

Enrolment No./Seat No _____

GUJARAT TECHNOLOGICAL UNIVERSITY

BE - SEMESTER-V EXAMINATION – SUMMER 2025

Subject Code:3150004

Date:09-05-2025

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 the 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

Turning coconut-shells to kitchenware

In 2019, Maria decided to sell coconut-shell based products as she noticed that coconut shells were being thrown away even though they could be used for other purposes. Earlier they were used as utensils but now they don't find much value in our houses.

Initially, she did not want to put in a large investment in purchasing machinery. This is when her father stepped in to help. Being a retired mechanical engineer, he made a low-cost version of the machine while Maria spent this time reaching out to businesses who were willing to buy bowls made of coconut shells from her. After identifying a few businesses, Maria made a few bowls and printed business logos on them. When the orders were delivered, she received positive feedback. Once Maria started receiving more orders, she struggled to make them by herself. So, she reached out to artisans and explained about the products. With their help, Maria was able to take on more orders and expand the range of available products.

Source: www.betterindia.com ; 15th June 2021

1. By making the utensils at home, Maria learnt many things. What Root did she develop in her Tree of Sustainable Success?
 - a] Maria learned how to save money on production.
 - b] Maria learned how to make and sell the products & set up a business.
2. Maria's father made the machinery with local products for her business venture. Does that make Maria a Creator of her Destiny?

- a] Yes. Once she had an idea, she didn't let any constraints or obstacles stop her from converting that into reality.
 - b] Yes. She was able to get her father's help to do what she wanted to do.
 - c] No. It was her father who invented the machine from local products and found an answer when no one else could.
3. If Maria sees this as a success event, when would she feel successful?
- a] When consumers choose to buy eco-friendly products like what she is making for their daily use.
 - b] When customers are willing to pay a higher price for her eco-friendly products.
4. According to you, in what ways can Maria expand her business?
- a] She could attend exhibitions, fairs and festivals, sell her products and reach out to more clients.
 - b] She could reach out to collaborate with other environment-friendly businesses to encourage people to stop using plastic and move to environmentally friendly products.
 - c] Apart from selling online, she can also look for companies, hospitality businesses and organizations that could use her products.

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. During a bus strike in the city, a taxi driver operates for longer hours because
- a] More customers will need to reach their destinations.
 - b] The customers will be ready to pay more.
6. a] As a student, I must ensure that my marks are excellent.
b] As a student, I must ensure that my concepts are very clear.
7. Choose the option which appeals to you the most.
- a] When launching a start-up, it is more important to be clear about what you want, what you have to learn and then work step by step to achieve it.
 - b] When launching a start-up, it is more important to know how to pitch your start-up to funders and start the work only after you get the initial funding.
8. Choose the option which appeals to you the most.
- a] A Contributor-Innovator is someone who can come up with creative solutions as he/she tries to approach problems in a different manner.
 - b] A Contributor-Innovator is someone who can convert ideas into products which can be used by people.
9. Which of these companies has expanded their Power to Contribute the most -
- a] Company M opened a daycare center for not only the children of their employees, but also for the children of other working women in their locality.

- b] Company S gave away free holidays to ten lucky customers during the Diwali sale. The chosen customers were delighted.
10. A team member asks for help with urgent work. It requires you to use a software that you are not familiar with. What would you do?
- a] You would ask for a brief introduction to the software that would be useful to get the work done.
- b] You would politely refuse because you're not familiar with the software.
11. Identify the Entrepreneurial Career Pathway.
- a] A social worker working in an NGO, who wants to address the challenges in society like poverty.
- b] A footballer who wants to start an academy where specially abled children can learn to play football.
12. "No matter what decisions I take on my own, I will never be able to meet my family's and society's expectations. It is better that I just relax and let them make decisions for me." Is this a Caged response or a Creator of Destiny response?
- a] Creator of Destiny response
- b] Caged response
13. Who is likely to get a better work opportunity?
- a] Dhavan- "I am trained in Java programming, I'm open to doing any type of project."
- b] Malan - "I am trained in Java programming, so I prefer projects that are based only on Java."
14. Which of these reflects a Contributor's thinking?
- a] We can choose to keep expanding our Power to Contribute in any career.
- b] Specific roles/ careers like doctors, nurses, teachers, government workers, etc. allow us to unlock our Power to Contribute.

Section C

Instructions: This section has 5 questions. All questions are compulsory. Each question has 4 statements. Rank the statements in order from most Contributive to least Contributive. Choose ONLY ONE option (out of the 4 given) that is closest to your ranking and mark it on the answer sheet given to you.

Marks: 10

15. You are unhappy with the quality of the mess food in your college. What are you likely to do about it? (*Rank in the order of most contributive to least contributive option*)
1. Just put up with it as college will be over in just a few years.
 2. Work with the college mess staff to find out 2-3 ways in which they can improve the food.
 3. Find an alternative hotel from where you can order food.
 4. Speak with the student council and college administration on the decreasing quality of mess food, asking them to take some action.
- a] 2-4-3-1 b] 1-2-3-4 c] 3-1-2-4 d] 3-2-1-4

