

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

Subject Code: BP506TP**Date: 16/12/2023****Subject Name: Contributor Personality Development Program****Time: 10.30 a.m. to 1.30 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.
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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:

A resident of the Morena district of Madhya Pradesh, Manoj Sharma faced many tough times on his way to becoming a police officer. His financial condition was not good, he had to take up odd jobs to support his family while he was preparing for the UPSC examination. But, he didn't give up and divided his days accordingly where he worked all day, studied at night and slept only for 3 hours! He kept working hard to pass the exam to become an IPS officer. After three failed attempts, he finally cleared on his fourth attempt.

He showed that no matter how tough things get if you keep trying, you can make your dreams come true. Now, he's an example for others who want to achieve their goals, proving that with determination, you can overcome any challenge.

Source: <https://www.indiatimes.com/> ; 27th October, 2023

1. Manoj decided to support his family while he was preparing for his exam. How did he apply Creator Thinking to deal with the situation?
 - a] He applied Creator Thinking by feeling that even though he had difficulties, yet he had no choice but to support his family because of their financial condition.
 - b] He applied Creator Thinking by not letting constraints stop him. He overcame the constraint of time by working during the day and studying at night.
2. Manoj developed his I-Can confidence the most when –
 - a] He decided to work and study for his exam in order to support his family.
 - b] He decided to give the difficult exam for the fourth time.
 - c] He decided to give the difficult exam to become an IPS officer.

3. According to you, what was the best that Manoj could do to improve?
 - a] He could have continued to practice writing answers from past question papers.
 - b] He could have practiced writing answers and then shown them to his seniors for their feedback for improving his answers.
 - c] After each attempt, he could have tried to not only understand where his gaps were but also how to improve the quality of his answers.
4. Learning from Manoj Kumar's example, what would you do if you faced any problem in life?
 - a] I will take it upon myself to solve the challenge.
 - b] I will decide to ask for help as it will be too difficult for me to solve the problem on my own.

Case 2:

E. Sreedharan, the "Metro Man," transformed public transport in India. Sreedharan successfully completed the challenging Konkan Railway project, showcasing his dedication and problem-solving skills. He built the capacity to solve tough technical problems that came up in his projects.

His way of working focuses on being clear, responsible, and finishing projects on time, setting high standards for building things. E. Sreedharan cared for the public by making buses and trains better and safer, finishing his work on time, and always thinking about what would be good for the people. He believes that teamwork and careful planning are crucial.

Even at 88, Sreedharan's story inspires us, showing the strength of staying determined, honest, and caring about the public. In his own words, "If one option isn't available, that shouldn't stop you from exploring other possibilities!"

5. What did Sreedharan do when he faced challenges while working on his projects?
 - a] He built the capacity to solve challenges.
 - b] He ensured that all his projects were finished on time.
6. Which of these is a 'root' of Sreedharan's success?
 - a] He developed the persistence to stay with the goal he had chosen & continuously learnt on his own without giving up.
 - b] He is considered an expert who is known for tackling and successfully completing challenging projects.
7. As a Contributor, how would Sreedharan 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 improve public transportation and grow as an engineer.
 - c] As a leader, he would be willing to change timelines if he / his team faced difficult circumstances that could stop the work.
8. If you are one of the engineers in Sreedharan's team, what crucial advice would you pass on to a newcomer that you learnt from him?
 - a] "It is your responsibility to prioritize the convenience and safety of the people and then take actions."
 - b] "It is your responsibility to finish your daily tasks on time."
 - c] "It is your responsibility to provide a concrete solution to the problems that the team faces."

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. What is a key quality of a Contributor Achiever?
 - a] They are focused on winning and coming first at any cost.
 - b] They are highly goal focused and can do whatever it takes to accomplish any goal.

10. Which of these is true about Contributors?
 - a] Contributors create value in anything they do or in any role they play.
 - b] Contributors donate money and provide charity for people in need.

11. There is a debate on what kind of people should work in advertising firms. Which side of the argument would you prefer?
 - a] Any person who believes that they are inherently creative, can do such work.
 - b] Any person who has the confidence that he can become creative, can take up such work.

12. Which one of these is the most essential for using our Power to Contribute?
 - a] Having good financial support and resources.
 - b] Being able to identify and leverage opportunities in the roles we play.

13. a] "I need to be a contributor so that I can serve the poor and the needy."
b] "I want to be a contributor so that I strengthen myself and others."

14. When making a product, which of these statements would you agree with?
 - a] The quality of the product is not as important as completing the task on time.
 - b] The quality of the product is as important as making it useful for the user.

15. a] Software programmers should be focused on becoming more user-friendly in their work. Only then can they become useful.
b] Software programmers should be focused on updating their skills with latest programming languages and technologies. Only then can they build practical solutions.

16. a] When organizing a party, I should arrange a variety of food items for the guests.
b] When organizing a party, I should arrange for food items that the guests will like.

17. Whenever Arya finds a topic difficult to study –
 - a] She studies it and then tries to explain it to her friend in her own words.
 - b] She skips it and studies other topics that she is comfortable with.

18. Sonu has been selected to represent his organization at a conference. He is recognizing human & social value if he says –
 - a] "Getting selected for this program has boosted my self-confidence."
 - b] "This is a great opportunity to build my network."

