

SPG

Section Id :	64065364222
Section Number :	4
Section type :	Online
Mandatory or Optional :	Mandatory
Number of Questions :	24
Number of Questions to be attempted :	24
Section Marks :	35
Display Number Panel :	Yes
Section Negative Marks :	0
Group All Questions :	No
Enable Mark as Answered Mark for Review and Clear Response :	No
Maximum Instruction Time :	0
Sub-Section Number :	1
Sub-Section Id :	640653134742
Question Shuffling Allowed :	No

**Question Number : 77 Question Id : 640653906797 Question Type : MCQ Calculator : Yes
Correct Marks : 0**

Question Label : Multiple Choice Question

**THIS IS QUESTION PAPER FOR THE SUBJECT "DEGREE LEVEL : STRATEGIES FOR PROFESSIONAL
GROWTH (COMPUTER BASED EXAM)"**

**ARE YOU SURE YOU HAVE TO WRITE EXAM FOR THIS SUBJECT?
CROSS CHECK YOUR HALL TICKET TO CONFIRM THE SUBJECTS TO BE WRITTEN.**

**(IF IT IS NOT THE CORRECT SUBJECT, PLS CHECK THE SECTION AT THE TOP FOR THE SUBJECTS
REGISTERED BY YOU)**

Options :

6406533052299. ✓ YES

6406533052300. ✗ NO

**Question Number : 78 Question Id : 640653906798 Question Type : MCQ Calculator : Yes
Correct Marks : 0**

Question Label : Multiple Choice Question

General Instructions:

(i) This paper comprises two types of questions: Long Answer Type and Multiple Choice Questions. The total marks for the paper are 35. Answer all questions to the best of your ability.

(ii) Long Answer Type Questions:

- These questions are numbered **3 and 4** . Each question includes a specified word limit and mark allocation.
- Responses should be concise and relevant. Allocate approximately 80% of your time to thinking and 20% to writing.
- Avoid copying from neighbouring candidates' screens, as such behaviour is easily detectable and subject to penalties.
- Irrelevant answers, off-topic responses, or duplication of information from the question paper will not receive marks.
- Ensure that your answers are well-supported with relevant content from the course and suitable examples where applicable.

(iii) Multiple Choice Questions:

- These questions are numbered **5 to 28** and carry one mark each.
- Read each question carefully and select the most accurate option. There is only one correct answer per question.

(iv) Do not infer or assume information beyond what is provided in the case study or question. All characters, relationships, and events in the questions are fictitious. Any resemblance to real-life persons or events is purely coincidental.

Please indicate that you have read and understood the instructions by marking the appropriate box below:

Options :

6406533052301. ☒ I have read the instructions.

6406533052302. ☐ I have read and understood the instructions

Sub-Section Number :

2

Sub-Section Id :

640653134743

Question Shuffling Allowed :

No

Question Number : 79 Question Id : 640653906799 Question Type : SA Calculator : None

Correct Marks : 5

Question Label : Short Answer Question

(a) Outline the *Process of Creativity* as discussed in the *Creativity and Thinking Skills* module.(2

Marks)

NOTE:Your answer should not exceed 50 wordcount

(b) Identify a recent issue that has impacted many people at your workplace/ internship/ IITM campus/ degree program. Apply the *creativity process* to develop a solution prototype to address this problem.(3 Marks)

NOTE:Your answer should not exceed 150 wordcount

Response Type : Alphanumeric

Evaluation Required For SA : No

Max Word Count : 200

Show Word Count : Yes

Min Word Count : 0

Highlight min word : Yes

Single Line Response : No

Number of Rows : 10

Number Of Columns : 70

Text Areas : PlainText

Question Number : 80 Question Id : 640653906800 Question Type : SA Calculator : None

Correct Marks : 5

Question Label : Short Answer Question

(a) Provide an example from your personal or professional life illustrating each zone in the *Four Zones Model* discussed in the *Cultivating a Growth Mindset* module.(2 Marks)

NOTE:Your answer should not exceed 50 wordcount

(b) For each example above, identify one step you will take to move to the next zone to achieve better personal or professional growth.(3 Marks)

