

GUJARAT TECHNOLOGICAL UNIVERSITY**BE - SEMESTER- I & II (OLD) EXAMINATION – WINTER 2019****Subject Code: 2990001****Date: 31/12/2019****Subject Name: Contributor Personality Development****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.

Section A

Instructions: Read the scenario carefully before answering the questions that follow. All questions are compulsory. For each question, choose ONLY ONE option which you consider the most appropriate and mark it on the answer sheet given to you.

Marks: 10

New Delhi: The Health Ministry, announced that the government is building a national movement through a multi-sectoral and community-led approach to eliminate Tuberculosis by 2025. This target will be five years ahead of the global target. The Centre has also increased allocation of funds for the TB programme by four-folds for this.

The plan aims to initiate preventive and promotive approaches, and proposes potentially transformative interventions such as engagement with private sector health care providers, inter-ministerial partnerships, corporate sector engagement, latent TB infection management and community engagement.

Source: indianpharma.in | Sep 25, 2019

1. This initiative is an example of –
 - a] Pushing the boundaries of what the Health Ministry can do.
 - b] Finding a more holistic solution to a common health problem.
 - c] Working with multiple-stakeholders to solve a national concern.
2. Such an initiative to eradicate Tuberculosis requires immense time and coordination effort. What are your views on this?
 - a] Only when such programmes get the support from the central government, will they succeed.
 - b] If there is too much confusion between the departments, it might not get completed.
 - c] Such a national movement has to be done, even if it will require large amounts of effort and energy.
3. The Ministry is increasing the allocated funds by four times. This initiative will be a success if –
 - a] We do our best and utilize the allocated funds responsibly.
 - b] We use the opportunity to come up with innovative solutions that other countries can also use.
4. A stretched target of achieving elimination 5 years before the world target can be met by,
 - a] Creating a common vision that motivates all the involved people.
 - b] Ensuring all people involved are sufficiently rewarded.

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. a] As a team leader, I want my team to be able to handle bigger & bigger goals.
b] As a team leader, I want my team to finish their work on time (within deadlines).
6. a] A book is valuable if it helps answer some of my questions.
b] A book is valuable if it is a best-seller.
7. a] 'Brands' are built by surpassing people's expectations.
b] 'Brands' are built by good advertisements.
8. a] A supervisor of a construction site, should anticipate the 'unsafe behaviours' of workers and educate them on it.
b] A supervisor of a construction site, should ensure that workers do not break the safety rules (e.g. wear appropriate safety equipment).
9. a] To focus on my studies, I need to say "no" to distractions.
b] It is easier to focus on my studies, if my friends are also studying.
10. Customer complaints are useful –
a] Because it can help recognize "hidden problems" of the company.
b] Because it can help the company quickly manage the complainant and avoid any damage to the reputation of the company.
11. When you don't know the answer to a challenging question in an interview –
a] It is best to not show your ignorance and give some smart comments.
b] It is best to think-through the question and answer it honestly.
12. a] In my view, the politician who is willing to take more responsibilities is the one who needs to get an important portfolio in the cabinet.
b] In my view, the politician who performs well in a previous portfolio, deserves to be given an important portfolio in the cabinet.
13. a] When faced with a challenge, best to follow the known ways of solving it so that failures are minimum.
b] When faced with a challenge, best to try out new ways of solving it so that better answers can be found.
14. a] Helping a team-mate clarify his/ her doubt is an opportunity to earn his/ her respect.
b] Helping a team-mate clarify his/ her doubt is an opportunity to re-think about the problem.

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

15. After a rigorous selection process, a steel company selected a few employees for a 3-month tour to top steel manufacturing countries to study the latest in the field. Who benefitted the most from it? (Rank in the order of most contributive option to least contributive option)
1. Ajay: "It was a rare opportunity which few get selected for."
 2. Akram: "I formed networks with people who can be very useful."
 3. Kanchan: "It helped me get exposed to technologies which can be experimented with."
 4. Susan: "Now I know I can do so much more in my role."
- a] 4-3-2-1 b] 3-4-1-2 c] 3-4-2-1 d] 4-3-1-2
16. A customer is willing to place an order with Brinda's company only if she can deliver the goods in 6 months. But typically such orders take 18 months to complete. Which one of these should she consider when taking a decision? (Rank in the order of most contributive option to least contributive option)
1. Do we have the necessary expertise to deliver in such a short time?
 2. Will this be an opportunity to develop leadership qualities in people?
 3. How will our reputation get affected if we do not succeed?
 4. What new capacities do we need to build to succeed in this new role?
- a] 2-1-4-3 b] 4-2-1-3 c] 2-4-1-3 d] 1-4-2-3
17. A major project of a company has failed. To minimize the chances of such failures, what should the company ask? (Rank in the order of most contributive option to least contributive option)
1. How can all departments work together to avoid such failures?
 2. Can leaders identify potential failure points beforehand so that people are alert?
 3. Are there specific people because of whom the mistake happened?
 4. How do we help people and teams become excellent in their day-to-day work?
- a] 4-1-3-2 b] 1-4-3-2 c] 4-1-2-3 d] 1-4-2-3

