

GUJARAT TECHNOLOGICAL UNIVERSITY
B.Pharm. - SEMESTER– VII • EXAMINATION – SUMMER -2021

Subject Code: 1990001**Date: 10/08/2021****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 for Question no 1 to 33 only.
6. 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 cases. There are 4 questions in each case. Read 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: 20

Scenario 1:

A few years ago, Indore, a populous city in Madhya Pradesh, was declared as the cleanest city of India in 2017 & 2018.

Both, the Municipal corporation and the citizens came together to fight the war against garbage. Some of the steps they took included:

- The municipal corporation collected garbage door-to-door, including slums and illegal colonies for a minimal price. Large public dustbins which usually overflowed with garbage & several garbage spots were removed.
 - Main roads were swept thrice a day; mechanical sweepers used; roads washed every night with pressure jets to make it dust free.
 - Municipal officials were alert & charged fines from offenders.
 - The municipal commissioner himself made daily inspections.
 - Huge awareness campaigns on radio, TV, etc. helped to change the attitude of the public.
- People in the city felt their city had never been cleaner and they wanted to keep it that way.

Source: Sep 04, 2017; www.thebetterindia.com

1. City-dwellers and the government were successful in keeping their city clean. What contributed to its success?
 - a] The people wanted their immediate surroundings to be clean wherever they went.
 - b] The Government and citizens worked together to put systems in place, to change the way things usually work.
 - c] The city-dwellers rose up to the duty of supporting government initiatives and reporting offenders to authorities.
2. When there are too many barriers in implementing a big initiative, what is a smart thing to do?
 - a] Authorities should re-think the approach to achieve the project goal.
 - b] Authorities should re-think starting such a project.
3. Here are three officers from the Municipal Corporation of the city. Who is thinking like a Contributor the most?
 - a] Neel: How can we ensure quality standards are maintained across the city? Who is the right private partner who can help us?
 - b] Raag: How can we make sure that citizens adopt new behavior towards keeping our city clean?
 - c] Krunal: How can we mobilize our workforce and implement our plans efficiently within the budgets?
4. Which one of the field workers is thinking like a contributor?
 - a] "We face a lot of issues on the ground. The municipal officer will have to direct us on how to solve them."
 - b] "We face a lot of issues on the ground. We can help the Municipal officers by giving information about what is happening on the ground."

Scenario 2:

Mangalyaan or Mars Orbiter Mission (MOM), the first interplanetary mission, by the Indian Space Research Organisation's (ISRO) recently celebrated 1,000 earth days in its orbit, surpassing its designed mission life of six months. Apart from being the cheapest interplanetary mission in the world, it also made India the first nation in the world to reach the Mars orbit in its very first attempt. Talking about their success, the head of ISRO said, "We are really not racing with anyone, but with ourselves to reach the next level of excellence".

Source- <https://www.bbc.com/news>

5. ISRO was able to accomplish this mission because of –
 - a] Their leader's dedication.
 - b] The clarity of the team's goal.
 - c] Their focus on excellence.
6. What is crucial for such large projects to be successful?
 - a] A self-motivated team.
 - b] A powerful leader.

7. The mission was supposedly cheaper than the making of the Hollywood movie 'Gravity'. According to you, what is the best way to ensure that projects are completed within budget?
 - a] By cutting down on expenditure.
 - b] By being conscious of how and on what one is spending money, and adjusting accordingly.
 - c] By finding innovative solutions within the given constraints.
8. This mission has proved that –
 - a] India is capable of world-class innovative space technology.
 - b] Stretching your own boundaries can lead to pioneering success.

