situation, how would a contributor design a solution ?
- (a) The local police and other residents can be called to implement some solutions like neighbourhood watch, police patrolling, etc.
 - (b) One solution is that all house-owners should put security doors and alarms.
 - (c) A meeting can be called to make residents alert and why they need to be cautious.
 - (d) There is no need to worry since security guards are already employed. (BE, May 2012)
13. Janani has bought a foldable bag to give as a gift to her cousin. As a contributor focusing on value, why does she value the bag ?
- (a) Because the bag has many compartments.
 - (b) Because the bag will be handy.
 - (c) Because she got the bag at a very low price.
 - (d) Because her cousin travels a lot so a foldable bag would be easy for her to carry around. (MCA, May 2012)
14. Sanjana feels that she is a good singer. But she is unable to sing properly in the competitions she participates in. As a contributor who focuses on value, what does she decide ?
- (a) I have learnt that it is not easy to sing before an audience. I will need to practice more.
 - (b) I will give up participating in competitions. It is of no use.
 - (c) I have learnt that I need more regular practice.
 - (d) I have learnt that it needs lot more practice to be able to sing confidently before an audience, along with so many instruments. (MCA, May 2012)
15. The courier boy's last delivery for the day is for a regular customer who lives in the outskirts of the city. He is tempted to go there the next day but he goes the same day. As a contributor who focuses on value, what prompts this decision ?
- (a) The customer may be waiting for his package.
 - (b) If the manager gets to know that the delivery has not taken place today, he will be very angry.
 - (c) This customer gives my company a lot of business.
 - (d) This customer is always nice to me. (MCA, May 2012)
16. Tej had expected to win the best cadet award in his college NCC unit but somebody else got it. As a contributor who focuses on value, how does he view this experience ?
- (a) The whole year's efforts have gone down the drain.
 - (b) I have learnt that being the best is not as important as doing my best.
 - (c) There is a lot of scope for me to improve.
 - (d) I should not take anything for granted. (MCA, May 2012)
17. Varun (a contributor) is being sponsored by his company at a reputed management institute. How is he likely to view this development if he focused on value ?
- (a) This course will make me a much more effective manager for my organization.
 - (b) This is a good opportunity to get an additional degree in management.
 - (c) I will be studying in a very famous institution.
 - (d) This course will help me improve my management skills. (MCA, May 2012)

18. As Badrinath gets off the train, he sees that the other person in his compartment has left his briefcase behind. As a contributor who focuses on value, what does he do ?
- I will leave it where it is. Otherwise I will be blamed.
 - I will hand it over to the railway office so that the owner can claim it easily.
 - I will inform other passengers so that he will not go through inconvenience if he comes back to find it.
 - I will donate the contents to charity.
- (MCA, May 2012)
19. Seth, the builder, has left more space than required as per rules in front of the apartment building he has constructed. As a contributor who focuses on value, what are his likely thoughts ?
- Later I will have the option of building up some commercial space for shops etc. which will make more money.
 - This way there will be no problem if the government claims land for road widening in the future.
 - The residents will get a lot of space to walk and the children can have a play area.
 - The spaces inside the building will be much brighter with so much open space.
- (MCA, May 2012)
20. Mr. Kadam is an M.L.A. How do you think he can best do his job ?
- By attending all the sessions of the legislative assembly and debating on the issues.
 - By considering some local problems in his constituency.
 - By ensuring that his office works on addressing some of the problems in the constituency without any corruption.
 - By making sure that he brings in change to improve the lives of the people in the community.
- (MCA, May 2012)
21. Lila is speaking to her friend about her maid. Which of the following statement indicates that Lila focuses on value ?
- "My maid takes care of all the house work, so my worries are less as a working woman."
 - "My maid does all the house work."
 - "My maid does many tasks of the house like sweeping floors, cleaning dishes, washing clothes etc."
 - "My maid keeps my house neat and clean."
- (BE, May 2012)
22. Sridhar has just joined a company as marketing executive. Today, he has not made a single sale. As a contributor who focuses on value, what should he think ?
- "What a waste of time and effort."
 - "I have to re-think on how to convince potential customers !"
 - "This location has customers who may not be interested in our products !"
 - "Now I have met some "difficult" customers !"
- (BE, May 2012)
23. Uma is in charge of purchasing books for the library where she works. On one such occasion, she finds a book which many members had asked for but it is very expensive. Since she focuses on value, what is she likely to think ?
- Since so many people want to read the book so badly, I could buy this book and look for some cheaper versions of the book also.
 - Though the book is expensive, we can afford to buy it with the funds.
 - The book is quite expensive - it may be better if I buy 3 other books in the same price.
 - The value of buying this book is huge, as so many people are waiting to read it !
- (BE, May 2012)

24. If a contributor is asked the following question - can malnutrition amongst children be reduced in our country? What do you think will be the most likely answer?
- Only if the government policies are changed, can we see any real result.
 - Child malnutrition is a complex problem. Nothing can be done about it.
 - When all stakeholders put their mind to solve the issue, we can achieve reduction in child malnutrition.
 - Yes, we can solve any problem but it will need a lot of effort. (BE, May 2012)
25. It is 8 in the evening and Deepak's study table is in a mess. He starts tidying it. As a contributor who focuses on value, what is he most likely to think?
- His father will be back anytime now. He'll shout at him if he sees that the table is untidy.
 - He won't have to waste time searching for his books once his table is clean.
 - His room will look much neater with a clean table.
 - This will help him to be more organized. (BE, May 2012)
26. Chandru is the security guard at a warehouse. He is always at his position guarding the place during his shift. If he is focused on the value of doing the right things, what is his most likely reason?
- "If I guard the warehouse properly, I can make sure that the goods will be safe from thieves, rats etc."
 - "If I don't stay at my position during my shift, thieves may get a chance to break-in during that time, and that may lead to me losing my job."
 - "I might lose my job if I don't do my duty properly."
 - "My supervisor will get angry with me if he finds out that I'm not guarding the warehouse." (BE, May 2012)
27. Rashi is a successful fashion designer. What is the most likely reason for her clients to be satisfied with her?
- She gets involved in every detail of making the garment.
 - She pays attention to every detail and ensures her clients are happy.
 - She only supervises the overall making of the garments, without getting involved in the details.
 - She is busy but she supervises whenever possible. (BE, May 2012)
28. Ramesh is a nature-lover. He was sad to see that the bird population was slowly reducing. Which of these options indicate that he can feel in control of the situation?
- "I want to do something but I need more support."
 - "I can read up about this challenge and see what other people, environmentalists, Governments are doing."
 - "I can first start doing something but I need to take some time out of my busy schedule to focus on this."
 - "I can first start and also ask my family and friends to build bird-houses so that birds will have space to build their nests and there will be more birds soon." (BE, May 2012)
29. A new ice cream brand 'Cool' is to be launched soon. But the town already has many small ice cream parlors. What can 'Cool' do to think win-win?
- Makes its ice creams cheaper than others.
 - Tries to spread negative information about other parlors in advertisements.
 - Sets up its parlors in areas which do not have any other parlors.
 - Explores possibilities of partnership with existing parlors. (BE, May 2012)

Contributor Personality Development

30. Preetha writes creatively and her language is also very good. She writes a small story which is not accepted by any publisher. As a contributor, what value can she find in the situation ?
- "The rejection means I have some weaknesses in my story writing."
 - "This means that I need to take up specialized training to improve my story writing."
 - "This means that I need to improve my story writing skills"
 - "I have failed in my story writing attempt."
- (BE, May 2012)
31. Hari is a construction supervisor in a company. He's supervising the construction of the road from Hastipur village to the nearest town. How do you think he will see the impact of his work (as a contributor) ?
- By building this road, we are enabling free movement of people and goods between Hastipur and the town.
 - Due to this road building, many people of Hastipur have got temporary employment.
 - By building this road, we're connecting Hastipur to the town.
 - By building this road, we're contributing to the trade and commerce of the state.
- (BE, May 2012)
32. The client goes to the advertising agency to know the status of the project (of creating an advertisement for the company product). Which of the following people are trustworthy in their communication ?
- Pratima : "Just don't worry. We are working on it and will give you a great slogan in a short while."
 - Hemanika : "We are constantly having meetings so that we can come up with a catchy slogan and that is why it is taking more time."
 - Aanchal : "We will soon decide on the slogan which will work well in the advertisement."
 - Rati : "We are not sure what will work. Though we have worked to find a catchy slogan, we need more time to come up with the one we are satisfied with."
- (Dip.Engg. July 2012)
33. Swasthi Foods manufactures wheat atta. If the company acts in enlightened self-interest, which of the following policies would they opt ?
- They buy wheat at the lowest rate and sell atta at the highest rate possible.
 - They want the customers to get the best quality atta at the least possible price.
 - They make sure that the farmer gets the highest rate for his wheat.
 - They want all the three parties to benefit farmer, customer as well as the company.
- (Dip.Engg. July 2012)
34. Which of them, while cooking a dish, is focused on providing value to the family ?
- The one who cooks the dish the way she does always.
 - The one who decorates the dish to look good.
 - The one who cooks the dish keeping in mind the preferences of the family members.
 - The one who cooks the dish in a special manner only on special days like birthdays etc.
- (Dip.Engg. July 2012)
35. Which boss is focusing on value the most when dealing with his subordinates when they are unable to meet the targets ?
- Can we make up the losses by meeting additional targets in the next month ?
 - How can we calculate the "money lost" for not meeting the targets ?
 - How can we learn from our mistakes and do better next time ?
 - How can we use this experience to learn what works and what doesn't work ?
- (Dip.Engg. July 2012)