18. Some political parties stand for elections jointly, but later they separate only to join hands with their rivals. What is its impact? (*Rank in the order of highest impact to lowest impact*)
1. People avoid voting for such political parties.
 2. People stop believing what those politicians say.
 3. People completely lose hope in elections.
 4. People cease to think that their vote matters.
- a] 1-4-3-2 b] 4-1-3-2 c] 4-2-3-1 d] 3-4-1-2
19. Some people in India have started making generous donations to the universities that they graduated from. What motivates them to do so? (*Rank in the order of most contributive option to least contributive option*)
1. The university can become a centre for new research, new ideas and new fields to flourish.
 2. It is a means to show their gratitude for what they have received.
 3. It is the responsibility of the alumni to support their own academic institutions.
 4. It is good use of their money as many more people are benefiting from it.
- a] 1-3-4-2 b] 1-4-3-2 c] 3-4-1-2 d] 4-3-1-2

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. A car manufacturer finds that his supplier is struggling to deliver the required car parts on time. The manufacturer should –
- a] Work with the supplier to find an answer.
 - b] Look for a new supplier to meet the requirement.
 - c] Make the supplier pay a penalty if delays happen.
21. From 2016, the government started sending an appreciation letter/ certificate to taxpayers. What could be the most likely reason?
- a] It is a way to encourage people to keep paying their taxes honestly.
 - b] It is a way to help people know that their tax is useful for the country.
 - c] It is a way to make people aware that the government is watching. It knows about how they are utilizing their money.
22. In organizations, it is important that there is close coordination between different departments because –
- a] One department may have information which can be useful for the other.
 - b] After all they are part of the same organization.
 - c] Different departments bring different perspectives leading to better solution.

23. A customer asks Flavia, a dress designer, for a specific design. Flavia feels that it will not suit her. How should Flavia think in this situation?
- a] "Can I modify the design in some way, so that it looks good on her?"
 - b] "I must inform that the design will not suit her. After that, it is her choice."
 - c] "I should suggest a few alternative designs so that she has more choice."
24. Aparna, an entrepreneur, is asked to speak about her own journey as an entrepreneur to a group of college students. In her conversation, she could focus on –
- a] Helping students with tips on how to succeed as an entrepreneur.
 - b] Helping them consider entrepreneurship as a possible career option.
 - c] Helping them become aware of what capacities & attitude is necessary for an entrepreneur especially after setbacks.
25. In an organization, many people need to either change their roles or departments. If you were put in a role for which you have no expertise, then the best strategy is to –
- a] Identify another role for which you are a better fit and apply for it.
 - b] Get fully involved in the work and build yourself through it.
 - c] Wait for the company to train you.
26. One-time-use plastic and plastic bags have been banned in many cities because...
- a] It will encourage different groups to start thinking about alternatives to plastic.
 - b] It is a way for the municipal corporation to show that it cares about the environment.
 - c] Though a small beginning, it is useful in the long-run.
27. A well-known professor of Business Economics finds in his research that people working in large organizations fear 'failure'. According to you, what could be the reason for the fear?
- a] Because the organization punishes them when there is a failure.
 - b] Because seniors have to take responsibility for their failures.
 - c] Because they recognize the consequences of their failure on various stakeholders.
28. Sabina has been asked to make a progress report on the latest project undertaken by the company. She spends time to ensure that every data she puts in is correct. What could be the reason for that?
- a] The data will be seen by seniors – she could get into trouble if it is not correct.
 - b] It can influence the thinking of leaders and of the company.
 - c] This kind of pro-activeness is expected of her.
29. Mr Shetty decides the 'success parameters' for any work that he takes up because –
- a] It will give direction to his work and help him remain on course.
 - b] Without it, at the end, he will not know if he has done a good job.
 - c] He will do whatever it takes to achieve it.
