

Enrolment No./Seat No \_\_\_\_\_

## GUJARAT TECHNOLOGICAL UNIVERSITY

BE- SEMESTER-V EXAMINATION – WINTER 2025

**Subject Code:3150004**

**Date:14-11-2025**

**Subject Name:Contributor Personality Development Program**

**Time:10:30 AM TO 01:00 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.
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**

Vergheze Kurien was a dairy engineer who contributed to what became known as the ‘White Revolution’. He set up the Kaira District Milk Producers’ Union Ltd (Amul) and several other institutions that played an important role not just in dairy development but also in the development of rural India. There was an increase in milk production, which empowered dairy farmers to use their resources better. This generated job opportunities on a large scale.

1. Kurien focused on empowering dairy farmers and improving rural livelihoods through setting up the Union. As a contributor, what would have been his focus?
  - a] Focusing on increasing milk production so that the company becomes profitable.
  - b] Focusing on creating systems that benefit farmers, the company and society.
2. Kurien faced challenges in organising farmers and setting up cooperatives. Which thinking helped him succeed?
  - a] Finding innovative solutions to overcome obstacles that farmers face.
  - b] Waiting for government schemes to solve farmers’ problems.
3. Kurien’s efforts led to long-term rural development. Which perspective reflects sustainable success?
  - a] Focus on quick success and profits from milk sales so that everyone is motivated.
  - b] Build systems that ensure steady income for farmers over time.
  - c] Expand production and efficiency first. Farmers’ welfare will follow.

4. Kurien worked with farmers, government, and institutions to make the White Revolution possible. Which approach shows the highest level of contribution?
- a] Improving the technical aspects of milk processing.
  - b] Collaborating with multiple stakeholders to create a nationwide impact.
  - c] Focusing on building one successful dairy plant without worrying about how to replicate it.

### 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. Ashi works in the IT industry, where automated testing has come in. What would she do if she were looking for Sustainable Success?
- a] She would learn automated testing for now, so that she is ready for the change.
  - b] She would keep improving her manual testing skills so that she becomes better at it.
6. Swathi is a mountaineer who is invited to participate in an Antarctic expedition. She knows how difficult this expedition would be, but is keen to participate. If Swathi has a Growth Identity, how would she think?
- a] “Since I have never dealt with extreme cold weather conditions, I am going to find it difficult throughout the expedition.”
  - b] “Let me set up daily milestones to increase my stamina and adjust my diet before the expedition.”
7. A student wants to participate in a well-known essay competition to showcase her writing skills. Which Career Development Pathway is she demonstrating?
- a] Contributor Achiever
  - b] Contributor Knowledge Builder
8. Tina, a Teaching Assistant, finds that the majority of the students are making similar mistakes in their assignments. Which of these actions shows that Tina is unleashing her Power to Contribute?
- a] She volunteers to organise an evening session for all students who want to understand their mistakes and improve their understanding of the topic.
  - b] She analyses the assignments and highlights all the mistakes that students are making for giving to the Professor.
9. Martha works with local artisans and sells their handicrafts. What will make her a Contributor?
- a] When she is able to build a sustainable customer base for the artisan community.
  - b] When she is able to get the handicrafts from the artisans at the lowest possible price in order to sell them.
10. 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.”
11. Rukhsar works in a company where her seniors appreciate her hard work. If she were looking for Sustainable Success, what would she think?
- a] “Since I work so hard, I should demand a salary increment from the company.”
- b] “By working hard, it has helped me develop my abilities and confidence.”
12. Which student would be better suited to lead a final year university project?
- a] The one who has worked on many projects and has led a team before.
- b] The one who is concerned about how his/ her decisions will impact other students and the university.
13. What is the key quality of a Contributor Achiever?
- a] They are highly goal-focused and can do whatever it takes to accomplish any goal.
- b] They are focused on winning and coming first at any cost.
14. When launching a start-up, what is more important?
- a] To be clear about what you want, what you have to learn and then work step by step to achieve it.
- b] To know how to pitch to funders and wait to do work until you get initial funding.

### 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. Kunal didn't get into any of the top companies he had applied to. He finally got a job in a small local metal works company. He is not too happy. How can you help Kunal find job satisfaction?
1. “Focus on building skills and learning from challenges in this role; these capabilities will strengthen your career in the long term.”
  2. “Find ways to add value in the current company, e.g. improving some process or improving customer experience.
  3. “Since there isn't any other option now, keep working until a better opportunity comes along.”
  4. “Compared to top companies, the workload will be less here. You don't need to work too hard to impress your manager.”
- a] 1 & 2                      b] 1 & 3                      c] 2 & 4                      d] 3 & 4
16. Who is likely to achieve Sustainable Success in their respective careers?
1. Pratish, a Businessman – “To be a successful businessman, sometimes I need to bend some laws. Otherwise, I won't make any profits.”
  2. Stuti, the Fashion Influencer – “I want the best eco-friendly brands to collaborate with me to get more ‘Likes’ on social media.”

