

Enrolment No./Seat No _____

GUJARAT TECHNOLOGICAL UNIVERSITY

BE - SEMESTER-VI (NEW) EXAMINATION – SUMMER 2024

Subject Code:3160002

Date:01-06-2024

Subject Name:Contributor Personality Development Program

Time:10:30 AM TO 01:00 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 this 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:

After his retirement, Gangadhar Tilak Katnam shifted to Hyderabad to work as a software design engineer. He recalls seeing accidents every day due to potholes formed by bad road construction and irregular repairs. He took up the matter with the concerned authority, but it was not resolved. Tilak then decided to fix the potholes himself, buying all the required materials using money from his pension. He quit his software job within a year to dedicate his time to filling potholes. He, along with his wife, Venkateshwari Katnam, set out on roads in a car, or what they call a *Pothole Ambulance*, and fill up potholes wherever they find one. Since then, they have been working relentlessly and have fixed over 2000 potholes on various roads and intersections. Today, hundreds of people have joined him in his initiative, under the name *Shramadaan*, with the intention of saving lives. He is popularly known as the *Road Doctor*.

1. Which of the following shows that Tilak demonstrated Human-Centric Thinking?
 - a] He was sympathetic about the inconvenience caused to citizens in reaching their destination.
 - b] He was concerned about citizens getting injured and the damage caused to vehicles.
2. What is the deepest value that Tilak created?
 - a] Ensuring that roads are well maintained.

- b] Making road travel safe for people.
 - c] Providing funds for filling potholes.
3. Learning from Tilak's example, what would you do if you encounter a problem?
- a] I will take it as a challenge and work towards finding a solution.
 - b] I will decide to ask for help as it will be too difficult for me to solve the problem on my own.
4. As a Contributor member of your family, what could you do to develop human-centricity?
- a] Support your family members when they are facing difficulties and ask for your help.
 - b] Go out of your way to help at home when you get time.
 - c] At all times, be sensitive about your family's needs and take actions to help them.

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. If I were a celebrity invited to endorse a product which has harmful effects –
- a] I would refuse and wait for some other company to approach me.
 - b] I would accept, provided 80% of the money goes to charity.
6. a] By considering the interests and concerns of multiple stakeholders, one can make more thoughtful and well-rounded decisions.
- b] By considering the interests and concerns of multiple stakeholders, one knows what other points of view are and can ensure that one's own interest is not being opposed by someone else.
7. When designing a new lab coat for physicians and doctors, who is focusing on Experiential Value?
- a] Preksha: The coat should be comfortable to use and not disturb the physician/ doctor while wearing it.
 - b] Latif: The coat should have lots of pockets and space to keep items like pen, notepad, torchlight, etc.
8. a] To reduce global warming, I strongly support initiatives made in my college to make a difference.
- b] To reduce global warming, I started using lesser and lesser paper every day in my work.
9. Which of them is Engaging Deeply with a subject?
- a] Radha created a new web application by learning coding on her own, seeking help from experts when needed and seeking feedback to improve the quality of output.
 - b] Percy while studying for his exams, sticks to the section of the portion that his teacher has said will be asked in the exam.
10. a] When patients demand that the doctor give special treatment, the doctor should announce 'first come first served' policy and stick to it.

- b] When patients demand that the doctor give special treatment, the doctor should create a fast-track only for patients who have a serious illness.
11. Some college seniors keep bullying a first-year student. You have seen it a few times while passing by on the way to your home. What will you do?
- a] Shout at the college seniors so that they stop bothering the student immediately.
- b] Talk to the college seniors and the student to resolve the conflict, while also informing the relevant authority so they can take necessary actions.
12. A filmmaker wants to make a film in a short duration and with a low budget. What can he do?
- a] He can take into account all stakeholders' concerns i.e., production crew, set designers, cameraman, editor, spot boys, etc. and find a way that works for everyone.
- b] He can talk with the actors and producers who are the most important members of his team. If they are onboard with the decision, he can move ahead.
13. Two students get selected for a Student Exchange Program. Which of them is recognizing Utility Value?
- a] Navya: "This is a great opportunity to build my network."
- b] Shiva: "It costs so much. I would try to make it worth it by studying hard."
14. Rianna is a product developer in a multi-national company. She is on a tight deadline to launch a unique product with a new client. If she was practicing human-centric thinking, what would be her primary concern?
- a] "How do I ensure the product is well-researched, elegant, and of good quality?"
- b] "How do I ensure the product helps the user to meet their goals in the most simple, hassle-free manner?"

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. Cellphone service providers have a lot of personal information of subscribers. 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 them permission to do so.
 2. The data can be misused by someone else for their own gains and subscribers may lose their valuables.
 3. It is not said but expected by subscribers that their personal information shall not be shared.
 4. They will lose the loyalty of their subscribers and number of subscriptions.
- a] 3-2-1-4 b] 4-3-1-2 c] 3-1-2-4 d] 3-4-1-2