Unleashing the Power to Contribute

36. Sagarika's sister tells her to clean her table. Which of these options show that her sister is trying to focus on value ?
- (a) "If you clean your table, you will be able to find your books easily and save time when packing your bag."
 - (b) "If you clean your table, your books will not get torn."
 - (c) "Learn to keep your table clean, it looks messy!"
 - (d) "If you clean your table, the room will be neat and tidy." (Dip. Engg. July 2012)
37. A group of friends were planning to go for a movie but could not get the tickets which of them is focusing on value ?
- (a) "What a waste of time. Coming all the way and not getting tickets."
 - (b) "What can we do now that we are together ?"
 - (c) "Next time we should plan in advance to avoid such a situation."
 - (d) "Whose idea was this ? We shouldn't listen to him/her next time !" (Dip. Engg. July 2012)
38. On Kunal's birthday, his friends have contributed money to buy him a gift. Which of these friends are more focused on value ?
- (a) Rajashri : "Let us go to the shop and buy whatever is available in this budget."
 - (b) Krishna : "Why don't we ask him what he wants ? That way we don't have to decide !"
 - (c) Pramod : "It doesn't matter what we buy. The gift should look expensive !"
 - (d) Viloka : "He loves football. Why don't we find out what we can give him to make him feel happy ?" (Dip. Engg. July 2012)
39. An Indian cricket bowler fractures his jaw during a test match held in another country. He was supposed to be sent back for treatment but to everybody's surprise he comes back to bowl with a bandaged face on the same afternoon. What was the reason behind his action ?
- (a) His doctor gave him permission to play.
 - (b) He was ready to take the risk of further injury because he wanted to play.
 - (c) He wanted to do what he could for the team before returning home.
 - (d) He wanted to take some more wickets. (Dip. Engg. July 2012)
40. Praneetha lost her job in the economic recession. She is very upset. What would you suggest to her as a contributor ?
- (a) Keep applying for jobs and you will surely get a job sometime.
 - (b) Think of a job you would like to do and the skill that you may need, to do it well. Then start learning that skill.
 - (c) Keep applying for jobs, but why don't you also look at other opportunities like doing freelancing, etc. ?
 - (d) Talk to people and explore other options. (MCA, May 2012)
41. A small school has merged with another big school. There are many changes that need to be made to the policies. What should the management of the big school do if they think in enlightened self-interest ?
- (a) They should take the opinions of the old management of the small school.
 - (b) They should take the opinions of the old management and some teachers of the small school.
 - (c) They should frame the policies only after surveying and discussing with the management, current employees, parents etc. of both the schools.
 - (d) They should announce that most policies will be the same : a few policies will be framed by them. (MCA, May 2012)

42. Vimal and Kishore share a room and have divided routine tasks between each other. Each one buys groceries on alternate Sundays. This Sunday, it is Kishore's turn to buy groceries, but he is not feeling well. He asks if Vimal can do it this time and that he will do it for two Sundays continuously. If Vimal thought in enlightened self-interest, what is he most likely to think ?
- "If I do it this time, then I will make sure that when I don't want to buy the groceries, he will have to do it."
 - "Groceries need to be bought. Doesn't matter who does it. Such adjustments once in a while are a part of living together."
 - "Since it is his turn there is no other choice, he should do it."
 - "Since he is not well, I can do it instead of him this time." (MCA, May 2012)
43. Mitha has completed her graduation in commerce. She wishes to work but is not sure in which kind of company job she should look for. What would you advise her ?
- You can list down and apply for jobs in some of the known companies, which have similar profiles of employees.
 - You must find some convenient workplace where your knowledge of commerce will be used.
 - Be open to work in any allied area, not just in commerce. Any job will be a learning experience.
 - Look at the job advertisements and shortlist the jobs which seem suitable to you, not necessarily only commerce-related.
- (MCA, May 2012)
44. A developing country promises to cut its carbon emissions (that pollute the environment) even though doing that will affect its growth as a country. If the country thinks in enlightened self-interest what could the reason be for the country to make such a promise ?
- Because it has been promised some benefits in trading between countries by other countries.
 - Because it wants to contribute to a cleaner world.
 - Because it is being forced by developed countries.
 - Because it wants its citizens to live in a clean environment.
- (BE, May 2012)
45. Sharma has just retired as sub-inspector of police. His last assignment was in the Crime Department. As a person with a contributor mindset, how is he most likely to view himself ?
- "I am a retired police officer."
 - "I am a highly experienced police officer."
 - "I am capable of using my expertise and experience (related to crime detection) to good use."
 - "I am good in anti-crime matters."
- (BE, May 2012)
6. Meghna wants to go for a trip to America but she does not have enough money. Which of these options will help her deal with the situation like a contributor ?
- "If I don't have enough money, I cannot enjoy such a trip."
 - "Let me explore other options. Could I volunteer for an NGO and get sponsorship? Could I go on budget tour? Could I arrange for a loan which I can repay later?"
 - "I have to just wait until I save enough money for such trip."
 - "I will start saving more today and I will definitely go on the trip someday."
- (BE, May 2012)

Unleashing the Power to Contribute

47. The sales Manager sends the newly appointed Unmesh to make a sales presentation. Identify which of the other team members show a contributor mindset (of enlightened self-interest).
- (a) Juniors should not be given such jobs as soon as they join.
 - (b) Although he is new, I'm sure Unmesh can do a great job !
 - (c) Some juniors may have good presentation skills.
 - (d) Juniors should be given opportunities, whenever possible. (BE, May 2012)
48. Company A buys company B. There are many changes that need to be made to the company rules, policies, etc. company A thinks in enlightened self-interest. What does it do ?
- (a) It changes all the rules of Company B without asking for anybody's opinion.
 - (b) It changes all the rules of company B after taking the opinion of the old management and some employees of company B.
 - (c) It changes all the rules of Company B after taking opinions of the old management of Company B.
 - (d) It changes all the rules of Company B only after surveying and discussing with the old management and some employees of both companies A and B. (BE, May 2012)
49. Diesel prices have increased and auto rates will also have to be increased. Which of the following acts by the auto unions displays enlightened self-interest ?
- (a) The union leaders want the rate which they think is the best for them to be implemented.
 - (b) The union leaders along with auto drivers suggest a fair rate plan to the authorities to discuss and decide on the rate.
 - (c) The union leaders come up with a fair rate which they demand the authorities to implement.
 - (d) The union leaders along with auto drivers suggest a fair rate plan to the authorities and want the authorities to discuss and decide on the rates after finding out customers opinion. (BE, May 2012)
50. It has been a difficult year for business and the employees in the company where Chintan works. They have been told that there would be no salary increases this year. As a result, many employees leave the company. But Chintan, a contributor (who thinks in enlightened self-interest) stays back. What is the most likely reason for him to do so ?
- (a) He realizes that if employees like him leave, the company might be in even more difficulty.
 - (b) He is very attached to the company which gave him his first job, so he does not want to leave.
 - (c) His manager has promised to give him a big salary increase next year.
 - (d) He might not get another job at this time of the year. (BE, May 2012)
51. Kavya is going to be the host for a cultural program at her college. Which of the following displays enlightened self-interest on her part ?
- (a) She arranges for and participates in the rehearsal of the entire program, so that the whole event goes well.
 - (b) She collects the details of each item - the culture it represents etc. to make the program announcements more interesting.
 - (c) She collects the program schedule in advance as she wants to prepare and practice what she's going to say.
 - (d) She collects the program schedule on the morning of the event. After all, her job is just to announce. (Dip. Engg., July 2012)

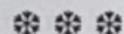
52. After conducting extensive tests, a company plans to introduce a genetically modified fruit in India. Which of the following acts displays its enlightened self interest ?
 (a) They use their contacts in the government to get a speedy approval for their product.
 (b) They publish actual information about the fruit and its advantages in popular newspapers and magazines.
 ✓(c) They convince the government that the product is safe for people to eat and beneficial to fruit growers.
 (d) They interact with fruit growers, consumer forums, government officials and NGOs and take care of their concerns. (Dip. Engg., July 2012)
53. When the serial blasts happened in a major city, which of these contributors practiced imaginative sympathy ?
 (a) Vikas - he called his immediate family and friends several times to ensure that they are all safe.
 (b) Vinay - he started a debate/discussion with his friends on who could have planted the bombs and why.
 ✓(c) Rajesh - he created a document for sharing online (with what kind of help one could offer and the phone number) so it could be used by people in need.
 (d) Shinde - he kept track of the news channels to see if he could offer any help. (MCA, May 2012)
54. Sayantini does training for students in public speaking. She has developed imaginative sympathy. How is she likely to view herself ?
 ✓(a) As a trainer, I give training to students to learn a topic and speak in front of an audience.
 (b) As a trainer, I help my students to say/express clearly what is on their mind.
 (c) As a trainer, I enable my students to build more confidence in themselves.
 (d) As a trainer, I help my students to improve their communication skills. (BE, May 2012)
55. Sohan Lal has become a judge after working many years as a lawyer. Assuming that the judge has imaginative sympathy, how is he likely to view himself in his new position ?
 (a) As a Judge, I can provide justice to the people.
 ✓(b) This position (of Judge) will command respect from people.
 (c) As a Judge I will be able to uphold the law.
 (d) This position (of Judge) has come to me after many years of experience. (Dip. Engg. July 2012)
56. Daya is a taxi driver. A foreign tourist takes his taxi at the airport and asks to be taken to a hotel. Daya knows that the hotel was recently shut down. As a contributor, what is he most likely to do ?
 (a) "I should tell him that the hotel is shut down and let him figure out what to do next."
 ✓(b) "I should inform him about the hotel closing down and suggest some alternative hotels which are similar to his previous choice."
 (c) "As long as I drop him where he wants to be dropped, my job is done."
 (d) "I should tell him that the hotel is shut down and suggest that I can drop him either at the embassy or a travel company." (MCA, May 2012)
57. In arranged marriage, the groom pretends to have finished his Engineering degree whereas the truth is that he was unable to clear the final exams. What could a soon-to-be boss think (regarding trust), when he gets to know about this ?
 (a) "It is a personal matter and should not be confused with his professional life."
 (b) "His communication may not be trustworthy always. I should not trust him."