3. Naivedya, the Storyteller – “Through my stories, I want people to know that they can face any challenge in life.”
4. Ananya, the college Teacher – “I want to mentor my students so they can become independent thinkers and succeed beyond my classroom.”
- a] 2 & 4                      b] 1 & 2                      c] 1 & 3                      d] 3 & 4
17. 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 is concerned about 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 with me until 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] 4-1-3-2                      c] 3-1-2-4                      d] 1-4-2-3
18. A young doctor volunteers during a health crisis and sets up mobile clinics in rural areas, ensuring access to basic healthcare for thousands of people. Which of the following career pathways did she develop in?
1. Institution Builder
2. Creator & Innovator
3. Professional Achiever
4. Changemaker
- a] 2 & 3                      b] 1 & 4                      c] 1 & 2                      d] 3 & 4
19. A clerk at a bank with 20 years of experience is being sent to a workshop with his juniors to upgrade his skills. He is unhappy about this situation. What would you tell him to help him think like a contributor?
1. See the workshop as a chance to learn new skills and upgrade yourself.
2. Ask for an exemption because attending with juniors might affect your seniority and reputation.
3. Attending the workshop will help you know your juniors so you can guide them better in their work.
4. Attend the workshop, but you don’t need to participate actively, since you already have enough experience.
- a] 2 & 4                      b] 1 & 3                      c] 1 & 2                      d] 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 many people are working on a project, why is it important to give clarity and continuously update each other about the project's progress?
- a] So that everyone is clear about their responsibilities and can help each other out to complete the project.
  - b] So that at the time of performance evaluation, there is no disagreement on who has contributed what to the project.
  - c] So that you can do your best, as you are aware of others' expectations of you.
21. Alim lives on a street which gets flooded very often. He is frustrated about the situation. What should he do to solve the situation?
- a] Call the local municipal office to find out the process to solve the problem and take subsequent action.
  - b] Take photos of the flooded area and put them up on social media, hoping that authorities will look into the problem.
  - c] Bring it to the notice of his local neighbourhood or housing society that a complaint needs to be filed with the local municipality office to fix the flooding problem.
22. Which of these people is demonstrating a Growth Identity the most?
- a] Kabir: "I only take projects that match my original training because I don't want to risk failure."
  - b] Mehul: "I'm willing to write technical blogs even though I've only written lifestyle articles before, as long as I am given the space to research thoroughly."
  - c] Ritika: "I started as a graphic designer, then learned video editing to support my team, and now I'm exploring UI/UX design to expand my creative skills."
23. Manthan has started his new IT company. He is constantly looking to train local people to implement and deliver products and projects on time in a reliable manner. He is developing as a –
- a] Entrepreneur
  - b] Institution Builder
  - c] Changemaker
24. Greg wants to speak confidently about politics in front of people. What is the most Contributive approach that he can adopt?
- a] He can practice explaining the fundamentals of political systems to friends.
  - b] He can make efforts to understand different perspectives in politics to get a deeper appreciation about politics.
  - c] He can memorise interesting facts and news which can interest people.
25. Ankur stood for college elections and was elected the President of the Student Council after a tough competition. At the end of his term as President, he was asked by a friend, "When did you feel most successful?" If he is a Contributor, what is he likely to say?
- a] "I felt most successful when I achieved the position after such a tough competition."
  - b] "I feel most successful that I have become more confident through organising various events in the college."
  - c] "I feel most successful when I am able to deal with any kind of crises calmly."
26. Your college offers a chance to volunteer for a tech fest. If you have a Growth Identity, what will you think?

- a] "I'll volunteer only for tasks I already know."
  - b] "I'll join only if I get a certificate."
  - c] "This will help me learn event management and teamwork."
27. Lily is a high performer in her college. She wishes to help her classmates in the subjects they want to improve in. Which of the following choices demonstrates most that she is a Contributor?
- a] Giving all her notes to her classmates so that they can study on their own.
  - b] Clarifying everyone's doubts on a one-on-one basis.
  - c] Helping only those students who will be able to improve and score well.
28. Veera is a college librarian who wants to improve the way students access resources. He wants to make the library more useful for students. Which of the following Roots should he focus on developing?
- a] Veera can develop his knowledge of digital tools and e-resources so that he can confidently help students access online materials.
  - b] Veera can develop his skills to enforce library rules strictly so that students maintain discipline.
  - c] Veera can develop his ability to understand the needs of students so that he can provide accurate resources and guidance.
29. Bonto is assigned to a new coding project in his internship, but the technology stack is unfamiliar. He feels stuck and considers asking for a reassignment. What would you advise Bonto?
- a] Wait for the team leader to provide complete training before starting.
  - b] Break down the learning into small steps, use online resources, and take feedback from colleagues while working on the project.
  - c] Tell the manager that he cannot work on this project and request a simpler task.

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## GUJARAT TECHNOLOGICAL UNIVERSITY

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

**Subject Code:3150004**

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### Section A

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**Marks: 10**

Sakyasingha Mahapatra, a village boy from Odisha, developed an interest in robotics during his BTech. His college didn't teach much in Robotics. He started going deeper into the field of Robotics on his own - he watched online videos on building simple robot models; he tried building a few models on his own. As his interest began to grow, he started reading articles, books and attending free robotics courses online. He then started designing robots that could perform simple tasks. This gave him new insights into robotics. He wrote these down, forming his own views. These notes later grew into articles.