Section C

Instructions: This section has 5 questions. All questions are compulsory. Each question has 3 or 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. Maze of Consequences is a tool that helps you to _____. (You can choose more than one statement.)
1. Think strategically about possible consequences in a situation.
 2. Understand the full impact of any action on other people.
 3. Climb the Ladder of Active Sympathy
- a] 1 b] 2 c] 1 & 2 d] 1, 2, & 3
20. Identify the statements that demonstrate a Creator of Destiny response to their situation. (You can choose more than one statement.)
1. A student says, "It is summertime, and the electricity will get cut frequently at home. I should try to find a public library where I can study uninterrupted."
 2. A sweeper says, "It is so difficult to maintain a clean street. I do my work well but people just come and dirty it. I can't keep it 100% clean!"
 3. A researcher says, "This vaccine is proving to be very complicated to develop. However, if I persist through this challenging phase and find a way out, the benefits will be worth the effort and can impact so many lives!"
 4. A young businessman says, "My family forced me to join the family business, and now it is not doing well. It would have been better if I had found a corporate job. Now I am left in between - without a business or a job!"
- a] 1 & 2 b] 2 & 4 c] 3 & 4 d] 1 & 3
21. Asha has written a fiction book. Her book has been rejected by a few publishers. Which of the following statements show that she has "stronger roots"? (You can choose more than one statement.)
1. "I need to make it to the list of 'Top 10 Authors of India' as that is my goal."
 2. "I cannot deal with one more rejection from another publisher."
 3. "I will get my book reviewed by a knowledgeable person to see if I can make any improvements from my side."
 4. "I have researched well for the book & learnt in the process as well. I can continue to look for other publishers."
- a] 2 & 3 b] 3 & 4 c] 1 & 4 d] 2
22. A bank official has to evaluate loan applications in large numbers. Her decision will decide whether the applicant's loan gets approved or not. If she was a Contributor, which of these questions would she NOT ask? (You can choose more than one statement.)
1. How will this loan affect the applicant's future?
 2. Who will recognize and appreciate my work?
 3. How many loan applications can we process without errors?
 4. What is the value and meaning of my work and role?
- a] 2 & 3 b] 1 & 4 c] 1 & 3 d] 4

23. Which of the options stated below would need Enlightened Self-Interest thinking to work and function smoothly and effectively? (*You can choose more than one statement.*)
1. A football team.
 2. A government research lab.
 3. A forest officer.
 4. A construction manager.
- a] 1 b] 4 c] 2 & 3 d] All - 1, 2, 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. A team of Medical Representatives (MRs) of a Pharmaceutical company are being trained on how to sell a new medicine to doctors. They are asked to promise a full money back guarantee if the doctor feels the medicine is not working. What will a Contributor MR (who believes that trust is important) think?
- a] What will be the economic impact on the company and the doctors when there is a full money-back guarantee?
 - b] What will be the impact on doctors, patients, the public, etc. both in the short term and in the long run due to such a policy?
 - c] What will be the impact on sales of the medicine in the market?
25. A Non-Governmental Organization which works for children's education in underprivileged areas finds out that children are not attending school because they are helping their families in the agricultural fields. They appoint Shankar to reduce school dropouts. As a Contributor, what can Shankar choose to do?
- 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 fields.
 - c] He can meet the families to understand the situation and find a solution that addresses the concerns of parents, school, and children.
26. Jayesh's project deadline is 2 days away and a lot of pieces are still not completed. If he is a Solution Thinker what would he focus on first?
- a] How much time, resources, and people do we have?
 - b] What are all the pieces to be completed? What are the constraints in the situation?
 - c] What is the project goal? Does every team member know their contribution and role clearly?
27. Dr APJ Abdul Kalam was a true Knowledge Builder in the field of science. According to you, which of the following is the most valuable contribution he sought to make through this career pathway?
- a] To lead large space missions.
 - b] To develop the field of space research itself.
 - c] To become a leading space scientist.

28. Which of these people is demonstrating a Growth Identity the most?
- a) Delawar: “As a sports journalist, I am willing to write articles on any area beyond sports after doing thorough research in the area.”
 - b) Almas: “My career started with a corporate job where I was a manager. Then when I helped a friend start a restaurant, I became a business-builder. These have helped me to develop my family business.”
 - c) Bamin: “I was given a placement offer as a Sales Representative. But I rejected it as I am a pharmaceutical graduate, and this is where my education and training is.”
29. Pooma keeps breaking people's trust in small ways (e.g., she is not transparent, she overpromises and under delivers, she exaggerates the reality on the ground, etc.). Which of these is the worst consequence that Pooma may have to face?
- a) Pooma may lose out on long-term friendships.
 - b) Others will find it difficult to trust Pooma with responsibilities.
 - c) Pooma may build the reputation of being 'street smart'.
30. Firoz worked really hard on a project, but because of the budget constraints his company dropped the whole project. Which of these responses demonstrates a Contributor approach to this situation?
- a) “I put in so much effort in this project and it didn't even matter. The lesson I have learnt is to put in effort once the project actually starts.”
 - b) “There is no point in thinking about what has already happened, it is best to focus on the next project.”
 - c) “I do feel sad that the project got dropped, but the journey is memorable for me as I got to learn a lot.”
31. Which of these actions best describe Enlightened Self-Interest thinking?
- a) Drithi works sincerely every day to meet her targets.
 - b) Aarav acknowledges every member on his team when receiving an award for Star Performer of the Month'.
 - c) Zeeshan stays back after every basketball practice to work on his skills and help others because each one's performance will affect the performance of the team.
32. Shiromi has been given a project that she has done many times before. Which is the best way for her to approach work which may be repetitive and monotonous for her now?
- a) See in which parts of the project she can try something new or different to make it better.
 - b) Get to work immediately without wasting much time as she has done it many times before.
 - c) If time permits, explore other methods she could use to work on the project.
33. Paras is deciding on an idea for starting his own business. Which among this is a solution-thinking approach to it?
- a) Considering the interests of the various stakeholder groups that might be involved and then deciding the service.
 - b) Doing a thorough research to identify a problem that people are facing and providing a service that resolves the problem in innovative ways.
 - c) Identifying what financial value will the product/ service generate in the market.