- (c) "In that case, he seems to have hidden the information. Though it is a small issue, it may be a weakness."
- (d) "He may have been desperate to get married to the girl! It must be the only time that he was dishonest." (BE, May 2012)
58. Which of the financial advisors would you trust the most ?
- The one who says that he works for some famous people.
 - The one who also gets recommendations from people known to you who are his clients.
 - The one who says you can cross-check his credentials with some of his clients.
 - The one who gives you whatever details you ask him for. (BE, May 2012)
59. You read in the newspapers that politicians keep changing the political party with which they want to be associated. When politicians break the "code of conduct," what is the impact on the public ?
- The public does not trust the alliances of political parties.
 - The public assumes that politicians are corrupt.
 - The public are biased against politicians.
 - The public doesn't trust politicians to stand for any of the principles of the political parties they represent. (BE, May 2012)
60. A woman approaches Prasanna, a taxi driver, to go to the market. The route to the market will have a lot of traffic at this time. Which of these options indicate that he is a contributor ?
- He refuses to take the woman because he knows there will be traffic.
 - He takes the woman up to a certain point closer to the market and then asks her to walk.
 - He informs the woman about the traffic in the route and suggests an alternate but longer route.
 - He tells her about the traffic, provides newspaper to pass her time comfortably and ensures that she reaches the market as soon as possible. (BE, May 2012)
61. The school informs the parents that are going to follow a new pattern of education. It is too late for admissions to other schools so they are forced to keep their children in the same school. What could be the long-term impact on future applicants ?
- The school will become the last choice of future students.
 - There will be no impact.
 - Parents of current students will spread the word around.
 - Parents of future students will be distrustful of the school. (BE, May 2012)
62. Rohan is an auto rickshaw driver. The auto meter is not working properly since morning. As a contributor driver, what will he tell his customers ?
- He will tell his customers that the meter is not working properly before they board and also give them the choice to decide for themselves whether they want to take his auto or not.
 - He will tell his customers that the meter is not working properly, and inform them the standard auto fare to their designation before they get into the auto.
 - He will tell his customers that the meter is not working properly after they have started travelling towards the destination.
 - He will tell his customers that the meter is not working properly after reaching their destination. (BE, May 2012)
63. Sitaram is a conductor on a public transport bus. Which of these actions imply that he is a contributor ?
- He calls out the name of the bus stop in advance so that passengers can get ready to get down.
 - He calls out the name of the bus stop after the bus has stopped there.
 - He sits near the door and expects the passengers to take care of themselves.
 - He calls out the names of stops in advance, and also shows vacant seats to passengers who are standing. (BE, May 2012)

64. Which organization can be called a trustworthy organization ?
 (a) An organization that always meets customer expectations.
 (b) An organization that not only meets customer expectations, but also delivers high quality and innovative products.
65. Vandana teaches communication skills in the college. The college has taken up a project to help students improve their English language skills. As a contributor, identify the option she is likely to choose ?
 (a) She will get involved to ensure that the project is successful.
 (b) She will not do too much for the project otherwise she may get additional work.
 (c) She will do whatever is required for her to do for the project (whatever the principal tells her to do).
 (d) She will find out ways in which other colleges have done such a project. (BE, May 2012)
66. Infodata, a software company often sends employees abroad to work onsite with its clients. If the company management is employee-friendly, which policy about employee accommodation is it most likely to follow ?
 (a) The company will give allowances to the employees for their accommodation.
 (b) The company will make arrangements for the employees accommodation in the initial months after which they will need to find their own accommodation.
 (c) The company expects that new employees are helped to find housing, etc. by other employees already living in the same place. (Dip. Engg. July 2012)
67. The Branch Manager was given the 'Best Officer' award for bringing in a number of new pension accounts to the Bank. How can the Branch Manager help the senior citizens trust the Bank ?
 (a) By having clear procedures for smooth transaction, especially for senior citizens.
 (b) By training the staff to effectively deal with the various needs of senior citizens.
 (c) By adding an extra counter for providing fast service to senior citizens. (BE. Dec., 2012)

ANSWERS TO GTU EXAMINATION MCQs

1. (d)	2. (a)	3. (c)	4. (b)	5. (a)	6. (b)
7. (b)	8. (a)	9. (d)	10. (a)	11. (b)	12. (c)
13. (d)	14. (d)	15. (a)	16. (b)	17. (a)	18. (b)
19. (c)	20. (c)	21. (a)	22. (b)	23. (a)	24. (c)
25. (d)	26. (a)	27. (b)	28. (d)	29. (d)	30. (c)
31. (a)	32. (a)	33. (d)	34. (c)	35. (c)	36. (a)
37. (c)	38. (d)	39. (a)	40. (a)	41. (b)	42. (d)
43. (c)	44. (d)	45. (c)	46. (d)	47. (d)	48. (d)
49. (d)	50. (a)	51. (a)	52. (c)	53. (c)	54. (a)
55. (b)	56. (b)	57. (a)	58. (d)	59. (d)	60. (d)
61. (d)	62. (b)	63. (d)	64. (b)	65. (a)	66. (c)
67. (c)					



MODEL TEST PAPER-1

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 option. Read carefully before answering. (10)

According to a recent newspaper report, there has been a 16% jump in the number of cases of indiscipline in the Home Ministry in 2015. Several officials were found guilty of leaking sensitive and 'top secret' information. In order to ensure security, the Union Government is preparing a list of people who will handle 'top secret' work. These officials would be chosen irrespective of their ranks or positions in the office.

1. The committee at the Ministry has to decide its next course of action after discovering the news of information leak. During the meeting, 3 committee members discuss their views. Which view will you support ?
 - (a) Teja: "We need to inform everyone that they are being watched and security leaks will not be tolerated."
 - (b) Parth: "We need to punish the offenders to set an example."
 - (c) Kripa: "We can help officials understand the need for secrecy in such matters."
2. What, according to you, is the most harmful consequence due to such cases of indiscipline ?
 - (a) Countrymen will lose faith in the Ministry and Government organizations.
 - (b) Actions of a few undisciplined officials reflect poorly upon other honest officials.
 - (c) It will lead to 'bad publicity' in the media till the matter is resolved.
3. Which of these statements would you agree with ?
 - (a) We need strict officials who can ensure that their people respect confidentiality.
 - (b) We need officials with integrity to manage such work at the Ministry.
4. Officials must follow the protocols of their organizations...
 - (a) as it leads to the smooth functioning of the organization.
 - (b) as people in the organization feel that they are being treated fairly.

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. (20)

5. Your friend has stage fear and she finds ways to escape from speaking in public. You would advise her to over come her fear because...
 - (a) she may lose out from having good communication skills.
 - (b) she may lose out from learning through new experiences.
6. While looking for a partner for your business, you would look for a person who...
 - (a) is not afraid to fail.
 - (b) has confidence that he will not fail.
7. To think win-win, I need to worry about -
 - (a) What are the consequences of the organization's actions on others.
 - (b) How to reduce the negative impact of the organization's actions on others.

8. It is important to learn from one's experience so that...

 - you don't repeat the same mistakes.
 - your experience can be shared with others.

9. A good teacher is one who teaches a student how to solve a problem rather than solving the problem for him. She does so because...

 - this will give her student a strong foundation in the topic.
 - the student will not have to struggle with the topic again and again.

10. You have to attend a family ceremony where everyone is expected to wear Indian traditional clothes. You wear traditional clothes even though you don't feel like wearing it because...

 - you don't want to attract unnecessary attention to yourself by standing out.
 - you value your family traditions.

11. One should be willing to step out of one's comfort zone...

 - to find out what you are capable of.
 - to show others you are willing to try new things.

12. You are new in your company and it's your first job. You have been assigned a project and your role in that project has been defined. You think –

 - I will sincerely do whatever job is given to me.
 - I will meet the project goals.

13. When looking for a new job, one should look for challenging work along with seeking a good pay package because...

 - challenges are thrilling and exciting.
 - challenges make you discover more about yourself.

14. As the captain of your college football team, you would think about the larger goals of your team rather than your personal goals because...

 - you would like to be known as a good and fair captain.
 - that is your role as a captain.

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. (10)

15. Simran's roommate keeps asking her to help with the cooking even on the days when it is her turn. After some time Simran refuses to help. When is this acceptable ?
1. If Simran's friend does not value the help that she gives.
2. If it makes Simran's friend dependent on her.
3. If she keeps expecting Simran to do her work because of her helpful nature.
4. If the extra work starts interfering with the time for Simran's own work.
(a) 4-1-2-3 (b) 1-3-4-2 (c) 4-3-2-1 (d) 2-4-3-1

16. If one is in a good job, why would one need to participate in new workshops and conferences ?
1. One can be sure to find a job in a related field, even if the economy goes into recession.
2. One can help the organization to be up-to-date with latest improvements in technology in that field.
3. One can build a name that they are very knowledgeable.
4. One can effectively use the knowledge to improve the quality of his present work.
(a) 2-4-1-3 (b) 2-1-4-3 (c) 4-2-3-1 (d) 4-2-1-3

17. Dhanvi has been elected to Lok Sabha after a very tough competition. What should Dhanvi keep in mind to do a good job ?
 1. She needs to find new strategies that will help her convert all her election promises to reality.
 2. She prioritizes the election promises based on their urgency.
 3. She needs to steadily work towards the long-term growth of the constituency.
 4. She plans to meet the election promises made by her.
 (a) 3-1-2-4 (b) 1-3-2-4 (c) 1-2-3-4 (d) 3-2-1-4
18. Manohar is a freelance interior designer and does not have much work to do as there has been a slowdown in the real estate market. What can he do ?
 1. He can use this time to analyze the latest trends of the market, and plan new designs to use later.
 2. He can look at alternate services related to the domain where his skills can be used effectively.
 3. Real estate market goes up and down. He needs to wait patiently for the market to start picking up again.
 4. He can use the time effectively to learn new software packages like CAD/CAM that might help him later in work.
 (a) 4-1-3-2 (b) 4-1-2-3 (c) 2-1-4-3 (d) 2-4-1-3
19. A household pest control Services Company is working on improving its services as many customers are not happy with the services provided. Why is the company doing that ?
 1. The customers will feel satisfied that their complaints have been addressed.
 2. The customers will start having faith in the company over a period of time.
 3. The customers will stop complaining about the substandard services of the company.
 4. The customers will find the services provided by the company more reliable.
 (a) 4-2-3-1 (b) 2-4-1-3 (c) 4-2-1-3 (d) 2-4-3-1

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. (30)

20. Radha, a class teacher decides to include as many students as possible who are interested in taking part in the school drama for annual day. While Soma, another class teacher, only considers students who are good at acting. What can you say about Radha ?
 (a) Radha is an impartial teacher.
 (b) Radha believes more students will learn and benefit by participating
 (c) Radha can help students practice so that they act well.
21. At the end of a project, your boss asks you to write down all the steps which your team had done well and which can be replicated again. What motivates you to do a good job ?
 (a) It can be useful for sharing the best practices of the project.
 (b) It is part of my role to document my work.
 (c) I can help others to avoid these mistakes.
22. Sohail who is new to the job is asked by his boss to coordinate with a supplier who is not sending raw materials on time, which is resulting in production problem. When should Sohail feel successful ?
 (a) When Sohail convinces the supplier to send raw materials on time at least once.
 (b) When Sohail feels confident to coordinate with all suppliers to get supplies on time.
 (c) When Sohail is appreciated by his boss for putting in consistent efforts.

