

GUJARAT TECHNOLOGICAL UNIVERSITY
B.PHARM - SEMESTER- 5 EXAMINATION – SUMMER -2023

Subject Code: BP506TP**Date: 26/06/2023****Subject Name: Contributor Personality Development Program****Time: 02.30 p.m. to 5.30 p.m.****Total Marks: 80****Instructions:**

1. Use Only OMR to answer this question paper
2. Attempt all section.
3. Make suitable assumptions wherever necessary.
4. Figures to the right indicate full marks.
5. Student has to darken the circle in OMR answer sheet with the same serial number as per the Serial number of question paper.

Section A

Instructions: This section has 2 case scenarios. Read carefully before answering the subsequent questions. There are 8 questions in this section. All questions are compulsory. Each question has 3 or 2 options. Choose ONLY ONE option which you consider the most appropriate and mark it on the answer sheet given to you.

Marks: 20

Case 1:

Dr. Anant Pandhare and 10 other dedicated doctors decided to work not just for their livelihood but to give something back to the society. They started with a small ten-bed hospital in Aurangabad district of Maharashtra. The doctors borrowed money from their families, and they decided to manage their life on minimum income, which set an example for other doctors. This further strengthened Dr. Pandhare and his team's vision to provide excellent medical services at affordable costs to the common man. After nearly 22 years, they now serve more than 25 lakh poor patients. Today, they have taken up several initiatives that aim at looking after the overall healthcare, providing education, and empowering people in rural villages of Maharashtra.

Source: www.indoamerican-news.com; 09th January 2022.

1. The doctors in Dr. Pandhare's team decided to manage their life on minimum income to start a hospital in rural Maharashtra. As contributors, what could be their thinking while doing so?
 - a] The people in villages are more prone to illness and have no healthcare facility.
 - b] The hospital can be a starting point to bring about a change in rural society.
2. In your view, which Career Pathway was Dr. Pandhare demonstrating?
 - a] As a Changemaker-Entrepreneur, who is improving the health conditions of rural areas to impact people in the community.
 - b] As a Changemaker who is helping the poor to get healthcare facilities.
 - c] As a Professional Achiever who is practicing his profession and reaching out to more people in order to provide medical support.

3. What is the deepest value that you can create as a doctor?
 - a] Be associated with many hospitals and clinics to reach out to more patients.
 - b] Guide people such that they lead healthier lifestyles and avoid falling ill.
 - c] Provide appropriate treatment and a caring experience to all patients.
4. What do you learn from Mr. Pandhare's example?
 - a] If I decide and commit to a cause, necessary resources will find their way to help meet the goals.
 - b] Once I have a team of dedicated people committed to a cause, any change is possible.

Case 2:

Married and relocated to Hyderabad at a tender age of 18, Madhukanta Bhatt focused on handling the house and bringing up her children. She has always wanted to take up sewing, but buying a machine was too expensive at that time. She saved up money from her household expenses, bought herself a machine. However, she was not able to afford formal training on sewing. She then learnt the art of sewing, cutting and designing her clothes through observation.

She wanted to reduce textile waste and the use of plastic from Earth. So, she sourced her fabric from tailors and started making cloth bags and other eco-friendly products that she distributed to people for free. So far, she has distributed 35,000 bags all across Hyderabad and wishes to continue making more items. At the age of 93, she doesn't want to retire. She says – "I love stitching and this way I can contribute to saving the planet."

Source: www.thebetterindia.com; April 22, 2023

5. Madhukanta chose the Innovator & Creator Career Development Pathway. What do you think was the highest level of contribution made by her?
 - a] She was able to follow her passion by learning the art of sewing and therefore she was able to see her potential as a person.
 - b] She was able to create products that are useful for people while also reducing the use of plastic and textile waste.
 - c] She made cloth bags and distributed them for free to people.
6. Which of the two statements do you agree with the most?
 - a] Madhukanta's confidence came from her desire and dream to learn sewing.
 - b] Madhukanta's confidence came from the efforts she took to translate her dream into reality one step at a time.
7. From not knowing sewing at all to creating value for people & the environment, Madhukanta has come a long way. Which of these is a root of her success?
 - a] Madhukanta learnt how to save production costs by sourcing the fabric directly from tailors.
 - b] Madhukanta developed the persistence to stay with the goal she had chosen & continuously learnt on her own without giving up.

8. Taking inspiration from Madhukanta's Creator Response to the situation, how would you respond if you faced challenges while looking for a job?
- a] "I would take responsibility for finding new ways to reach out to employers and build my capabilities to become the best potential candidate for the job."
 - b] "I would wait for the condition in the job market to improve and then reach out to employers through my network to see if there is any opening."
 - c] "I would apply for each and every job because I may get a call back from anywhere and get selected."