Eager to learn more, he started reading the latest research and development in this area. He started writing research papers, creating and building his own theoretical arguments. After graduation, he joined an industrial automation company. It provided training in robotics. In a short time, he grew from trainee to trainer. Today, his venture SakRobotics Lab, is known for nation-level work in robotics training and innovation.

1. Would you consider Sakyasingha as a Contributor Innovator?
  - a] Yes, because he could design and build robots that could perform simple tasks.
  - b] Yes, because he found interesting ways to take an idea from theory to application.
2. Despite his college not teaching Robotics, Sakyasingha chose to go deeper into the field and study more about it. Why is this a Creator response?
  - a] Since he chose to develop his talent and capabilities on his own.
  - b] Since he chose to take initiative rather than wait for better circumstances.
  - c] Since he chose to learn about something new.

3. What allowed Sakyasingha to increase his I-CANs?
  - a] He had the passion to learn more about the field.
  - b] He gradually built his capabilities over time by setting higher and higher goals.
4. How would a Contributor think when she wants to set up a new venture?
  - a] “Setting up a new venture will challenge me and positively impact many people.”
  - b] “Setting up a new venture is a way for me to do good and help society.”
  - c] “Setting up a new venture will make other students bold enough to follow such career paths.”

### **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 filmmaker is focused on achieving sustainable success?
  - a] One whose films are consistently in demand for major film festivals.
  - b] One who constantly experiments with new techniques and approaches in every film, striving to improve with each project.
6. Which of these approaches shows a wider understanding of Padma’s role as a Marketing manager?
  - a] “I can focus on further highlighting the features of our products to increase sales. We have a loyal customer base.”
  - b] “I can identify new market segments and figure out their needs. It will be complex, but we can use this to bring in new customers.”
7. Arvind recently retired as a scientist from ISRO. He is now looking for opportunities to teach in college. What kind of college can he choose?
  - a] A college which believes that both he and the students have much to learn from each other.
  - b] A college which offers him a high position based on his lifetime of contributions.
8. What is the key quality of a Contributor Achiever?
  - a] They are focused on winning and coming first at any cost.
  - b] They are highly goal focused and can do whatever is needed to accomplish the goal with excellence.
9. Hemlata is an architect working at a firm that specializes in building eco-friendly, affordable housing. She is tasked with designing a new residential complex that balances environmental sustainability with the needs of the local population. Which approach shows her mindset as a Contributor?
  - a] She uses traditional designs and methods to ensure the project is completed on time, within budget, with minimal risks.



- b] She explores new building materials and designs which will help the residents live more comfortably.
10. Anirban has a habit of complaining about everything in his life. One day he reaches out to you and complains about how his manager at work is never available and he has to finish his manager's work too. What advice would you give him?
- a] You can understand how your team works. I am sure you can find ways to deal with it.  
b] If you are not able to handle the work, you can think about getting a better job.
11. Mridang worked tirelessly as a social activist in the community, advocating for the rights of underprivileged children, but has not been awarded publicly. What matters is...
- a] ...that he continues to work passionately for the cause and do a good job.  
b] ...that his work gets acknowledged quickly by influential people and organizations.
12. Niyan thinks like a Contributor when –
- a] He waits for his team leader to assign him tasks before getting involved in the project.  
b] He takes initiative to understand the project and how he can help and proposes it to his team leader.
13. Which of these software programmers are creating more value for the country?
- a] Dipanwita, who works on developing a platform for school students, that can teach programming according to each student's current level.  
b] Sumukhi, who volunteers over weekends to teach coding skills for underprivileged students.
14. Which of them demonstrates Growth Identity?
- a] "I will take up something new when there's more chance to succeed and less chance to fail."  
b] "I will learn through failure. I will keep trying till I get it."

### 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. Sarfaraz is pursuing a career in filmmaking. Which of the following are contributions that he can make as an Innovator-Creator in filmmaking?
1. He can develop new storytelling techniques, such as unconventional storylines to appeal to a wider audience.
  2. He can choose to work on his own to develop mastery in the field by studying various techniques over years.
  3. He can submit his work for awards and film festivals to get recognition for his work in the field.
  4. He can focus on creating or utilizing new technology, such as special effects and virtual reality to help advance the field.
- a] 1, 2, 4                      b] 1 & 4                      c] 2 & 4                      d] 1, 2, 3