23. Vikas has got job offers from a well-known software company as well as a company which is relatively new. According to you, which one is he likely to choose ?
- The company where his skills will be utilized.
 - The company where he can develop as a professional.
 - The company which has more clients/projects.
24. How can Rahul, a teenager help his family members ?
- By sharing the household duties in the family.
 - By being ready to help his family whenever needed.
 - By being the one on whom his family members rely.
25. You have been recently selected in the college football team. Why would you take the feedback of your coach seriously while practicing ?
- It will help me to impress my coach.
 - It will help me to become a better player.
 - It will help me to stay in the team.
26. Bhavani is starting her own dance classes for children. To plan her classes, who are the best people to discuss with ?
- With parents - to know their expectations from a dance class.
 - With children - to design the class in a way to interest them.
 - With all kinds of people - they can suggest new ways to plan.
27. A company, as part of the Swachh Bharat initiative, has organized a cleanliness drive in nearby localities. Why would a company do that ?
- To help spread awareness about keeping the surroundings clean.
 - To get positive publicity as it will be covered in local newspapers.
 - To contribute to the country's efforts towards Swachh Bharat.
28. Sulekha is keen to take up wildlife photography as a hobby. How can she start to engage with her hobby ?
- She can take photos of animals as and when she finds time.
 - She can attend a workshop when she comes to know about one.
 - She can keep aside a few hours daily to practice taking photos of pets.
29. Suresh works in the Accounts department and he is asked by his boss to stay back during the night as they have to close the financial books for the year-end. Suresh cannot stay back. What opportunity is he likely to miss ?
- To learn to meet common goals within tight deadlines.
 - To work together with his colleagues.
 - To get noticed by his seniors.

Model Test Paper-1 : Answers

- | | | | | |
|---------|---------|---------|---------|---------|
| 1. (C) | 2. (A) | 3. (B) | 4. (B) | 5. (B) |
| 6. (A) | 7. (A) | 8. (B) | 9. (A) | 10. (B) |
| 11. (A) | 12. (A) | 13. (B) | 14. (A) | 15. (D) |
| 16. (D) | 17. (B) | 18. (B) | 19. (B) | 20. (B) |
| 21. (A) | 22. (C) | 23. (B) | 24. (A) | 25. (B) |
| 26. (B) | 27. (A) | 28. (A) | 29. (A) | |



MODEL TEST PAPER-2

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 option. (10)

Saloni Mehta, a student of Industrial design, turned an unusable over-bridge outside her college into a 'walk to remember' for pedestrians. When Saloni first came to her college campus, she would see how pedestrians chose to endure nightmarish traffic and cross the road rather than take the over-bridge, because it was in shambles - garbage was strewn all across, poorly lit etc. Applying her education in interactive design, she started the project to give a new look to the over-bridge, inspiring others to join in.

1. In such big projects, it is useful to involve more people as -
 - (a) One is able to finish more work in less time.
 - (b) One is able to design a better solution.
 - (c) One is able to keep oneself motivated on the task.
2. While working on this project, Saloni must have faced opposition - many must have criticised her plans, etc. If you were in Saloni's place what would be your thinking ?
 - (a) There will always be people who criticise. One should not worry about them.
 - (b) If they do not like my idea, we can try some other plan to make the bridge usable.
 - (c) My plan needs feedback from other people, only then will it be valued and become usable.
3. What would you admire about Saloni ?
 - (a) She used her education to make a positive difference around her.
 - (b) Her knowledge was not limited to textbooks. She could apply it in real life situations.
4. As a civic official who is in charge of maintaining such public spaces, why would you encourage members of public to take such initiative ?
 - (a) It cannot be government's responsibility alone. People need to do their part.
 - (b) Solutions for improvement are needed. It can come from the government or the public.

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. (20)

5. (a) I will motivate others to participate in the cleanliness drive.
5. (b) I will need people who are motivated to keep me interested in participating in cleanliness drives.
6. Taking part in a singing competition on TV was a great experience because..
 - (a) I am now recognised as a good singer.
 - (b) I improved my singing in the process.
7. Sales of a company increases when..
 - (a) they offer good discounts to customers.
 - (b) customers feel that they are getting good value for money spent.
8. Changing jobs frequently means..
 - (a) decreasing the trust employers have in me.
 - (b) increasing my financial value in the market.

- Contributor Personality Development**

9. Your friend loves painting but never got to learn it. What would you tell her ?
(a) Why start learning something new now ?
(b) Why don't you join an art course now ?

10. In a team meeting, a manager must listen to his team members..
(a) to understand the point of view of different team members.
(b) to know how to convince the team about his point of view.

11. One must acknowledge the contribution of every team member because..
(a) without their efforts, the team's goals would not have been met.
(b) it is important to be fair to everyone and make them feel valuable.

12. I would prefer a friend..
(a) who supports me always.
(b) who corrects me when required.

13. During festivals, we exchange sweets with neighbours and relatives because..
(a) it is an Indian tradition which has to be kept alive.
(b) it is a way to include the family/ community around us in the celebration.

14. (a) Criticism allows me to see my work from a different perspective.
(b) Criticism does not affect me because I am confident of my work.

Section-C

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. (10)

15. Smitha, a government employee has to go door-to-door to collect information.

2. Let us keep some of the good points from the current campaign at least.
 3. Let us not waste the hard work already put in by the team but continue with the current campaign.
 4. Let us find out how the new idea is helping us improve.
 (a) 4-1-2-3 (b) 2-1-4-3 (c) 1-2-3-4 (d) 1-4-2-3
18. Mr Hemasundar, has a startup providing healthy, low calorie meals. How should he approach his work ? (Rank in order of most preferred option to least preferred option)
 1. He should maintain hygienic conditions and the quality of ingredients used to ensure that the goals of the start-up are met.
 2. He should buy whatever ingredients he gets at the lowest price.
 3. He should find reliable sources for his ingredients to make good quality meals.
 4. He should get the best value for money while buying the ingredients.
 (a) 4-1-3-2 (b) 3-2-1-4 (c) 1-3-4-2 (d) 3-4-1-2
19. The seniors are organizing the college cultural festival. Megha, a junior, also expresses her desire to join them in organizing it. Which of these responses from the seniors would you most agree with ? (Rank in order of most preferred option to least preferred option)
 1. Usually seniors organize the event but we will think and let you know.
 2. Tell us what you are good at, that will allow us decide if you will able to help us.
 3. Do you think you can handle the pressures of organizing an event like this?
 4. Are you open to learning whatever is needed for organizing the event?
 (a) 3-2-4-1 (b) 2-3-4-1 (c) 3-4-2-1 (d) 4-3-2-1

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. (30)

20. The employees of a telecom company managed to handle a huge increase in mobile calls on the festival day. The Manager praises them for their brilliant planning and execution. Which of the statements below is closest to the thinking of a contributor employee ?
 (a) "I am part of a team that is more confident now."
 (b) "I am happy that we could help families connect on the festival day."
 (c) "It has been a great learning experience and I am much more skilled now."
21. A national board of education announced that all the books of its curriculum would be freely available online. How do you view this ?
 (a) Other boards will also be encouraged to provide books for free online.
 (b) The board's curriculum may become preferred.
 (c) More and more students can benefit from the free books.
22. Two films are releasing their movies on the same festival day. The film-makers of both movies try to pressurize the theatres to give their movie priority. How do you view this ?
 (a) These are common practices in this industry. Everybody does it.
 (b) It is worrisome that movies are becoming 'hits' not because they are good but because of such tactics.
 (c) The film-makers would not know if the audience truly wanted to see their movie.

23. As a motor cyclist, why is it important that you follow traffic rules and regulations ?
- The traffic will be smooth if others also follow the rules like me.
 - I can stay out of trouble with traffic policeman by following traffic rules.
 - I can be a good citizen by following traffic rules.
24. Shivam, has become the new chairman of a building association. How should he view himself ?
- I will not allow any resident to break the rules set by the managing committee.
 - I will make sure that residents and management committee solve all issues peacefully.
 - Let me find out what initiatives can be taken so that residents can live more comfortably.
25. Fardeen, has just finished his graduation and is looking for a job. What would he be thinking as a contributor ?
- I have to keep applying for jobs and wait till I get one.
 - I will connect with my seniors to find out the kind of work they do and if I would like to do something similar.
 - Till I get a job, I can use the time to do some short courses which will help me in future.
26. The railways want to make sure trains travel on time. How will it benefit the railways according to you ?
- Travelers will feel that their time is valued.
 - It will help the railways to improve its image in the eyes of the public.
 - The railway employees will be challenged to provide better services.
27. Which professor should be rewarded by the university ?
- Those who are popular with students.
 - Those whose students get high marks.
 - Those who ensure students become future-ready.
28. More and more children are found to have unhealthy weight. If parents inculcate the habit of eating healthy food and avoiding junk food, then do you think the next generation will be healthier ?
- It is a complex issue and needs other solutions.
 - It is likely to work, as both parents and children will become more conscious about their health.
 - We can try, but it is not so easy to change eating habits.
29. Vasu's NGO used to train women in tailoring. Now they have also started connecting them with companies which gives them tailoring work on a regular basis. What can Vasu's reason be for doing this ?
- He wants women to believe that they can also financially contribute to their families.
 - He wants to ensure that the training given by the NGO is not wasted.
 - He wants to do whatever is within his capabilities to help such women.

Model Test Paper-2 : Answers				
1. (C)	2. (A)	3. (A)	4. (A)	5. (A)
6. (B)	7. (B)	8. (A)	9. (B)	10. (A)
11. (A)	12. (B)	13. (B)	14. (A)	15. (B)
16. (A)	17. (D)	18. (C)	19. (D)	20. (B)
21. (C)	22. (C)	23. (A)	24. (C)	25. (C)
26. (C)	27. (C)	28. (B)	29. (C)	

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| --- | --- | --- | --- | --- |
| 1. (C) | 2. (A) | 3. (A) | 4. (A) | 5. (A) |
- | | | | | |
| --- | --- | --- | --- | --- |
| 6. (B) | 7. (B) | 8. (A) | 9. (B) | 10. (A) |
- | | | | | |
| --- | --- | --- | --- | --- |
| 11. (A) | 12. (B) | 13. (B) | 14. (A) | 15. (B) |
- | | | | | |
| --- | --- | --- | --- | --- |
| 16. (A) | 17. (D) | 18. (C) | 19. (D) | 20. (B) |
- | | | | | |
| --- | --- | --- | --- | --- |
| 21. (C) | 22. (C) | 23. (A) | 24. (C) | 25. (C) |
- | | | | | |
| --- | --- | --- | --- | --- |
| 26. (C) | 27. (C) | 28. (B) | 29. (C) | |



MODEL TEST PAPER-3

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. (10)

Samsung recalled the first version of the Galaxy Note 7 mobile phone due to faulty batteries that overheated and exploded. This led to the phone being banned on flights. The company had to recall over 2 million of the defective product, costing the company \$5.3 billion. In a recent interview, President of Samsung said "Technology innovation is important to Samsung, but our customer's safety is more important. We want to reinstate trust in the brand." Recently Samsung has taken actions to improve the situation.