16. Shamita has recently moved to a new city for her job, but she has been falling ill often because of the change in food, water, climate etc. What should she do? (*Rank the statements in the order of most contributive option to least contributive option.*)
1. She can find out ways to prevent herself from falling ill and make necessary adjustments in her life.
 2. She can take medicines when she falls ill and cope with the situation.
 3. She can start looking for some job in her hometown and move back.
 4. She can adopt a healthy lifestyle to enjoy her job and the city.
- a] 1-4-3-2 b] 4-1-2-3 c] 3-2-4-1 d] 4-2-1-3
17. Varsha wants to make a website for her business to increase the sales and credibility of her business. Owing to budget constraints, she needs to make it on her own. Below are some ways that Varsha can make the website. (*Rank the statements in the order of most contributive option to least contributive option.*)
1. She can look at other competitor websites and use their pictures and text to make her own website on the cheapest platform available.
 2. She can make an original website by writing content, doing a photo shoot, and identifying platforms that are best suited for her website.
 3. She can visualize the kind of website that will meet her objectives and work towards building a website that can continuously be upgraded.
 4. She can start with making a basic website and depending on the response, she can make it better.
- a] 3-2-4-1 b] 4-1-2-3 c] 1-3-2-4 d] 2-4-3-1
18. In day-to-day situations at college, with friends, etc., Rhea often ignores the interests of others and just chooses to focus on whatever is in her interest. For example, she helps friends only if she also benefits from the situation, she does only as much work as is in her scope, etc. From the options given below, which of the following is likely to happen to Rhea?
1. Rhea's friends may not be keen to select her as a team leader for group projects.
 2. Rhea is likely to become distant from her peers and friends.
 3. By only sticking to and doing what she 'wants', Rhea is likely to stay in her comfort zone and stagnate in the work that she does.
 4. Rhea is likely to become more productive as she single-mindedly focuses on what she wants to do, and keeps herself away from getting distracted by what others want.
- a] 1 & 4 b] 1, 2, 4 c] 1, 2, 3 d] 1 & 3
19. Rupinder wants to be a librarian, so he does a short internship in a library. Which of these statements demonstrate that he had Engaged Deeply during the internship?
1. He found that the principles of library science could be applied in other industries.
 2. He recognized how complex library science was as a subject and that he needs to study it in depth.
 3. The internship made him realize he has to spend time going through books.
 4. He felt the library would not be an exciting place to work as he won't be able to interact with his co-workers.
- a] 1 & 2 2] 2 & 4 3] 1 & 4 4] 2 & 3

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. A project manager is recovering from a leg fracture and is unable to go to work, making it difficult for her to fulfill her regular duties of overseeing ongoing projects. Which of the following questions could help her design the most appropriate solution at that time?
- a] Should I look for other work-from-home jobs where my skill sets can be applied?
 - b] Should I take a break from working till my leg is healed and continue my job after that?
 - c] Should I look for ways to use my skill set for different kinds of work in the same company that can be done remotely?
21. 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?
- a] “This is Grandma's favorite color. Even though it is expensive, I’ll buy it as she will love it.”
 - b] “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.”
 - c] “This bag looks so beautiful, and I have never seen Grandma with a bag like this, it's unique. I love this.”
22. Which approach shows that Suhana is committing herself to doing well in her exams by engaging deeply?
- a] She decides to cover scoring subjects first and focus only on the important questions that she hopes will come for the exams.
 - b] She decides to study with her friends so that they can help her prepare, clear her doubts, and make studying interesting for her.
 - c] She decides to understand the difficult concepts thoroughly.
23. Which of these actions best describe Enlightened Self-Interest thinking?
- a] Shama believes in improving her skills, so she practices sincerely every day to play well in matches.
 - b] Pranav believes that improving his skills is important. However, he acknowledges his team’s contribution to becoming a better basketball player.
 - c] Adil believes that each player’s performance will directly affect the performance of the team, so it is important to practice and improve their skills together.
24. Suparna, a team leader, has been given a challenge to complete the project they are working on, in just 3 more days. There are still many tracks that need to be completed. If she is a Contributor, what would she 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?

25. An experienced political leader is working on changing a harmful social practice that is prevalent in his constituency - the practice of illtreating old widows. He recognizes that this practice affects old women severely and that they often face discomfort. With respect to Levels of Active Sympathy Ladder, which of the following approaches best show Human-Centric Thinking?
- The leader begins a program for employment of old women in different roles - in cooking, sewing, daycare, etc. This helps to build their confidence and make them independent.
 - The political leader personally speaks to older women who have suffered because of this practice.
 - He conducts awareness campaigns in the constituency highlighting the practice so that people become aware about how to deal with old women.
26. All students are working in multiple teams for an upcoming National Seminar. The sponsorship team hears that one of the big sponsors is withdrawing their funding for the seminar. Which of these immediate actions would help to build trust between teams organizing the seminar?
- By giving a warning to all the teams that they may have to rethink their work based on lesser funds.
 - By taking up the matter with the Principal and the Faculty in-charge immediately.
 - By starting to look for alternate sponsors hoping that if a sponsor steps in, other teams don't have to change their plans.
27. Ratna has just come back from her native place and goes to Nirmala Stores to return a product she had bought 15 days ago. Even though this exchange should have been done within a week, the store owner replaces the product with a smile. What is the highest value the store owner has created?
- He will be known as considerate, and customers will be grateful.
 - More customers will visit his store due to favorable reviews from other customers.
 - Ratna will do all her shopping at Nirmala Stores.
28. Different departments of a university, should work in close coordination with each other because –
- One department may have information which can be useful for the other department.
 - Different departments bring different perspectives to understand and solve problems faced by the university.
 - That is what is expected as they are part of the same university.
29. A team of Medical Representatives (MRs) of a pharmaceutical company are being trained in 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?
- What will be the economic impact on the company and on the doctors when there is a full money-back guarantee?
 - What will be the impact on doctors, patients, public, etc. both in the short term and in the long run due to such a policy?
 - What will be the impact on sales of the medicine in the market?