16. Rituparna recently got her degree to qualify as a doctor. Why should she feel successful? *(Rank in order of the most contributive to the least contributive option).*
1. She is now qualified enough to start working.
  2. She can now serve people and help them become healthy.
  3. She can now pursue higher education and focus on doing her specialization.
  4. She can finally apply what she has studied over the last 5 years in her medical practice.
- a] 2-4-3-1      b] 4-1-2-3      c] 2-1-4-3      d] 1-3-4-2
17. Satnam works as a senior developer in a reputed IT company where he is considered as one of the 'best' in his field. Why would he participate in different workshops on the latest programming languages organized by his company? *(Rank in the order of most contributive to least contributive option)*
1. So that he can be sure to find a job in a related field, even if the economy goes into recession.
  2. So that he can look very knowledgeable in front of his colleagues.
  3. So that he can help the organization to be up to date with the latest improvements in technology.
  4. So that he can effectively use the knowledge to improve the quality of his present work.
- a] 1-2-4-3      b] 3-4-1-2      c] 4-1-2-3      d] 1-3-4-2
18. Which of the following are Creator responses?
1. A college student: It is summertime, and the electricity will get cut frequently at home. I should try to find a public library where I can do my research uninterrupted.
  2. A sweeper: It is so difficult to maintain a clean street. I do my work well but people just come and dirty it again. I can't keep it 100% clean!
  3. A researcher: This vaccine is proving to be very tricky to develop. However, if I persist through this challenging phase and find a way out, the benefits will be worth the effort and can impact so many lives!
  4. A young adult who lives in a foreign country: I have to go back to India as I am not getting any job here. But I also don't want to go back to India, because you don't get the kind of infrastructure, facilities and standard of living that you get in a foreign country.
- a] 1 & 3      b] 2 & 4      c] 1, 2, 4      d] 2 & 3
19. Which of them is demonstrating a Growth Identity?
1. Dharmesh: "As a freelance journalist, I am willing to write articles on any area even though I may not have any knowledge of it."
  2. Almas: "My career started with a corporate job where I learnt to manage people. Then, when I helped a friend start a restaurant, I learnt how to build a business. This helped me to develop my family business."
  3. Aparna: "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 rather than asking me."
  4. Bamin: "I was given an offer as a financial consultant. But I rejected it as I am an accountant. This is where my education and training is."
- a] 3 & 4      b] 1, 2, 4      c] 1 & 4      d] 1 & 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. When can a teacher working in a prestigious school feel proud of her work?
- a] When she ensures that her students excel academically and develop valuable life skills.
  - b] When she follows the school's curriculum and teaching guidelines carefully.
  - c] When she considers teaching to be a noble profession that contributes to society.
21. A participant of a singing competition on T.V. will feel successful when –
- a] He gets a chance to discover how well he sings different types of songs as per the requirements.
  - b] He gets the chance to show his talent and is appreciated for his singing.
  - c] He gets a chance to interact with celebrities during the show.
22. Paromita has been offered a choice between two senior positions within her company. Both roles come with similar levels of responsibility and salary, but one position requires building a new team and developing processes from scratch, while the other role involves managing an already established team with a stable workflow. As a Contributor, which question should she ask when deciding?
- a] Which role will be more interesting and not make me bored?
  - b] Which role will help me grow and develop as a professional?
  - c] Which role will allow me to make the best use of my skills and experience?
23. Hemal is travelling by train to Ahmedabad for his convocation. On the way, he receives a message from the Principal to anchor the whole program. He is scared to speak in front of many people. What would your advice be in such a situation?
- a] He can ask his Principal to give brief points about the program to use in his anchoring.
  - b] He can decide to overcome his fear. He can practice many times so he feels prepared to anchor well.
  - c] He can look online for best practices on how to sound confident while anchoring a program.

24. A community center is organizing a health and wellness camp next month. Which of these volunteers would the coordinator choose as the leader for the event?
- a] Zahir: "I will ensure that everyone (organizers, support staff & participants) understands the core message of this campaign."
  - b] Supraja: "I will do my work well so that the event runs smoothly."
  - c] Kushagra: "I will complete every task assigned to me, properly."
25. A local organic food product brand had to raise the prices of its products due to an increase in supply chain costs. As a result, customer purchases have dropped. Which of these executives from the company thinks like a Contributor?
- a] Harish: "This is a tough period. It is almost impossible to make up for the loss in business."
  - b] Saket: "As long as the sales team is motivated to try harder to sell our products, we can make some sales."
  - c] Namina: "This is a tough time but not difficult to overcome as long as we keep working step-by-step towards recovering from losses."
26. Why does a pharmacist spend time in explaining the prescription to all his customers while giving them the medicines?
- a] The customers expect such services as they are paying him.
  - b] The customers will feel happy when they get little attention and will come back.
  - c] The customers will be clear about their medication and know when to take them.
27. A research organization wants to send maximum research papers and delegates from their organization for an international conference. What is the best way in which this can be converted into a 'successful event'?
- a] If their researchers are able to gain from the experience and grow from the feedback and inputs from their peers in the field.
  - b] If the ideas developed in their organization will earn more visibility and credibility across the world.
  - c] If the research organization will grow in reputation and hold an important place on the world platform.
28. Ravi's older sister keeps suggesting that he learn basic financial planning skills. According to you, why should he learn it?
- a] If he learns financial planning, he'll be able to manage his finances independently, and achieve his future financial goals.
  - b] He will be able to help his family with budgeting and planning whenever they need.
  - c] It might be an interesting and challenging skill to learn.
29. A heavy rainstorm left a busy neighborhood street flooded and full of garbage, making it difficult for vehicles and pedestrians to pass through. There was no immediate help in sight. Two residents from the neighbourhood decided to clear garbage from the drains to help the water flow and reduce the flooding. Why is this a Creator response?
- a] Because they wanted to lead other residents and get the street cleared fast.
  - b] Because they took the initiative since there was no immediate help from authorities available.
  - c] Because they decided to take responsibility to improve the situation.