1. How can a company ensure that there is a minimal risk of releasing a defective product in the market ?
 - (a) By being innovative when checking for quality.
 - (b) By being strict in enforcing quality control.
 - (c) By being customer-focused.
2. What is the worst consequence of releasing a defective product in the market ?
 - (a) The company loses prospective customers.
 - (b) The company has to build its brand again.
 - (c) The company loses money when replacing the defective products.
3. Why do companies release so many new versions of the same product ?
 - (a) To keep up with the competition.
 - (b) To offer high quality products with technological improvements.
4. When the phone was banned on airplanes, teams of Samsung employees were sent to airports to help customers by collecting their phones. What could be the reason for Samsung to respond like this ?
 - (a) To reduce the inconvenience caused to customers due to the ban.
 - (b) To show the customers that the company was trying to solve their problem.

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. (20)

5. In a workplace, having lunch together can be viewed as -
 - (a) An opportunity to build team spirit and bonding.
 - (b) An opportunity to enjoy when not working.
6. Parents discipline children -
 - (a) As they feel they know what is best for the child.
 - (b) As they want the child to make thoughtful choices.

- Contributor Personality Development

7. One needs to get out of one's comfort zone -
(a) To make the most from new opportunities.
(b) To test one's limits of discomfort.

8. An underprivileged citizen who has opened a new bank account under a government scheme is likely to-
(a) Feel empowered.
(b) Feel proud.

9. (a) National awards should be given to those who are popular in their chosen field.
(b) National awards should be given to those who have made a difference in their chosen field.

10. Higher studies in my field will help me -
(a) Understand my subject better so that I can do my future job well.
(b) Get higher earnings so that I can live my future life well.

11. An entrepreneur must have a mentor who -
(a) Will help to solve problems for them.
(b) Will help to look at problems differently.

12. When responding to a customer, a call center executive should concentrate on -
(a) Communicating properly.
(b) Giving the right solution.

13. Why do people come together with each other after a natural disaster ?
(a) They believe together they can overcome the challenge.
(b) They believe it is the only way to survive at the moment.

14. Domestic handloom products should be sold outside India since -
(a) Such products sometimes do not get their worth and value in India as (they do) abroad.
(b) More employment can be created for local artistes due to the new markets.

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. (10)

- (10)

15. In a college fest, why is it recommended that students not only participate, but also volunteer and take up responsibilities like fund raising, registering, event holding and other managerial work ? (Rank in order of most contributive option to least contributive option)

 1. To practice taking up similar responsibilities in the future.
 2. To develop different aspects of their personality.
 3. To add on skills so that they are noticed by future employers.
 4. To get exposure to some real-life activities.

(a) 1-4-2-3 (b) 2-4-1-3 (c) 2-1-4-3 (d) 1-2-4-3

16. Drivers often drive very carelessly on Indian roads. Which message to drivers could be most effective to make our roads safer ? (Rank in order of most contributive option to least contributive option) (1) Let us have concern for everyone who uses the road. (2) Let us take responsibility to follow traffic rules and regulations. (3) Let us avoid getting caught by traffic policeman and paying fines. 4. Let us get the driving license only after a thorough examination.

(a) 1-4-2-3 (b) 1-2-4-3 (c) 2-1-4-3 (d) 2-4-1-3

Model Test Papers

17. The government plans to give guidelines on which learning outcomes students should achieve by the end of each academic year. What is the advantage of doing this ? (Rank in order of most contributive option to least contributive option)
1. It will help schools to plan accordingly.
 2. It will raise quality of education provided in all schools.
 3. It will help teachers to assess students.
 4. It will help parents to check on performance of teachers.
- (a) 2-1-3-4 (b) 2-1-4-3 (c) 2-4-3-1 (d) 2-3-1-4
18. Environmentalists are constantly warning us that in another twenty years there will be no clean drinking water. How should people respond to such news ? (Rank in order of most contributive option to least contributive option)
1. It is too far away in the future to be worried about.
 2. Even if changes are made, will it help? Most people are not going to conserve water.
 3. I have to save water in my day-to-day life for a better future for everyone.
 4. The community should try and find solutions to solve the water problem.
- (a) 4-3-2-1 (b) 1-2-3-4 (c) 3-4-2-1 (d) 2-1-3-4
19. Kannan is worried about a problem at work. What could his grandmother tell him ?
(Rank in order of most contributive option to least contributive option)
1. With time the problem will solve itself.
 2. Check if the problem is worth worrying about.
 3. Instead of worrying, see what steps can be taken to solve the problem.
 4. Worrying about a problem is just a waste of time.
- (a) 3-2-4-1 (b) 2-3-4-1 (c) 3-4-2-1 (d) 4-3-2-1

Section-D

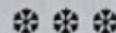
Instructions : There are 10 questions in this section. All questions are compulsory. Each question has 3 options. Select ONLY ONE option that you feel is the most appropriate and mark it on the answer sheet given to you. **(30)**

20. For the inter-college tournament, the captain could aim to -
- (a) Create a personal record as a captain.
 - (b) Motivate each player to play well.
 - (c) Help improve the team's performance.
21. A complex challenge requires -
- (a) Investment of energy by more and more people to find an appropriate solution.
 - (b) An expert taking ownership to find an appropriate solution.
 - (c) Different ideas from a wide variety of people to understand all aspects of the challenge.
22. To prepare for the role of President of the hostel committee, what would you like to ask the previous President ?
- (a) During your time, what were the issues faced by the students ?
 - (b) During your time, how did you manage your studies and the demands of this role ?
 - (c) During your time, what duties did you have as a President ?

23. I will support a colleague to finish her work only -
 (a) When I anticipate she needs help.
 (b) If I have finished my work.
 (c) When she asks for it.
24. When a successful actor starts her own production house to make movies, in your view, her intent could be -
 (a) To start a side business as an alternative financial source.
 (b) To leverage her celebrity status.
 (c) To produce films on issues she believes in (which would otherwise not get funded easily).
25. Which key question should you ask when you get a job offer ?
 (a) Will I learn on the job ?
 (b) Will others benefit through the work ?
 (c) Will I get paid well enough to fulfill my dreams ?
26. Choose any one statement you agree with most -
 (a) Family businesses need to follow the traditional ways of doing business.
 (b) Family businesses need to reinvent themselves to respond to changes in the market.
 (c) Family businesses need to be alert to market trends.
27. Many shops raise the prices of their products and then offer discounts. Which of these statements is correct ?
 (a) Anyway, it is still a discount!
 (b) This way may be common in many stores!
 (c) The public should know this fact !
28. Your professor challenges your team to complete the research project in half the time you estimated. Your first reaction ?
 (a) "It can be done if all of us put our minds to it."
 (b) "Even if we work day and night, we won't be able to complete it."
 (c) "Maybe it can be done, but the quality will not be as good as what we are capable of."
29. A participant of an acting competition on T.V. will feel successful when -
 (a) He gets a chance to interact with celebrities during the show.
 (b) He gets a chance to discover how versatile he can be as an actor when needed.
 (c) He gets the chance to win the competition.

Model Test Paper-3 : Answers

- | | | | | |
|---------|---------|---------|---------|---------|
| 1. (C) | 2. (A) | 3. (B) | 4. (A) | 5. (A) |
| 6. (B) | 7. (A) | 8. (A) | 9. (B) | 10. (A) |
| 11. (B) | 12. (B) | 13. (B) | 14. (B) | 15. (B) |
| 16. (C) | 17. (D) | 18. (C) | 19. (C) | 20. (B) |
| 21. (C) | 22. (B) | 23. (A) | 24. (C) | 25. (A) |
| 26. (B) | 27. (C) | 28. (A) | 29. (B) | |



MODEL TEST PAPER-4

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. (10)

Mangalyaan or Mars Orbiter Mission (MOM), the first interplanetary mission, by the Indian Space Research Organisation's (ISRO), recently celebrated 1,000 earth days in its orbit, surpassing its designed mission life of six months. Apart from being the cheapest interplanetary mission in the world, it also made India the first nation in the world to reach the Mars orbit in its very first attempt. Talking about their success, the head of ISRO said, "We are really not racing with anyone, but with ourselves to reach the next level of excellence".

1. The mission was supposedly cheaper than the making of the Hollywood movie 'Gravity'. According to you, what is the best way to ensure that projects are completed within budget?
 - (a) By cutting down on expenditure.
 - (b) By being conscious of how and on what money is being spent, and adjusting accordingly.
 - (c) By finding innovative solutions within the constraints.
2. ISRO was able to accomplish this mission because of -
 - (a) Their leader's dedication.
 - (b) The clarity of the team's goal.
 - (c) Their focus on excellence.
3. This mission has proved that -
 - (a) India is capable of world-class innovative space technology.
 - (b) Stretching your own boundaries can lead to pioneering success.
4. What is crucial for such large projects to be successful?
 - (a) A self-motivated team.
 - (b) An inspiring leader.

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 : (20)

5. (a) One should do their best to understand the expectations of the potential customer.
5. (b) One should do anything to get new business from potential customers.
6. (a) Faheen should join a start-up only if she identifies with the vision of the company.
6. (b) Faheen should join a start-up only if she feels confident that the start-up will be successful.
7. When asked to complete a task in a short time -
 - (a) You will do whatever is required to reach the goal.
 - (b) You will work sincerely and even do over-time.
8. (a) During a long vacation, I would prefer to relax and refresh.
8. (b) During a long vacation, I would prefer to learn something new.
9. (a) An expert should give suggestions since she knows what to deliver.
9. (b) An expert should listen to suggestions so that she can deliver better.

10. The team leader who finds fault with everyone will find it difficult -
 (a) To be liked by his/her team members.
 (b) To meet team goals.
11. I segregate the dry and wet waste at home as -
 (a) I can play a role in maintaining a cleaner environment.
 (b) Otherwise, the waste will not get collected by the garbage collectors.
12. (a) This work cannot be delivered on time as there are many holidays next week.
 (b) This work needs to be planned well to avoid delays as there are many holidays next week.
13. When land needs to be acquired to build a new power station, the first step to focus on, is -
 (a) To decide on a practical compensation amount for the land owners who are likely to be displaced.
 (b) To address the concerns of the land owners who are likely to be displaced.
14. My team expects me to do whatever is necessary -
 (a) To keep clients from complaining.
 (b) To keep client commitments.