Section B

Instructions: There are 10 questions in this section. All questions are compulsory. Each question has 2 statements. Select ONLY ONE statement that you feel is closest to your thinking and mark it on the answer sheet given to you.

Marks: 20

9. a] To have a start-up, the Founder should be clear about what unique problem she is addressing, what she may have to learn and focus on to build the company and then work step by step to achieve it.
- b] To have a start-up, one should learn how to create a unique pitch to impress funders to get a high investment.
10. Two students have completed their Semester exams. Who is growing in a focused direction?
- a] Malti: "During this semester, I found out my own way to study my subjects efficiently as I wanted to score high marks in all subjects."
- b] Ratan: "I am happy that this semester is finally over - I had a good time with my friends and I even topped in Fluid Mechanics."
11. a] When I go for a new internship, I make sure to find out what are the project goals to be met by me & the team.
- b] When I go for a new internship, I make sure to know what my financial compensation will be at the end of it.
12. Which student is demonstrating an 'I CAN' approach?
- a] Student 1: "Why choose a project topic that I already know is difficult?"
- b] Student 2: "Why not choose a project topic that is completely new to me and which I don't know about?"
13. The Supreme Court passes a judgment on women's equal enrollment in the armed forces. A journalist writes an article in the newspaper about the importance of accepting women professionals & their strengths. She is a Contributor because –
- a] She is trying to bring change through her work.
- b] The article was well-timed with the Supreme Court judgment gaining a high readership.

14. A senior nurse is welcoming a new joiner in her hospital. Which advice is more important for her to give the newcomer?
- It is your responsibility to make each, and every patient feel cared for during their treatment.
 - It is your responsibility to keep the patient's medications in the correct order every day.
15. You notice that women labourers beg for money from foreign tourists. What is their concern that needs to be addressed?
- The concern that they are not earning enough money through the work they are doing.
 - The concern that rich foreign tourists are not giving money to poor people like them.
16. Two friends are invited to watch a Live cricket match with celebrities and other cricket stars for 1 hour. Who amongst them is showing 'transactional value'?
- Niket – "I will never forget this match! It was such a memorable time interacting with some of the cricket stars."
 - Lakshmi – "I took a lot of photos for posting on Instagram! It was perfect for getting more followers on my social media page."
17. Smita has to choose one subject as an elective. What criteria can she use?
- She can choose by thinking for herself so that she selects the elective most suitable to her.
 - She can choose what her close friends have selected so she will be motivated to attend the course with them.
18. When you want to design a solution to a problem, the best strategy to use is –
- Analyse the constraints like people, time, money etc. and find a way to get more resources to solve the problem.
 - Study the goal, and find alternative solutions that can best achieve the goal within the given constraints like people, time, money, etc.

Section C

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

Marks: 10

19. Binita wants to make a website to increase the credibility of her business and also increase sales. Owing to budget constraints, she needs to make it on her own. Below are some ways that Binita can make the website. Which approach will help her Engage Deeply? (*Rank the statements in the order of most contributive option to least contributive option*).
- Start with making a basic website and depending on how it is received she can make it better.
 - Make an original website by writing content, doing a photoshoot, and identifying platforms that are best suited for her website.
 - Visualize the kind of website that will meet her objectives and work towards building a website that can continuously be upgraded, taking help if required.

4. Look at other competitor websites and use their pictures and text to make her own website on a free platform available as that will save her time & money.
a] 1-3-2-4 b] 3-1-4-2 c] 3-2-1-4 d] 2-4-3-1
20. Internet service providers have a lot of personal information about subscribers like you. Why shouldn't they provide this data to others? (*Rank the statements in the order of most contributive option to least contributive option*).
1. Subscribers have not given their permission to do so.
 2. They will lose the loyalty of their subscribers and the number of subscriptions.
 3. It is not said, but it is expected by subscribers that their personal information shall not be shared.
 4. The data can be misused by someone else for their own gains.
- a] 3-2-1-4 b] 3-1-2-4 c] 3-1-2-4 d] 3-1-4-2
21. The most senior employee, Rathod, has been told by the boss to attend the 'Behaviour Change' program organised by the HR team. Which of these thoughts will help him widen his I CAN zone? (*Rank the statements from most contributor to least contributor*)
1. "Let me be open to new ways of thinking and doing my work."
 2. "Let me participate in the program to get some new ideas."
 3. "I don't need such training. Experience is more valuable than these new ideas."
 4. "I could add my realistic and practical tips based on my experiences to such a program."
- a] 1-4-2-3 b] 1-2-4-3 c] 2-4-3-1 d] 4-2-3-1
22. Swaraj and his friends are hosting a 'proper waste disposal' awareness campaign in their neighborhood. If they were expanding their Power to Contribute through their role, what goal would they focus on? (*Rank in order of most contributive to least contributive option*)
1. Ensure people understand the idea of waste disposal and its importance.
 2. Spread the idea of their campaign to as many people as possible.
 3. Gain publicity and get more opportunities to organize such events.
 4. Convince more people/volunteers to join their campaign team.
- a] 4-1-3-2 b] 4-1-2-3 c] 1-4-2-3 d] 1-2-4-3
23. Suketu wants to pursue his higher studies in a world class university. The first University on his list sends him a rejection letter. He can respond in different ways. (*Rank in order of most contributive to least contributive statement*)
1. Understand what needs to be improved for the next application.
 2. Write a review about the University warning other students like him to be careful and if possible, avoid applying there.
 3. Write about his experience in a blog so that others like him can learn from it.
 4. Accept the rejection and believe that others are more capable than him.
- a] 1- 3-2-4 b] 1-2-3-4 c] 3-4-2-1 d] 2-1-3-4

