

GUJARAT TECHNOLOGICAL UNIVERSITY

B.PHARM SEM-VIII SUMMER EXAM 2012

Sub Code:1990001 Subject: Contributor Personality Development Program

Date: 26/05/12

Total Marks: 80

Time Duration: 10:30am-1.00pm

Instructions: There are 90 questions. All questions are compulsory. This is a multiple choice test. Each question has 4 options. Select the option you feel is the most appropriate and mark it on the answer sheet given to you. Please note that there are no wrong answers. The best option carry 5 marks, second best option carry 3 marks, third best option carry 2 marks and the fourth best option carry 1 mark. Max Marks scored= $(\text{Marks obtained}/450)*80$. Please note that there are no wrong answers.

1. Pranab has got stuck in a traffic jam on his way to work. He is worried as he has a meeting in his office. As a contributor, which of these actions is he most likely to take?
 - a] He gets down from the bus and takes alternate transport to reach office.
 - b] He finds out how much time it would take for the traffic to clear up.
 - c] He complains about how bad the traffic has become nowadays.
 - d] He calls his office to inform them that he is likely to be late for the meeting.

2. What is your advice to a person who is highly educated on how she should interact with others who may not have studied as much as her?
 - a] They may be able to give you fresh viewpoints which are different from yours. Therefore it is useful to listen to them.
 - b] It is better that you share your knowledge with them and spend time talking to people who may know more than you.
 - c] There is no need to pay too much attention as you obviously know more than them.
 - d] There is always something or the other to learn from everyone. Therefore, the more you interact and listen to others, the more you can learn.

3. Harjass works in the factory that manufactures expensive cars. He does not get any credit by people who admire the cars. Do you think he has achieved success?
 - a] He has not achieved any success as this is just hard work without recognition.
 - b] One can say that he has achieved success as he is able to earn his livelihood
 - c] Obviously he is successful as his work is valuable and in doing his work well he has played a part in the creation of such admired cars.
 - d] If he works hard for a few years, he will get recognition for his efforts and dedication which will make him successful.

4. Babu runs a small restaurant. He is a contributor when his intention is:
 - a] To become a better cook to provide good quality food.
 - b] To serve his customers with tasty and healthy food and also become a better cook himself.
 - c] To provide good quality food so as to increase sales.
 - d] To just make as much profit as possible.

5. The authorities have decided to widen the road in front of Adrika's house (as the road is narrow and leads to slowing of traffic). Adrika is upset that she will lose a part of her garden. Which of these options has the widest scope of contribution?
 - a] "This will not only reduce the traffic outside but the noise pollution as well. It will help everybody who uses this road regularly, including me."

- b] “This will reduce the traffic jams that happen so often and make the road better.”
- c] “This might increase the market value of my house. I will be able to sell it for a higher price because of the widened road.”
- d] “This will increase the market value of not just my house but the entire society.”
6. Jasveer complains that her boss is always finding fault with her work. As a contributor friend, what can you tell her?
- a] She can listen to his comments instead of getting irritated.
- b] She can do her work better so that she doesn’t allow him to find so many faults.
- c] She can look at his comments as positive feedback and use it to improve her work constantly.
- d] She can keep complaining about him as long as he doesn’t get to know.
7. The coffee machine has stopped working in Shantanu’s office. He will get a headache if he doesn’t have his coffee at 3 p.m. every afternoon. What is the belief that he should bring to the situation in order to design a solution?
- a] Believe that he can get the coffee either from another machine in the office (which is working) or maybe buy from outside so as to avoid the headache.
- b] Believe that he has to wait until someone comes to repair the coffee machine.
- c] Believe he can do nothing.
- d] Believe that he must look for alternative solutions - Are there any other hot drinks that he can try out? Can he get readymade sachets and add hot water to make coffee etc.?
8. Jigisha has bought a foldable bag to give as a gift to her cousin. As a contributor focusing on value for others, why does she value the bag?
- a] Because the bag will be handy.
- b] Because her cousin travels a lot so a foldable bag would be easy for her to carry around.
- c] Because she got the bag at a very low price.
- d] Because the bag has many compartments.
9. Sindura is a school teacher. Her school has taken up a project to help Government school students improve their English. As a contributor, identify the option she is likely to choose?
- a] She will do whatever is required for her to do for the project (whatever the Principal tells her to do).
- b] She will get involved to ensure that the project is successful.
- c] She will not do too much for the project otherwise she may get additional work.
- d] She will find out ways in which other colleges have done such projects.
10. The hawkers wanted to open accounts in the bank (to save money) but did not have the time to leave their carts to go to the bank. The bank decided that they would go to them and get all the formalities done. Why would this approach be considered successful for all?
- a] It would lead to success as everyone’s goals (both bankers and hawkers) are being met in a mutually satisfying manner and help to build a deeper relationship between the bank and its customers.
- b] It would be successful since the approach makes it more convenient for hawkers to access the bank and the bankers are also getting business.
- c] Initially, it may be a success but how will the hawkers go to the bank later to deposit or withdraw money?

