

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."

GUJARAT TECHNOLOGICAL UNIVERSITY

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

Subject Code:3150004

Date:14-05-2024

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 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

As a Sub-Inspector of Police, Harman Singh saw a wrongly parked car outside a mall in the city. The car belonged to a well-known local politician and the driver threatened the inspector of terrible consequences if the car was towed. But the inspector took the decision to tow the car and give the driver a fine, even though he knew he may get a “punishment posting” for this act.

Source: <https://www.sikhnet.com/news//; 06th July, 2015>

1. If Harman Singh was a Contributor, what could have been his motive for doing such a thing?
 - a] “I have to do my duty even if I get into trouble later.”
 - b] “The wrongly parked car will cause inconvenience to other people using the road.”
 - c] “Through this, my juniors will realize that I’m a strict policeman.”
2. One of the consequences of towing away the politician’s car could be that Harman would get transferred to another city. As a Contributor, how is he most likely to think?
 - a] “Though a new posting is a challenge, it’s an opportunity to impact the lives of city dwellers.”
 - b] “I will have to adjust to a new place and that has its own benefit.”
 - c] “Wherever I go, I can be a role model to the team and support them to work with integrity.”
3. In a tough situation where there are many problems, what is a Contributor’s response?
 - a] Choose to face the challenge on your own.
 - b] Wait for the situation to become better or expect that others will help you out.

4. In your view, what should be the primary focus for a Contributor Traffic Officer?
- a] Focus on punishing people who break traffic rules.
 - b] Focus on ensuring that there is smooth flow of traffic such that citizens have problem-free travel.

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 summer, there are frequent electricity cuts in Dehradun. Two students, Harish and Rahul, have started their summer vacations and have a lot of homework from school. Which one of these is a Creator response to such a situation?
- a] Rahul: I will do my homework only when there is electricity at home.
 - b] Harsh: I should find a public spot where I can work on my holiday homework for a few hours every day.
6. Which of these auto-rickshaw drivers has a wider understanding of his role?
- a] I take passengers from Point A to Point B.
 - b] I ensure that passengers who ride with me reach their destination on time, and safely.
7. Your colleague is nervous because the company has asked him to take on a completely new role that he has no experience in. Your advice to him would be –
- a] “Whatever the new role is, it will give you new experiences and opportunities to learn from, so you should take it up.”
 - b] “Check whether the new role will help you get the promotion you have been waiting for and only if it is, take it up.”
8. Rachna and you are working on a research project. You think –
- a] “I have finished my part of the project. Since I do not know how to do her work, I will not be of any help to her.”
 - b] “My part of the project is complete. Maybe I will check with Rachna to find out what I can do to help her.”
9. Satyajit Ray, the renowned filmmaker, achieved many awards and was recognized internationally. What helped him achieve sustainable success?
- a] He kept improving his techniques of storytelling, cinematography, and film making.
 - b] He chose topics and themes that had strong appeal to the audience.
10. 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 to funders, and wait to do work until you get initial funding.

11. Which actress, who has been awarded recently, is focused on the roots of success?
 - a] Sunita: “The award means I already have what is needed for me to be a successful actress.”
 - b] Bina: “The award means I have to keep improving the quality of my acting.”
12. Who is using an entrepreneurial approach to work?
 - a] A photographer wants to create her portfolio and send it across to different brands to get project assignments.
 - b] A dancer wants to start a studio where several dance forms can be taught.
13. A good tuition teacher is one who –
 - a] Gives me regular feedback on how to improve the way I study and do my work.
 - b] Corrects the mistakes in my work.
14. Rahul is the son of a committee member of the school. Despite several warnings, he continues to cheat during exams. How should the school principal, Mr. Singh, respond?
 - a] Mr. Singh should give Rahul another warning because disciplinary action may lead to negative consequences for him.
 - b] Mr. Singh should take action as it would set an example that all students will be treated equally.

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. Varem is working in a construction materials company producing eco-friendly bricks. He volunteers to design a new model of bricks that has the option to regulate the temperature of the walls. However, his final product did not reach the market due to budget constraints. Despite this failure, if Varem was focused on building an engine of success, what fruits would he have focused on? (*Rank in order of most contributive option to least contributive option.*)
 1. An opportunity for Varem to get recognized and appreciated by the management.
 2. This gives Varem a higher chance to lead the production of this new model of bricks whenever the company has the budget for it.
 3. Varem can build on his new skills learnt during the project to contribute to the growth of the organization.
 4. An opportunity for Varem to command a better salary from a competitor company.

