

Enrolment No./Seat No _____

GUJARAT TECHNOLOGICAL UNIVERSITY

BE - SEMESTER-VI EXAMINATION – SUMMER 2025

Subject Code:3160002

Date:06-06-2025

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 the question paper.

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. Please choose ONLY ONE option which you consider the most appropriate and mark it on the answer sheet given to you.

Marks: 10

The chalk produced by a Japanese company, Hagoromo, had a large group of admirers among mathematicians across the USA, especially professors who used it regularly.

The professors loved the chalk and gave testimonials like: “It’s unbreakable”, “It is truly the only dustless chalk”, “It writes as smoothly as butter”, “It is bold, sturdy, and erases well”.

Mr. Watanabe, the company’s president, believed his chalk was unparalleled in quality. The company manufactured their machines by trial and error, tweaking them over 20 years to create the best quality possible.

However, in 2014, when the company announced they were shutting down, there was chaos. In a panic, mathematicians across America began stockpiling chalk boxes.

Mr. Shin, a teacher from South Korea who really appreciated these chalks, took the time to learn how they were made and set up a factory in South Korea to keep the product alive and maintain its high quality. “There are products that are bound to disappear as times change, but the best quality product should be the last to disappear.”

Source: [CNN news](#); 22nd August 2020

1. According to you, why did Mr. Shin decide to take over the manufacturing?
 - a] He must have realized the huge demand for the chalk and decided to make it a business.
 - b] He realized that a high-quality product like that needs to continue to exist to serve its customer base.
2. So many professors appreciated the chalk and bought more and more of it for themselves. But Mr. Shin decided to manufacture the product. What could be the reason for him to do so?
 - a] He saw it as an opportunity to serve customers globally with a product that he & his team would be proud of manufacturing.
 - b] He saw it as an opportunity to manufacture a tried and tested high-quality product.
 - c] He saw it as an opportunity to set up a business of his own, which was likely to be profitable.
3. Why are good-quality products rare?
 - a] Good quality products are rare because they take a lot of financial investment to produce.
 - b] Good quality products are rare because they require one to understand what the user truly needs.
4. As a Contributor, what do you think Mr. Watanabe would have wanted to achieve through his manufacturing unit?
 - a] He would have wanted to make a unique product that no one else had produced in the world.
 - b] He would have wanted to create a product that was excellent in quality.
 - c] He would have wanted to create a product that his users loved and would want to use over and over again.

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. In a particular cricket match, what is more important for a bowler?
 - a] He plays a significant role in winning the match for his team.
 - b] The team wins irrespective of how the bowler plays.
6. A music teacher spends more time with her talented students and leaves the rest of the class to her assistants. Your view?
 - a] She will be able to spot new talent only if she engages with all the students.
 - b] Her time is best used for training the talented students.
7. Suhani's friends and family encourage her to start selling her artwork online, on her social media channel. As a Contributor, what should she focus on?

- a] She can sell her artwork online to her followers, especially when she has a considerable following.
 - b] As most of the followers are interested in art, she should post some how-to videos for the followers.
8. Gaurav has been given a complex assignment to complete. Identify the Contributor Approach –
- a] He could start by doing whatever he knows, showing it to the teacher, and keep improving until he completes the assignment.
 - b] He could solve the parts he is familiar with and submit his assignment. The teacher will be proud that he has done a part of the complex assignment.
9. Saba, a journalist, is writing an article on the farmers' strike regarding the latest Government policy. As a Contributor, what should Saba's article talk about?
- a] The problems faced by the farmers, the government, the traders, etc. and how these need to be resolved by all concerned.
 - b] How the farmers have to be protected from the system, as they are being treated unfairly.
10. "Maths is too tough for me. After my 10th Board exams, I will not take it up as a subject."
- a] This shows Solution Thinking as the student has arrived at an answer to the problem.
 - b] This shows that the student is avoiding facing the problem.
11. Ria is a product developer in a multinational company. She is on a tight deadline to launch a unique product with a new client. If she were practicing Human-Centric Thinking, what would be her primary concern?
- a] "How do I ensure the product helps the user to meet their goals in the most simple, hassle-free manner?"
 - b] "How do I ensure the product is well-researched, elegant, and of good quality?"
12. During a crisis, which is a better way for the Government to earn the people's trust?
- a] The Government should create trust in people's hearts by publicly sharing information about the work they are doing.
 - b] People will trust the Government more when they see specific steps being taken to manage the crisis well.
13. What is more important for organizing a successful college festival?
- a] The different festival committees need to do each of their jobs well.
 - b] The different festival committees need to work closely with each other.
14. 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 application's quality.
 - b] Percy, while studying for his exams, stuck to the section of the portion that his teacher said would be covered in the exam.