- d] It may be difficult for the bank in the long-run, as all potential customers will expect bankers to go to them for all their transactions.
11. Ajesh is supervising the construction of the road from Dasra village to the nearest town. How do you think he will see the impact of his work (as a contributor)?
- a] Due to this road-building, many people of Dasra have got temporary employment.
 - b] By building this road, we are contributing to the trade and commerce of the state.
 - c] By building this road, we are connecting Dasra to the town.
 - d] By building this road, we are enabling free movement of people and goods between Dasra and the town.
12. The caterer providing food for the college canteen promises hygienic and low-cost food. What kind of advice would a contributor give the caterer so that he gets the contract again?
- a] He will have to maintain good hygiene in the kitchen.
 - b] He will have to offer tasty food prepared hygienically and at a reasonably low price.
 - c] He will have to provide poor quality food at low prices.
 - d] He will have to deliver on his promise of low-cost and hygienic food and also provide food that is healthy.
13. In an arranged marriage, the groom pretends to have finished his Pharmacy degree whereas the truth is that he was unable to clear the final exams. What could a potential employer think (regarding trust), when he gets to know about this?
- a] “He may have been desperate to get married to the girl! It must be the only time that he was dishonest.”
 - b] “In that case, he seems to have hidden the information. Though it is a small issue, it may be a weakness.”
 - c] “His communication may not be trustworthy always. I should not trust him.”
 - d] “It is a personal matter and should not be confused with his professional life.”
14. The Board Exam Supervisor is taking extra precautions so that there is no possibility of exam paper leakage. If he is a contributor who looks at the human dimension of his work, what could be the reason?
- a] A leakage will have a deep impact on the students – not just now but also on their future.
 - b] A paper leakage will show him in bad light.
 - c] A leakage will cause a great degree of confusion in the students.
 - d] A paper leakage will have a negative effect on the reputation of the State Education Board.
15. The team about to climb a high mountain had mountaineers, porters and the team guide. The team guide said, “Every minute you must keep in sight either me or the 2 porters (carrying large amounts of supplies)”. Which of the team members thinks like a contributor?
- a] “We have three people in our team who can guide us, which is a comforting thought.”
 - b] “The guide must be the only one who is competent. I must keep pace with him.”
 - c] “The porters will be unable to help in case of any emergency as they have so many supplies to carry. It is best to be with the team guide.”

- d] “The porters must be really competent. Otherwise, the guide would not have mentioned them.”
16. Pearl has invited her friends for dinner as she plans to surprise them with a home-cooked meal made by her. One of the dishes has got burnt. How can her contributor sister help her to engage deeply?
- a] “When you cook initially, it is always more difficult.”
- b] “Try some other time! Tell mom to make it this time.”
- c] “Pay more attention to the other dishes so that at least those dishes come out well.”
- d] “Just go on. Cook the full meal. You will become more confident.”
17. Lalitha is talking about her maid. Which of the following statement indicates that Lalitha focuses on value?
- a] “My maid does all the house work.”
- b] “My maid takes care of all the house work, so my worries are less as a working woman.”
- c] “My maid does many tasks of the house like sweeping floors, cleaning dishes, washing clothes etc.”
- d] “My maid keeps my house neat and clean.”
18. How would you guide a shop owner to design a contributive solution if he wants to expand his business?
- a] He can try something new - may be start a new branch in another area or in this same area.
- b] Since his shop is already doing well, what is the need for taking any risk?
- c] Maybe he can look at other opportunities like selling online. Though it may be a challenge but why not?
- d] Since his shop is doing well, he can keep it open for longer hours to increase his profits.
19. Kaya wants to go for a trip to Brazil but she does not have enough money. Which of these options will help her deal with the situation like a contributor?
- a] “Let me explore other options. Could I go on budget tour? Could I arrange for a loan which I can repay later?”
- b] “If I don’t have enough money, I cannot enjoy such a trip.”
- c] “I have to just wait until I save enough money for such a trip.”
- d] “I will start saving more today and I will definitely go on the trip someday.”
20. Gaurika is the editor of ‘The Job News’, a weekly supplement of a daily newspaper. She has recommended that they should reach out to women who want to get back to working after a break from family responsibilities. What could be a contributor’s reason for suggesting such a program?
- a] It would be something new.
- b] More women would find it valuable to read the newspaper.
- c] It would have attracted advertisers and bring in more revenue.
- d] It would improve the newspaper’s reputation and make it unique (a newspaper that makes a difference to women who really need it).
21. Mr. Singh is trying to select people from his company for a new challenging project. Who among the following should he select?