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

16. Which of these statements is demonstrating Growth Identity? (*Choose only one option that is most appropriate out of the four given*).
1. "I started learning music and by practicing every day I have been able to improve my pitch and stamina."
 2. "As a dietician, expertise in my area is defined by the number of clients I have, rather than how much I know about my subject."
 3. "I opened a Pizza Cafe by experimenting with different types of flours, sauces, and cheese. I now want to visit Italy to understand how authentic and traditional pizzas are made."
 4. "I want to gain in-depth knowledge in electrical systems of elevators but don't know what to do next."
- a] 1 & 3 b] 2 & 4 c] 1 & 2 d] 1 & 4
17. What is the pathway a Contributor Changemaker can take in his career to make maximum contributions? (*Rank in the order of most contributive to least contributive option*)
1. Connect with other people in the field to work together.
 2. Make significant donations to a cause.
 3. Take up a cause and work dedicatedly towards bringing social change.
 4. Start a business around social change.
- a] 1-2-3-4 b] 3-4-1-2 c] 4-1-3-2 d] 1-3-4-2
18. Anita is a high performer in her college. She wishes to help her classmates in subjects they want to improve in. Which of the following choices are most contributive? (*Rank the different responses in the order of most contributive to least contributive*.)
1. Give all her notes to her classmates so that they can study on their own.
 2. Take short crash-course sessions for subjects that everyone needs to improve on.
 3. Clarify everyone's doubts on a one-on-one basis.
 4. Help only those students who will be able to improve and score well.
- a] 4-1-2-3 b] 2-3-1-4 c] 2-1-4-3 d] 3-2-1-4
19. A student preparing to move to another country for higher education is scared of the challenges she may face as a young girl. She wants to learn to be independent, but she has concerns for her safety. These are some of the ways she thought about the challenge. (*Rank the different responses in the order of most contributive option to least contributive option*.)
1. "Being with friends will ensure that I feel safe at all times."
 2. "Worrying will not help, it is best to see what happens and hope that difficult situations do not arise."
 3. "It will be safe to take a parent or guardian till I feel settled and safe."
 4. "Finding out about the common safety issues and problem areas in the city will help me stay alert and aware when I live there."
- a] 4-2-3-1 b] 1-4-2-3 c] 3-1-2-4 d] 4-1-3-2

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. Sanjay has re-joined his old organization. He is asked to work on something that was part of his earlier job profile. He feels dissatisfied with working on what he has already done in the past. If he had a Growth Identity, how would he go about this?
- a] Even though the work profile is the same, he could find ways to challenge himself, deepen his understanding of the subject and make it more interesting for himself.
 - b] Speak to his manager and ask for new things to work on so that he can get diverse experience.
 - c] Since he is familiar with the work, he can complete his work early and then enjoy his free time.
21. Sakshi is a yoga instructor. She wants to pursue her passion for making YouTube videos as her career. Which of these contributions can Sakshi make, if she chose the pathway of a Professional Achiever?
- a] She can give talks and seminars across the country & get them video recorded for upload.
 - b] She can spend many hours practicing to perfect her teaching style.
 - c] She can share how her students can use the platform to learn from her videos.
22. Ankur stood for college elections and was elected the President of Student Council after tough competition. At the end of his term as President, he was asked by a friend, “When did you feel most successful?” What, according to you, is he likely to say?
- a] “I felt most successful when I achieved the position after such a tough competition.”
 - b] “I felt most successful when I was able to deal with last-minute crises calmly.”
 - c] “I felt most successful when I was appreciated for confidently organizing various events in the college.”
23. Bike riders often drive very carelessly on Indian roads. Which message to drivers could be most effective to make our roads safer?
- a] Let us take responsibility to follow traffic rules and regulations.
 - b] Let us have concern for everyone who uses the road.
 - c] Let us avoid getting caught by traffic police and paying fines.
24. Sujoy 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 ambiguous situations.

