

GUJARAT TECHNOLOGICAL UNIVERSITY

NAME OF THE COLLEGE: _____

Subject: Contributor Personality Development Program

Sub Code: 1990001

All sections are compulsory.

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 options, choose ONLY ONE option which you consider the most appropriate option. Read carefully before answering.

Marks: 15

As a young girl, Mary Kom got interested in the sport of boxing. Her goal was to excel in the sport. She started training and participating in boxing bouts. When her father came to know, he tried to get her to give it up as it would spoil her looks, but she convinced him otherwise. When she got married, when she gave birth to twins, there was again pressure on her to retire from within the family and outside. But she refused to give in. Women's boxing was introduced in the London Olympics, but sadly Mary Kom's weight category was not included. She had to play in the 51 kg category, for which she had to put on weight as well as work very hard. She even practiced with male boxers to get better at the game. She succeeded in winning a bronze medal in the 2012 Olympics.

1. What made her succeed in the Olympics?
 - a] Her dedication to the sport
 - b] Her strong will to prove those who doubted her wrong
 - c] Her determination to follow an intense workout and fitness regime

2. Which of the following shows an athlete's level of engagement with his/her sport is the least?
 - a] S/He participates in other sports as well.
 - b] S/He feels like quitting the game every time he loses.
 - c] S/He is interested in fame and glory, and sports is just one of the means to achieve it.

3. If you were a successful sportsman preparing for a match, which of the following would indicate your deepest engagement?
- a] You spend hours practicing your game almost every day before the match.
 - b] You don't let anything distract you like media attention, the awards you receive etc.
 - c] You spend time seeing video clips to study your opponent's moves to be ready with your moves
4. "I am successful only if I win a medal at the Olympics" – would a contributor sportsman agree with this statement?
- a] Yes
 - b] No
 - c] May be

Section B

Instructions: There are 10 questions in this section. All questions are compulsory. Each question has 2 statements. Select ONLY ONE statement you feel is closest to your thinking and mark it on the answer sheet given to you.

Marks: 20

1. a] The HR Manager says, "Hire more people into the team so that the team can take up more responsibilities."
b] The HR Manager says, "Hire more people into the team so that more people can divide the work in the team."
2. a] "I have to convince my friend to go to the library to explore the difficult concepts in Maths together"
c] "My friend can motivate me to accompany him to the library to understand difficult concepts in Maths"
3. 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?"
4. a] "I won the 'Best Athlete Award' last year. For this year's sports day, I should improve my stamina and speed."
b] "I won the 'Best Athlete Award' last year. I should practice well enough to win it again this year."
5. Neena approaches the dietician. The dietician tells her,
a] "To be healthy, you have to make many choices. I will be strict about what choice you can or cannot make."
b] "To be healthy, you have to lose weight. My other clients have lost weight through the strict diets that I have advised them."

6. The website designer notices many spelling and grammatical mistakes made by the content team.
 - a] He should inform the content team so that they can make the necessary changes.
 - b] He can list out all the mistakes to the content team.
7.
 - a] "I need to be a contributor so that I can serve the society, poor and the needy."
 - b] "I want to be a contributor so that I strengthen myself and others."
8.
 - a] After your best friend shares your personal secret to other friends, you decide not to tell her your secrets anymore.
 - b] After your best friend shares your personal secret to other friends, you decide to talk to her about it.
9.
 - a] When I get low marks in my submitted assignment, I will make sure I don't make the same mistakes in my future assignments.
 - b] When I get low marks in my submitted assignment, I will try and make up for the marks in my other assignments.
10.
 - a] When quitting a job, a worker should ensure there is a smooth handover of her work so that there are no hassles for others in her absence.
 - b] When quitting a job, a worker should ensure there is a smooth handover of her work so that there are no complications with the management later.

Section C

Instructions: This section has 5 questions. All questions are compulsory. Each question has 4 options. Rank in order of your importance / preference from highest to lowest. Choose ONLY ONE option closest to your ranking and mark it on the answer sheet given to you.

Marks: 5

1. What makes a project successful?
 1. An inspiring team leader who can delegate jobs to his team
 2. Hardworking team members who complete the tasks which are assigned to them
 3. A team who believes the project should be successful
 4. People who think like a 'team'

a] 4-3-2-1 b] 2-1-4-3 c] 2-1-3-4 d] 4-3-1-2
2. Piyush has just completed a course in computers. He has many job offers. What should he ask himself before making a decision?
 1. Is the position / designation that is being offered attractive to me or not?
 2. Is the work going to be exciting or not?
 3. Will there be opportunities to learn and grow?
 4. Is the salary being offered the highest possible for that role?