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. Anika has a bright idea for a science project on harnessing solar energy. On discussion with her teacher, she finds out that it requires expensive materials to make it. Which of these responses will help her to be a Solution Thinker? *(Rank the statements in the order from the most Contributive option to the least Contributive option.)*
1. “The school should provide funds for making projects, as students can’t afford them.”
 2. “Let me forget this idea and take up a project that does not involve expensive parts.”
 3. “I could research to find another way to harness solar energy.”
 4. “Let me see how to replace the expensive materials with alternative low-cost materials.”
- a] 3-2-1-4 b] 4-3-2-1 c] 1-2-3-4 d] 3-4-1-2
16. Soham aspires to become a successful writer. What is your advice to help him make this journey? *(Rank the statements in the order from the most Contributive option to the least Contributive option.)*
1. He can just follow other successful writers and try to imitate their writing skills.
 2. He can focus on building a network in his field and write for newspapers and magazines.
 3. He can develop mastery in writing by taking courses on writing.
 4. He can practice writing at home daily and read various kinds of literature and other books.
- a] 4-3-2-1 b] 1-3-2-4 c] 2-4-3-1 d] 1-2-3-4
17. Vishwajit is a senior engineer in a construction company. He has been offered a chance to lead a difficult project – the construction of a tunnel under a heavily populated city. This is the first time that his organization is doing such a project. What should Vishwajit do? *(Rank the statements in the order from the most Contributive option to the least Contributive option.)*
1. Take up the project confidently and work with the team to ensure success.
 2. Ensure that he has all the necessary support from different departments available, before agreeing to take up such a project.
 3. Insist on being offered a back-up project, in case this project fails.
 4. Decline the offer if he cannot ensure its completion.
- a] 3-4-2-1 b] 4-3-2-1 c] 1-2-3-4 d] 2-4-3-1

18. The lockdown due to COVID-19 got over 3 years back. However, most companies continue to opt for the hybrid model of working flexibly - balancing the number of days in office and working from home. There are many reasons behind this shift. *(Rank the statements in the order from the most Contributive option to the least Contributive option.)*
1. Companies find that employees are more satisfied with a better work-life balance.
 2. Because companies will now need to maintain lesser office space and can save on rent.
 3. Because companies are informed by employees that by avoiding the morning rush hour travel, they are able to give more hours and work better.
 4. Companies will not have to give travel allowance to their employees.
- a] 3-2-1-4 b] 4-3-1-2 c] 3-1-2-4 d] 3-4-1-2
19. Cellphone service providers have a lot of personal information about their subscribers. Why should they not provide this data to others? *(Rank the statements in the order from the most Contributive option to the least Contributive option.)*
1. It is not said but expected by subscribers that their personal information will not be shared.
 2. They would lose the loyalty of their subscribers if they shared personal data.
 3. Subscribers have not given them permission to do so.
 4. The data can be misused by someone else for their own gains.
- a] 1-3-4-2 b] 4-3-2-1 c] 3-4-2-1 d] 2-4-3-1

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. While doing her assignment, Saumya comes across a concept she doesn't fully understand. She has to finish her assignment before the next class. What should she do?
- a] Find a way to skip the concept so that she can complete her assignment on time.
 - b] Find smart & quick ways to know more about the concept, while still making sure she completes the assignment on time.
 - c] Finish the assignment first and then read about the new concept if she has time later.
21. Rohan has just come back from his native place and goes to Nirmala Stores to return a product he 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?
- a] He will be known as considerate, and customers will be grateful.
 - b] More people will go to Nirmala Stores because of its good services and positive reviews from customers.
 - c] Rohan will do all his shopping at Nirmala Stores.