- a] Rajiv has been working in the company for the longest time, his work has become routine and boring to him.
 - b] Ramesh welcomes any new responsibility, doing whatever is needed to complete it successfully.
 - c] Dheeraj has been working in the same department for a long time and knows his work well but is reluctant to learn new work.
 - d] Kapil updates himself in the area that he had training in and is open to get trained in other areas also.
22. Aarushka has been working as a newsreader for a media company since the past ten years. When, in your opinion, can she be said to have achieved success the most?
- a] When her friends envy her for working for a famous media company.
 - b] When she is able to consistently get promotions and salary increments.
 - c] When she is able to help people make knowledgeable choices and feels satisfied to play a role in influencing public opinion.
 - d] When she is respected by her colleagues for her hard work and her ability to read the news well.
23. Sureena has just joined the job. The Team leader asks the manager, "Should we include her in the new team project this time?" Which of these responses show that the manager is a contributor?
- a] Ask her if she has worked on similar projects during her studies. If she has, then let her join in.
 - b] Give her specific work and find out if she is capable or not.
 - c] Why not? She may be useful as a team member and help others.
 - d] Yes, she will be able to contribute to the group and bring in fresh thinking as well as be able to learn from the group.
24. Raveesh, a sales executive, is in the middle of a big sales deal. He requests another executive, Hansa to help him out. As a contributor, what is Hansa's likely response?
- a] "Sorry, it is difficult to help you right now as I need to close some deals myself."
 - b] "Yes of course! All deals are important for the organization. Even if one deal is successful then it will be beneficial."
 - c] "I can help you as soon as I complete one of the sales deals that I am working on."
 - d] "I will spend some time with you to find out how we can work together for your deal as well as mine."
25. Ratnakar drives a truck which is used by a shop to deliver furniture to customers. When can he be called a contributor?
- a] When he does options (b), (c) and (d).
 - b] When he can deliver the furniture undamaged and on time.
 - c] When he can choose to drive within the speed limit so that the furniture is undamaged.
 - d] When he can make sure that the customers will be happy with the entire service.
26. Ravindra has just started practicing as a doctor. How should he view himself?
- a] As a person who helps people to maintain their health.
 - b] As a person who can contribute towards a healthier world.
 - c] As a person who can guide others towards better health.
 - d] As a person who cures ill people.

27. Alvira, Karuna, Maneesh and Akram are four team leaders. Who among them in your opinion has the broadest vision of success?
- Alvira wants her team to get the best rating in the performance appraisal.
 - Karuna wants to get the best rating in the performance appraisal at any cost.
 - Maneesh wants to be known as a team lead of an innovative team.
 - Akram wants his team to be able to take on different types of projects and continuously upgrade their capabilities.
28. Romi has been offered a promotion but in a new city. Which of these options reflect that she has an ‘opportunity vision’?
- This is a good opportunity for me to learn in the new environment.
 - This is the right time to demand a higher salary.
 - This would be a good opportunity to prove myself.
 - This is a good opportunity to show that I deserve a higher salary.
29. Gurlina works in a gym and takes classes for aerobics. How does she view her work?
- I help people to lose weight.
 - I work to ensure that through the training people are able to stay physically and mentally healthy over a long period of time.
 - I teach physical exercises.
 - I help people to improve their energy levels – due to the classes they are able to become more energetic.
30. Arjun is upset as he lost his job in the economic recession. What would you suggest to him as a contributor?
- Keep applying for jobs, but why don’t you also look at other opportunities maybe like doing freelancing, etc.?
 - Think of a job you would like to do and the skill that you may need to do it well. Then start learning that skill.
 - Keep applying for jobs and you will surely get a job sometime.
 - Talk to people and explore other options.
31. Nirupa is an accountant in a consultancy. She wants to spread awareness about saving trees by using less paper for printing. Which of these options reflect the most that she has a contributor mindset, when responding to a challenge?
- “I really want to do this but getting permission might be difficult.”
 - “The message has to reach people. I can do this in any way - put up posters, talk to my team, other colleagues and even ask the manager to help.”
 - “I can request for a talk with all the staff and managers to spread the message.”
 - “I can put up a sign near the printer ‘to use less paper’ or ‘print on both sides of the paper’ but people might ignore the sign.”
32. Which boss is focusing on value the most in dealing with his subordinates when they are unable to meet the targets?
- How can we use this experience to learn what works and what doesn’t work?
 - Can we make up the losses by meeting additional targets in the next month?
 - How can we calculate the “money lost” for not meeting the targets?
 - How can we learn from our mistakes and do better next time?

