

Enrolment No./Seat No _____

GUJARAT TECHNOLOGICAL UNIVERSITY

BE- SEMESTER-VI EXAMINATION – WINTER 2025

Subject Code:3160002

Date:14-11-2025

Subject Name:Contributor Personality Development Program

Time:02:30 PM TO 05:00 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

After his retirement, Gangadhar Tilak Katnam shifted to Hyderabad to work as a software design engineer. He noticed accidents every day due to potholes formed by bad road construction and irregular repairs. Even when he took up the matter with the concerned authority, it did not get resolved.

Tilak then decided to fix the potholes himself, buying all the required materials using money from his pension. He quit his software job within a year to dedicate his time to filling potholes. He, along with his wife, Venkateshwari Katnam, set out on roads in a car, or what they call a *Pothole Ambulance*, to fill up potholes wherever they find one. Since then, they have been working relentlessly and have fixed over 2000 potholes on various roads and intersections. Today, hundreds of people have joined him in his initiative, under the name *Shramadaan*, with the intention of saving lives. He is popularly known as the *Road Doctor*.

1. Which of the following shows that Tilak demonstrated Human-Centric Thinking?
 - a] He was concerned about citizens getting injured and the damage caused to vehicles.
 - b] He was sympathetic about the inconvenience caused to citizens in reaching their destination.
2. What is the deepest value that Tilak created?
 - a] Providing funds for filling potholes
 - b] Making travelling by road safe for people.

- c] Ensuring that roads are well maintained.
3. Learning from Tilak's example, what would you do if you encountered a problem?
- a] I will take it as a challenge and work towards finding a solution.
 - b] It will be difficult to solve the problem on my own, so I will ask for help.
4. Which of these friends demonstrates the deepest level of human-centricity?
- a] Aki checks in occasionally to ensure his friend is doing fine and offers help when asked.
 - b] Raine always tries to understand his friend's feelings when they are sharing anything with him, before giving them advice.
 - c] Rika proactively supports her friend who is keen to adopt a healthier lifestyle.

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. A filmmaker wants to make a film in a short duration and with a low budget. What can he do?
- a] He can take into account all stakeholders' concerns, i.e., production crew, set designers, cameraman, editor, spot boys, etc. and find a way that works for everyone.
 - b] He can talk with the most important members of his team, like the actors and producers. If they are fine with the decision, he can move ahead.
6. A Contributor sportsperson rejects the opportunity to advertise a product that has harmful effects –
- a] Because it goes against the values and responsibility of the sportsperson towards the public.
 - b] Because the sportsperson is confident that he or she will get an even better product to advertise in future.
7. When faced with a major challenge and limited resources, which approach would you prefer?
- a] Focus on finding an immediate, practical solution that works within the current constraints, even if it's not perfect.
 - b] Step back and reframe the problem to explore innovative possibilities, even if it takes more time and effort initially.
8. A Contributor Designer has two approaches to redesign the office space. Which approach demonstrates that he/she is focused on creating human & social value?
- a] Installing innovative technology so that employees can use it easily.
 - b] Creating different zones for quiet reading, interactive discussions, etc., so that employees can choose to do activities as per their needs.
9. Which of them is Engaging Deeply with a subject?

- a] Radha created a new web application by learning coding on her own, constantly seeking feedback to improve the quality of output.
 - b] Percy, while studying for his exams, stuck to the portion that his teacher highlighted for the exam.
10. When patients demand that the doctor give special treatment, what should the Doctor do?
- a] Announce a ‘first-come-first-serve’ policy and stick to it.
 - b] Create a fast-track only for patients who need urgent medical attention.
11. Rohan notices a group of college seniors forcing a few first-year ‘freshers’ to sit in the library to do research for their own assignments. What option is open to Rohan?
- a] Shout at the college seniors so that they stop bothering the freshers immediately.
 - b] Talk to the college seniors and the freshers to understand what is happening, and if needed, discuss with other students/ teachers.
12. Two students are selected for a Student Exchange Program. Which of them is recognising Utility Value?
- a] Navya: “This is a great opportunity to build my network.”
 - b] Shiva: “It costs so much. I would try to make it worth it by studying hard.”
13. Thinking win-win means –
- a] Solving the problems of everyone involved.
 - b] Solving the problems of important people involved.
14. Rianna is a product developer in a multi-national company. She is on a tight deadline to launch a unique product with a new client. If she were practising human-centric thinking, what would be her primary concern?
- a] “How do I ensure the product is well-researched, elegant, and of good quality?”
 - b] “How do I ensure the product helps the user to meet their goals in the simplest, hassle-free manner?”

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. Somi wants to start a reading circle in her neighbourhood, but finds that the response is very weak. What can she do to increase registrations? (*Rank the statements in the order of most contributive to least contributive.*)
1. Start with a small group of interested people, get feedback, improve how the reading circle works before popularising it further.
 2. Conduct a one-time survey to find out people’s preferences and make updates to the poster so that more people may find it valuable.
 3. Offer people coffee vouchers and discounts for early registrations.
 4. Spend some money on paid ads for increasing registrations.
- a] 3-2-4-1 b] 2-3-4-1 c] 1-3-2-4 d] 1-2-3-4