25. Here are 3 friends sharing what they think is the best way to protect our environment. Whose idea do you agree with?
- a] Harish: "Climate change has already affected/ changed the environment and it cannot be reversed. We just have to wait for a miracle to happen."
 - b] Saket: "We need to adopt environment-friendly habits & help others do the same to be able to protect our environment in the long-run."
 - c] Namina: "The government should be strict with industries and activities that harm our environment and punish those who break the rules."
26. A Contributor who wants to become a Maths teacher is most likely to...
- a] Study and get a degree so that he can get a job as a teacher.
 - b] Get additional certificates so that he can show evidence of skills needed to be a Maths teacher.
 - c] Practice the methods to understand Maths deeply so that he can teach his students well.
27. Which of the career strategies listed below would a Contributor choose?
- a] A career strategy that is well planned and involves roles that they are skilled at with a steady growth in pay and promotions.
 - b] A career strategy where they take on different roles with new kinds of responsibilities so that they can grow in the kind of work they do.
 - c] A career strategy where they can move quickly from one job to another, depending on what may guarantee better prospects.
28. Here are three candidates giving their speeches for getting elected as the Class Representative in college. Who is most aware of their Power to Contribute as a Class Representative?
- a] Frodo: "I will communicate all student problems fairly and transparently to the Management."
 - b] Bilbo: "I hope to find solutions to challenges faced - not just by students, but also the teachers, non-teaching staff, and the college overall."
 - c] Arwen: "My aim is to ensure all the problems faced by students reach the teachers and, that timely action is taken to fix these problems."
29. Sunita 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. If Sunita were a Future-Ready Contributor, what would she do?
- a] Sunita can sit with a colleague and learn how to make an effective presentation for her meeting.
 - b] Sunita can discuss with her boss about the subject of the meeting so that she knows how to answer any questions in the meeting.
 - c] Sunita can spend time preparing thoroughly and practicing for the upcoming presentation.

Seat No.: _____

Enrolment No. _____

GUJARAT TECHNOLOGICAL UNIVERSITY

BE – SEMESTER- V EXAMINATION-SUMMER 2023

Subject Code: 3150004

Date: 22/06/2023

Subject Name: Contributor Personality Development Program

Time: 02:30 PM TO 05:00 PM

Total Marks: 70

Instructions:

1. All questions are compulsory..
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

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.

Initially, she did not want to put in a large investment in purchasing machinery. This is when her father stepped in to help and 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. Then 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 creating this sustainable business, what roots did Maria develop?
 - a] She developed the confidence to create products out of such natural materials.
 - b] She created awareness about the importance of using eco-friendly products.

2. Maria's father made the machinery with local products for her business venture. Does that make Maria a 'Creator of her Destiny'?
 - a] No. It was her father who invented the machine from local products and found an answer when no one else could.
 - b] Yes. She was able to take her father's help to do what she wanted to do.
 - c] Yes. Once she had an idea, she didn't let any constraints or obstacles stop her from converting that into reality.
3. How is Maria contributing to the artisan community?
 - a] By working with Maria, the artisans are able to have an extra source of income.
 - b] By working with Maria, the artisans can become known for their art and build a sustainable customer base.
4. According to you, in what ways can Maria maximize the contributions that her business can make?
 - 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 environment-friendly products.
 - c] Apart from selling online, she can also look for corporate houses, 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. The teacher asked the class "Who would want to take up the difficult assignment?"
 - a] "Only if I do it will I know how difficult it is."
 - b] "Why take up something that I already know is difficult?"
6.
 - a] We contribute most when we help others to take charge of their lives.
 - b] We contribute most when we donate money and provide charity for people in need.
7. Who is using an Entrepreneurial Career Pathway in work?
 - a] A fashion design graduate who is looking for partners who could work with her on her new venture.
 - b] A musician who wants to start a studio where several instruments can be taught.

8. a] "I won a Silver medal in the National Badminton Championship competition last year. For this year, I should practice improving my serving technique and stamina."
b] "I won a Silver medal in the National Badminton Championship competition last year. I should aim to get a gold medal this year."
9. Which of these local train drivers has a wider understanding of his role?
a] I am a government servant who takes passengers from Point A to Point B.
b] My role is to ensure that passengers who ride in the train reach their destination on time, and safely.
10. a] When I go for a new freelance project, I make sure to find out what are the project goals to be met by the team.
b] When I go for a new freelance project, I make sure to know what my financial compensation will be at the end of the project.
11. a] To have a start-up, Founder should be clear about what unique problem she is addressing, what she may have to learn and focus on, to build the company and then work step by step to achieve it.
b] To have a start-up, one should learn how to create a unique pitch to impress funders to get the funding.
12. Sakshi's article on the judgement of the Supreme Court on the equal enrollment of women in the armed forces should focus on –
a] The importance of accepting women professionals and their strengths.
b] The history of struggle of women in the armed forces.
13. Which of the following students is growing in a focused direction?
a] Ratan – "I am happy that this semester is finally over - I had a good time with my friends and I even topped in Fluid Mechanics."
b] Malti – "During this semester, I found out my own way to study my subjects efficiently as I wanted to score high marks in all subjects."
14. Sonika says, "I want to remain fit and healthy but am unable to find time while managing my family and work. I am thinking of quitting my job so that I can focus on my health."
a] This is a 'practical' response.
b] This is a 'caged' response.