Section-C

- Instructions :** This section has 5 questions. All questions are compulsory. Each question has 4 statements. Rank the statements in the 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. (10)
15. A professor notices that one of the students is having difficulty in the elective subject chosen. What should he do ? (Rank in the order of most contributive option to least contributive option)
1. Explain the topics which are important for the examinations.
 2. Teach the student certain techniques to improve her learning not only in this subject but in other subjects too.
 3. Advise the student to change her elective to a subject in which she can do well.
 4. Identify some classmates who can help the student and hope for the best.
- (a) 2-4-1-3 (b) 2-1-4-3 (c) 2-4-3-1 (d) 2-3-1-4
16. After winning an election, what should a political leader keep in mind ? (Rank in order of most contributive option to least contributive option)
1. Leader should plan to meet the election promises before the next election.
 2. Leader should prioritize the election promises based on their urgency.
 3. Leader should work towards the long-term growth of the constituency.
 4. Leader should find new strategies that will help convert the election promises to reality.
- (a) 3-2-4-1 (b) 2-4-3-1 (c) 3-4-2-1 (d) 1-3-4-2
17. Recently there was a robbery in one of the houses in a colony. How can the residents make their colony safe ? (Rank in the order of most contributive option to least contributive option)
1. Request police patrolling at night.
 2. Ask for donations from residents to fix CCTV cameras.
 3. The residents could come together and appoint a watchman on rotation.
 4. File a complaint with the police department.
- (a) 3-2-1-4 (b) 2-3-1-4 (c) 3-1-2-4 (d) 2-1-3-4

18. I will correct my younger brother when he does something wrong, even if he gets angry because - (Rank in the order of most contributive option to least contributive option)
1. He should not get into trouble.
 2. Only then will he learn to differentiate between what is right and wrong.
 3. It is my responsibility to correct him as his elder sibling.
 4. I have more experience than him and thus, likely to know better.
- (a) 4-2-1-3 (b) 1-2-3-4 (c) 3-4-2-1 (d) 2-1-3-4
19. Shiksha owns a restaurant which is well-known for its pasta dish. What do you think drives her to monitor all the vegetables (that are delivered to the restaurant) by herself? (Rank in the order of most contributive option to least contributive option)
1. She wants to make sure high quality vegetables are delivered to her.
 2. She wants to ensure her pasta is loved by all her customers.
 3. She has the time to get involved in this activity (of monitoring vegetables). 4. She does not trust her staff to take the same kind of care in such matters.
- (a) 4-1-2-3 (b) 3-4-1-2 (c) 2-1-4-3 (d) 1-2-4-3

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. (30)

20. Although the carpenter just finished fixing a door, she decides to redo the whole thing when she finds out a fault in it. What could be the reason behind her action ?
- (a) She does not want to earn a bad name by giving a defective product.
 - (b) She feels redoing it at a later time would increase the time and work she needs to put in.
 - (c) She likes to give a perfect product to her customers.
21. Suchi creates an effective presentation for her Team Leader but is not given credit for it. What is the worst consequence of such an action ?
- (a) This may have an effect on the entire team.
 - (b) Her Team Leader will be unpopular in the company.
 - (c) She will lose trust on her Team Leader.
22. When children fight over what game to play, it is important that parents do not unnecessarily interfere as -
- (a) When children are left to themselves, they may think of a new game which everyone likes.
 - (b) Such fights are common amongst children.
 - (c) Children have the capacity to deal with such fights.
23. The recent movies of an actress have not done well in the box-office. Although her friends advise her to move to TV serials, she signs up for an acting course in the USA. What is she trying to convey ?
- (a) That she needs a new environment.
 - (b) That she is open to learning.
 - (c) That she is finding ways to improve her acting skills.
24. Ganesh, a tuition teacher for XII board exams, is willing to reduce his fees for a bright but poor student. What do you think is the reason for doing so ?
- (a) Ganesh does not want a bright student to lose a chance to score well in the board exams.
 - (b) Ganesh will feel satisfied that he is helping others.
 - (c) It will encourage more students from poor backgrounds to dream big.

25. A group of friends arrive at a hotel where they have already made a reservation through an online website. Sheela, the receptionist, does not find the reservation reflecting on her computer system. How can Sheela best handle the situation ?
- She should attend to the other guests who have arrived as this problem is likely to take a long time to resolve.
 - She should get the details of the reservation and try to resolve the issue.
 - She should ask them to call up the customer care to find out what is to be done.
26. Shekar wants to start a small clinic in his village. His friends tell him that most doctors do not prefer to work in a small village. Shekar's response should be -
- "I want to check if it is possible. At least we will know that for a fact."
 - "It will be difficult, but even if it works for few days, it will benefit the people."
 - "It is needed and has to be done."
27. Ravi always checks the details of invoices (bills) raised by the employees before sending it to his customer. What do you think is the reason for doing so ?
- Even one mistake can raise doubts in the customer's mind regarding all the items in the bill.
 - Ravi does not want to charge the customer unnecessarily.
 - He feels the employees need to be monitored.
28. A school plans to increase the school fees from the next academic year on account of introducing a "robotics club" which is seen as a future need for all students to learn. They invite parents to discuss the issue. Why do you think this is the correct way to proceed with a fee hike ?
- Only then parents will understand how their children will benefit from the fee hike.
 - Only then both parties can arrive at a decision that works for all.
 - Only then the school can avoid any problems or fights with parents later.
29. A company is named as one of the Top 20 workplaces across the country. You believe the company deserves it because -
- They are generous in the pay package they offer to their employees.
 - They have maintained their brand image over the years.
 - They care for their employees in small ways.

Model Test Paper-4 : Answers

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|---------|---------|---------|---------|---------|
| 1. (C) | 2. (B) | 3. (B) | 4. (A) | 5. (A) |
| 6. (A) | 7. (B) | 8. (B) | 9. (B) | 10. (A) |
| 11. (A) | 12. (B) | 13. (A) | 14. (B) | 15. (B) |
| 16. (C) | 17. (A) | 18. (D) | 19. (D) | 20. (C) |
| 21. (A) | 22. (C) | 23. (C) | 24. (C) | 25. (B) |
| 26. (B) | 27. (A) | 28. (B) | 29. (C) | |



MODEL TEST PAPER-5

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. (10)

Cambridge Analytica is a data analytics company. It offers its services (i.e. providing information to make decisions, develop strategies, etc.) to businesses and political parties. The company collects people's data (about their interests, political ideologies, email ID, etc.) from various sources, including social media platforms such as Facebook.

Cambridge Analytica and Facebook have recently been accused of obtaining people's data without their permission. Further, they used this data to influence important political decisions- Brexit campaign; elections in India, US, Africa, Italy; etc. They did so by sending targeted advertisements' to citizens that would influence their decisions.

1. It is said that Cambridge Analytica manipulated election results by influencing people on social media. How would you, as a citizen, react to this ?
 - (a) "They have made a fool of people like me."
 - (b) "It has made a mockery of the election system."
 - (c) "Such manipulations are anyway common in most elections."
2. When collecting data for research work, it important to ensure that -
 - (a) People give you the data you need for the research study.
 - (b) People give you permission to collect their data.
 - (c) People are well-aware of how their data will be used.
3. Social media platforms should improve its privacy settings and protect the user's data because -
 - (a) It is their duty to correct the errors in system and improve their services.
 - (b) It should ensure that its users feel safe and comfortable while using their services.
4. Owners or founders of social media platforms have to -
 - (a) Worry about all the possible stakeholders impacted by their business.
 - (b) Worry about providing the best possible service to their users/ customers.

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. (20)

5. The Indian Space Research Organization (ISRO) had a record breaking year, 2017, with 5 successful space launches. This shows that the team is -
 - (a) Committed to keep excelling in their work.
 - (b) Full of efficient and capable people.

6. (a) An elected politician has the authority necessary to bring about change in his constituency.
 (b) An elected politician can choose to bring about change in the constituency.
7. When organizing a blood donation drive, a contributor will try to reach out to as many people as possible so that -
 (a) Many people participate and donate blood.
 (b) She can feel satisfied about trying her best.
8. Students should choose elective subjects in which -
 (a) They are confident of doing well in.
 (b) They can develop different types of capabilities.
9. Divya needs to submit a product sales report to the client every week. How can she think?
 (a) "I need to fulfill the client's expectations each time by sincerely working on the report."
 (b) "I could look at a set of reports and try to find new insights, irrespective of whether the client has asked for it or not."
10. (a) A sports coach may be tough in order to push his/her students to excel.
 (b) A sports coach may be tough as discipline has to be maintained.
11. As an event manager -
 (a) I ensure that I plan my events and deliver them properly.
 (b) I customize each event to suit my audience.
12. If elected as a class representative, you will focus on -
 (a) Ensuring that the class becomes self-sufficient in resolving their challenges.
 (b) Resolving each and every challenge for the class sincerely.
13. While preparing for a dance competition, you would prefer to join a team that is -
 (a) Motivated to win.
 (b) Guided by an experienced dancer.
14. The end of an interview is a good time for the candidate to clarify -
 (a) The salary package, career growth path, incentive structure, etc.
 (b) The job profile, scope of work, roles and responsibilities, etc.

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. (10)

15. In a group discussion, you should - (Rank in order of most contributive option to least contributive option.)
1. Give shy people a chance to share their points of view.
 2. Be able to think from various angles and put across your consolidated viewpoint.
 3. Make sure your point of view is heard.
 4. Listen to others' points of view and communicate clearly if you agree or disagree with them.

(a) 2-4-1-3 (b) 4-2-1-3 (c) 1-4-2-3 (d) 1-2-4-3

16. The development of Artificial Intelligence (AI) and machine learning/ robots, could be viewed as - (Rank in order of most contributive option to least contributive option.)
1. An opportunity for routine work to be done by AI, and creative work by people.
 2. A call for working professionals to develop new critical skills.
 3. A threat, as unemployment in our country will only increase.
 4. A change that cannot be ignored.
- (a) 2-1-4-3 (b) 2-4-3-1 (c) 1-4-2-3 (d) 1-2-4-3
17. The government has made changes in the GST regulations. Raunaq, who is working in the accounts department of a firm, is asked to oversee the development of a new accounting system. Though there is a lot of uncertainty and confusion about setting up the new system, Raunaq takes up the responsibility because - (Rank in order of most contributive option to least contributive option.)
1. He has been asked to do it.
 2. It is rare to get such opportunities in one's career.
 3. He will be noticed by the top management for doing such tough work.
 4. Through this, he can help his firm when it is needed the most.
- (a) 3-2-4-1 (b) 4-2-3-1 (c) 2-4-3-1 (d) 3-4-2-1
18. When faced with a challenge at work, one must - (Rank in order of most contributive option to least contributive option.)
1. Find a solution that addresses the root of the challenge being faced.
 2. Find out how other people solve such problems in your office.
 3. Follow whatever the boss says.
 4. Try different approaches to solve such challenges.
- (a) 4-1-2-3 (b) 1-4-2-3 (c) 4-3-1-2 (d) 1-4-3-2
19. A company allocates funds to train employees with new skills as - (Rank in order of most contributive option to least contributive option.)
1. It can help improve the effectiveness of employees.
 2. It is a practice that is followed across the industry.
 3. It will help in serving customers and clients better.
 4. It will help in keeping the company up-to-date in the industry.
- (a) 4-3-1-2 (b) 3-2-1-4 (c) 3-1-4-2 (d) 3-4-1-2

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.