16. What pathway can a Contributor Changemaker take in their career to make maximum contributions? (*Rank in the order of most contributive to least contributive option*)
1. Start a business or initiative around social change.
 2. Work towards bringing in change to help solve a social problem in the society.
 3. Make significant donations to a cause.
 4. Hire smart people to work on social initiatives.
- a] 1-2-3-4 b] 2-1-4-3 c] 3-4-2-1 d] 4-2-3-1
17. Sanjay has been given an opportunity to identify 'The Best Performer of the Year' from his team. Which of the following team members should he give the award to? (*Rank the statements in the order of most contributive to least contributive*)
1. Balbir, who works individually on easy tasks to get only his/her job done.
 2. Sujoy, who sincerely works at any task given to him/her by the senior.
 3. Ravi, who works along with the team to reach team goals.
 4. Amir, who volunteers to do whatever is necessary beyond his/her regular responsibilities to help the team reach the team goals.
- a] 4-3-2-1 b] 1-4-3-2 c] 2-3-4-1 d] 1-3-2-4
18. Which of these candidates has truly expanded their Power to Contribute as a Class Representative? (*Rank the different responses in the order of most contributive option to least contributive option.*)
1. "My aim is to ensure that teachers don't face any problem while doing their duties in the college."
 2. "I want to make sure that my concerns are taken up by the Management of the college."
 3. "I hope to find solutions to challenges faced – not only by students, but also the teachers, non-teaching staff, and the college overall."
 4. "I want to ensure that I represent the students' and teachers' concerns to the Management of the college in a fair and transparent manner."
- a] 2-1-4-3 b] 3-4-1-2 c] 2-4-3-1 d] 4-1-2-3
19. The most senior employee, Param, has been told by the boss to attend the 'Behaviour Change' program organised by the company. Which of these thoughts will help him expand his Growth Identity? (*Rank the statements in the order of most contributive option to least contributive option.*)
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 practical training. Experience is more valuable than these training programs."
 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

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. As the Junior Researcher in a lab, you are only allowed to assist and observe what your senior does. You are not given any important or concrete opportunities by your senior. How would you respond?
- a] Volunteer to take up some responsibility on my own, either inside the lab or in the team.
 - b] Wait for my senior to give me some responsibility. S/he knows when I will be ready.
 - c] Continue to do my work to the best of my ability. Once my senior recognizes my sincerity, s/he will provide me with new opportunities.
21. Parveena has joined a new organization. Her boss requests her to prepare and lead a meeting scheduled with senior stakeholders of the organization. She is nervous as she has never done this before. What should Parveena do?
- a] Parveena can sit with a colleague and learn how to make an effective presentation for her meeting.
 - b] Parveena can discuss the subject of the meeting with her boss so that she knows how to answer any questions in the meeting.
 - c] Parveena can spend time preparing thoroughly and practicing for the upcoming presentation.
22. Prachi has been training to play the Guitar for nearly 5 years. Recognizing her talent, a local club invites her to play the instrument along with a well-known Guitar player, in the upcoming music festival. How should Prachi approach this opportunity as a Contributor-Achiever?
- a] "I will also become popular after playing with a famous player."
 - b] "It will be a challenging experience for me, but playing with such a talented person will help me become better."
 - c] "I should put in a lot of practice to play alongside a renowned player. I shouldn't make any mistakes during the performance."
23. Subhash decides to join whichever regional football team offers him a position as he is impatient and wants to avoid the uncertainty of not being selected at all. What would be the long-term consequence of such a decision?
- a] He would not be able to leave this team even if other, better teams offered him a position.
 - b] He would lose the opportunity to build his patience.
 - c] He would not build the capability to adapt to new and uncertain situations.
24. A road which is used to travel to the top of a mountain is being repaired. There are many men who are working on this road. Which of these workers is thinking like a Contributor?
- a] Farhan: "I repair the road so that I am able to earn money to take care of my family."
 - b] Sujoy: "I repair the road so that travelers can reach the top of the mountain safely."
 - c] Mohan: "I repair the road as I was asked to do so by the supervisor." [1]

25. Arun is a college librarian. Due to a sudden need for more teachers, he has been offered a part-time job to teach in the same college. If he has a Growth Identity, how is he likely to think?
- a] "I could think about how by teaching others, I can also learn and teach a new subject."
 - b] "I should accept this opportunity only if the college is paying well for the part-time job."
 - c] "I am known as a good librarian. I should ask for a teaching opportunity in my area of expertise."
26. Which of these Postmasters would you call a Contributor Postmaster?
- a] "My aim is to ensure that customers experience no difficulties or inconvenience due to my actions."
 - b] "My aim is to help people see that the Indian Postal System is one of the best in the world through my daily interactions with people."
 - c] "My aim is to ensure that I finish all the work given to me on time."
27. Sukanya 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] Sukanya can develop her knowledge of the product that she sells so that she can be confident while selling the product.
 - b] Sukanya can develop her ability to understand the needs of her customers so that she can provide accurate solutions for them.
 - c] Sukanya can develop her skills to convince people, to close the deals and thus meet quarterly targets.
28. Which of these people is demonstrating a Growth Identity the most?
- a] Dinesh: "As a sports journalist, I am willing to write articles on any area beyond sports after doing thorough research in the area."
 - b] Farzaana: "I was given a placement offer as a Sales Representative. But I rejected it, as I am an Engineering graduate, and this is where my education and training is."
 - c] Pranati: "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."
29. Here are three volunteers who are trying to increase enrolment of girls in Government schools nearby. Whose approach is most contributive?
- a] "I can meet with the school authorities and train them to convince the parents to send their daughters to school."
 - b] "I can try to convince the girls of the locality to come to school and help them understand the importance of educating themselves."
 - c] "I can meet the families and help them understand the positive impact of educating girls in the long run."