22. An experienced political leader is working on changing a harmful social practice that is prevalent in his constituency - the practice of ill-treating old widows. He recognizes that this practice affects old women severely, and they often face discomfort. With respect to the Levels of Active Sympathy Ladder, which of the following approaches best show Human-Centric Thinking?
- a] The political leader personally speaks to older women who have suffered because of this practice.
 - b] The political leader conducts awareness campaigns in the constituency, highlighting the practice so that people become aware of how to deal with old women.
 - c] The political leader begins a program for employing old women in different roles – in cooking, sewing, daycare, etc. This helps to build their confidence, get respect from others and make them independent.
23. A 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' approaches would you follow?
- a] Sarah: "I can talk with my batchmates who did similar internships and put down our common learnings which I can use in my report."
 - b] Anirudh: "In my report, I'll just write about what I have observed and put down those observations as if I had done that work."
 - c] Kamya: "In my report, I will share what tasks were assigned and try to present my learnings during the internship."
24. Nazreen says that when she travels to a new place alone, she not only enjoys it but also overcomes her fear of travelling alone. What is the deepest value she is seeing?
- a] She sees Experiential Value.
 - b] She sees Human & Social Value.
 - c] She sees both Experiential and Human Value.
25. A doctor is prescribing various medicines to an elderly patient. Which of the doctor's techniques will help the patient take the medicines correctly?
- a] While writing the prescription, he clearly lists the medicines and when to take each, so the patient feels confident about following the treatment.
 - b] While giving the prescription, he explains the dosage and frequency of each medicine so the patient can understand.
 - c] He writes a prescription in a way that the pharmacist will understand so that the patient buys the right medicines.
26. Animesh has his final exams in two days. His classmate, Akhil, calls him up to tell him that he is not at all prepared for his exams, and Animesh should help him prepare. What, according to you, should be the right way for Animesh to look at this situation?
- a] He should see this as helping his friend even if it disturbs his own preparation.
 - b] He should see this as an opportunity to revise while helping Akhil prepare for the exams.
 - c] He should see this as a problem as it will affect how he prepares for the exam.

27. All students are working in multiple teams to organize an upcoming National Seminar. The sponsorship team hears that one of the big sponsors is withdrawing its funding for the seminar. Which of these immediate actions would help to build Trust between teams organizing the seminar?
- a] By giving a warning to all the teams that they may have to rethink their work based on fewer funds.
 - b] By taking up the matter with the Principal and the Faculty in-charge immediately.
 - c] By starting to look for alternative sponsors, hoping that if a sponsor steps in, other teams won't have to change their plans.
28. Tanisha works in the Innovation Department of a mobile company. The team is innovating one component of the mobile, which could lead to less battery consumption. As a part of the team, how can she contribute to the success of this project?
- a] She can contribute by including people from other departments who are willing to take it forward.
 - b] She can contribute by doing her part of the work without making mistakes to complete the project.
 - c] She can contribute by taking guidance from experts and finding different ways to experiment with it.
29. A team is looking for a new treatment for old age-related medical problems like Alzheimer's disease. For the past 3 months, they have not made much progress towards finding a clear and effective solution. If they continue, how will it help them in the long run?
- a] The team will not give up but will continue with the research.
 - b] It will make the team members develop persistence and patience.
 - c] It will make the team believe that together they can find solutions to tougher challenges in the future.