Seat No.: \_\_\_\_\_

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## GUJARAT TECHNOLOGICAL UNIVERSITY

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**Subject Code:3150004**

**Date:02-12-2023**

**Subject Name:Contributor Personality Development Program**

**Time:10:30 AM TO 01:00 PM**

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### Section A

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**Marks: 10**

Manasi Pradhan became the first woman matriculate and law graduate of her village in Odisha, even though she faced strong pressures from society as girls were not allowed to study. She worked as she studied to support her family. At the age of 21, she started her own printing press and published a literary journal.

Soon she realized that she wanted to help girls who faced similar struggles as she had faced. So, she gave up her successful Press and founded several organizations & initiatives like ‘OYSS Women’ and ‘Honor of Women National Campaign’ with the focus of educating girls and creating awareness for women empowerment.

For almost 40 years, she has continued to work tirelessly for the betterment of women – not just in her State, but other States and across India, influencing State and National policies as well. In an interview she said, “I didn’t start doing this work to get awards, but to get recognized that yes, I am doing something impactful - it gives you mental satisfaction; it inspires you to work even more.”

1. Manasi Pradhan was recognized for her work across the country. Why is this a “success event”?
  - a] Because of the way she worked for the cause - by educating women and bringing them justice.
  - b] Because she chose a cause that had strong appeal to the people of the country.
2. What do you learn from Manasi Pradhan’s journey as a Contributor for your own career?
  - a] That if I am working for a cause, I must have the necessary educational background for it.

- b] That whatever work/ profession/ role I am playing, I can also create societal impact.
  - c] That if we follow our passion, we can be successful.
3. Manasi Pradhan chose to understand women's problems and take necessary actions across the country. Why do you think she made that choice?
    - a] Because she wanted to do something significant to become well known.
    - b] Because she realized that she may not be able to continue with her business.
    - c] Because she wanted a society where girls and women are self-reliant.
  4. How did Manasi Pradhan demonstrate Creator Thinking in her life?
    - a] She was ready to study and do whatever it takes to translate her passion into action.
    - b] She didn't let social pressures stop her from achieving her goal to support her family and work for a cause.

### **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 a team member asks for help with urgent work that 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.
6. Which of these college principals has a Growth Identity?
  - a] The college principal who chooses to regularly interact with students and teachers to find ways to improve the college experience.
  - b] The college principal who uses his authority to bring about operational changes for smoother functioning of the college.
7. The teacher has asked you to make a presentation on a new topic that is application oriented. Since it is application-oriented, there is not much information on the internet or in textbooks. How would a Contributor think?
  - a] "I should understand the related topics and core concepts with the help of AI tools like ChatGPT and make the presentation based on what I understand."
  - b] "I should find out if any senior has done a similar presentation or make it using AI tools like ChatGPT."
8.
  - a] Growth in in our career is when we get promoted. e.g., from Engineering Manager to Chief Engineer.
  - b] Growth in our career is when we learn new skills e.g., problem solving, working with people, etc. to take on bigger challenges and responsibilities.

9. Who is using an Entrepreneurial approach to work?
  - a] A graphic designer wants to create her portfolio and send it across to different companies to get project assignments.
  - b] A graphic designer wants to create a platform where multiple designers and software developers work together to create digital solutions for companies.
10. a] Motivation from others is necessary to find meaning in one's work.  
 b] Self-motivation is needed to discover meaning in one's work.
11. Rashu works in the government. Her seniors appreciate her hard work. If she was looking for Sustainable Success, what would she say?
  - a] "By working hard, I also developed my abilities and confidence."
  - b] "Since I worked so hard, I should demand more rewards from the department."
12. a] A competent team makes a project successful.  
 b] A committed team makes a project successful.
13. a] "I'm happy that this internship period has come to an end – I received positive feedback from my supervisor."  
 b] "During my internship, I took up challenging projects and practically applied what I learnt in college."
14. a] I will support the cause of Climate Change, by switching off lights, using less electricity, etc.  
 b] I will support the cause of Climate Change, by writing about it on social media.