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. Your friend Sunita, who is in college wants to enter the field of medical research and wants to know how she can contribute to this field. What are you likely to suggest to her? *(Rank the statements from most contributor to least contributor)*
1. "You could aim to write as many publications as you can throughout your career."
 2. "This field may be new but you will be able to make it if you work hard."
 3. "As the medical field itself advances, you can keep finding new topics/ areas to research & contribute to."
 4. "You could try to take up high impact projects which can impact more people."
- a] 3-4-1-2 b] 3-2-1-4 c] 4-3-2-1 d] 1-4-3-2
16. The most senior employee, Rathod, has been told by the boss to attend the 'Behaviour Change' program organised by the HR team. Which of these thoughts will help him widen his I CAN zone? *(Rank the statements from most contributor to least contributor)*
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 new ideas."
 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
17. Saksham wants to pursue his higher studies in a world class university. The first University on his list sends him a rejection letter. He can respond in different ways. *(Rank the statements from most contributor to least contributor)*
1. Understand what needs to improve for the next application.
 2. Write a review about the University warning other students like him to be careful and if possible, avoid applying there.
 3. Write about his experience in a blog so that others like him can learn from it.
 4. Accept the rejection and believe that others are more capable than him.
- a] 1-3-2-4 b] 1-2-3-4 c] 3-4-2-1 d] 2-1-3-4
18. Mickey and his friends are hosting a 'proper waste disposal' awareness campaign in their neighborhood. If they were expanding their Power to Contribute through their role, what goal would they focus on? *(Rank in order of most contributive to least contributive option)*
1. Ensure people understand the idea of waste disposal and its importance.
 2. Spread the idea of their campaign to as many people as possible.
 3. Gain publicity and get more opportunities to organize such events.
 4. Motivate more people/volunteers to join their campaign team.
- a] 4-1-3-2 b] 4-1-2-3 c] 1-4-2-3 d] 1-2-4-3

19. Varem works in a materials company producing fabric from plastic waste. He volunteers to design a new fabric that can be used in place of leather for bags. However, his final product does not reach the market due to budget constraints. Despite this failure, if Varem was focused on building his Tree of Success, what fruits would he have focused on? *(Rank in order of most contributive option to least contributive option.)*
1. An opportunity for Varem to get recognized and appreciated by the management.
 2. This gives Varem a higher chance to lead the production of this new fabric whenever the company has the budget for it.
 3. Varem can build on his new skills learnt during the project to contribute to the growth of the organization.
 4. An opportunity for Varem to command a better salary from a competitor company.
- a] 2-3-1-4 b] 4-1-2-3 c] 3-2-1-4 d] 1-3-2-4

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. Kaustav is a product designer. Which of these is the highest contribution that Kaustav can make as a Professional Achiever?
- a] He can give talks in product design institutes across the country so that people know about him.
 - b] He can spend many hours practicing to perfect his design style and set new standards in product design.
 - c] He can create a YouTube channel where he can video log (vlog) his journey of becoming a good product designer.
21. Goldy is going back home from the hostel for his exam preparation. He thinks of finding a public library where he can study uninterrupted since power cuts are common in his hometown. Why is this a Creator Response?
- a] Since he is choosing to study seriously.
 - b] Since he is willing to think beforehand about the problem.
 - c] Since he is creating his own opportunities and leveraging the resources that are available.