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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?

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Marks: 10

Case:

Students at a renowned Indian college staged a mass protest against the administration, blaming the sudden tuition fee hikes and inadequate infrastructure. The decision to increase fees, attributed to rising operational costs, was deemed unfair and burdensome, particularly for economically disadvantaged students. The demonstrators also highlighted long-standing issues such as overcrowded classrooms, limited library resources, and insufficient laboratory facilities.

The administration, initially cautious, expressed willingness to engage in dialogue and formed a joint committee to review the fee structure. Additionally, a timeline was established for infrastructure improvements, and better student involvement. The protest shed light on the importance of student voices and triggered broader conversations about student-administration communication and inclusive education policies.

Case constructed based on true events.

1. In the case, the students boycotted and disrupted classes to demonstrate their point-of-view. As a student yourself, what is the best way to think-through the situation?
 - a] What is it that we really want to achieve?
 - b] Are there smarter ways of getting to what we want?
 - c] What are other ways in which classes can be boycotted so that the administration agrees to our demands?

2. Such protests can be avoided if the administration had made an effort to –
 - a] Be strict with specific students who can be trouble-makers before it becomes a big problem.
 - b] Listen to the grievances of the students and address them individually.
 - c] Discuss with students, professors, etc. on what could be an optimum way of dealing with the problems being faced by students & the administration.
3. What could be the reason for such conflicts between students and college administrations?
 - a] Lack of adherence to rules and regulations.
 - b] Lack of clear and open communication between the relevant parties.
4. In the above case, if you were part of the administration, why would strict action be important?
 - a] To ensure students don't leave the college.
 - b] To ensure students' learning doesn't get affected.

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. When you want to design a solution to a problem, the best strategy to use is –
 - a] Analyse the constraints like people, time, money etc. and find a way to get more resources to solve the problem.
 - b] Study the goal, and find alternative solutions that can best achieve the goal within the given constraints like people, time, money, etc.
6. A senior nurse is welcoming a new joiner in her hospital. Which advice is more important for her to give the newcomer?
 - a] It is your responsibility to make each and every patient feel cared for during their treatment.
 - b] It is your responsibility to make sure that medications of the patients are in order every time.
7. Engaging Deeply with one's work means –
 - a] Doing your best the first time and producing a good product.
 - b] Improving the quality of your product each time, every time.
8. Raveena has to choose one subject as an elective. What criteria can she use?
 - a] She can choose based on thinking by herself so that she selects the elective most suitable to her.
 - b] She can choose what her close friends have selected so she will be motivated to attend the course with them.

9. The Green Club of a college has collected lots of plastic waste from nearby houses for recycling and upcycling. Which student is seeing the deeper level of value?
 - a] Juhi – “Today, so many more people understood why plastic usage should be avoided and how it can be reused or upcycled for other needs in the house!”
 - b] Rohit – “Today, we managed to cover 125 houses and collect 35 kgs of plastic!”
10. In a customer service wing of a company, executives practice Human-Centric Thinking when –
 - a] They are able to handle more customer calls in a day.
 - b] They are able to keep the needs of the customer as the main focus of their thinking.
11. Which of these Start-up Founders, is creating deeper value?
 - a] “How can I make the start-up useful for all its stakeholders?”
 - b] “How can I make it successful so that it attracts the best of professionals who would like to work with us?”
12. Two friends are invited to watch a Live cricket match with celebrities and other cricket stars for 1 hour. Who amongst them is showing ‘experiential value’?
 - a] Niket – “I will never forget this match! It was such a memorable time interacting with some of the cricket stars.”
 - b] Lakshmi – “I took a lot of photos for posting on Instagram! It was perfect for getting more followers on my social media page.”
13. You notice that women labourers beg for money from foreign tourists. What is their concern that needs to be addressed?
 - a] The concern that they are not earning enough money through the work they are doing.
 - b] The concern that rich foreign tourists are not giving money to poor people like them.
14. Contributors show Human-Centric Thinking for people far away from them e.g. users of a product or service.
 - a] Agree. Contributors focus more on the people using a service.
 - b] Disagree. Contributors focus more on the product/ service that is being made.