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. What is a key quality of a Contributor?
 - a] They are focused on winning and coming first at any cost.
 - b] They are highly goal focused and can do whatever it takes to accomplish any goal.
10.
 - a] I want my parents to always support me, even if I make mistakes.
 - b] I want my parents to guide me when I am wrong.
11. A team goal is achievable only when –
 - a] Every member works towards the team's outcome.
 - b] Each member does the work assigned to him/her perfectly.
12. Through group discussions, one can showcase themselves in terms of –
 - a] How well they can convince others.
 - b] How well they work as a team member.
13. The dance teacher spends more time with his talented students and leaves the rest of the class to his assistants. What is your view on this?
 - a] He will be able to spot new talent only if he engages with all the students.
 - b] His time is used best for grooming the talented students.
14. Your friend, Mosir, is going to participate in Group Discussion for the first time. What will you advise him?
 - a] Practice for a Group Discussion by having mock sessions with friends.
 - b] Go confidently to a Group Discussion because, anyway the topic for discussion is given at the last moment.

15. Your friend, Sunita, has completed her BPharm degree but she wants to pursue her career in Media. What will you advise her?
 - a] My advice is to continue a career in Pharmacy as you have spent so many years studying the subject.
 - b] My advice is to learn whatever is necessary to build your career in any field of your choice.

16. A candidate is asked to explain his project work in an interview. The interviewers do this because-
 - a] To know more about the details of the project.
 - b] To know the candidate's level of involvement and participation in the project.

17. Ranasi is not able to decide an elective course. As a fellow student, what will you advise her –
 - a] Choose a subject where you can try out something new.
 - b] Choose a subject that you are familiar with and are confident of scoring good marks.

18. Sarangi has recently joined a new company as a junior Tech Support. What will help him make an impact in his new job?
 - a] The capabilities he has developed over the years.
 - b] The educational background and degree that he has worked hard for.

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. Even after the Government lifted the lockdown, many companies have declared that 50% of its employees will now work from home. There are many reasons behind this decision taken by the management. (*Rank in order of most preferred option to least preferred option*)
 1. The management feels that the Company will now need a smaller office space and can save on rent.
 2. The management finds that the employees are more satisfied with better work-life balance.
 3. The management realizes that it does not have to give fuel allowance to employees.
 4. The management is informed by employees that by avoiding the morning rush hour travel, they are able to give more hours and work better.

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

20. Paulomi reads up all news articles about the company where he has applied for a job and is expecting a job interview at the earliest. This is because – (*Rank in order of most preferred option to least preferred option*)
1. He wants to make an impression that he knows enough about the company.
 2. He wants to ensure that if he has any doubts, he can get them clarified during the interview.
 3. He wants to make an informed decision about the company and his own future.
 4. He wants to perform well in the interview.
- a] 3-2-4-1 b] 1-4-3-2 c] 2-3-1-4 d] 2-3-4-1
21. Tofia wins the “best female new entrant” award at the latest Film show awards. An interviewer asks her if she is satisfied. (*Rank in order of most preferred option to least preferred option*)
1. “This award motivates me to develop myself into a fine actor.”
 2. “This movie has set the expectations for me in the future. I will do my best to not disappoint anyone.”
 3. “I got the opportunity to act with and learn from my senior co-star in this movie.”
 4. “I am happy as now I am recognized wherever I go. It is a good start to my career in a competitive industry.”
- a] 1-2-3-4 b] 1-3-2-4 c] 2-3-1-4 d] 3-2-1-4
22. While more and more people are deciding to shop online, many online shopping sites are also opening up physical stores. Which model is providing more value to customers? (*Rank in order of most preferred option to least preferred option*)
1. Online stores have a large range of brands and options which you can browse at your convenience without getting influenced by the salesman in a shop.
 2. Physical stores take more responsibility for after-sales service compared to online stores which don’t have any personal connect.
 3. Physical stores provide expert and professional guidance to help customers make the right purchase.
 4. The competitive prices and 10-day return policy makes online stores most cost-effective for regular shoppers.
- a] 1-2-3-4 b] 2-1-4-3 c] 4-1-3-2 d] 3-2-1-4
23. Kashin has been offered a higher position by his company in their newly opened branch in a village. He should take this position because – (*Rank in order of most preferred option to least preferred option*)
1. He will get exposure to working in village settings.
 2. He will be able to take up similar responsibilities in the future.
 3. He will develop skills that will get noticed by future employers.
 4. It will help him in developing different aspects of his personality.
- a] 2-3-1-4 b] 1-3-2-4 c] 4-2-1-3 d] 3-4-1-2

