

**Gujarat Technological University**  
**B.Ph. SEMESTER- V EXAMINATION – WINTER 2024**

**Subject Code: BP506TP****Date 02/12/2024****Subject Name: Contributor Personality Development Program****Time: 10:30am to 01:30pm****Total Marks: 80****Instructions:**

1. Use only OMR to answer this question paper.
2. Attempt all section.
3. Make suitable assumptions wherever necessary.
4. Figures to the right indicate full marks.
5. Student has to darken the circle in OMR answer sheet with the same serial number as Per the serial number of question paper.

**Section A**

*Instructions: This section has two scenarios. Read carefully before answering the subsequent questions. There are 8 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: 20**

**Case 1**

Santha Sheela Nair was an IAS officer in charge of water supply, both in central and state governments. She was highly committed to water resource management.

While deputed in Chennai, she created systems to ensure a smooth water management process. She foresaw challenges and worked to avoid them before they happened. She made it a law for all of Tamil Nadu to implement rainwater harvesting in all buildings. This averted Chennai's water crisis in the 2000s. She also promoted rainwater harvesting as a model for other states too.

She was committed to her role as an executive. She gave up her own views to sincerely carry out her superiors' suggestions, ensuring it worked on the ground as well. She worked to build such loyalty, commitment and willingness to deliver in her subordinates too.

Experience in different sectors helped her learn sector-specific needs very fast. It helped her develop as a leader and maintain the foundation values of the IAS. She served the country as an IAS officer in active service for 38 years, and post-retirement for 7 years.

1. Like Santha, which of these IAS officers is using a Creator Approach?
  - a] Palak, who believes that set protocols and constraints in the system make it difficult to bring change.
  - b] Kumar, who believes that while protocols are set, he can use his positional power & role to suggest much-needed changes to his superiors.
  - c] Sameer, who believes in making small changes within the protocols, proving they work, and then help others to adopt the changes.

2. Which of these is a Root in Santha's Tree of Sustainable Success?
  - a] She developed persistence to stay with the goal and continuously learn in the process.
  - b] She was willing to go beyond her comfort zone and successfully tackle complex challenges.
3. Like Santha Nair, if you were a Builder of Institution, what would you focus on?
  - a] I will focus on developing myself as a leader to make my career more secure.
  - b] I will focus on upholding and embedding the values of an institution that will sustain.
  - c] I will focus on creating opportunities for others so that they can bring out the best in themselves.
4. Who do you think is a Contributor?
  - a] Contributors take charge of the situation; they do not allow setbacks or failures to stop their progress.
  - b] Contributors work towards achieving their personal goals and becoming experts in their fields.

#### Case 2:

Anna Mani was an Indian Physicist and Meteorologist. At a time when girls were raised only for marriage, she chose to follow her passion for learning – she got an honors degree in Physics and Chemistry.

She got a scholarship to study the spectroscopy of diamonds and rubies at CV Raman's laboratory at IISc. She published five research papers on the luminescence of diamonds and rubies as the sole author. She continued her research at Imperial College, London, where she studied meteorological instruments. She joined the Indian Meteorological Department and published many research papers.

She helped manufacture various weather instruments. Along with her team, she standardized nearly 100 different instruments so that their production could be started. Apart from this, she also developed a network of solar radiation measuring stations in India, and the ozone measuring apparatus. This made it possible to collect data on the ozone layer. She became a part of the International Ozone Commission. Her research improved the understanding and use of solar and wind power as energy sources. She retired as the Deputy General of the Indian Meteorological Department.

Sources: <https://www.newindianexpress.com/xplore/2024/Jan/31/anna-mani-the-weather-woman>,  
[https://www.ias.ac.in/public/Resources/Initiatives/Women\\_in\\_Science/Contributors/annamani.pdf](https://www.ias.ac.in/public/Resources/Initiatives/Women_in_Science/Contributors/annamani.pdf)

5. Anna Mani made many contributions. Which is the one where she created the maximum impact?
  - a] She became a part of various organizations and published many research papers based on her work there.
  - b] She was able to follow her passion for learning and was therefore able to see her potential as a person.
  - c] Through her research, she was able to improve the understanding and use of renewable energy resources.

6. Which of these two statements demonstrates Growth Identity?
  - a] Anna Mani's confidence came from her desire to pursue higher studies at a time when that was not the norm.
  - b] Anna Mani's confidence came from her efforts to study systematically, go deep and contribute to her field of study.
7. Like Anna Mani, who engaged deeply with her studies, which of these students studying for the exams is demonstrating deep engagement?
  - a] Amrish studies and writes his own answers to probable questions and keeps improving the answers by seeking feedback from classmates & teachers.
  - b] Percy studies the important chapters well and learns the answers to those questions which his teacher has marked out in the guidebook.
8. Taking inspiration from Anna Mani's Creator Response to the situation, how would you respond if you face challenges while looking for a job?
  - a] "I would find new ways to reach out to employers and keep building my capabilities."
  - b] "I would apply for each and every job because I may get a call back from anywhere and get selected."
  - c] "I would reach out to employers through my network to see if there is any opening."