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 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 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] 3-1-2-4 c] 3-1-2-4 d] 3-4-1-2
16. Which of these students is willing to Engage Deeply with their project?
1. Mariah – “How can I get good grades for such a project? Maybe if I go to the library, I can find previous projects to guide me for this project.”
 2. Zara – “My senior said that such projects can be finished in 2 days so I will take it up later just before the submission date”.
 3. Nidhi – “How can I go about doing the project so that it helps me to understand the topic well to write a high-quality report?”
 4. Neel – “I need to read up about the topic. Then I can organize my understanding for the project report.”
- a] Nidhi & Mariah 2] Neel & Zara 3] Nidhi & Neel 4] Neel & Mariah
17. For a science project, a team of four school students have decided to create a watch that works on solar energy. On discussion with their teacher, they find out that it requires very expensive materials to make. Which of these students are Thinking Solutions?
1. Priya – “Let me forget this idea and take up a project that does not involve expensive parts.”
 2. Arsh – “I could research to come up with another way to harness wind energy.”
 3. Daniel – “The school should provide funds for making projects as students can’t afford them.”
 4. Princy – “Let me see how to replace the expensive materials with alternative low-cost materials.”
- a] Priya & Daniel b] Arsh & Daniel c] Princy & Arsh d] Princy & Priya
18. Which of these are practices that help you engage deeply with anything?
1. Having a strong vision that makes you stay with it even if there are challenges along the way.
 2. Having high standards of excellence for any product and making relentless efforts to maintain that quality.
 3. Choosing the path/ option that everyone around you is choosing, so that you have safety in numbers.
 4. Selecting goals or topics that you are confident that you can do well in, as you are already familiar with it.
- a] 2, 4 b] 1, 2, 4 c] 1, 4, 3 d] 1, 2
19. Prabhu is meeting Shailesh, on behalf of his company, to negotiate a deal between both their companies so that they can take up interior renovation projects in the area together. Guide Prabhu to think in Enlightened Self-Interest by identifying the correct order in which he must follow the steps. (*Reorder the statements in the sequence to be followed*).
1. Prabhu must identify all the key concerns & goals for the stakeholders.
 2. Prabhu must identify all the stakeholders involved in the deal – direct & indirect.
 3. Prabhu must create his approach to deal with the negotiation.
 4. Prabhu must arrive at the shared goal that includes all stakeholders.
- a] 1-3-2-4 b] 4-1-2-3 c] 3-4-1-2 d] 2-1-4-3

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. 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 again?
21. Karthik aspires to become a successful writer. What is your advice to help him make this journey?
- a] He can just follow other successful writers and try to imitate their writing skills.
 - b] He can focus on creating a network in his field and write for newspapers and magazines.
 - c] He can practice writing at home every day and read various kinds of literature and other books.
22. Naman decides for his family that they will eat healthy food at home rather than go out and eat in a restaurant on his birthday. What else can he choose to do to create deeper value?
- a] He can ensure that all family members sit together for the meal.
 - b] He can help to set up the table.
 - c] He can tell his family members he does not expect any gifts for eating healthy food.
23. If you are assigned a project that you find boring, what can you do?
- a] Request your boss to assign a different topic which you are passionate about and are likely to do far better in.
 - b] Find out why the assigned project is important and be curious to know more that may increase your interest.
 - c] Ask your boss to explain what is interesting about the project and whether it is related to any of your interest areas.
24. A team is looking for new treatment for mental medical problems like Alzheimer's. For the past 5 years they have not arrived at any concrete solution. If they continue, how will it help them in the long run?
- a] The team will learn to avoid giving up but continue with the research.
 - b] It will make the team members learn to develop persistence and patience.
 - c] It will make the team believe that they can find solutions to more tougher challenges in the future.

