

Seat No.: _____

Enrolment No. _____

GUJARAT TECHNOLOGICAL UNIVERSITY
BE - SEMESTER-VI (NEW) EXAMINATION – WINTER 2023

Subject Code:3160002

Date:20-12-2023

Subject Name:Contributor Personality Development Program

Time:02:30 PM TO 05:00 PM

Total Marks:70

Instructions:

1. Attempt all questions.
2. Make suitable assumptions wherever necessary.
3. Figures to the right indicate full marks.
4. Simple and non-programmable scientific calculators are allowed.
5. There are 29 questions (in 4 sections) in this question paper.
6. Use only OMR to answer these question paper.

Marks: 70

Section A

Instructions: This section has a scenario. Read carefully before answering the subsequent questions. There are 4 questions in this section. All questions are compulsory. Each question has 3 or 2 options. Choose ONLY ONE option which you consider the most appropriate and mark it on the answer sheet given to you.

Marks: 10

Case:

It was a usual weekday morning when a traffic police inspector in Gujarat was on duty at a busy junction. He saw sewage overflowing from a manhole, causing traffic issues. He called the sewage board office, whose officials came, inspected and promised to return soon. But half an hour went by and nobody came. It was the peak hour.

The traffic police inspector decided to take matters into his own hands. He immediately hired a few laborers from the locality to do the work. It seemed like they needed help to resolve the problem faster. So, along with other traffic policemen, he joined them in removing the sewage water. By the time the sewage board employees came, the issue had already been resolved with their proactive assistance.

Case constructed based on true events.

1. What according to you, was his thinking behind taking the ownership to solve the problem as a Contributor traffic police inspector?
 - a] “It is the peak hour of the day! The sewage board should have come on time. They are unreliable. So, I need to take matters into my hands.”
 - b] “I cannot stand here waiting for them to come. The traffic will start increasing. Let me just look for the help I need locally & get it done.”

- c] “This is so irresponsible of the sewage board. This is my assigned area and if my seniors come to know that traffic on my route has increased, I’ll be in trouble. So, let me take matters in my hands.”
2. How did the traffic police inspector demonstrate Active Sympathy?
- a] He was sympathetic about the office goers getting delayed on a working day.
b] He was focused on solving the traffic issue for public welfare.
3. The traffic policeperson needed the help of other experts. What is a smart way for a contributor to work when he faces a problem at work like the traffic policeperson did?
- a] Wait for the experts to come to do their work.
b] Look for alternatives to get the work done.
c] Do the work and find a way to solve the problem.
4. Choose the option closest to thinking in Enlightened Self-Interest –
- a] “For addressing problems, we have to do all the work alone without anyone’s help.”
b] “For addressing problems, it is best to involve the concerned people and work together.”

Section B

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

Marks: 20

5. To help students complete their project work, an Industrial Visit to a furniture-making factory was organized from your college. Identify the student that recognizes Human Value.
- a] Kirti – “Going to the factory was of no use to me as I am not even going to work in that industry. It wasn’t helpful to me at all.”
b] Jaya – “It was exciting to actually see how they make furniture. The way this factory works, inspired an idea on how I can improve my project.”
6. Two teachers are correcting answer sheets. Which of them is practicing Active Sympathy?
- a] Monal – “How can I correct papers fast? There should be some AI technology to do this faster.”
b] Sheetal – “How to give feedback in the paper so that the student learns to answer these questions better?”
7. Identify the person who is working with Trust Conduct when writing an assignment –
- a] “I can go to the library and base my assignment on what seniors have written on the topic.”
b] “I can write based on my understanding and research on the topic, giving due credit to previous writers.”
8. Solution Thinkers respond differently to problems because they –