### **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**

9. Which of these actions will directly lead to building trust with your family?
  - a] Becoming reliable and consistent in your actions, not letting your moods dictate whether you will help at home or not.
  - b] Helping out as and when you feel like it. Being open to listening to diverse points of view during family discussions and debates.
10. What would be a smarter thing to do when trying to solve tough problems?
  - a] Finding solutions to prevent problems from occurring.
  - b] Finding solutions to problems as they come.
11. Shaheen, a journalist, is writing an article on the ongoing strike of farmers regarding the latest Government policy. As a Contributor, what could she choose to write about?
  - a] How the farmers have to be protected from the system as they are being treated unjustly.
  - b] The problems faced by the farmers, the Government, the traders, etc. and why these are not getting resolved.
12. In a customer service wing of a company, executives practice Human-Centric Thinking when –
  - a] They are able to handle more customer calls in a day.
  - b] They are able to keep the needs of the customer as the main focus of their thinking.

13. When asked to work on the same job profile after re-joining the organization, Razia could—
  - a] Find ways to challenge herself, deepen her understanding of the subject and make it more interesting for herself.
  - b] Speak to her manager and ask for new things to work on so that she can get diverse experience.
14. In your view, what should be the focus of the work of a Contributor Traffic Policeperson?
  - a] Focus on punishing citizens who break traffic rules.
  - b] Focus on ensuring that there is smooth flow of traffic such that citizens have hassle-free travel.
15. You are one of the two students who want the last spot left in the college tech fest. Which of these approaches will help you generate human & social value?
  - a] “There is no doubt that the other student’s project is impressive. I think we can find a way to share the last spot and present it together.”
  - b] “All of my teachers and classmates are impressed with my project. I feel confident in presenting it and this is great opportunity for me to shine.”
16. Harjeet’s boss has suddenly fallen sick. So he postpones any major work so that it can be addressed once his boss resumes work and his boss is able to take decisions.
  - a] This is a Creator Response.
  - b] This is a Caged Response.
17. Arup has a sales job in a company. He plans to develop some skills to improve his sales. As a Contributor, which of the following skills can Arup develop for long-term success?
  - a] Arup can develop knowledge of the product he sells so that he can be confident while selling the product.
  - b] Arup can develop his ability to understand the needs of his customers to provide accurate solutions for them.
18. A school student has an innovative idea for a science project, but it requires very expensive parts and materials. Which is the better approach?
  - a] It is best to search for the materials from places like low-price shops, second-hand sellers etc. to make his project happen.
  - b] It is best to forget this idea and take up a project that does not involve expensive parts.

## Section C

*Instructions: This section has 5 questions. All questions are compulsory. Each question has 4 statements. Rank the statements in order of your preference from most preferred to least preferred. 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**

19. A cleanliness drive is started by your local authorities. These are the responses of some of your neighbours. Which of their responses is a Contributor Response? *(Rank in the order of most contributive option to least contributive option).*
1. Mr. Chaurasia: "I think only if all of us are careful about not dirtying the streets, using dustbins, etc. will the drive be successful."
  2. Mr. Mehta: "I will use this opportunity to get the people of my neighbourhood together, to take charge of keeping the streets, parks, etc. around clean."
  3. Mr. Gonsalves: "I am sure that the local authorities will live up to its promise and give us a cleaner neighbourhood soon."
  4. Mr. Suresh: "I will give my full support to this drive – talk about it, spread awareness through the internet, etc. so that everyone in the country is inspired by it."
- a] 4-2-3-1      b] 1-2-4-3      c] 2-4-1-3      d] 3-1-4-2
20. As a team leader working in an organization, which of the following approaches are sustainable?
1. It is best for the team leader to take credit for the success of projects that her team has worked on.
  2. The team leader must work towards building a capable and committed team.
  3. As a team leader, it is best to expect that no team member compromises on quality despite work pressure or deadlines.
  4. The team leader has the right to get their own work done by subordinates.
- a] 3 & 4      b] 2 & 3      c] 1 & 3      d] 2 & 4
21. Kavish and his friends notice that students of their college often drive very carelessly on roads. They want to do a campaign to address the issue. Which message should they spread? *(Rank in the order of most contributive option to least contributive option).*
1. Rash driving can lead to severe damage to public property.
  2. Rash driving can lead to accidents that injure people.
  3. It is risky and dangerous for the student who is driving rashly.
  4. Rash driving can have severe consequences for so many people (drivers and pedestrians, directly and indirectly).
- a] 1-2-4-3      b] 4-2-3-1      c] 2-3-4-1      d] 3-2-1-4