### 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. Kunal didn't get into any of the top companies he had applied to. He finally got a job in a small local metal works company. He is not too happy. How can you help Kunal find job satisfaction? *(Rank the statements from most contributive to least contributive)*
    1. "Take this as an opportunity to learn many different skills. Since there are no separate departments in the small company, you will get a chance to work on different areas (unlike large companies)".
    2. "Take this as an opportunity to get some experience. This will help you when you apply again to large companies."
    3. "Being a small company, your ideas are more likely to get heard. This is a chance for you to bring in new initiatives to benefit customers, be more environment-friendly, etc."
    4. "Being a small company, the chances of being given big responsibilities independently will come faster."
- a] 3-1-4-2                      b] 1-4-3-2                      c] 3-4-1-2                      d] 4-3-1-2

16. Which of these statements demonstrate Growth Identity? (*Choose only one option that is most appropriate out of the four given*).
1. Atul – “I am a chef, and my growth is defined by the number of people visiting my restaurant.”
  2. Karan – “I started reading every day. Since then, I have been able to improve my concentration.”
  3. Sana – “As a civil engineer, I have constructed many important bridges & buildings in the city. I, now, know everything that I need to know in this field.”
  4. Priya – “I am teaching Indian Philosophy as it helps us all discover our roots. But after every class, I feel there is so much more for me to learn and understand.”
- a] 1 & 3                  b] 2 & 4                  c] 1 & 2                  d] 1 & 4
17. Puja, a new trainee, has to start a digital marketing project at her new job in just one week, even though it's a completely new area for her, and she doesn't have any experience or expertise in it. What is she likely to think? (*Rank the statements from most contributive to least contributive*)
1. “I don’t know anything about digital marketing. I will do my own research first and as I start the project, I will keep trying to see which methods work for the client & end users.”
  2. “I need someone who has experience in this subject to explain what needs to be done. This will help me get started and give some direction as to how to go about it.”
  3. “Since I don’t know anything about digital marketing, I may not be the right person for it. Someone else will do a better job.”
  4. “My experience is in software development. I don’t know how to go about this project.”
- a] 2-3-4-1                  b] 2-4-3-1                  c] 1-2-3-4                  d] 4-2-3-1
18. Rita’s colleague asks Rita for help in completing an assignment. But Rita refuses. When is this acceptable? (*Rank the statements from most contributive to least contributive*)
1. If it would make Rita’s colleague dependent on her.
  2. If Rita’s colleague does not value the help that she gives.
  3. If people start dumping work on Rita because of her helpful nature.
  4. If the extra work starts interfering with the quality of Rita’s own work.
- a] 4-1-2-3                  b] 1-4-3-2                  c] 4-3-2-1                  d] 2-4-3-1
19. Sunanda and her husband spent more than a year developing a machine that is cost-effective and that helps make farmers’ lives a little easier. They were hoping that people in their own village and nearby villages would value it and buy it. But very few farmers were interested in buying the machine. If they were Contributors, how would they respond to this situation? (*Rank the statements from most contributive to least contributive*)
1. They could stop working on this machine and take up something else that is more likely to succeed.
  2. They could talk to farmers and use that information to learn what works and doesn’t work for them so that it can be useful in the future.
  3. They could find out what parts of the solution worked and what didn’t and then develop and test out improved versions of the machine.



4. They could come to a conclusion that they don't have the capability to develop such innovative technologies and should stop working on them.
- a] 1-4-2-3                      b] 4-1-2-3                      c] 3-2-1-4                      d] 1-4-3-2

#### **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. Mufazil is in the field of Market research for more than 5 years and has been consistently doing well for his company. If he had a Growth Identity, what would he do next?
- a] He would try to improve his methods so that he can deliver well in the next project.  
b] He would be in the same role, doing his work just as he has been doing.  
c] He would study the field again to bring in new ideas and methods to innovate in his work.
21. 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.
22. How do you see your role as an Engineering student?
- a] My role is to participate in competitions and projects that I am interested in and do my best.  
b] My role is to find practical solutions to problems that people face every day.  
c] My role is to pass examinations with good grades to get a well-paying job.
23. Liena belongs to a family of agronomists (farm experts). She decides to pursue her career in agriculture. If she approached her career as a Researcher & Knowledge Builder, then what would she focus on?
- a] She could set up rural camps for tourists and student groups on their farm.  
b] She could go deeper into different varieties of crop, understand what would lead to better yield or what would flourish on their land, and share her findings with the other farm experts.  
c] She could focus on understanding the issues of farmers in the community so that she can do something for them.
24. There are frequent electricity cuts the week before students have to submit their assignments. Whose response indicates a Creator Response?
- a] Harish – "I can go to the library which is in the other locality. It is a little far from my home, but I can work on my assignment for a few hours every day and finish it."  
b] Neha – "I will ask what other students living nearby, facing the same issues, are doing and take the same decision as them."  
c] Rahul – "I'll try to complete my assignment when there's electricity at home; otherwise, I'll have to ask for extension and submit it later."
25. What is the highest contribution I can make in my role as a Contributor family member?
- a] To take up various household chores in the family.