- a] Analyze the constraints in the problem and wait to get more resources that would help them solve the problem.
 - b] Study the goal and find alternative solutions that can best achieve the goal within the given constraints of the problem.
9. Two friends have been invited to watch a live concert of a famous singer with other celebrities for an hour. Who amongst them is showing 'Experiential Value'?
- a] Jinesh – “I will never forget this concert! It was a truly memorable experience interacting with some of the celebrities.”
 - b] Saloni – “I took a lot of photos for posting on Instagram! This concert was perfect for getting more followers on my social media page.”
10. Which of these actions is related to the practice of Enlightened Self-Interest?
- a] I efficiently handle and complete multiple tasks everyday such that the people impacted by my work have no complaints against me.
 - b] I consider others' interests in every action I take and think of how everyone's concerns can be met and achieved.
11. Your friend wants confidential information from your company because he is thinking about investing in their shares. Trust is built when –
- a] You don't provide any data, as it is confidential.
 - b] You give some part of the data that you have so that you don't disappoint him.
12. a] When faced with a challenge, it is best to try out new ways of solving it so that the end goal is met.
- b] When faced with a challenge, it is best to follow the known ways of solving it so that failures are minimal.
13. Just before the end of semester exams, students hear that the exam pattern for a course is going to be changed. Which one of these students is 'practicing Engage Deeply'?
- a] Kamal – “Is it true? Are there any official reports or circulars mentioning the same?”
 - b] Parini – “What is the new pattern? How will we prepare ourselves for the exam at the last minute?”
14. Two students have been selected for a course on Artificial Intelligence at Bangalore. Who is creating Utility Value?
- a] Shaila – “This is a good opportunity to build my network with other engineers there.”
 - b] Neerja – “It costs so much! I will study hard for it to make it work.”

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

15. A popular actor stopped endorsing a Paan Masala brand after his son asked him “Why do you support poison?”. Which of these statements demonstrate Trust Conduct? You can select more than one statement.
1. “Other youngsters like my son could get influenced by what I say. So, I have to be careful.”
 2. “I don’t want my son to face any controversy or negative publicity because of what I do.”
 3. “I must support and endorse products and causes that I believe in as what I say or do can have consequences on others’ actions.”
 4. “I am not losing anything even if I don’t promote this Paan Masala. I will surely be approached by other products and brands for new assignments.”
- a] 1 & 2 b] 2 c] 3 & 4 d] 1 & 3
16. Ratinder wants to be a librarian. So, he does a short internship in a library. Later, he does not pursue a Certificate course in Library Science. Which of these statements demonstrate that he had engaged deeply during the internship? (*You can choose more than one statement.*)
1. After working in the library, he found that the principles of library science like organizing books in a systematic order could be applied in other industries like e-commerce. So, he decided to pursue a career in those.
 2. After working in the library, he recognized how complex library science was as a subject and thought he should do a more intensive course to develop a stronger foundation in it.
 3. The internship made him realize that he can earn more through other professions.
 4. After working in the library, he felt that it would not be a very exciting place to work.
- a] 1 & 2 b] 2 & 4 c] 1 & 4 d] 2 & 3
17. Farhan notices that with each passing year, fewer and fewer youngsters are participating in the Water Conservation Drive held in his locality. As a Contributor, how would he Think Solutions?
1. “It is natural. Youngsters will only join fun events and parties.”
 2. “Haven’t we faced this issue of participation before? I am sure someone has found an answer to deal with this problem.”
 3. “The few youngsters who care about the cause will participate. No point in trying to convince others.”
 4. “What are some ways to get all the youngsters actively and seriously involved in such events?”
- a] 4 b] 1 & 3 c] 2 & 3 d] 2
18. When you think of the multiple stakeholders involved in any situation, and try to arrive at a shared goal that takes into account their concerns, you are practicing –
1. Enlightened Self-Interest because you are thinking about everyone and not just yourself.
 2. Creating Value because you are thinking of the value and respect of each stakeholder.
 3. Solution Thinking because you are trying to find a common answer.
 4. Active Sympathy because you are trying to show sympathy for everybody.
- a] 1 b] 4 c] 2 & 3 d] 3