22. Akash has a sales job in a company that manufactures furniture. He plans to develop some skills to improve his sales. Which of the following roots should he develop?
- a] Akash can develop his ability to understand the needs of his customers to provide accurate solutions for them.
 - b] Akash can develop his skills to convince people, to close the deals and thus meet quarterly targets.
 - c] Akash can develop knowledge of the product he sells so that he can be confident while selling the product.
23. The municipal corporation election dates have been announced in the summer holidays. Hiren, a professor knows he will be called in for election duty. How can he approach this differently and make this work meaningful for himself?
- a] The election work has to be done every five years by all professors, so I will have to do it as part of my job.
 - b] The election work is a good way to get to know more about the locality and the people, so I will be able to build connections.
 - c] The election work is an opportunity for me to help people participate and elect a government of their choice.
24. Identify the statement which indicates intent to grow one's I-Can zone.
- a] I have finished my work for the day and Rachna has asked for my help, so I have no choice but to stay back and help her out.
 - b] I don't like the topic of this project. Nevertheless, I will research the topic and submit a report that I am proud of.
 - c] My parents insist that I should do some household chores, but I need time to study. I will discuss with them to find out the best solution for the family.
25. Auto-rickshaw drivers often drive very carelessly on Indian roads. If they think like Contributors, how would they think?
- a] Let us take responsibility to follow traffic rules and regulations.
 - b] Let us have concern for everyone who uses the road.
 - c] Let us avoid getting caught by traffic police and paying fines.
26. Sanjay joins a consultancy where it is the norm to have long working hours, demanding clients, and tight deadlines. Sanjay is new to such a work environment and is planning to leave. What would you advise Sanjay, to help him deal with the situation?
- a] It is okay for you to feel overwhelmed with the demands of the situation. Make sure you inform your manager about how difficult it is for you so that you can figure out a better solution together.
 - b] Make an action plan on how to manage your work; you can share it with your manager and ask him for his suggestions on how to make it better.
 - c] Start looking for new job opportunities while you wait for your manager to acknowledge your current situation.

27. Saira is preparing for the role of local councillor of her area in the upcoming elections. Which of these questions to the previous councillor, indicate that she is widening her zone of contribution?
- a] During your time, what were the difficult issues and in what ways did you solve them?
 - b] During your time, how did you manage your family life and the demands of this role?
 - c] During your time, what were the activities you had to do every day as a councillor?
28. Rama lives on a street which doesn't have proper lighting. He is frustrated about the situation as it gets dangerous at night. What should he do to solve the situation?
- a] Bring it to the notice of his local neighborhood / housing society that a complaint needs to be filed in the local municipality office for them to fix the lighting problem.
 - b] Call the local municipal office to find out the process to fix such a problem.
 - c] Take photos of the area and put it up on social media, to bring attention to the problem.
29. Which is the "secret" of a Contributor?
- a] A contributor has the right skills and talent necessary to contribute properly.
 - b] A contributor wants to make a difference in every situation to the people around.
 - c] A contributor is always polite while interacting with people.

Seat No.: _____

Enrolment No. _____

GUJARAT TECHNOLOGICAL UNIVERSITY

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

Subject Code:3150004

Date:20/06/2022

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.

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

Anand Kumar, a highly capable Mathematician, started his own coaching institute, Ramanujan School of Mathematics. In 2003, he started “Super 30” to provide free coaching to 30 talented students from underprivileged background to get admission to the Indian Institutes of Technology (IITs), India’s premier educational institutions. Out of 510 students, 422 students made it to the IITs by 2018.

Source: <https://madfamouspeople.com/> (date unknown)

1. Which career pathway did Anand Kumar choose?
 - a] Changemaker
 - b] Entrepreneur
 - c] Researcher & Knowledge Builder
2. If you are one of the students selected in “Super 30”, what thinking will be the most beneficial in helping you get admission into a premier educational institution?
 - a] If I try to understand the subjects under the guidance of our mentor, I have a high chance of getting admission.
 - b] I have to work systematically and consistently throughout the year to get admission.
 - c] If I sincerely follow the strict schedule prepared for us here, my place will be guaranteed.
3. Which of these two would you agree with the most?
 - a] It is most satisfying as a teacher when your students are able to master the subject you teach.
 - b] It is most satisfying as a teacher when your students get admission in premier colleges.

4. If you did not get admission to the IITs even after being a part of such kind of training, what would you think?
- a] I need to be strong enough to accept what is not in my control. I will try harder next year.
 - b] With the competition increasing each year, there is never any guarantee of admission, whether you are a topper or a Super 30 batch member.