NOTE:Your answer should not exceed 150 wordcount

Response Type : Alphanumeric

Evaluation Required For SA : No

Max Word Count : 200

Show Word Count : Yes

Min Word Count : 0

Highlight min word : Yes

Single Line Response : No

Number of Rows : 10

Number Of Columns : 70

Text Areas : PlainText

Sub-Section Number :

3

Sub-Section Id :

640653134744

Question Shuffling Allowed :

Yes

Question Number : 81 Question Id : 640653906801 Question Type : MCQ Calculator : Yes

Correct Marks : 1

Question Label : Multiple Choice Question

When there's too much conformity, Nikhil's team becomes ineffective. The team tends to *go along to get along*. What team dysfunction does this behaviour represent?

Options :

6406533052305. ✓ Groupthink

6406533052306. ✗ Unwillingness to cooperate

6406533052307. ✗ Lack of managerial support

6406533052308. ✗ Failure to delegate

Question Number : 82 Question Id : 640653906802 Question Type : MCQ Calculator : Yes

Correct Marks : 1

Question Label : Multiple Choice Question

Examine the following scenarios. Each one presents a different form of interaction. Which scenario *best* exemplifies non-verbal communication?

Options :

6406533052309. ✗ Arun calls his colleague and over the phone, he relays important project details and ensures his colleague is up-to-date.

6406533052310. ✗ Ayush sends an email to his team outlining the meeting agenda for the upcoming meeting, helping them prepare in advance.

6406533052311. ✗ Ayushi texts her manager to quickly confirm the time for a client presentation.

6406533052312. ✓ Ashwin nods during a meeting to indicate his agreement with a proposed idea, signalling his support during the discussion.

Question Number : 83 Question Id : 640653906803 Question Type : MCQ Calculator : Yes

Correct Marks : 1

Question Label : Multiple Choice Question

Consider the following options:

1. Listening to judge the speaker's experiences
2. Listening to the speaker's desires
3. Listening to inner chatter to identify the speaker's destiny
4. Listening to help the speaker move forward
5. Helping the speaker build hope and dreams

How many of the above options best describe the concept of '*Listening to the Future*,' through which leaders can inspire growth and foster a positive environment, as described in the *Communication and Listening Skills* module?

Options :

6406533052313. ✗ Only two

6406533052314. ✓ Only three

6406533052315. ✖ Only four

6406533052316. ✖ All five

Question Number : 84 Question Id : 640653906804 Question Type : MCQ Calculator : Yes

Correct Marks : 1

Question Label : Multiple Choice Question

State whether the following statement is True or False:

"The key difference between managers and leaders is that managers administer, maintain, and focus on structure, while leaders innovate, develop, and focus on people."

Options :

6406533052317. ✔ TRUE

6406533052318. ✖ FALSE

Question Number : 85 Question Id : 640653906805 Question Type : MCQ Calculator : Yes

Correct Marks : 1

Question Label : Multiple Choice Question

In the context of spheres of responsibility, as described in the *Leadership Lessons* module, what is the *sphere of influence* defined as?

Options :

6406533052319. ✖ Things within your control, such as your mind, body, and potential

6406533052320. ✔ Things outside your control that directly concern you

6406533052321. ✖ Things outside your control that indirectly concern or affect you

6406533052322. ✖ Things outside your control that you have no interest in

Question Number : 86 Question Id : 640653906806 Question Type : MCQ Calculator : Yes

Correct Marks : 1

Question Label : Multiple Choice Question

During a conflict, when your body goes into "fight or flight" mode, also known as "amygdala hijack," you may lose access to the prefrontal cortex, which is crucial for rational thinking during difficult conversations. Which of the following actions can help interrupt this physical response, manage your emotions, and clear the way for a productive discussion?

1. Taking responsibility for your emotions
2. Practicing simple mindfulness techniques like deep breathing
3. Acknowledging and labelling your feelings

Select the correct option using the codes given below:

Options :

6406533052323. ✖ 1 only

6406533052324. ✖ 2 only

6406533052325. ✖ 3 only

6406533052326. ✔ 1, 2, and 3

Question Number : 87 Question Id : 640653906811 Question Type : MCQ Calculator : Yes

Correct Marks : 1

Question Label : Multiple Choice Question

If culture is like an iceberg, how many of the following would *not* be visible above the water?