- b] To help my parents and brothers/sisters whenever needed.
  - c] To be dependable and give strength to those around me.
26. Rohan fears giving presentations in front of a large audience. What would you advise him so that he builds his I-Cans?
- a] “Give your best in preparing yourself and leave the rest to the circumstances that occur around you because you cannot control everything.”
  - b] “You should talk about this and ask your professor to give you suggestions and help you to overcome this fear.”
  - c] “Build your confidence step by step by practicing the presentation in front of your classmates.”
27. Prajay is recently made in-charge of managing and completing a project in his organization. As a senior, which of these “roots” are most important for him to develop, for his long-term success?
- a] Projects will go through a lot of changes. Prajay could develop his ability to adapt to changing circumstances and find new ways to solve problems in the process.
  - b] Prajay could develop his skills to communicate clearly to his team, to avoid misunderstandings and ensure there are no delays in meeting daily deadlines.
  - c] Prajay could develop his ability to delegate and assign different people their individual roles and responsibilities in the team to lessen the burden on one person.
28. Which of these bus drivers has a wider understanding of his role?
- a] My role is to take passengers to their desired location as fast as possible.
  - b] My role is to follow traffic rules and be on time as per the bus schedules.
  - c] My role is to ensure citizens reach their destination safely, on schedule and without disturbing others on the road.
29. Identify the statement which indicates intent to grow one's I-Can zone the most.
- a] “I am good at talking to people and organizing events. I should take up new projects or roles that are related to these strengths only.”
  - 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 work, but I need time to complete this challenging project. I will discuss with them to find out the best solution for everyone.”

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Seat No.: \_\_\_\_\_

Enrolment No. \_\_\_\_\_

## GUJARAT TECHNOLOGICAL UNIVERSITY

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

Subject Code:3150004

Date:21-01-2023

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**

Cholera and jaundice had struck the city of Mysore due to which the business of roadside vendors had come to a halt. The Roadside Vendors' Association decided to take proactive action by installing devices to keep flies away, covering of food, using hygienic utensils to prevent any spread of infection through food.

*Source: DNA, India; April 2012.*

1. What is your reaction to the above case?
  - a] "Best to take such decisions on your own, even though following it is likely to be a challenge."
  - b] "Best to wait for instructions from authorities before taking any action."
2. Who amongst these three people are demonstrating Creator Thinking?
  - a] Sunil: "Can we wait for the conditions to be better?"
  - b] Sivaram: "Can we reach out to the authorities to enforce rules/ norms for all to follow?"
  - c] Akshay: "Can we change the way we work and prepare food?"
3. If you were in this situation, what would you prioritize?
  - a] "To find good devices to assure people that the food I provide is healthy."
  - b] "To take all necessary precautions before providing food to my customers."
  - c] "To earn enough during this difficult time."
4. What will be the fruits of success for the vendors?
  - a] They will become aware of hygienic practices and be courageous about taking decisions proactively.
  - b] The people in the city will trust them and their story will be known by people across the country.

## 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. Shyam thinks like a Contributor when he:
  - a] Waits for his promotion and then puts in efforts according to his position.
  - b] Takes up responsibilities voluntarily at work beyond what is expected in his position.
6. Which of the following statements indicate an intent to grow one's I-Can zone?
  - a] Cricketer A: "I can bat very well. I am very bad in bowling. I should only focus on batting and not get stuck onto something that I am not good at."
  - b] Cricketer B: "I can bat and bowl moderately. I will focus on each of these two aspects and sharpen my strategies to perform better as a team player."
7. Which actress, who has been awarded recently, is focused on the roots of success?
  - a] Bina: "The award means I have to keep improving the quality of my acting."
  - b] Sunita: "The award means I already have what is needed for me to be a successful actress."
8. Every time Janvi finds a task at work difficult, she asks her team member to do it for her and gets it done. What will be the long-term consequences of doing so?
  - a] She will be able to get her work done on time by seeking help. So her seniors will be happy with her.
  - b] She will find that other people have more confidence to take up new tasks as compared to her.
9. Manya has been working in the same role for 5 years. Lately, she has been feeling bored with her work and is finding it monotonous. Which is a Creator Response?
  - a] She blames the department for giving her the monotonous work.
  - b] She speaks with stakeholders to understand what else she could do.
10. While managing a project, Payal finds it difficult to communicate to the client as she cannot speak English fluently. Which response will help her grow her 'I-Can' zone?
  - a] "I have faced this situation in the past. I think I should choose a job that doesn't demand me to speak in English."
  - b] "Let me take up English classes and speak in English every day to improve."
11. Who is choosing a Knowledge-Builder pathway in their career?
  - a] A blogger who documents everything that is happening in his daily life for people to read.
  - b] A researcher who comes up with breakthrough work in a domain or subject.

12. Below are different statements about our Power to Contribute. Identify the statement that is true.
- a] We can contribute in any role, not only in our career/ work roles.
  - b] Unless we have a job, it is not possible to contribute.
13. Who is using an Entrepreneurial Pathway in their career?
- a] A footballer who wants to start an academy where specially abled children can learn to play football.
  - b] A social worker, in an NGO, who wants to address the challenges in a community to make their lives better.
14. From the given statements, pick which of these companies has expanded their Power to Contribute the most –
- a] Company S gave away free holidays to ten lucky customers during the Diwali sale. The chosen customers were delighted.
  - b] Company M, which sells readymade clothes, opened a daycare centre for not only their employees, but for other working women in their locality.