25. Dilna says that when she travels to a new place alone, she not only enjoys it but also overcomes her fear of traveling alone –
- a] She is seeing human & social value.
 - b] She is seeing experiential value.
 - c] She is seeing both experiential and human value.
26. In the Thermodynamics class, Rusa has been assigned a group project. How can she make sure that she adds value to the group work?
- a] By sincerely doing her part of the group work (whatever the group has decided that she should do).
 - b] By taking up most of the responsibilities so that the teacher appreciates & notices her contribution to the group project.
 - c] By focusing on attaining the group's project goal with the group members and learning from each other.
27. Nischit, an alumni, 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 Nischit?
- a] "Have you thought about the impact on other students who are appearing for the recruitment process?"
 - b] "Is it that you need additional income?"
 - c] "What if the school authorities find out?"
28. Praful has been selected as the Editor of the College magazine. He invites students to write on social issues. What is the value of doing such a thing? So that –
- a] The perspectives of students are known.
 - b] More students are likely to read/ write for the magazine.
 - c] Students feel proud to see their names in the magazine.
29. Niti has her final exams in two days. Her classmate, Sagar, calls her up to tell her that he is not at all prepared for his exams and Niti should help him prepare. What, according to you, should be the right way for Niti to look at this situation?
- a] Niti should see this as an act of friendship even if it disturbs her preparation.
 - b] Niti should see this as an opportunity to do her revision while preparing Sagar for the exams.
 - c] Niti should see this as a problem as it will affect the way she prepares for the exam.

Seat No.: _____

Enrolment No. _____

GUJARAT TECHNOLOGICAL UNIVERSITY

BE - SEMESTER-VI (NEW) EXAMINATION – SUMMER 2022

Subject Code:3160002

Date:18/06/2022

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.

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

In a news article of 2017, people read about the case of Film and Television Institute of India (FTII). The students of their acting course had decided to boycott classes as their demand of extending the Dialogue Exercise workshop to 3 days (eight hours a day) from the earlier planned 2 days (12 hours a day) was not met by the administration. While the students stated that it was inhuman to work for 12 hours a day, the administration explained that this move is meant to help students focus on completing their other projects and course work within the duration of their course. Rejecting the alternate options suggested by the administration, students remained adamant on not attending their Dialogue Exercise meetings. The institute planned to take strict action.

Source: Hindustan Times; 12/10/17

1. The block between the administration and students could have been avoided if the administration had made an effort to –
 - a] Discuss with all involved on what could be a shared goal in such a situation.
 - b] Listen to the grievances of the students.
 - c] Be strict with specific students before it became a big problem.
2. In the case, students boycotted and disrupted classes to demonstrate their point-of-view. As a student yourself, what is the best way to think-through the situation?
 - a] What is it that we really want to achieve?
 - b] Are there smarter ways of getting to what we want?
 - c] What are other ways in which classes can be boycotted?

3. What could be the reason for such conflicts between students and college administrations?
 - a] Lack of adequate systems and policies to resolve such issues.
 - b] Lack of clear and open communication between the relevant parties.
4. In the above case, if you were part of the administration, why would strict action be important?
 - a] To ensure students learn from the workshop.
 - b] To ensure the course gets over on time.

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. Shekhar, a chef, is facing the challenge of: His customers want quick meals that are also healthy and delicious. What should he do?
 - a] Since he is clear about the goal, he can consider all the alternative approaches and design the solution that combines the best ways.
 - b] He can analyse what are the constraints that stop him (and other chefs). This will help him to study the problem better.
6. A local NGO has organized a cleanliness drive in a locality. Who is thinking about creating value?
 - a] Varsha: "Let us start by cleaning the park. It will become hygienic for the children who play there."
 - b] Rahul: "Let us take photos while we are cleaning the park. It will show others the value of our work."
7. Just an hour before the final show, Pormin, a dress designer, sees that there is a minor fault in one of his dresses. What should he do?
 - a] Make sure that the fault is corrected.
 - b] Not worry about it as it is a minor issue.
8. A salesperson is likely to be more successful at work when –
 - a] S/He executes a sale with high profits for the company.
 - b] S/He executes a sale that benefits both the company and the customer.
9. A senior travel agent is welcoming a new joiner in his office. Which advice is more important for him to give the newcomer?
 - a] It is your responsibility to make each and every guest feel cared for during their vacation.
 - b] It is your responsibility to make sure that hotel reservations are in order each time every time with zero errors.

