**Assignment 4**

**ENLIGHTENED SELF INTEREST**

1. Shaheen, a journalist, is writing an article on the ongoing strike of farmers regarding the latest Government policy. Which of the following should she highlight in her article?  
**a] “What are the problems faced by all stakeholders - the farmers, the Government, the traders, etc. and why these are not getting resolved.”**b] “How the farmers have to be protected from the system as they are being sidelined and not being given their due.”  
  
2. A salesperson is likely to be more successful at work when –

a] s/he executes a sale with high profits for the company.  
**b] s/he executes a sale that benefits both the company and the customer.**3. Aruk, a successful online writer, has recently started mentoring online writers for a small fee. According to you, which of these is the true benefit of such an initiative?  
a] “This forum will help the creation of an online writer community, who can assist and guide each other.”  
**b] “Interacting with other online writers will lead to more followers while enriching my understanding of online writing.”**  
4. Lakhir makes it a point to pick up his daughter from school at least twice in a week.  
And once a month, interacts with her class teacher to understand about the activities in school and offers his help. Which of these reasons show that he is thinking win win?  
**a] At least two times a week, he gets a chance to spend more time and bond with his daughter.**b] If he did that regularly, then the teacher is likely to give proper attention to his daughter.  
c] With regular interactions, teachers and parents (like him) can work together to support development of students.   
  
5. A group of bank employees approach the Branch Manager and complain about one co-worker who doesn’t behave well with everyone. As a contributor, what action should the Branch Manager take?  
a] Call for a meeting with all the employees to understand the issue & address the complaint.   
b] Talk to all the senior employees and take a decision

**c] Take note of the complaint and act swiftly against the person, so that there is no damage to the reputation of the bank.**

6. Post Covid, many companies are planning on introducing new ways of working in office to improve both employee safety and productivity. Why should they invite suggestions from different groups of employees before creating a new policy?  
a] To ensure that everyone will readily accept the new work policy.  
b] To have minimum number of complaints when they introduce the new policy.  
c] To ensure the policy addresses the needs and concerns of the employees.  
  
7. Sohan works as a designer for a large advertising firm. He has been asked to make an advertisement to increase the sales of a herbal tea brand. Which of the following thinking shows a contributive mindset?  
a] “The entire sales depends on my design, I need to ensure that my design is attractive enough to impress the client.”  
**b] “My design should help in increasing the sales, so I can talk with the sales team, some customers etc. and use their inputs.”**

8. While deciding a timeline for delivery of a report to its client, a company’s primary focus should be –  
a] To choose a timeline that will be agreeable by both the client and the employees  
to produce an excellent report.   
**b] To decide on a deadline with the client, assuming employees will support whatever has been promised.**  
9. In a particular cricket match, what is more important for a bowler is, that –  
a] The team wins irrespective of how the bowler plays.   
**b] He plays a significant role in winning the match for his team.**  
10. Taiba focuses on only completing the task assigned to her in a team project. Why do you think it is important for her to also get along with her team members?  
a] It increases the overall quality of the team’s work.   
**b] It helps in building friendly relations in the team and this will benefit her in times of crisis.**