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. Which of the following students is focused on the roots of success?
- a] Patty: "I am satisfied that this semester I scored higher marks in the examinations as compared to the previous semester."
 - b] Sweety: "During this semester, I found out a way to study my subjects efficiently and in a disciplined way, which was not the case in my previous semester."
6. Which of them is demonstrating a growth identity?
- a] Della: "As a freelance journalist, I am willing to write articles on any area even though I may not have any knowledge of it."
 - b] Ana: "I am a sweeper. I work in a building complex. I was asked to also water the plants in the complex. They should hire a gardener for it rather than ask me."
7. A contributor friend is one who —
- a] Makes himself/ herself available for friends when they need support.
 - b] Remembers their friend's birthday and wishes him on time.
8. Identify the 'creator' response -
- a] A student: I have been irresponsible and failed some exams. I must now clear these backlogs and complete my course.
 - b] An IT professional: I lost my job due to recession. The best thing for me now would be to wait, because there are no jobs available in my field.
9. Sarko wants to become a climate change expert. Which pathway is open to her to realize her aspirations?
- a] She can develop as a Professional Achiever only.
 - b] She can develop on any of the career pathways.
10. Which of these taxi drivers has the widest understanding of their role?
- a] "I take passengers who pay me to take them to their destination."
 - b] "I ensure that passengers who ride with me reach their destination on time, and safely."
11. You are interested in a job for which you don't have the relevant qualifications. You think —
- a] I should apply for it. What if they recognize how capable I can be?

- b] I should apply for it. What if I get lucky?
12. Identify the Contributors —
- a] Ram, a ward boy, who spreads the word about good sanitation habits to people in his community.
 - b] Gonsalves, an honest government official who works sincerely during his 8-hour shift.
13. Identify the fruit that the leader has gained —
- a] The leader is recognized for her efforts in pulling out the company from economic crisis.
 - b] The leader builds a dedicated team of employees who support her in the time of the crisis.
14. Opportunities to contribute are open even to those who don't have clear career plans —
- a] True, we can contribute in any role, not only in our career/ work roles.
 - b] False, unless we get a job, it is not possible to contribute.

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 cleanliness drive is started by your local authorities. These are the responses of some of your neighbors. *(Rank the different responses in the order of most contributive option to least contributive option.)*
- 1. Anuj: "I will use this opportunity to get my neighbors involved in the cleanliness of our locality."
 - 2. Manoj: "I too want to participate whole-heartedly in the drive and contribute as a dutiful citizen."
 - 3. Raju: "I will support the drive - talk about it, spread awareness through the internet, etc. so that everyone knows about it."
 - 4. Roy: "I am sure that the local authorities will live up to its promise and will clean our neighborhood soon."
- a] 3-2-1-4 b] 3-1-2-4 c] 1-3-2-4 d] 3-4-1-2

16. Your close friend John does well in his exams despite not having studied. How would a Contributor interpret this situation? *(Rank the different responses in the order of most contributive option to least contributive option.)*
1. "I'm glad he got good marks. But if he had studied, he would have learnt the subject well and ensured long-term success."
 2. "If he gets good marks over the whole year, he can show that it is not just a one-off success."
 3. "Finally, what really matters is that he got good marks in the exams, so he has been successful."
 4. "He is intelligent so he could do well and succeed, despite not having studied."
- a] 1-4-2-3 b] 1-2-4-3 c] 2-4-3-1 d] 4-2-3-1
17. Sakshi works in a telecom company which is establishing business in an African country. The company wants Sakshi to move to Africa. Which one of these should she consider to take a decision? *(Rank in order of most contributive to least contributive option.)*
1. Is this an opportunity to challenge myself?
 2. Is it important to consider my job security in the long run?
 3. Do I take this opportunity to go to a new place?
 4. How can I take such a risk?
- a] 1-3-2-4 b] 1-2-3-4 c] 1-4-2-3 d] 2-1-3-4
18. Senior citizens are actively involved in Swachh Bharat Abhiyan. Which one of the senior citizens has the most power to contribute to their communities? *(Rank in order of most contributive to least contributive option.)*
1. Mrs. Tarapore takes responsibility to educate people in the locality about segregating garbage.
 2. Mr. Munim has pledged never to use plastic bags.
 3. Mrs. Swamy takes responsibility to get the Municipality to unclog gutters as and when required.
 4. Mr. Sundar takes responsibility to inform the building authorities about clearing debris near the building.
- a] 4-1-3-2 b] 4-1-2-3 c] 1-3-4-2 d] 1-2-4-3
19. Sanjib is working in a construction materials company producing eco-friendly bricks. He volunteers to design a new model of bricks that has the option to regulate the temperature of the walls. However, his final product did not reach the market due to budget constraints. Despite this failure, if he was focused on building an engine of success, what fruits would he have focused on? *(Rank in order of most contributive option to least contributive option.)*
1. An opportunity for Sanjib to get recognized and appreciated by the management.
 2. This gives Sanjib a higher chance to lead the production of this new model of bricks whenever the company has the budget for it.
 3. Sanjib can build on his new skills learnt during the project to contribute to the growth of the organization.
 4. An opportunity for Sanjib to command a better salary from a competitor company.
- a] 2-3-1-4 b] 3-2-1-4 c] 3-2-4-1 d] 1-3-2-4