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

24. Sameep has a flair for languages and has taught himself Korean through online tutorials. There are a set of Korean colleagues coming to their office and their official translator has fallen sick. How could Sameep help out in this situation?
- He could talk to his boss and agree to be the translator if they give him an official certificate.
 - He could tell his boss that he has an understanding of the language and could offer to be the official translator.
 - He could be the translator if someone asks him.
25. Faria could not finish her education because of financial reasons but now at the age of 30 she has the resources to start again. Which of these options indicate that she is engaging deeply with her studies?
- She attends college as and when she finds the time.
 - She has planned to prepare hard and go to college whenever she has her exams.
 - She reorganizes her current commitments so that she doesn't miss even one day of college.
26. In a media company, two rival teams have the same common room. Due to the rivalry, they do not want to share the common room as it often leads to disagreements. As an HR Manager of the company, how should Raj look at this situation?
- This is an office. We cannot give separate common rooms for every team. They have to adjust room timings between themselves.
 - Rivalry and competition are good for business. But not when taking a break in the common room. Some team bonding exercises need to be done.
 - Such rivalries can become very complicated and go out of hand. I need to find some alternate arrangement soon before anything unwanted happens.
27. A large chemical manufacturing company has asked its small-scale suppliers to buy a specific equipment to treat the wastes. This is for reducing pollution as per new environmental norms. But the suppliers protest these terms and conditions. What could the company do next?
- Inform the suppliers about how this will benefit them and be firm about continuing their partnership only if the new equipment is implemented.
 - Provide incentives to the suppliers who are willing to adopt these terms in line with new norms.
 - Work with the suppliers on finding alternate ways of reducing pollution.
28. Nuren advices all his juniors to avoid using slang (i.e. informal phrases) and short forms while preparing resume. Why?
- To ensure that their resumes don't get rejected for such errors.
 - So that the resume is professional and of good quality.
 - As a senior, he must inform the juniors about such common mistakes.

29. Gonti notices that two people have started arguing during the Group Discussion. If he thinks like a Contributor, how will he respond?
- He will not say anything to avoid adding to the argument.
 - He will try to find common points to bridge the two contrary viewpoints to keep the discussion moving.
 - He will agree with one of the participants, so that there is a clear winner.
30. A lady was travelling alone on a flight with her baby. The baby kept crying and disturbing other passengers when the lady was trying to eat. How could the flight attendant help to balance both the needs of the parent and the other passengers?
- The flight attendant could handle the fussy baby, so the parent could eat and the passengers wouldn't be disturbed either.
 - The flight attendant could move the parent and baby to the back where fewer people would be disturbed.
 - The flight attendant could ask the parent politely to calm the baby.
31. Three friends came across a garbage dump and were upset by the amount of plastic being thrown. Who amongst these three indicates that he/she is thinking like a contributor?
- Miro: "There must be a way to fix this? What else can I do?"
 - Kanya: "This is terrible. If I knew any one local authority figure, I would have spoken to them."
 - Patal: "This is such a complicated issue, even the authorities are struggling to solve it."
32. Zaraish invested time and money to go abroad to pursue PhD. However, he had to discontinue and come back due to financial constraints. What advice would best help him look at the gains in the situation?
- "There is still a chance you could go back when things get better."
 - "This was a difficult experience but it will teach you to bounce back with more confidence."
 - "This was difficult but you wasted only two years."
33. Which of these options will make your resume be most effective?
- Add detailed information about everything that you have achieved till date.
 - Providing links of the sample projects that you have worked on.
 - Use a format that makes the resume look professional.