1. Notions of leadership
2. Concept of past and future
3. Concept of privacy
4. Priorities in life
5. Attitudes toward work

Choose the correct option:

Options :

6406533052342. ✖ Only two
6406533052343. ✖ Only three
6406533052344. ✖ Only four
6406533052345. ✔ All five

Question Number : 88 Question Id : 640653906812 Question Type : MCQ Calculator : Yes

Correct Marks : 1

Question Label : Multiple Choice Question

Societies that are tolerant of a lack of punctuality, flexible with changing plans based on evolving circumstances, and comfortable with discovering the path as they go along rather than adhering to a strict plan reflect which dimension of culture (Hofstede)?

Options :

6406533052346. ✖ Motivation towards Achievement and Success
6406533052347. ✖ Power Distance
6406533052348. ✖ Individualism vs. Collectivism
6406533052349. ✔ Long-Term Orientation

Question Number : 89 Question Id : 640653906813 Question Type : MCQ Calculator : Yes

Correct Marks : 1

Question Label : Multiple Choice Question

Consider the following options:

1. Purchasing a real estate using free cash
2. Selling your vehicle for free cash
3. Purchasing patents using free cash

How many of the above options are classified as *investing activities in cash flow statements*?

Options :

6406533052350. ✖ Only one
6406533052351. ✖ Only two
6406533052352. ✔ All three
6406533052353. ✖ None of these

Question Number : 90 Question Id : 640653906814 Question Type : MCQ Calculator : Yes Correct Marks : 1

Question Label : Multiple Choice Question

The amount that remains after all assets are sold and all liabilities are paid, which belongs to shareholders (either private owners or public investors), is defined as:

Options :

6406533052354. ✖ Net Income

6406533052355. ✖ Revenue

6406533052356. ✔ Owner's Equity

6406533052357. ✖ Gross Profit

Question Number : 91 Question Id : 640653906818 Question Type : MCQ Calculator : Yes Correct Marks : 1

Question Label : Multiple Choice Question

Given that your savings account earns an annual interest rate of 6%, while the inflation rate is 8% per year, how will the purchasing power/ real value of your money change after one year?

Options :

6406533052366. ✖ Increase

6406533052367. ✖ Remain the same

6406533052368. ✔ Decrease

6406533052369. ✖ Uncertain

Question Number : 92 Question Id : 640653906819 Question Type : MCQ Calculator : Yes Correct Marks : 1

Question Label : Multiple Choice Question

Which of the following financial instruments are permissible investments for a mutual fund scheme?

1. Stocks

2. Gold

3. Government Bonds

Select the correct option using the code provided:

Options :

6406533052370. ✖ 1 only

6406533052371. ✖ 1 and 2 only

6406533052372. ✖ 1 and 3 only

6406533052373. ✔ 1, 2 and 3

Question Number : 93 Question Id : 640653906820 Question Type : MCQ Calculator : Yes Correct Marks : 1

Question Label : Multiple Choice Question

State whether the following statement is True or False:

"Systems thinking is a method of understanding the world by breaking it down into individual parts rather than focusing on wholes and relationships."

Options :

6406533052374. ✖ TRUE

6406533052375. ✔ FALSE

Question Number : 94 Question Id : 640653906821 Question Type : MCQ Calculator : Yes

Correct Marks : 1

Question Label : Multiple Choice Question

In a company, the operations team noticed a decline in production efficiency due to frequent equipment breakdowns. To address this, management decided to increase the maintenance schedule, expecting it to reduce downtime and improve overall productivity. Initially, the plan worked, with fewer breakdowns reported. However, over time, the increased maintenance began to disrupt the production schedule, causing delays in product delivery. Also, the overworked maintenance team started making errors, leading to more frequent breakdowns.

What concept of *Systems Thinking* does this situation best illustrate?