33. Sohail had been given a difficult project. After one week of not arriving at any solution, he requests his boss to give him some other project. As a contributor what other option would be the most appropriate?
- Asking for advice and guidance from other seniors before giving up is the most appropriate approach.
 - Giving it another week or so (rather than taking a quick decision to give up the project) is the most appropriate approach
 - Giving up the project at the beginning is the most appropriate and practical approach.
 - Going deeper and engaging more with the challenges (instead of giving up) is the most appropriate approach
34. A big company (X) buys a small company (Y). There are many changes that need to be made to the company rules, policies, etc. Company X thinks in enlightened self-interest. What does it do?
- It changes all the rules of Company Y after taking the opinion of the old management and some employees of Company Y.
 - It changes all the rules of Company Y only after surveying and discussing with the old management and some employees of both companies X and Y.
 - It changes all the rules of Company Y after taking opinions of the old management of company Y.
 - It changes all the rules of Company Y without asking for anybody's opinion.
35. Promit is a senior official in the tourism department of his State. After trying very hard, he has managed to get funds released for his department. As a contributor, what should be his widest objective for using the funds?
- To achieve departmental goals like setting up a lunch canteen service for the staff.
 - To renovate the department building.
 - To advertise his state as a tourist spot.
 - To make his state an attractive/ clean place for tourists to visit.
36. Jenny has just moved from Australia to India for work. She finds that the societal rules here are very different from the open culture she is used to in her country. As a contributor, what is the most appropriate way to think?
- “This is so drastically different from my country. I don’t know how I can ever get used to this place.”
 - “Others must understand that I come from a different culture and just accept that it will take me time to adjust to this place.”
 - “I have chosen to work in this country. So I should make an effort to adapt to the new culture.”
 - “I should try to understand that this is a different culture and accordingly adjust my way of thinking.”
37. The boss wants to know the status of the project as the deadline is approaching. Which of them is giving him the clearest picture of the status (is trustworthy in their communication)?
- Pankaja - “We are constantly having meetings so that we can come up with a catchy slogan and that is why it is taking more time.”
 - Justin - “We are not sure what will work. Though we have worked to find a catchy slogan, we need more time to come up with the one we are satisfied with”
 - Minakshi - “We will soon decide on the slogan which will work well in the advertisement.”

- d] Danya - "Just don't worry. We will give you something."
38. Hiren has completed his higher studies in the field of Renewable Energy and has just started a business which provides solar lighting to villages. How can you, a contributor, introduce him to others as a change-maker?
- a] Hiren is working in the field of renewable energy.
 - b] Hiren is an expert in renewable energy.
 - c] Hiren has started an energy-related business which employs people.
 - d] Hiren's education has given him the power to make a real difference in the villages (lighting up the villages) through his business.
39. An old medical shop has decided to give discount on home delivery to the houses of old patients. Which of these options indicate that the shop thinks win-win?
- a] The shop will be able to expand its business and also be able to serve old people by delivering the medicines at a reduced cost.
 - b] The shop has a lot of old stock which it wants to sell before their expiry dates.
 - c] The shop has decided to do social service and wants to serve the aged.
 - d] Sending medicines home at less cost is one of the ways of getting new customers.
40. Shyam was incharge of photocopying in his office. Before a deadline for a project, he stayed all night in his office making copies of reports. What would the most appropriate reason for a contributor to do so?
- a] To tell his friends how hard working he is.
 - b] To give a helping hand to the people on the project.
 - c] To ensure that the project gets completed on time.
 - d] To make a good impression in front of his bosses.
41. Sanjika's sister tells her to clean her table. Which of the statements show that her sister is trying to focus on value?
- a] "If you clean your table, you will be able to find your books easily and can save time when packing your bag"
 - b] "If you clean your table, your books will not get torn."
 - c] "Learn to keep your table clean, it looks messy!"
 - d] "If you clean your table, the room will be neat and tidy"
42. Kanshiram makes pots in traditional designs but he is not earning enough money. Which of these thoughts will help him solve the problem like a contributor?
- a] I should probably just find another job.
 - b] I should just sell these pots at a higher price.
 - c] Maybe I should try making pots with or without designs traditional though it may take more time and effort.
 - d] I should try mixing modern designs with traditional designs to make them more attractive.
43. What is the best advice you can give a new businessman (when he is having difficulty in making sales) so that he can embark on the journey of contributorship?
- a] "Recruit more staff whom you can depend on to increase the sales for you."
 - b] "You have just started. Wait for some time, customers will approach you."
 - c] "You can analyze the situation and start doing something about it. Use different types of marketing like social / online marketing, personal marketing, etc."