(30)

20. Which of the following groups is likely to succeed in their project - 'Affordable quality education for everyone in India' ?
- (a) The group which is committed to finding new and superior methods of learning and teaching.
 - (b) The group which has experts from the education field to give them solutions that will work.

- (c) The group in which all the members are passionate about the problems of education in India.
21. Students are losing lives in gun shooting incidents in schools and colleges across USA. Students from all over USA decide to protest. According to you, what could their motive be ?
- To help people see the value and importance of life.
 - To get the government to be more strict in the sale and use of guns.
 - To express their grief about the frequent incidents of violence in the country.
22. While making your resume, what should you focus on most ?
- Communicating clearly and professionally.
 - Providing unique insights about yourself that an employer must know.
 - Presenting it neatly and in a good format.
23. A company's Corporate Social Responsibility initiative should be one which -
- Generously helps people who are poor or underprivileged.
 - Makes a concrete difference to the lives of the target group.
 - Creates a positive impression of the company amongst the public and its beneficiaries.
24. Mr. Sinha was a bit nervous as the company had asked him to take on a new role, which was very different from what he had been doing since last 10 years. As his colleague, what would you advise him ?
- "A new role will give you new experiences and opportunities to learn from."
 - "The new role will help you get the promotion you have been waiting for."
 - "It is better for you to take up the new role rather than losing your job."
25. A hotel in a popular tourist town known for "ancient architecture" is designed in a way that recreates the old way of living. What could be the reason for this ?
- They will be known for the unique experience that they offer to their customers.
 - They want the tourists to experience the benefits of the old way of living, even if it is just for a couple of days.
 - They have to do something different from other hotels to attract customers.
26. Neha took up a job in a big company as per her family's wishes. But she is feeling more and more unhappy and stuck. What would you suggest that she do in such a situation ?
- Talk to her family about the consequence of their wishes.
 - Continue with her work until she finds a better opportunity elsewhere.
 - Review the way she works so that it becomes more meaningful.
27. During an interview for a sales team role, Rakesh talks about all the good work he has done in his previous company, and says he had done it all by himself. What is the impression he will create ?
- That he may not be a team player.
 - That he is capable of managing various tasks by himself.
 - That he is unwilling to give credit to others.
28. Pizza Centre, a popular pizza-joint, promises to deliver hot pizza to the customer's doorsteps within 30 minutes. What is the highest value created by this service ?
- Pizza Center's customers will get to enjoy fresh pizzas that are delivered on time.

- (b) Pizza Centre's business will increase compared to other pizza joints.
 (c) More and more people will enjoy better services as other pizza-joints will also add similar services for their customers.
20. Which of these statements would a contributor actor say, on receiving the 'Best Actor Award' for a role played by him ?
- (a) "My hard work for this challenging role has been rewarded!"
 (b) "This is an important milestone, but my journey as an actor continues!"
 (c) "This award shows that I have achieved my best as an actor!"

Model Test Paper-5 : Answers

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|---------|---------|---------|---------|---------|
| 1. (B) | 2. (C) | 3. (B) | 4. (B) | 5. (A) |
| 6. (B) | 7. (A) | 8. (B) | 9. (B) | 10. (A) |
| 11. (B) | 12. (A) | 13. (A) | 14. (B) | 15. (B) |
| 16. (D) | 17. (C) | 18. (B) | 19. (C) | 20. (C) |
| 21. (B) | 22. (C) | 23. (A) | 24. (A) | 25. (B) |
| 26. (C) | 27. (C) | 28. (A) | 29. (B) | |



MODEL TEST PAPER-6

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 option. (10)

Subaru, a Japanese automobile manufacturing company, sells cars all over the world. In recent years, the company has been hit by repeated scandals. First, it was revealed that uncertified workers had been submitting final inspection reports for the vehicles sold in Japan. Along with faulty inspections, the company also said that some employees have been manipulating fuel economy data during final inspections for several years. Subaru admitted that it was possible that employees were instructed by managers to manipulate the data so as to avoid questions from senior management.

The company's profits since then have declined by 21%, and they have been forced to recall thousands of cars from the market.

"Subaru's management and employees will work collectively to restore lost trust and ensure that such circumstances do not recur," the company said in a report.

Source : Apr. 27, 2018 & Nov. 5, 2018; www.cnbc.com

1. How can a company like Subaru ensure such scandals don't happen again ?
 - (a) Implementing state-of-the-art technology for quality checks.
 - (b) Making sure that fool-proof systems are put into place to ensure strict quality control.
 - (c) Making sure that everyone, from the top management to the factory worker, keeps their focus on the end customer.
2. What is the worst consequence of releasing a product and then recalling them due to quality issues ?
 - (a) Prospective customers will choose other competing brands, so the company loses customers.
 - (b) Customers lose trust in the brand and their product; and the trust has to be re-built.
 - (c) The company has to bear huge financial losses.
3. What if you were a leader of a company which was facing such a crisis. What would be your role ?
 - (a) I must use my authority to make sure that those responsible are dealt with strictly and punished, so that such a crisis never happens again.
 - (b) I have to be responsible for turning the company around from this crisis.
4. As a worker of Subaru, which of the following statements would you agree with ?
 - (a) I understand how low quality standards can have a huge impact on a business.
 - (b) I understand how difficult it is for all employees to face such a crisis.

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. (20)
5. While waiting for your turn in an interview, you find out that a new questionnaire has to be filled on the spot. Since you did not expect this -
(a) you search for the questions which are compulsory & avoid the optional ones, so as to complete it quickly.
(b) you go through the questions and think-through each answer before writing.
6. I want to learn how to write my resume like my senior (who impressed the recruiter) to get my dream job.
(a) I want to learn how to present myself well through my resume to get my dream job.
(b) A salesperson is successful when s/he is -
7. (a) chosen repeatedly as the Employee of the Month by superiors & team.
(b) pushing herself/himself repeatedly to become a better salesperson.
8. As a student, I can inform my batchmates to vote in the upcoming election, as I think this will be a way to -
(a) Get more people to vote.
(b) Show that I care for social issues.
9. You are about to begin your first interview -
(a) You need to keep calm and hope for the best.
(b) You need to keep calm and give your best.
10. (a) The railways should run on time every day.
(b) The railways should run on time in peak travel season.
11. A teacher can choose to see herself as -
(a) A disciplinarian who has to correct teenagers when they behave badly.
(b) A role model who has to behave the way she expects teenagers to behave.
12. (a) When a new team member joins, it is best to find out how they can add value to the group.
(b) When a new team member joins, it is best to be wary till they prove themselves to be valuable to the group.
13. In a group discussion, your point of view is not accepted, as the facts that you give in support of it are proved incorrect -
(a) You try to build alternative arguments to reform your point of view.
(b) You accept your error humbly and avoid presenting any opinion through the rest of the discussion.
14. (a) I will attend office events as somebody has made efforts to organize it.
(b) I will attend office events as it will help me to know my colleagues better.

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 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. (10)

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. (30)

- appropriate and mark it on the answer sheet given to you. (30)

20. The CEO of a company should always question whether his business decisions will help -

 - (a) To differentiate the company from its competitors.
 - (b) To optimize available resources like money, people, time, etc.
 - (c) To sustain the company in the long-run.

21. A police inspector finds 16 empty cake boxes littered on the foot path of a Chennai beach. After enquiring from the cake shop, he and his team track down the college students who were responsible for it and ensures that they clean up the garbage. The police inspector should be praised for -
- Showing how when you want to bring in change, you have to invest effort & time.
 - Showing how when you have a team working with you, you can track down offenders easily.
 - Showing how even a policeman, when he decides, can help to keep the city clean.
22. After retiring from a Government job, Mr. Jha teaches children Sanskrit every weekend. He spends time during the week to prepare well for the classes. Why does he put in so much of effort ?
- So that the children like coming for the class.
 - So that his free time gets used productively.
 - So that the language is not lost to future generations.
23. Shehnaz, an electronics engineer, is applying to a company that works in the area of renewable energy. In her resume what can she highlight ?
- How she can play a part in meeting the organizational goal (of bringing low-cost energy to the country).
 - Her capability to think independently which will help her perform the role better.
 - The knowledge and experience gained through her solar-energy college project.
24. Purnima worked for over 2 years in her core engineering field. During the MBA admission interview, she was asked why she wanted to do an MBA now. Her response -
- "An MBA can improve my career prospects and ability to work in leadership roles".
 - "This could help me build myself & also amplify my technical skills".
 - "A degree in business will enable me to understand the business side of any technical work I do in the future".
25. Akash has been assigned a GD topic he is unfamiliar with. Which of these ways, would enable him to meaningfully contribute to the discussion ?
- Remembering the essence of what others say and trying to summarize them towards the end.
 - Asking relevant questions to clarify and deepen the understanding of the topic.
 - Listening intently to others, and adding your own opinion on what each one is saying.
26. As a software developer, you have been assigned a complex project. What should your approach be ?
- Develop the software within the project timelines so that the client is satisfied.
 - Write the code in such a way that it can increase efficiency levels of the software.
 - Write a simple code that can be run by any coder in the company facing such a complex coding requirement in the future.

27. When India's Mars satellite was successfully launched, our space scientists were thrilled because -
- It was completed within limited budgets.
 - It placed India as a serious & confident player in space research.
 - It would lead to more government funding for more such projects.
28. During a bus strike in the city, a taxi driver operates for longer hours because -
- Inconvenience can be reduced for some people.
 - More customers will be using taxis.
 - Public will be ready to pay more.
29. Mehnaz has newly joined a start-up company as a programmer. On the very first day, she is expected to take up a marketing project. What is she likely to think ?
- "Since I don't know anything about marketing, I may not be the right person for it. Someone else will do a better job."
 - "I need someone to explain what needs to be done so that I can do a good job of it with their support".
 - "I don't know anything about marketing. But as I keep trying, it will become clearer & I will be able to do it better".