Options :

6406533052376. ✖ Shifting the burden

6406533052377. ✔ Fixes that backfire

6406533052378. ✖ Limits to growth

6406533052379. ✖ Reinforcing feedback

Question Number : 95 Question Id : 640653906822 Question Type : MCQ Calculator : Yes

Correct Marks : 1

Question Label : Multiple Choice Question

What is the key lesson from the story of the blind men and the elephant regarding understanding a complex situation?

Options :

6406533052380. ✔ Focusing only on individual experiences can lead to misunderstandings.

6406533052381. ✖ It is best to rely on a single perspective to simplify decisions.

6406533052382. ✖ Each person's interpretation is more important than the collective view.

6406533052383. ✖ Analyzing separate parts guarantees a complete understanding of the whole.

Question Number : 96 Question Id : 640653906827 Question Type : MCQ Calculator : Yes

Correct Marks : 1

Question Label : Multiple Choice Question

Organizations often monitor publicly available information, such as annual reports, news articles, and other sources, to keep tabs on the competition and stay aware of the latest developments. This process involves comparing an organization's practices and processes to those of others to learn and improve efficiency and effectiveness. Which of the following best describes this activity in an *Engineering Sense* context?

Options :

6406533052390. ✖ Big picture thinking

6406533052391. ✖ Understanding causes and effects

6406533052392. ✔ Benchmarking

6406533052393. ✖ Planning

Question Number : 97 Question Id : 640653906828 Question Type : MCQ Calculator : Yes

Correct Marks : 1

Question Label : Multiple Choice Question

In the *Engineering Sense* context, a _____ process enables you to take your business concept beyond the idea stage, but it does not get the work done.

Options :

6406533052394. ✖ controlling

6406533052395. ✖ organising

6406533052396. ✔ planning

6406533052397. ✖ leading

Sub-Section Number :

4

Sub-Section Id :

640653134745

Question Shuffling Allowed :

No

Question Id : 640653906807 Question Type : COMPREHENSION Sub Question Shuffling Allowed : No Group Comprehension Questions : No Question Pattern Type : NonMatrix Calculator : None

Question Numbers : (98 to 100)

Question Label : Comprehension

Cultural Strategies: Understanding and recognizing cultural accommodation, acceptance, synergy, dominance and compromise is crucial in the workplace as it fosters effective communication, reduces conflicts, and enhances collaboration across cross-cultural teams. It enables employees to navigate cultural differences, creating a more inclusive and productive environment, ultimately leading to organizational success.

Identify cultural strategies used in the given scenarios from the options below:

- a. Cultural Dominance
- b. Cultural Avoidance
- c. Cultural Compromise
- d. Cultural Accommodation
- e. Cultural Synergy

Based on the above data, answer the given subquestions.

Sub questions

Question Number : 98 Question Id : 640653906808 Question Type : MCQ Calculator : Yes

Correct Marks : 1

Question Label : Multiple Choice Question

[Cultural Strategies] Dr. Ganesh, an Indian physician at a multinational hospital in Singapore. Some of his Singaporean colleagues preferred direct instructions, while some did not. Dr. Ganesh began using more direct verbal communication and clear documentation while still incorporating the nuanced, non-verbal cues essential in his practice; integral to his own culture. His colleagues also became more receptive to understanding the context behind his communication. This balanced approach ensured effective patient care, all while respecting and integrating cultural differences.

Options :

6406533052327. ✖ Cultural Dominance

6406533052328. ✖ Cultural Avoidance

6406533052329. ✔ Cultural Compromise

6406533052330. ✖ Cultural Accommodation

6406533052331. ✖ Cultural Synergy

Question Number : 99 Question Id : 640653906809 Question Type : MCQ Calculator : Yes

Correct Marks : 1

Question Label : Multiple Choice Question

[Cultural Strategies] Sen, an Indian marketing manager, was relocated to France to oversee his company's European operations. Understanding the importance of blending into the local culture, Sen made a conscious effort to adapt to the French way of conducting business. By fully embracing the local customs and work culture, Sen built strong relationships with his French colleagues, ultimately leading to a more cohesive and effective team.