Section D

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

Marks: 30

24. Saru has a sales job in a company that manufactures furniture. She plans to develop some skills to improve her sales. Which of the following roots should she focus on developing?
- a] Saru can develop her knowledge of the product that she sells so that she can be confident while selling the product.
 - b] Saru can develop her ability to understand the needs of her customers to provide accurate solutions for them.
 - c] Saru can develop her skills to convince people, to close the deals and thus meet quarterly targets.
25. Bike riders often ride very carelessly on Indian roads. If they think like Contributors, how would they think?
- a] "I should take responsibility to follow traffic rules and regulations."
 - b] "I should be concerned for everyone who uses the road."
 - c] "I should avoid getting caught by traffic police and paying fines."
26. Aki is a music composer. Which of these is the highest contribution that Aki can make as a Professional Achiever?
- a] He can give talks in music institutes across the country so that people know about him.
 - b] He can spend many hours practicing to perfect his music style and set new standards in music composition.
 - c] He can create a YouTube channel where he can video log (vlog) his journey of becoming a good music composer.
27. When a Solution Thinker is presented with a problem e.g., printer is not working properly in office, what is he likely to say?
- a] Why not do what is obvious like avoid using the office printer for one day?
 - b] Why not bring it to the notice of the people who are responsible for solving such problems, like the IT department?
 - c] Why not take it up as a challenge to solve and see what can be done to get the printer working?
28. Nitya has been selected as the Editor of the College magazine. She invites students to write on social issues. What is the deepest value of doing such a thing? So that –
- a] Students can feel proud to see their names in the magazine for their contributions.
 - b] More students are likely to enjoy reading/ writing for the magazine.
 - c] The perspectives of students are known.

29. Sahil, an alumnus, appears for technical exams on behalf of students sitting for placements on campus as his technical knowledge is very good. This is not allowed as per college or company policies. What would you ask Sahil?
- “Have you thought about the impact on other students who are appearing for the recruitment process?”
 - “Is it that you need additional income, or you are being forced by your friends?”
 - “What if the school authorities find out?”
30. Dilip’s final project presentation is in two days. His team member, Prem tells Dilip that he is not at all prepared for the presentation and asks Dilip to help him prepare. As a Contributor, what should be the right way for Dilip to look at this situation?
- Dilip should see this as an act of friendship even if it disturbs his preparation.
 - Dilip should see this as an opportunity to do his revision while preparing Prem for the presentation.
 - Dilip should see this as a problem as it will affect the way he prepares for the presentation.
31. You are planning to buy a handbag as a birthday gift for your grandmother. Which of these responses will create a stronger bond between the two of you?
- “This is Grandma's favorite color. Even though it is expensive, I’ll buy it as she will love it.”
 - “Grandma has trouble with zippers and press button because of her weak fingers, I think this one with a simple flap will be easy for her to use.”
 - “This bag looks so beautiful, and I have never seen Grandma with a bag like this, it's unique. I love this.”
32. The professor asks students to undertake an internship for the final semester. The report of the internship determines the grades in the course. At the internship, students find that they are mostly ignored or given tasks like printing or copying. When it is time to submit the report, which of the following students’ approach would you follow?
- Anil: “In my report, I'll just write about what I have observed and put down those as if I had done that work.”
 - Sneha: “For my report, I can talk with my batchmates who did the same internship and put down our common learnings.”
 - Kanika: “In my report, I will share what tasks were assigned and try to articulate my learnings during the internship.”
33. An older gentleman is waiting in line to get a Covid vaccine shot in a mass vaccination drive. Which response demonstrates the highest response on the Ladder of Active Sympathy?
- Putting a chair to ease his discomfort.
 - Guiding the person to organize a vaccination drive in his own colony with the help of the hospital.
 - Requesting the hospital management to start a separate line for elderly people.