Model Test Paper-6 : Answers

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|---------|---------|---------|---------|---------|
| 1. (B) | 2. (B) | 3. (B) | 4. (A) | 5. (B) |
| 6. (B) | 7. (B) | 8. (B) | 9. (B) | 10. (A) |
| 11. (B) | 12. (A) | 13. (B) | 14. (B) | 15. (D) |
| 16. (A) | 17. (A) | 18. (D) | 19. (A) | 20. (C) |
| 21. (A) | 22. (C) | 23. (A) | 24. (C) | 25. (C) |
| 26. (B) | 27. (B) | 28. (A) | 29. (C) | |



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MODEL TEST PAPER-7

Section-A

Instructions : This section has a scenario. Read carefully before answering the subsequent questions. There are 4 questions in this sections. All questions are compulsory. Each question has 3 or 2 options. Choose only ONE option which you consider the most appropriate one. (10)

Medical sector become more cervical at the time of pandemic. This sector's persons are having more liabilities and responsibilities on their shoulders. They have to not only treat the disease and make the patient healthy but also they have to deal with patient's mental health. During pandemic the chances of infection is very high to the medical staff as they are having direct contact with patients. Then also medical staff is treating patients with great dedication and care even at the cost of their life.

These medical staff are named as 'Front line warrior's fight with this pandemic.

1. What kind of feelings drive medical staff to work during this pandemic ?
 - (a) To serve people from the deadly disease.
 - (b) Thinking out of the box
 - (c) Just doing their duty.
 - (d) Just want to make a difference
2. Medical staff are working one the cost of their life to treat the patients because -
 - (a) They get one more work assignment
 - (b) They have intense feeling of being a contributor.
 - (c) They just want to improve their employability.
 - (d) They just want to build their confidence.
3. Among the above mentioned medical staff, who is known as a true contributor -
 - (a) Head of the department.
 - (b) The main head, who have instructed to do so.
 - (c) Government
 - (d) The person in medical staff himself who has the willingness to do value adding for the society.
4. What do you think why these medical staff choose to be 'Front line warriors' as their career path ?
 - (a) Because they believes that choosing this option is a prestigious thing.
 - (b) Because they believe adopting this option is they key to success in life.
 - (c) Because they believe strongly that along with a highly qualify education some skill development qualities skills and a sense of contribution towards society. Should be there for a successful and right career.
 - (d) They choose it as it seems lucrative career path.

Section-B

Instructions : There are 10 questions in this section. All these questions are compulsory. Each questions 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. (20)

5. Jatin is a young advocate who had just won a case on the basis of justice. How should be view himself in the world of justice ?

- (a) I will govern with zero tolerance for injustice
 (b) I will stay away from the people like injustice
 (c) I will not become a person doing injustice like many of the people do in the industry.
 (d) I will think of new ways to fight injustice.
6. Situation is become worst for the female in the society. Acid attack and rape cases are increased day by day. So Rashmi joined a karate class in summer vacation which of these options would help her see the situation as a contribution to self ?
 (a) It is a nice feeling to learn karate.
 (b) I want to protect myself by learning karate
7. Kanta bai is working as a maid in many flats of a society. She used to reach to Mr. and Mrs. Gupta's house first early in the morning as they have to reach office on time in the morning. Kanta bai is hurrying to Gupta's house as she feels she is late. As a contributor what is the likely to think ?
 (a) I have to ensure that they get done with their routine household works on time.
 (b) I better hurry because I have to finish here and go to another's employer's house also.
8. Rozi has just moved from India to Poland for work. She finds that the societal rules here are very different from the Indian culture. As a contributor what is the most appropriate way to think ?
 (a) "I have chosen to work in this country" I should make an effort to adapt to the new culture."
 (b) "I should try to understand that this is a different culture and accordingly adjust my way of thinking."
9. Ramlal is a security guard at a bank in Gujarat. When he is asked, "What do you do a contributor ?" What would be choose to say ?
 (a) I make sure that nobody is carrying any weapons or suspicious items in the bank.
 (b) I am responsible for the safety of the money savings, cash, gold etc. of the customers and as well as concern about the security of the staff also.
10. Ramola is a skill development trainer. Which of these options indicate that she is a contributor ?
 (a) She uses fun and practical methods to train the new employees.
 (b) She takes feedback from these methods effectively to help the new employees learn better.
11. There is a mistake in Mrs. Joshi's insurance policy document. She went to the agent's office (who is need to talk to the insurance company to correct the mistake). How should a contributor agent think ?
 (a) I will make a phone call to the insurance office and find out what can be done.
 (b) It is the insurance company's mistake. I cannot do much about it.
12. Gaurav is the IT manager of a company (who is a contributor). He has been asked to take on an additional role of an administrative manager. How would he explain it to someone else ?
 (a) "I am a manager". I know to manage IT and now I will soon know how to manage administration.
 (b) "I am a learner - I first learnt about IT and now I will learn about how to manage administration."

13. Rahul is a successful organic food the trader. He is also a contributor. How does he view himself ?

(a) "I am responsible for bringing organic food grains from farmers to the local people in the community.

(b) "Trough my trade, I provide a good market for farmers and ensure community gets good quality organic food."

14. Zala sir is a librarian. What he has to do to be a contributor librarian ?

(a) A librarian who sees his role as the one in charge of issuing books and maintaining silence in the liberyary.

(b) A libraron who sees his role as continuously improving the range and quality of knowledge people can access through her library.

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 highest to lowest. Choose only ONE (out of 4 given) that is closest to your ranking and mark it on the answer sheet given to you. (10)

- (4) He became his own destiny decider enter into 'Destiny stance' stage and he utilize the time effectively to learn new stock market software that might help in his work later. (d) 2-4-1-3
18. I am traffic kiosk you noticed that a person in front of you is struggling to start the car (probably he is a new learner) which is been stack in between the road due to occurrence of the speed breaker you would like to help him. Why you choose to help him in this situation ? (Rank in the order of most preferred to least preferred action.)
- I believe it is our duty to offer help to anyone who is in genine need.
 - If the takes too long it will lead a long and cause inconvenience to everyone.
 - The man needs to learn how to start the car (stack in such situation) so that next time he doesn't face such difficulty.
 - Helping him will save time for all the people concerned.
- (a) 2-3-4-1 (b) 4-3-2-1 (c) 4-3-1-2 (d) 2-4-3-1
19. You have been selected to represent India in the International research paper competition. What is the value of it ? (Rank in the order of most valuable to least valuable reason.)
- You can inspire more young researchers in India to take up research in academics as a profession.
 - You can test yourself against the best in the world.
 - You push yourself to compete at the highest level in research.
 - Your years of hard work have been rewarded.
- (a) 4-2-3-1 (b) 3-2-1-4 (c) 2-1-3-4 (d) 1-3-2-4

Section-D

- Instruction :** There are 10 questions in this section. All questions are compulsory. Each questions has 3 options. Select only ONE that you feel is the most appropriate and mark it on the answer sheet given to you.
20. Suppose you are a teacher your role is very important for the subject in the syllabus (as it is really very difficult one). And you are having mild symptoms of COVID-19 and is instructed to do home quarantine by doctors. Exams are about to come and students are worried. In this situation which response appeals to you the most ? (30)
- Since I cannot do anything much in this situations, I trust on my earlier teaching to student and assume they will do good.
 - Even though I am at home, I can still find a way to support my students through online lecture series that will be best utilization of my quarantine time as per my health permit (with time intervals).
 - I will provide online notes to students and leave them to solve by themselves.
21. As a manger according to you which team leader contributes the most among the followings ?
- The one who focuses on achieving the targets on time.
 - The one who discusses the project with the team and supports them to complete it effectively.
 - The one who delegates work such that nobody is under pressure get the team goals achieved.

22. You are an employee of such and Shah Company. Your boss has given you a new and different project which you have done before what will be your response as a contributor in this situation ?
- I will try to work on the project for a few days and see whether it is possible to do or not.
 - I will build the capabilities required for this project to complete it.
 - I will complete the project with same help.
23. You are a contributor because -
- I help people
 - I get things done !
 - I choose to be one
24. You are an interior designer. Why you want to become this one ?
- Because its my childhood dream.
 - Because I feel joy and happiness for someone's dream come true by converting their house from 'home.'
 - Because I could earn more money as it is now in fashion.
25. I am an electrical engineer. I choose this profession because
- I want to go with the herd mentality as every body was choosing this branch so also choose.
 - Being electrical engineer is different.
 - I want to the society by doing some research and experiments in the field of electrical vehicles with the help of AI so that it can reduce pollution.
26. You are a 20 year old student. You start your own start-up or rat rain business with the aid of government financial help. As a contributor what will be in your mind while starting this start up ?
- I was fully aware about this neglegance problem of rats. And the rat catcher machine is not the permanent solution. So I thought to introduce a rat runner machine which produce radiating sound helpful for getting rid of rates permanently."
 - I want to do different."
 - "As it is niche market. I car earn lots of money."
27. On completing of engineering most of Rushi's friends and classmates takes up high - paying jobs in large companies that are not directly in his line of training. However, Rushi choose to join a local software start-up company which would be the most important reason to influence Rushi's choice ?
- This start-up will demand that I deal with new challenges that normally one doesn't face in a large and stable company.
 - "This is directly in my line of training. Thus it will help me utilize my tracining develop my capabilities more effectively and make me ready to face new challenges.
 - "Being a part of a small start-up will give me exposure to many different kinds of work (unlike in a large company where you are assigned one specific work) this I can learn much more."

28. Due to COVID situation many companies are firing their employees to cut down the expenses but they also keep this in mind to serve their best and hard working employees. Hardik is also working in such company. But according to his nature Hardik is not a hard working person company has fired hardik which of the following attitudes towards this event will help him achieving long term success in life ?
- I must immediately start applying to as many companies then I can get a job.
 - This job was important to my career but my boss never like me more pay attention to my work. Due to him I loss my work.
 - I must think where I went wrong in my previous job maybe I can do some course to add to my skills or not repeat the mistakes in my previous job.
29. You are a contributor which of these options would you like to adopt for your career ?
- Try to do new kinds of work and be open to new experiences.
 - Accept every task that is assigned to him and impress all with my abilities.
 - Always be in good terms with my seniors and see that I do not upset them in any way.

Model Test Paper-7 : Answers

1. (A)	2. (B)	3. (D)	4. (C)	5. (D)
6. (B)	7. (A)	8. (C)	9. (B)	10. (B)
11. (A)	12. (B)	13. (B)	14. (B)	15. (A)
16. (C)	17. (A)	18. (D)	19. (A)	20. (B)
21. (C)	22. (B)	23. (C)	24. (B)	25. (C)
26. (A)	27. (B)	28. (C)	29. (A)	