### Section C

*Instructions: This section has 5 questions. All questions are compulsory. Each question has 4 statements. Choose the appropriate option (out of the 4 given) and mark it on the answer sheet given to you.*

**Marks: 10**

15. Shekhar has been given an opportunity to identify ‘The Best Performer of the Year’ from his team. Help him choose Contributor qualities that he could look for in the person who deserves the award. *(Rank the statements in the order of most contributive to least contributive).*
- 1. A team member who steps in to do whatever is necessary beyond his/her responsibilities to help the team reach the team goals.
  - 2. A team member who works individually on easy tasks to get only his/her job done.
  - 3. A team member who sincerely works at any task given to him/her by the senior.
  - 4. A team member who works along with the team to reach team goals.
- a] 4-3-1-2      b] 1-4-3-2      c] 2-3-4-1      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. "I am a nutritionist and 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. CA final examination results are out. These students did not clear the exam. Who all are responding with Creator Thinking according to you? (*Choose only one option that is most appropriate out of the four given*).
1. Aaysha: "I failed because the moderation of the papers was strict this time. I should wait for some more months and then give the exams when their approach is lenient."
  2. Hemal: "My cousin who knows that I have failed twice already is not reaching out to me. Even though he is a CA, he didn't ask me if I need some help!"
  3. Craig: "Let me create a roadmap on how I want to study for the subjects and then seek help in areas that need improvement."
  4. Jonita: "Let me change my study approach this time."
- a] Hemal & Jonita      b] Jonita      c] Craig & Jonita      d] Ayesha & Craig
18. Identify the approaches that lead to sustainable success in any career one chooses. (*Choose only one option that is most appropriate out of the four given*).
1. Meeting targets and deadlines.
  2. Pleasing your immediate boss every time you get an opportunity to do so.
  3. Spending time to learn something that you have never done before every week.
  4. Holding a larger vision and keeping the big picture in mind while doing work.
- a] 1 & 2                      b] 1 & 3                      c] 2 & 4                      d] 3 & 4
19. Stan Lee was a true innovator. He created Marvel Comics. Identify the contributions he was seeking to make, through this pathway? (*Rank the statements in the order of most contributive to least contributive*.)
1. To achieve fame as an innovator.
  2. To develop the joy of thinking creatively about anything.
  3. To boost his self-confidence.
  4. To translate great ideas into products that are usable by people.
- a] 2-1-3-4                      b] 1-3-2-4                      c] 4-2-3-1                      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. 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."
21. Sarathi is a mountaineer, who is invited to participate in an Antarctic expedition. She knows how difficult this expedition would be, but it has always been her dream. If Sarathi has a Growth Identity, how would she think?
- a] "Let me set up daily milestones to increase my stamina and adjust my diet before the expedition."
  - b] "Let me ask my trainer about the different methods I can use to be fully trained before the expedition."
  - c] "Since I have never dealt with extremely cold weather conditions, I am going to find it difficult throughout the expedition."
22. Priya is new in her locality and wishes to know everyone. However, she is shy and afraid to talk to strangers. What will allow her to increase her I-Can in this situation?
- a] By being friends with at least one person from the locality and know from him/her about everyone else.
  - b] By participating in events that are organized in her locality.
  - c] By initiating and taking charge of organizing some programs in her locality.
23. Sumit's office is situated on a street that gets flooded often and employees find it difficult to come to office. What is the best Creator Response in such a situation?
- a] "Why don't you click photos of the flooded street and post on social media?"
  - b] "Why don't you ask your maintenance officer to file a complaint with the municipal office?"
  - c] "Why don't you take it up as a project so that next year such a problem does not happen?"
24. Yagnesh has a sales job in a company. He plans to develop some skills to improve his sales. Which of these skills should he develop for long-term success?
- a] Yagnesh can develop his ability to understand the needs of his customers to provide accurate solutions for them.
  - b] Yagnesh can develop his skills to convince people, to close the deals and thus meet quarterly targets.
  - c] Yagnesh can develop knowledge of the product he sells so that he can sell more products.

25. Sunjoy decides to join whichever regional football team offers him a position as he is impatient and wants to avoid 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 offer 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.
26. Three journalists have sent messages on social media after finding out that there has been an accident on National Highway 8 (NH8). Which of these journalists will you call a Contributor Journalist?
- a] Journalist A tweeted: An accident has occurred on NH8. All people directly impacted in the neighboring areas, please beware and avoid the route for today.
  - b] Journalist B tweeted: An accident has occurred on NH8; the roads have been closed.
  - c] Journalist C tweeted: An accident has occurred on NH8. Calling out to volunteers to help those who have been impacted.
27. Manthan has started his new IT company. He is constantly looking for the right people to implement and deliver projects on time in a reliable manner. He is developing as a –
- a] Entrepreneur
  - b] Sustainer & Builder of Institutions
  - c] Changemaker
28. Which of these Postmasters would you call a Contributor Postmaster?
- a] “My aim is to ensure that customers do not face any difficulties and inconvenience because of me.”
  - b] “My aim is to ensure that I finish all the work given to me on time.”
  - c] “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.”
29. Sarek is a freelance scriptwriter. He is constantly looking for new ways to present his narratives and storyline and push 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