- d] “Analyze what is stopping you from making the sales and find out what problems you are facing.”
44. Nirupam is a contributive finance professor in a well- known college. Instead of only giving lectures, he spends a lot of time in financial research. What could be the most likely reason for him to do so?
- a] Not many people do academic research in finance so it will be unique.
 - b] He believes it will help his teaching because he can give more examples (from his research).
 - c] His own understanding of the subject will improve by doing such research.
 - d] He finds only teaching boring.
45. After serving in a company for 20 years, Suprio has now become the Managing Director of the company. However, he has got the post by using his contacts. Do you think his vision of career should be copied?
- a] No (he has missed out on countless opportunities throughout his career to learn new things and to take responsibility for the company).
 - b] Yes (this new position will give him power to do good).
 - c] No (he has missed out on achieving a sense of satisfaction of doing his job well).
 - d] Yes (reaching a high post is quite an achievement).
46. Sanil’s cricket team just lost the match. The team is being interviewed by a TV reporter. According to you, which of them shows the widest understanding of success?
- a] Harish: “Once we win another match, people will forget this loss”.
 - b] Sanil: “We need to prepare ourselves better so that we don’t lose any more matches”.
 - c] Hemant: “The match helped us to understand our weakness as a team. It will help us to improve ourselves for future matches”.
 - d] Hameed: “It was just our bad luck today to lose the match”.
47. Hardik has won the National Science Discovery Contest and his prize includes a dinner with a well-known scientist. What is the contributor scientist most likely to think regarding the dinner?
- a] I should ensure that the dinner time conversation is interesting and valuable for him.
 - b] It is my duty to go for the dinner and meet the young prize winner.
 - c] It is a good opportunity to tell him about my work. May be he will get to know something new.
 - d] Let me just finish a quick dinner and move onto more important things.
48. Shiva, who is a contributor, runs a food cart which serves *Bread Pakodas* to customers. Kapur is his cook. What should he do if Kapur falls sick?
- a] Shiva should tell Kapur to look for another job and that he will be employing another cook.
 - b] Shiva should hire another cook to help him till Kapur recovers fully. Shiva should work out how to manage the additional expense.
 - c] Shiva should try to cook and serve as much as he can.
 - d] Shiva should close the food cart till Kapur is back.
49. Alok is an actor. When his drama wins an award in a competition, he is interviewed by a T.V. reporter. Which of these options is a contributor response?
- a] He thanks his director for bringing out a good performance from him.

- b] He believes that the combination of director-producer-actor should be given credit for the success.
- c] He takes full credit for his drama winning an award due to his acting skills.
- d] He gives the credit for the win to the teamwork - his director, light man, script writer, other actors, etc.
50. Mansi, a contributor, runs a successful paper-recycling business. A journalist asks her what business she is in. What could be the widest view that she can provide?
- a] "I'm eco-friendly - not just in my personal life but also through my business."
- b] "I have taken a step to protect the environment for future generations through this business of recycling paper."
- c] "I own a well-known factory which recycles paper."
- d] "Through my business, I am able to save trees from being cut."
51. Diana stood for school elections and was elected the head girl. When can you say she has achieved greater success as a head girl?
- a] If she is able to initiate some projects in the school to add to her resume.
- b] If her popularity rises due to her becoming the head girl.
- c] Since she has been elected, she has already achieved enough success.
- d] If she can work for the best interests of the school and guide her juniors.
52. Srikanth is an ex-Indian hockey player, employed with the Railways. As a contributor, his purpose is to popularize the sport. During his free time, which is the widest scope of contribution that he can choose to make?
- a] He can visit schools and big companies to encourage and promote hockey as a sport.
- b] He can start a Hockey academy where youngsters are coached
- c] He can volunteer to coach a school team.
- d] He can play for local clubs whenever it is possible.
53. The company has contributed in many ways to society. Which of the options is the widest contribution?
- a] The company pays all their taxes and ensures all their employees also pay their taxes correctly.
- b] The company follows all the rules and regulations given by law.
- c] The company implements various development projects and plans to provide more employment to people.
- d] The company takes care of all its employees' needs.
54. Kirron's building has an electricity box that is left open for many months. It can burst or cause severe damage if there is rain or lightning. Which of these options indicate that Kirron is a contributor?
- a] He ignores it because the building's / society's committee will take care of it someday.
- b] He calls for a meeting with the residents and along with a few volunteers makes sure the problem gets solved.
- c] He reminds the watchman to tell the committee whenever he sees the box.
- d] He calls for a meeting with the committee members to come up with some solution.
55. Gurdeep is always late to office. His team is unable to start their work as they end up waiting for him every day. What is a contributive method of helping him realize that he needs to be on time?