Section D

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

Marks: 30

20. In the given statements, pick which of these companies has expanded their power to contribute the most.
- a] Company M, where women stitch readymade clothes, has opened a day care center for not only its employees but for nearby companies also.
 - b] Company Y, which manufactures latest gadgets, has created a forum where customers can ask their doubts about use/ precautions/ maintenance of the gadgets.
 - c] Company S gave away free holidays to ten lucky customers during Diwali sale. The chosen customers were delighted.
21. 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 work man thinks like a contributor?
- a] "I repair the road so that I am able to earn money to take care of my family."
 - b] "I repair the road so that travelers can reach the top of the mountain safely."
 - c] "I repair the road because I was asked to do so by the supervisor."
22. A researcher is part of the team for a new vaccine. This vaccine is proving to be very tricky to develop. However, he believes that if they persist through this challenging phase and find a way out, the benefits will be worth the effort and can impact so many lives. This kind of creator thinking is valuable because —
- a] It will make the team avoid giving up.
 - b] It will make the team members learn to develop persistence and patience.
 - c] It will make the team believe that they can take more challenges in the future.
23. Which of the below statements indicate an intent to grow one's I-can zone?
- a] My Hindi is weak so I can at least listen to the news in Hindi daily and keep adding to my vocabulary.
 - b] My Hindi is weak so I can participate regularly in the Hindi debate competition and see how to better myself.
 - c] My Hindi is weak so I will try to converse with my mother in Hindi. Over time my abilities will improve.
24. Identify the sportsperson in the runner-up team who is likely to have sustainable success —
- a] Abrar: "Performance in one match does not define me. Our team still managed to reach the finals. We have to understand the strength of the opposing team and raise ourselves to that level."
 - b] Jonesh: "I am part of a team which lost a game that we should have won. This will affect my personal ratings. This means I have to work harder to maintain my ratings."
 - c] Fareen: "It is unfortunate that we lost a game when we were so close to winning. We can reflect and decide how to improve as a team in the future."

25. Which is the 'secret' of a contributor? Choose only one option.
- a] A contributor has the right skills and talent necessary to contribute properly.
 - b] A contributor wants to make a difference in every situation to the people around.
 - c] A contributor is always polite while interacting with people.
26. Sarathi is a mountaineer who climbs high mountains. She is invited to participate in an Antarctic expedition. She starts thinking of how difficult this expedition will be, and how it is best not to take it up. If Sarathi has a growth identity, how would she think?
- a] She may think of the first step to take which is likely to challenge her & push her own limits.
 - b] She may want to remind herself to remain positive and not keep thinking of the difficulties.
 - c] She may think about the extremely cold environment she will have to face if she decides to go.
27. Sarek is a freelance scriptwriter. He is constantly looking for new ways to present his narratives and storyline and pushing the standards set up by other scriptwriters in his field. He is developing as a –
- a] Professional Achiever
 - b] An Innovator & Creator
 - c] An Entrepreneur
28. Which of these candidates has truly expanded their power to contribute as a Class Representative?
- a] "I want to make sure that I fairly and transparently represent students' concerns to the Management of the college."
 - b] "I hope to find solutions to challenges faced - not just by students, but also the teachers, non-teaching staff, and the college overall."
 - c] "My aim is to ensure that students and teachers don't face any problem while doing their duties in the college."
29. Shaze is now in Class 12 and he has to make some decisions regarding his career. He thinks that whatever decisions he takes, he will never be able to meet his family's expectations. It is better to relax and let them make decisions. After all, their decision will be the best for him. What can help him move out of such caged thinking?
- a] If his parents are supportive then he can tell them what decision he wants them to make.
 - b] He can think through to decide on what to do on his own.
 - c] He can negotiate with his family and arrive at a decision together.