Options :

6406533052332. ✖ Cultural Dominance

6406533052333. ✖ Cultural Avoidance

6406533052334. ✖ Cultural Compromise

6406533052335. ✔ Cultural Accommodation

6406533052336. ✖ Cultural Synergy

Question Number : 100 Question Id : 640653906810 Question Type : MCQ Calculator : Yes

Correct Marks : 1

Question Label : Multiple Choice Question

[Cultural Strategies] Preetam, an Indian software engineer, was part of an international project team that included colleagues from Germany and Japan. Recognizing the strengths of each culture, Preetam proposed a new workflow that combined the meticulous planning and attention to detail characteristic of his German teammates with the Japanese emphasis on continuous improvement (Kaizen). He also brought in the Indian flexibility and adaptability to manage unexpected challenges.

Options :

6406533052337. ✖ Cultural Dominance

6406533052338. ✖ Cultural Avoidance

6406533052339. ✖ Cultural Compromise

6406533052340. ✖ Cultural Accommodation

6406533052341. ✔ Cultural Synergy

Question Id : 640653906823 Question Type : COMPREHENSION Sub Question Shuffling Allowed : No Group Comprehension Questions : No Question Pattern Type : NonMatrix Calculator : None

Question Numbers : (101 to 103)

Question Label : Comprehension

[Leadership Style] As a senior manager at a manufacturing company, you've been observing different leadership behaviours among your team leads. Your goal is to identify and understand their leadership styles to understand which style has a greater positive impact. Below are a few scenarios you've encountered:

Based on the above data, answer the given subquestions.

Sub questions

Question Number : 101 Question Id : 640653906824 Question Type : MCQ Calculator : Yes Correct Marks : 1

Question Label : Multiple Choice Question

[Leadership Style] One team lead consistently ensures that jobs are completed exactly as they instruct, focusing on adherence to specific methods. Which leadership style does this behaviour represent?

Options :

6406533052384. ✔ Task-oriented

6406533052385. ✖ People-oriented

Question Number : 102 Question Id : 640653906825 Question Type : MCQ Calculator : Yes Correct Marks : 1

Question Label : Multiple Choice Question

[Leadership Style] Another team lead recently compiled and distributed the monthly target report to all representatives, also ensuring they are aware of the deterrent and incentive system. Which leadership style does this behaviour represent?

Options :

6406533052386. ✔ Task-oriented

6406533052387. ✖ People-oriented

Question Number : 103 Question Id : 640653906826 Question Type : MCQ Calculator : Yes Correct Marks : 1

Question Label : Multiple Choice Question

[Leadership Style] A third team lead makes it a point to greet each team member warmly every morning, facilitate communication and call for frequent team meetings. Which leadership style does this behaviour represent?

Options :

6406533052388. ✖ Task-oriented

6406533052389. ✔ People-oriented

Sub-Section Number : 5

Sub-Section Id : 640653134746

Question Shuffling Allowed : No

Question Id : 640653906815 Question Type : COMPREHENSION Sub Question Shuffling Allowed : No Group Comprehension Questions : No Question Pattern Type : NonMatrix Calculator : None

Question Numbers : (104 to 105)

Question Label : Comprehension

Section 80C of the Income Tax Act of India is a clause that points to various expenditures and investments that are exempted from Income Tax under the old tax regime.

Based on the above data, answer the given subquestions.

Sub questions

Question Number : 104 Question Id : 640653906816 Question Type : MCQ Calculator : Yes Correct Marks : 1

Question Label : Multiple Choice Question

What is the maximum deduction allowed under Section 80C for reducing taxable income in the old tax regime?

Options :

6406533052358. ✖ Rs. 50,000

6406533052359. ✔ Rs. 1.5 lakhs

6406533052360. ✖ Rs. 2 lakhs

6406533052361. ✖ Rs. 2.5 lakhs

Question Number : 105 Question Id : 640653906817 Question Type : MCQ Calculator : Yes Correct Marks : 1

Question Label : Multiple Choice Question

Which of the following investments qualify for tax-saving benefits under Section 80C in the old tax regime?

1. Public Provident Fund (PPF)

2. Equity Linked Savings Scheme (ELSS)

Choose the correct option:

Options :

6406533052362. ✖ 1 only

6406533052363. ✖ 2 only

6406533052364. ✔ Both 1 and 2

6406533052365. ✖ Neither 1 nor 2