- a] Make Gurdeep buy some sweets / samosas for the entire team so that he pays the 'price' for keeping them waiting each time he is late.
 - b] The team must make Gurdeep promise that he will not be late again.
 - c] Complain and send him to the manager for a warning.
 - d] Cut his salary if he is late more than twice.
56. Raja had expected to win the best cadet award in his college NCC unit but somebody else got it. As a contributor who focuses on value, how does he view this experience?
- a] I should not take anything for granted.
 - b] The whole year's efforts have gone down the drain.
 - c] There is a lot of scope for me to improve.
 - d] I have learnt that being the best is not as important as doing my best.
57. Simmi is a successful fashion designer. What is the most likely reason for her clients to be satisfied with her?
- a] She gets involved in every detail of making the dress.
 - b] She only supervises the overall making of the dresses, without getting involved in the details.
 - c] She pays attention to every detail and ensures her clients are happy.
 - d] She is busy but she supervises whenever possible.
58. After conducting extensive tests, a company plans to introduce a Genetically Modified fruit in India. Which of the following acts displays its enlightened self-interest?
- a] They interact with fruit growers, consumer forums, Government officials and NGOs and take care of their concerns.
 - b] They publish actual information about the fruit and its advantages in popular newspapers and magazines.
 - c] They convince the Government that the product is safe for people to eat and beneficial to fruit growers.
 - d] They use their contacts in the Government to get a speedy approval for their product.
59. When the serial blasts happened in a major city, which of these contributors practiced imaginative sympathy?
- a] Mr. A - he called his immediate family and friends several times to ensure that they are all safe.
 - b] Mr. B - he created a document for sharing online (with what kind of help one could offer and the phone number) so it could be used by people in need.
 - c] Mr. C - he started a debate / discussion with his friends on who could have planted the bombs and why.
 - d] Mr. D - he kept track of the news channels to see if he could offer any help.
60. Which of the following Financial Advisors would you trust the most?
- a] The one who says that he works for some famous people.
 - b] The one who gives you whatever details you ask him for.
 - c] The one who says you can cross-check his credentials with some of his clients.
 - d] The one who also gets recommendations from people known to you who are his clients.
61. Which of these fathers is most likely to make "trust-choices"?
- a] The one who gives a clear reason when he takes any decision.

- b] The one who takes any decision fairly and without partiality.
c] The one whose decisions are sometimes fair, sometimes not.
d] The one who lets his likes and dislikes affect his decisions.
62. The clerk in the Police Department had to sanction diesel for the patrolling police vans (who make rounds of the area). What is the widest view of his work?
a] My work is routine checking and sanctioning petrol for police vans.
b] My work makes sure that patrolling vans have enough petrol so the policemen can do their work without any worries.
c] My work will make a difference to not just the policemen in the vans but also the public who is being served by the police.
d] My work involves careful checking so that it is clear how much petrol will be needed daily for all the vans.
63. Nishant runs an art gallery where he exhibits and sells paintings of well-known artists. But next week, he is going to display the paintings of a painter who is not so famous. Why would Nishant as a contributor do that?
a] He has seen the artist's paintings and wants to display the talent in the unknown artist.
b] So that he can pressurize an artist who is not well-known for a higher commission on the sales he would make.
c] Anyway, next week the gallery is free as there is no other exhibition.
d] He wants to help unknown artists also display their work.
64. Mrs. Dias is a teacher. Her class has always shown the best performance among all the classes year after year. How would a contributive teacher deliver such an impact?
a] Mrs. Dias is more qualified than the other teachers.
b] Mrs. Dias takes great effort to make her subject “come alive” and make it real for her students. She makes an effort to involve her students too.
c] Mrs. Dias spends time planning her classes well so that her students understand the subject.
d] Mrs. Dias gives practice tests regularly to her students so they perform well.
65. Sriji has just joined a company as marketing executive. Today, he has not made a single sale. As a contributor who focuses on value, what should he think?
a] “What a waste of time and effort!”
b] “Now I have met some "difficult" customers!”
c] “This location has customers who may not be interested in our products!”
d] “I have to re-think on how to convince potential customers!”
66. Ferriera is a soft skills trainer. Which of these options indicate that he is a contributor?
a] He follows methods already used by other trainers in the organization.
b] He uses fun and practical methods to train the new employees.
c] He takes feedback from seniors and the new employees on how to use these methods effectively to help the new employees learn better.
d] He only uses methods that he knows.
67. Aniket is an orphan who doesn't have any family to guide or support him. His dream is to become a doctor. What is the most appropriate step he can take as a contributor?