22. Which of these actions are trust building actions?
1. Anand wants to complete his work before going on vacation so that his colleagues don't have to do any extra work on his behalf.
  2. Atharva portrays himself to be a creative writer by posting quotes from the internet on his social media account.
  3. After buying a product that claimed to be 'natural and organic', Anay finds many synthetic ingredients listed on the back of the packaging in a tiny print.
  4. Aryan, an owner of a company, participates in business conferences to keep himself updated about different business trends.
- a] 1 & 2                      b] 1                      c] 2 & 4                      d] 4
23. Your friend is planning to set up his pharmacy after he finishes his B Pharm. What would be your advice to him? (*Rank in the order of most contributive to least contributive option*).
1. Talk to different people (e.g. doctors, neighbours etc.) and understand ways that the pharmacy can meet the needs of potential customers.
  2. Choose a high-end location to attract more customers.
  3. Hire trained professional staff to help the customers.
  4. Keep a large stock of high-demand medicines and medical equipment at all times.
- a] 2-1-3-4                      b] 1-2-3-4                      c] 1-3-4-2                      d] 2-4-1-3

### Section D

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

**Marks: 30**

24. During COVID-19, a consumer products company, had announced that in the event of an employee's unfortunate demise due to the disease, their family would continue to receive salary for the next two years. Why did the company decide to help the families of the employees who have lost their lives due to COVID-19?
- a] Because the company wanted to provide them the financial support they required during this terrible time.
  - b] Because by providing support to the families, the company wanted to help them cope with the loss and recover sooner in the absence of a family member.
  - c] Because by helping them, the company wanted to show their sympathy for the lives that have been lost.
25. Three friends have completed their degree in Fine Arts. Identify the one who has a Growth Identity?
- a] Kishwer, "Knowledge that I gained during the degree will help me work well in whichever company I join."
  - b] Solank, "My degree in Fine Arts makes me eligible to get work in a company."
  - c] Gotank, "Whatever job or role I get, I'm sure I will be able to make a difference through my work."

26. Nina is a stock broker. The stock market has been down, so there is less work to do. What should she do?
- a] She can use her time effectively to learn new stock market software that might help her later in work.
  - b] Stock markets go up and down. She needs to wait patiently for the market to start picking up again.
  - c] She can look at alternate services related to the domain where her skills can be used effectively.
27. Akriti has her final semester project submission in two days. Her classmate, Adil, calls her up to tell her that he has not worked on his project at all. Since the project topics are the same, Adil insists that Akriti should help him prepare. According to you, how could she view this situation?
- a] She could see this as an opportunity to do her review and make edits/changes while helping Adil with his project.
  - b] She could see this as a challenge as she would not be able to do full justice to her project and prepare for it.
  - c] She could see this as an opportunity to prove her friendship even if it disturbs her preparation.
28. 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 with 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 might get a 'punishment posting' for this act. As a Contributor, what could have been his motive for doing such a thing?
- a] "Through this, my subordinates will realize that I'm a strict policeman."
  - b] "The right thing to do is to tow the car irrespective of the consequences I may have to face."
  - c] "The wrongly parked car will cause inconvenience to other people using the road."
29. Kailash has been training to play the mridangam (musical instrument) for nearly 5 years. Recognizing his talent, a local club invites him to play the mridangam along with a well-known mridangam player, Mukesh, in the upcoming music festival. How should Kailash approach this opportunity as a Contributor Professional Achiever?
- a] "I will also become well-known like him after this event."
  - b] "It will be quite challenging to practice together with a musician of his calibre but through that we can improve and perform well."
  - c] "I should put in more hours of practice to play alongside him so that I don't make any mistakes during the performance."

30. You are in charge of developing the Business in an IT company. At the time of contracting with a new client, you have promised to service the client even after the initial setup and training of their employees. However, this is not the usual practice followed in the company. As a Contributor, what would you do?
- a] After the initial setup and training is done, if the client asks for further service, you can decide what needs to be done.
  - b] You convince the servicing team that we need to honor whatever we have promised even after setup & training.
  - c] You tell the servicing team that they don't need to do anything beyond initial setup and training for the client. That was said just to close the deal with the client.
31. Three people love gardening. Who amongst them is demonstrating the deepest engagement?
- a] Paromita, who sees videos whenever she has the time, to know how to maintain house plants.
  - b] Sukanya, who tries out new techniques in her garden, and constantly keeps learning from experts.
  - c] Karishma, who makes sure she waters the plants on time, regularly.
32. Zubin got selected for a student exchange program and was offered to study at a Canadian University for 6 months. Which of Zubin's responses demonstrates the deepest value?
- a] "This is the first time I will be travelling solo! I am so excited about it."
  - b] "This is a great opportunity for me to build my network."
  - c] "Getting selected for this program will not only boost my self-confidence but also help me handle new challenges. "
33. As a Contributor, why do you think it is rare to find good quality products?
- a] Good quality products are rare because they require one to understand what the user truly needs.
  - b] Good quality products are rare because it takes a lot of financial investment to produce.
  - c] Good quality products are rare because they require time-consuming research, innovation and development.