10. During a natural disaster/ crisis, which is a better way for the Government to earn the trust of the people?
 - a] The Government should create trust in people's heart by sharing about the work they are doing widely.
 - b] People will trust the Government more when they see specific steps being taken to manage the crisis well.
11. Which of the founders of the start-ups are seeing more value possibilities?
 - a] How can I make it successful so that it attracts the best of professionals?
 - b] How can I make the start-up useful for all its stakeholders?
12. Ameena has to choose one subject as an elective. What criteria can she use?
 - a] She can choose based on thinking by herself so that she selects the elective most suitable to her.
 - b] She can choose what her close friends have selected so she will be motivated to attend the course with them.
13. In a particular football match, what is more important for a player is, that –
 - a] The team wins irrespective of how the player plays.
 - b] The player plays a significant role in winning the match for the team.
14. Which of these software programmers is likely to make a new app more effective for the users?
 - a] The one who thinks that programming is nothing but a way of interacting with the user.
 - b] The one who thinks that programming is a sophisticated way to bring in efficiency in business processes.

Section C

Instructions: This section has 5 questions. All questions are compulsory. Each question has 4 statements. Rank the statements in order of 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. A school student has a bright idea for a science project on harnessing wind energy. On discussion with her teacher, she finds out that it requires high-priced materials to make it. Which of these responses will help her to be a solution thinker? *(Rank the statements in the order of most contributive option to least contributive option).*
 1. "Let me forget this idea and take up a project that does not involve expensive parts."
 2. "The school should provide funds for making projects as students can't afford them."
 3. "Let me see how to replace the expensive materials with alternative low-cost materials."
 4. "I could research to come up with another way to harness wind energy."

a] 3-2-1-4 b] 3-4-2-1 c] 1-2-3-4 d] 3-4-1-2

16. Cellphone service providers have a lot of personal information of 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. It is not said but expected by subscribers that their personal information shall not be shared.
 2. They will lose the loyalty of their subscribers.
 3. Subscribers have not given them permission to do so.
 4. The data can be misused by someone else for their own gains.
- a] 3-2-1-4 b] 3-1-2-4 c] 1-3-4-2 d] 3-4-1-2
17. Varsha wants to make a website to increase 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 Varsha can make the website. *(Rank the statements in the order of most contributive option to least contributive option.)*
1. Look at other competitor websites and use their pictures and text to make her own website on a free platform available.
 2. Make an original website by writing content, doing a photoshoot, and identifying platforms that are best suited for her website.
 3. Visualize the kind of website that will meet her objectives and work towards building a website that can continuously be upgraded.
 4. Start with making a basic website and depending on how it is received she can make it better.
- a] 3-2-4-1 b] 3-1-4-2 c] 1-3-2-4 d] 2-4-3-1
18. A degree college student is not able to attend the final semester lectures due to a medical problem. By the time she is likely to recover, the final exams will begin. What should she do? *(Rank the different responses in the order of most contributive option to least contributive option.)*
1. Response: The student can take copies of notes from classmates and decide to read them before the exams.
 2. Response: The student can decide to give the final exams based on general knowledge of the topics.
 3. Response: The student can choose not to sit for the final exams without attending all the lectures and give the exam next academic year.
 4. Response: The student can ask her friends to teach her the topics they study in class online. For clarifying doubts, she can call her teachers or seniors.
- a] 1-3-2-4 b] 4-1-2-3 c] 3-4-1-2 d] 2-3-4-1
19. Shamran aspires to become a successful writer. What is your advice to help him make this journey? *(Rank in the order of most contributive option to least contributive option.)*
1. He can just follow other successful writers and try to imitate their writing skills.
 2. He can focus on creating a network in his field and write for newspapers and magazines.
 3. He can develop expertise and perspective by taking courses on writing.
 4. He can practice writing at home every day and read various kinds of literature and other books.
- a] 4-3-2-1 b] 1-3-2-4 c] 2-4-3-1 d] 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