- a] He can request some doctors in the area to guide/teach him so that he can do well in the medical entrance exam.
 - b] He can talk to a few friends about his dream of becoming a doctor someday.
 - c] He can hope every day that some miracle will happen which will help him to realize his dream.
 - d] He can talk to friends to find out what needs to be done and take the necessary step of sitting for the medical entrance exam.
68. When a student goes to the library in search of a book not currently available, who, according to you, is a contributor librarian?
- a] The one who informs him that the book is not available in the library.
 - b] The one who helps only his / her favorite students to get the book.
 - c] The one who checks and tells the student he will call him as soon as the book is returned.
 - d] The one who informs the student of the date it would be returned, so that he can come for it then.
69. P. T. Usha is regarded as one of the greatest athletes of our country who has also started an athletic training school for young girls. She said that she wants to ensure that India wins in international events. What does that tell you about her career?
- a] Her career is focused on making Indian athletes win international events and she is working towards achieving that purpose.
 - b] Her career is focused on improving her own capability – first as an athlete and later as a coach in athletics.
 - c] Her career is focused to make herself famous as a coach and as an athlete.
 - d] Her career is focused to make herself famous as an athlete.
70. Four people have been promoted to the post of General Manager. Who is the most successful person, in your view?
- a] Mrs. Deo: Promoted as General Manager, some team members think she is not approachable
 - b] Mr. Chaturvedi: Promoted as General Manager, not liked by team members, not interested in his work
 - c] Mr. Sikka: Promoted as General Manager, supports his team members but not open to learning
 - d] Mr. Natarajan: Promoted as General Manager, respected highly by team, constantly learning and developing as a leader
71. Deenanath is good in English. As a contributor, which of the following options can help him widen his contribution the most?
- a] He can contribute through creative writing in magazines.
 - b] He can contribute by helping some of his close friends whose English is not as good as his.
 - c] He can contribute by volunteering to guide anyone in the locality on the language and it is used.
 - d] He can contribute by learning and writing well in his exams.
72. Vaidya is a security guard at a 5-star hotel. When he is asked, “What do you do?”; as a contributor, what would he choose to say?
- a] It is my duty to lookout for any kind of danger.
 - b] I make sure that nobody is carrying any weapons or suspicious items.
 - c] I do security checks of the people who are entering the hotel.
 - d] I am responsible for the safety of guests and staff of the hotel.

73. Jagdish and Pritish work in a Printing Press. Jagdish photocopies the papers and Pritish binds them into a book. Pritish is not well. What should Jagdish do as a contributor?
- He starts binding the books also so that the overall work can continue.
 - He continues to photocopy the pages as that is his work.
 - He asks his boss whether someone else can help him out.
 - He also applies for leave as he cannot go ahead until already photocopied papers are bound.
74. Roy's first book has turned out to be a best seller. How should this author look at his work after this success?
- As a person who is putting his education and talent to the right use.
 - As a person who writes to earn his living.
 - As a person who has realized his potential through writing.
 - As a person who provides entertainment, knowledge and happiness to others through his writing.
75. Rumni is working as an intern in a prestigious company. How would you, as a contributor define success for her?
- If Rumni is able to add value and contribute to the team where she is doing her internship.
 - If Rumni is able to acquire practical knowledge to add-on to her college learning.
 - If Rumni is well liked by her boss and he gives her a good recommendation praising her work.
 - If Rumni manages somehow to get an offer of employment from the company.
76. Anila is a chartered accountant who has been asked to manage a sales team. What would you advise her to do in order to take a step towards having a contributive career?
- She should take it up and do what she can, since the company probably needs it (until someone more suitable comes in).
 - She should protest saying that her skills could be used to much better use looking after accounts.
 - She could apply the skills she has learnt to guide her sales team better and also learn in the process.
 - She should refuse to take up the work as that is not her capability.
77. Mina is a sweeper in a locality, how can she increase her scope of contribution?
- By cleaning the dirtiest areas in the locality
 - By not only doing her work well but also talking to co-workers about separating dry and wet garbage.
 - By shouting at passers-by throwing garbage on the pavement
 - By cleaning the garbage and also making sure the garbage of the locality is taken by the collection trucks regularly
78. Noorie is extremely worried about her upcoming entrance exams for higher studies. She is unable to concentrate. As a friend, what would be your advice to her?
- Focus on studying first and don't worry about what will happen later
 - It is a challenge – you have to face it; there is no other way out!
 - Don't worry, everything will be all right!
 - Unfortunately this is the system, all students have to struggle through it!