16. Cellphone service providers have a lot of personal information about subscribers. Why shouldn't they provide this data to others?
1. Subscribers have not given explicit permission to share their personal data.
 2. Sharing data will always result in legal penalties for the service provider, regardless of circumstances.
 3. The data could be misused by others for personal gain, causing harm to subscribers.
 4. Subscribers expect their data to be shared so they can receive more personalised offers from other companies.
- a] 1 & 4 b] 2 & 3 c] 1 & 3 d] 2 & 4
17. Jenna says that when she travels to a new place alone, she not only enjoys it but also overcomes her fear of travelling alone. What type(s) of value is she seeing?
1. Human & social value
 2. Experiential value
 3. Utility value
 4. Financial value
- a] 1 & 2 b] 2 & 3 c] 1 d] 2
18. In day-to-day situations at college, with friends, etc., Rhea often ignores the interests of others and just chooses to focus on whatever is in her interest. For example, she helps friends only if she also benefits from the situation, she does only as much work as is in her scope, etc. From the options given below, which of the following is likely to happen to Rhea?
1. Rhea's friends may not be keen to select her as a team leader for group projects.
 2. Rhea is likely to become distant from her peers and friends.
 3. By only sticking to and doing what she 'wants', Rhea is likely to stay in her comfort zone and stagnate in the work that she does.
 4. Rhea is likely to become more productive as she focuses single-mindedly on what she wants to do and keeps herself away from getting distracted by what others want.
- a] 1 & 4 b] 1, 2, 4 c] 1, 2, 3 d] 1 & 3
19. Rupinder wants to be a librarian, so he does a short internship in a library. Which of these statements demonstrates that he had Engaged Deeply during the internship?
1. He found that the principles of library science could be applied in other industries.
 2. He recognised how complex library science was as a subject and that he needed to study it in depth.
 3. The internship made him realise he has to spend time going through books.
 4. He felt the library would not be an exciting workplace as he wouldn't be able to interact with his co-workers.
- a] 1 & 2 b] 2 & 4 c] 1 & 4 d] 2 & 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

20. A project manager is recovering from a leg fracture and is unable to go to work, making it difficult for her to fulfil her regular duties of overseeing ongoing projects. Which of the following questions could help her design the most appropriate solution at that time?
- Should I look for other work-from-home jobs where my skill sets can be applied?
 - Should I look for ways to use my skill set for different kinds of work in the same company that can be done remotely?
 - Should I take a break from working till my leg is healed and continue my job after that?
21. Chandu goes to the supermarket in the next street to return a product he bought 15 days ago. Even though this exchange should have been done within 2 days, the supermarket owner replaces the product without any questions. Which of these Contributor Practices is the owner demonstrating the most?
- Demonstrating Trust conduct in his dealings with customers.
 - Demonstrating Solution thinking as he's solving customer's problem.
 - Active sympathy towards what the customer is going through.
22. Several remote teams (Engineering, Design, Marketing, and Customer Success) are collaborating across time zones on a product update. The Engineering lead discovers a critical bug that could delay the release by two weeks. Which immediate action would best build trust among all remote teams?
- Notify all teams on the shared communication channel (e.g., WhatsApp group) with a clear status update and a proposed plan, inviting inputs and co-ownership.
 - First, try to fix the bug quietly with a couple of engineers and only inform other teams if the fix fails.
 - Escalate privately to senior management and wait for guidance from senior managers before informing the rest of the teams.
23. Which of these actions best describes Enlightened Self-Interest thinking?
- Pranav believes that improving his skills is important. However, he acknowledges his team's contribution to becoming a better basketball player.
 - Shama believes in improving her skills, so she practices sincerely every day to play well in matches.
 - Adil believes that each player's performance will directly affect the performance of the team, so it is important to practice and improve their skills together.
24. A retired school principal observes that many youngsters in his locality are not getting jobs. Which of these approaches demonstrates maximum Human Centric Thinking?
- He starts teaching these youngsters how to talk well, how to present their work and strengths in a convincing way, etc., to make them feel confident.
 - The principal speaks to all the youngsters who have been rejected, to console them.

- c] The principal starts talking to nearby shops and small businesses about how employing youngsters will help their own business to grow.
25. Suparna, a team leader, has been given a challenge to complete the project they are working on in just 3 more days. There are still many tracks that need to be completed. If she is a Contributor, what would she focus on first?
- a] How much time, resources and people do we have?
 - b] What is the project goal? Does every team member know their contribution and role clearly?
 - c] What are all the pieces to be completed? What are the constraints in the situation?
26. Allan is asked to help with sponsorship for the upcoming tech festival of the Department. He is given a target to achieve. Which approach shows that Allan is engaging deeply?
- a] He goes to those sponsors who always contribute to their tech festival every year so that he can meet his target easily.
 - b] He asks his friends to go with him so that he makes it fun & interesting for himself.
 - c] He decides to creatively think of new sponsors to surpass the initial target given to him.
27. Different departments of a university should work in close coordination with each other because –
- a] One department may have information which can be useful for the other department.
 - b] That is what is expected as they are part of the same university.
 - c] Different departments bring different perspectives to understand and solve problems faced by the university.
28. A team of Medical Representatives (MRs) of a pharmaceutical company are being trained on how to sell a new medicine to doctors. They are asked to promise a full money-back guarantee if the doctor feels the medicine is not working. What will a Contributor MR (who believes that trust is important) think?
- a] What will be the impact on sales of the medicine in the market?
 - b] What will be the impact on doctors, patients, public, etc., both in the short term and in the long run, due to such a policy?
 - c] What will be the economic impact on the company and on the doctors when there is a full money-back guarantee?
29. Tamia has recently moved to a new city for her job, but she has been falling ill often because of the change in food, water, climate, etc. What should she do?
- a] She can adopt a healthy lifestyle to improve her immunity – that way she can enjoy her job and the city.
 - b] She has to take the necessary medicines whenever she falls ill – there is no other answer.
 - c] She could start looking for a remote job and move back to her hometown before her health worsens.