20. When a solution thinker is presented with a problem e.g., Wi-Fi is not working properly in office, what is he likely to say?
 - a] Why not do what is obvious like avoid using the office Wi-Fi but use mobile internet as a Wi-Fi hotspot?
 - 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 improve the connectivity?
21. Rani works in the Innovation Department of a lift company. She has an idea of innovating one component of the lift which could lead to less power consumption. She knows that it needs experimentation before it can be used. When she suggests the same to her boss, he is not too supportive. How can she approach this situation?
 - a] She can pitch the idea to other expert teams who are willing to take it forward.
 - b] She can keep this idea as a side project and work on it as and when time permits.
 - c] She can take guidance from her seniors and other experts and find different ways to experiment on it.
22. Narek tells his family that they will eat healthy food at home rather than go out and eat in a restaurant on his birthday. What else can he choose to do to create more value possibilities?
 - a] He can ensure that all family members sit together for the meal.
 - b] He can help to set up the table.
 - c] He can tell his family members he does not expect any gifts.
23. If you are assigned a project that you find boring, what can you do?
 - a] Request your teacher to assign a different topic which you are passionate about and likely to do far better in it.
 - b] Find out why the assigned topic is important and be curious to know more that may increase your interest.
 - c] Ask the teacher to explain what is interesting about the topic and whether it is related to any of your interest areas.
24. A team is looking for new treatment for old age-related medical problems like Alzheimer's. For past 5 years they have not arrived at any concrete solution. If they continue, how will it help them in the long run?
 - a] The team avoids giving up but continue with the research.
 - b] It will make the team members learn to develop persistence and patience.
 - c] It will make the team believe that they can find solutions to more tougher challenges in the future.

25. Dilna says that when she travels to a new place alone, she not only enjoys it but also overcomes her fear of traveling alone –
- a] She is seeing human & social value.
 - b] She is seeing experiential value.
 - c] She is seeing both experiential and human value.
26. A group of bank employees approach the Branch Manager and complain about one co-worker who doesn't behave well with everyone. As a contributor, what action should the Branch Manager take?
- a] Call for a meeting with all the employees to understand the issue & address the complaint.
 - b] Talk to all the senior employees and take a decision.
 - c] Take note of the complaint and act swiftly against the person, so that there is no damage to the reputation of the bank.
27. Tushar makes it a point to pick up his daughter from school at least twice in a week. And once a month, interacts with the class teacher to understand about the activities in school and offers his help. Which of these reasons show that he is thinking win-win?
- a] At least two times a week, he gets a chance to spend more time and bond with his daughter.
 - b] If he did that regularly, then the teacher is likely to give proper attention to his daughter.
 - c] With regular interactions, teachers and parents (like him) can work together to support the development of students.
28. Praful has volunteered to manage the college magazine. He invites students to write on social issues. What is the value of doing such a thing? So that –
- a] The perspectives of students is known.
 - b] More students are likely to read/ write for the magazine.
 - c] Students feel proud to see their names in the magazine.
29. Pariksha finds out that a teacher is taking tuition classes for her own students beyond school hours. This is normally not advised by the school authorities. What could she ask this teacher?
- a] "Have you thought about the impact on other students who are not taking your tuitions?"
 - b] "Is it that you need additional income?"
 - c] "What if the school authorities find out?"