19. Team leaders often do not send their teams for training because of the immediate workload at hand. This practice should be discouraged because –
1. The training team will feel discouraged, and their time is wasted.
 2. The team's ability to bring in new thinking into their work gets limited.
 3. The team members miss the opportunity of learning.
 4. No one will take company trainings seriously.
- a] 1 & 4 b] 2 & 3 c] 1 d] 3 & 4

Section D

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

Marks: 30

20. In an interview, Jenil doesn't know the answer to a challenging question. How can he respond to build trust?
- a] He can ask the question again and then ask a smarter question in return.
 - b] He can admit that he doesn't know the answer.
 - c] He can think through the question and try to answer it with whatever he knows.
21. Shamili works in the Administration Department of a college. She is always scared to try new ideas or different methods at work. According to you, what could be the reason for her fear?
- a] Because the management punishes staff when there is a failure.
 - b] Because her seniors will have to take responsibility for her failures.
 - c] Because she recognizes the consequences of her work on other people.
22. An advertisement for a face wash was withdrawn as wrong facts were shown. Under what conditions should an advertising agency apologize to the public?
- a] Only if they have set wrong expectations in the minds of people by giving out wrong facts.
 - b] Only if there is a critical long-term consequence of this on their customers.
 - c] Only if it is proved in a court of law & the court orders them to apologize.
23. Samir's exams are coming up. Which practice would you recommend so that he can improve his answers this semester?
- a] He could practice writing answers from past question papers.
 - b] He could practice writing answers and then show it to his seniors or friends for their feedback for improving his answers.
 - c] He could not only understand where his gaps are but also how he could improve the quality of his answers.
24. As a Contributor, how would a team leader, dealing with tight deadlines at work think in Enlightened Self-interest?
- a] As a leader, he would work day and night to achieve his goals, at the cost of his health.
 - b] As a leader, he would be committed to meet the tight deadlines and grow as a leader.

- c] As a leader, he would be willing to change timelines if he / his team face difficult circumstances which could stop the work.
25. Nimay is a social worker who works for children's education in underprivileged areas. He finds out that children are not attending school because they are helping their families in the factories. As a Contributor, what can Nimay do to reduce the number of dropouts?
- a] He can follow the guidelines given by the supervisor and sincerely make as many home-visits in the day as possible to educate the parents.
 - b] He can try to convince the children to attend school as it is their right – instead of going to the factories.
 - c] He can meet the families to understand the situation and find a solution that addresses the concern of parents, school and children.
26. According to you, what do you think are the payoffs of seeking 'clarity' when engaging with any subject?
- a] You are able to get good marks in that subject.
 - b] You are able to communicate your understanding of the content of the subject to your classmates.
 - c] You are able to form your own understanding of the subject by connecting it to several real-world examples.
27. Maganlal has recently started a business to sell diamonds. As part of his marketing approach, he decides to make an advertisement that highlights the entire journey of making a diamond ring/ ornament. What could be his thinking, if he was a Contributor Businessman?
- a] To help every customer understand the deeper process behind diamonds so that they value it more.
 - b] To assure the customer that Maganlal's diamonds are of high quality.
 - c] To ensure that the advertisement appeals to multiple customers & will bring more business.
28. A Team Leader has been given a challenge to complete their project in just 3 more days. There are still many pieces that are not completed. If she is a Contributor, what would she focus on first?
- a] What are all the pieces to be completed? What are the constraints in the situation?
 - b] What is the project goal? Does every team member know their contribution and role clearly?
 - c] How much time, resources and people do we have currently?
29. Which of these actions best describe Enlightened Self-Interest thinking?
- a] Parun acknowledges every member on his team while receiving an award for 'Star Performer of the Month.'
 - b] Shonu works sincerely every day to meet her targets.
 - c] Sanju stays back after every basketball practice to work on his skills & help others because each one's performance will affect the performance of the team.