79. There is a vacant plot next to Mrs. Nair's home. She and some other residents of that neighbourhood wish to make a garden for children to play. As a contributor what would be your advice to them?
- "While you wait for the necessary permissions, you could go ahead and clear the space."
 - "You first need to meet the officer in-charge of gardens in the Corporation and find out the procedure."
 - "You don't have to get involved. The Municipal Corporation will take care of such things."
 - "It can definitely be done by raising some funds and organizing different groups to take charge of the project."
80. Raji's teacher asks her to teach her classmate. Raji does not like the extra work this will require. What could be the value of teaching the classmate?
- It will make the teacher give good marks for internal assessment.
 - The topic will be clarified in her mind while explaining to her classmate (it will be like a revision).
 - It is a good way to help her classmate.
 - It will make the teacher happy.
81. Rounak, Binod, Sumanna and Amaya are working on a presentation. Whose approach is the most contributive, according to you?
- "This presentation is not so important" – Rounak
 - "We should finish the presentation as fast as possible" – Binod
 - "We should ensure that this presentation is flawless in all respects" – Sumanna
 - "We should work hard for the presentation" – Amaya
82. A new ice cream brand 'Chillz' is to be launched soon. But the town already has many small ice cream parlors. What does 'Chillz' do about it to think win-win?
- Explores possibilities of partnership with existing parlors.
 - Makes its ice creams cheaper than others.
 - Sets up its parlors in areas which do not have any other parlors.
 - Tries to spread negative information about other parlors in advertisements.
83. Tulika is a nurse who stays with old patients in their houses, looking after them till they are cured. This week her agency has sent her to the home of another patient. What is the widest view of her work?
- "I will be able to nurse the elderly lady back to health."
 - "I am getting one more work assignment."
 - "I am getting to look after one more patient."
 - "I will be able to serve one more elderly patient, who has nobody else to care for her in her illness."
84. The auto-rickshaw meter is not working properly since morning. What is Farhan, a contributor driver, likely to tell his customers?
- He will tell his customers that the meter is not working properly before they board and also give them the choice to decide for themselves whether they want to take his auto or not.
 - He will tell his customers that the meter is not working properly after they have started travelling towards the destination.
 - He will tell his customers that the meter is not working properly, and inform them the standard auto fare to their destination before they get into the auto.

- d] He will tell his customers that the meter is not working properly after reaching their destination.
85. The security guards at the main gate of the Pharma Research Lab are supposed to allow people to enter only after they show their id-card. You observe that on many days, when people don't have id-cards, they allow some people to enter and stop others. What are you most likely to think about the security of the organization?
- a] Since the guards are breaking the rules so often, people will stop taking 'security' seriously.
 - b] One can't really trust the security of the Main Office.
 - c] The security guards need to be changed.
 - d] The guards have not been trained well by the security agency.
86. Tushar is teaching a History class. What is his contribution vision of his work?
- a] "I am helping students appreciate how civilizations have evolved and also learn how to avoid mistakes made in the past."
 - b] "I am helping students to appreciate and take pride in their cultural heritage."
 - c] "I am completing the Mughal history chapter today."
 - d] "I am teaching History for Class 8th."
87. Waseem is a salesman in an electronics shop. Which of these options will make him a contributor when customers are shopping?
- a] He waits for customers to approach him.
 - b] He approaches some customers to offer help.
 - c] He helps all customers find what they want.
 - d] He approaches customers who appear to be rich.
88. Sagar is a peon (office boy) in a school. He has been given one more task, that of updating the online register. How does he view his capability to do this additional task, if he is a contributor?
- a] I can learn how to do this additional task if someone teaches me.
 - b] I am capable of learning any work which is given to me.
 - c] I am not capable of doing this work (it requires me to know computers).
 - d] I am capable of learning computers to do this task well.
89. Sumeer is a young beggar on the road. If he was to think of himself as a contributor, how would he think?
- a] "I cannot change anything. This is how my life is going to be."
 - b] "If I want money every day then I have to ask more people."
 - c] "I have to manage with the little money I get."
 - d] "I will learn to do something that will help me earn some money every day."
90. Sharon is working in the customer sales office of a travel company. She was congratulated by her boss for meeting her targets. Being a contributor, she has been able to achieve this success because...
- a] ...she enjoyed the challenge of selling the tickets.
 - b] ...her boss is happy with her for meeting the sales target.
 - c] ...she enjoyed convincing customers to go for a holiday.
 - d] ...she is happy she managed to sell enough of tickets.