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

3. Richa worked hard on a project that had never been taken up by the company before. The project failed but Richa got a lot of appreciation from everyone. Why was she appreciated by others?
1. A lot many people were involved in the project and they recognized how much effort Richa put in.
 2. People were appreciating the fact that Richa took up a challenge in a new area and worked hard at it.
 3. Richa made a good presentation for the project and hence people liked that.
 4. Richa is in a senior position. Hence people were being nice to her.
- a] 1-2-3-4 b] 3-1-2-4 c] 2-1-3-4 d] 3-4-2-1
4. Four friends were talking about their bosses. Which of them would you want to have as your boss?
1. "My boss shares the team goals with the team and supports us to work together to reach the goals."
 2. "My boss gives me a goal but supports me if I get stuck."
 3. "My boss mentors/guides us to take up larger responsibilities and to develop our capabilities."
 4. "My boss just instructs me about what work I should do."
- a] 1-3-2-4 b] 2-3-1-4 c] 3-1-2-4 d] 3-2-4-1
5. John has setup a new business. He has difficulty in making sales. What advice would you give him?
1. "You have just started. Wait for some time, customers will approach you."
 2. "Recruit more staff whom you can depend on to increase the sales for you."
 3. "Start exploring other alternatives like social / online marketing, personal marketing, etc."
 4. "Analyze what is stopping you from making the sales and find out what problems you are facing."
- a] 4-3-2-1 b] 4-2-3-1 c] 3-4-2-1 d] 4-2-1-3

Section D

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

Marks: 30

1. Tanvi is a project leader who is deeply engaged with the idea of teamwork. She has taken over a long-term project but finds that the work of two members is not up to the mark as they have not had much experience in that domain. Which of the following options would indicate the highest level of her engagement?
 - a] She gives them the simplest of tasks so that they can do them easily.
 - b] She gives them the same kind of tasks she gives others, and gives them constant feedback.
 - c] She gives them the same kind of tasks she gives others and hopes that they will improve.

2. Naina has completed her degree in Ayurveda. While she is thinking of setting up her own clinic, she gets the opportunity to work as a renowned doctor's assistant. Although the pay is low, she takes up the offer. What do you think is the reason?
 - a] I'm afraid that I will do something wrong if I practice on my own. Better to work with another doctor.
 - b] Setting up my own practice will be difficult. Patients may not come to a new doctor like me.
 - c] I can learn a lot from the experience of the other doctor.

3. Sharma Enterprises has earned a lot of profit this year. Which of the following options of using this money adds most value?
 - a] He sets up a high level training program for his employees.
 - b] Mr. Sharma uses it to make investments in the names of his children.
 - c] He launches a program for rewarding customers for their loyalty.

4. Om has decided to open a health food counter in the restaurant he owns. Which of the following is the greatest impact of this decision?
 - a] This counter will be suitable for the health conscious people who visit the restaurant.
 - b] The availability of such a counter will make many more people conscious of eating healthy food.
 - c] Many more restaurants will open such counters which will lead to people living a healthy life.

5. Raju is doing his MBA and desperately wants to take up a career in investment banking. What questions should he ask himself before taking a final decision?
 - a] Am I interested in this job because the pay is good and the money will help me fulfill my dreams?
 - b] Am I interested because this is the type of job where through my work others can benefit?

- c] Am I interested because I am good at numbers and also interact with people well?
6. Satvik has been the main person behind the annual inter-college festival hosted by his college and the first of its kind in his town. Who do you think will benefit from this enterprising act?
- a] His college - it will develop a good reputation, will be noticed by all, will attract new students and possibly even placement companies.
- b] All participating colleges – the festival will lead to more cooperation and coordination amongst them and the students.
- c] Participating students of all colleges- They may gain confidence and learn to work in teams.
7. Ruchir works in a telecom company which is establishing business in an African country. The company wants Ruchir to move to Africa. Which one of these should he consider to take a decision?
- a] Would the work of establishing a new market be exciting?
- b] Should I consider my job security rather than excitement?
- c] Should I see this as an opportunity to go abroad?
8. Anju is a successful online writer. Recently, she has started mentoring online writers, in return for a small fee. According to you, what is the likely reason for Anju to take up mentoring?
- a] “This forum will help the creation of an online writer community, who will assist and guide each other.”
- b] “I don't want other writers to struggle like I had to.”
- c] “Interacting with other online writers will enrich my understanding of online writing.”
9. Ajay's company manufactures a popular brand of soaps. They have found that many people are selling counterfeit soaps using their brand name. Although Ajay prefers to ignore this and concentrate on his business, he decides to do something about it because he will have to bear the consequences otherwise. What is the consequence that he should be most concerned about?
- a] Seeing that no action is being taken, more people will be emboldened to misuse the company's brand name.
- b] Customers will be cheated. They will buy low quality soaps assuming that they are of a high quality brand.
- c] Other people will benefit from the hard work put in by him and his employees.
10. Hardik Patel has been managing the business of his large company. But he's getting really old and he has to decide who will run the business after him. The decision is a difficult one but he does not want to put it off. What is the likely consequence that he should consider as most important if in case he fails to take immediate action and something unfortunate happens to him?
- a] His family members might quarrel among themselves as to who should succeed Hardik.
- b] Employees will not know whose directions to follow.
- c] There will be no leader in the company who can take important decisions.