

Seat No.: _____

Enrolment No. _____

GUJARAT TECHNOLOGICAL UNIVERSITY
B. Pharm. – SEMESTER– II • EXAMINATION – WINTER-2017

Subject Code: 1990001

Date: 27/11/2017

Subject Name: Contributor Personality Development Program

Time: 10:30 AM to 1:30 PM

Total Marks: 80

Instructions:

- 1) **There are 33 questions (in 4 sections) in this question paper.**
 - 2) **All questions are compulsory.**
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Section A

*Instructions: This section has **two scenarios**. There are 4 questions in each scenario. 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:

The students of the acting course in Film and Television Institute of India (FTII) have decided to boycott classes as their demand of extending the Dialogue Exercise workshop to 3 days (eight hours a day) from the earlier planned 2 days (12 hours a day) was not met by the administration. While the students state that it is inhuman to work for 12 hours a day, the administration explained that this move will help students focus on completing their other projects and course work within the duration of their course. Rejecting the alternate options suggested by the administration, students remain adamant on not attending their Dialogue Exercise meetings. The institute plans to take strict action.

Source: Hindustan Times 12/10/17

1. The block between the administration and students could have been avoided if the administration had –
 - a] Made an effort to understand the students' concerns.
 - b] Made an effort to go on finding alternate solutions for students.
 - c] Made an effort to tackle the problem before it became an ego issue.
2. In the above case, students preferred to boycott and disrupt classes. As a student yourself, what is the best way to think-through the situation?
 - a] What is it that one really wants to achieve?
 - b] Are there smarter ways of getting to what one wants?
 - c] How will boycotting classes solve the issue?
3. What could be the reason for such conflicts between students and college administrations?
 - a] Lack of adequate systems and policies to resolve such issues.
 - b] Lack of clear communication between the relevant parties.

4. In the above case, if you were part of the administration, why would strict action be important?
 - a] To ensure students learn from the workshop.
 - b] To ensure they are able to finish the course on time.

Scenario 2:

The Maharashtra government is making some drastic architectural changes to its buildings to reduce the total energy consumption of the state. In an attempt to save ₹119 crore a year, they will make all the existing 5,020 government buildings energy efficient. This is part of the Centre's initiative to 'Make India Energy Efficient'.

5. Why is it important for state governments to make their buildings energy efficient?
 - a] State governments are expected to follow the orders given by the Central government.
 - b] To reduce their electricity bill and save public money.
 - c] To set an example for other buildings in the state to follow and become energy efficient.
6. Such challenging initiatives require immense time and coordination effort. What are your views on this?
 - a] If there is too much confusion, it might not get completed.
 - b] Only such orders from the central government will force the state government to change.
 - c] It has to be done, even if it will cause inconvenience to many.
7. What, according to you, can be done for smooth coordination amongst the various stakeholders like the Government, builders, architects, etc.?
 - a] Creating a common vision that motivates all stakeholders.
 - b] Ensuring all stakeholders are sufficiently rewarded.
8. The architecture of old buildings may not be suitable for any change to be made to them. How should this be dealt with?
 - a] We have to do the best we can and not worry too much about what would happen to the old buildings.
 - b] We have to find methods to do these necessary changes while protecting the buildings.

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. a] While leading a charity drive for a disaster, you should ensure the donation reaches the affected people in time.
b] While leading a charity drive for a disaster, you should do justice to the role of being the leader.
10. a] Any new business or product is valuable when it solves some problem.
b] Any new business or product is valuable when you get higher returns on your investment.
11. a] I want to help my classmates clear their doubts so that they respect me for helping them.
b] I want to help my classmates clear their doubts so that I can clarify the concepts better.
12. a] I believe NGOs can help women become self-reliant.
b] I believe NGOs can help women by providing necessities.
13. a] It is up to me to say “no” to copying during exams.
b] It is easier to stop copying during exams if my friends also stop.
14. Customer feedback should be taken seriously and acted upon –
a] As the company will also benefit in the long-run.
b] As a dissatisfied customer can damage the image of a company.
15. a] As a senior leader, one should focus on guiding juniors.
b] As a senior leader, one should focus on learning and growing with others.
16. a] A promotion implies that the employee has performed well in the past.
b] A promotion implies that an employee is ready to take on new responsibilities.
17. a] When faced with a challenge, best to consider alternate or new ways of solving it.
b] When faced with a challenge, best to follow the usual, known ways of solving it.
18. a] People buy goods which are well-advertised.
b] People buy goods which they find useful.

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. Kings in ancient India built impressive temples by overcoming many challenges. What motivated them to do so? (*Rank in the order of most contributive option to least contributive option*)
1. The temples could act as centres for Indian culture, art, literature, dance, etc. to flourish.
 2. The power of the king was reflected in the size of the structure he built.
 3. It was the king's responsibility to provide his people with places of worship – grander the temple more people would gather there.
 4. The impressive temples were built to leave a lasting name which would survive over centuries.
- a] 3-4-1-2 b] 1-4-3-2 c] 1-3-4-2 d] 4-3-1-2
20. Sushil has been asked by his company to take over a new type of business and create a demand for it. Which one of these should he consider when taking a decision? (*Rank in the order of most contributive option to least contributive option*)
1. Do I have the necessary expertise to handle this responsibility?
 2. Will this be an opportunity to develop leadership qualities?
 3. Will my career get affected if I do not succeed?
 4. What new capacities do I need to build in myself to succeed in this new role?
- a] 2-1-4-3 b] 4-2-1-3 c] 2-4-1-3 d] 4-1-2-3
21. Who benefitted the most from studying in a top management institute? (*Rank in the order of most contributive option to least contributive option*)
1. Nitu: "It is a degree which I am proud of, even today."
 2. Zarine: "It was an experience of a lifetime."
 3. Minaz: "It exposed me to new and practical ideas in management."
 4. Biba: "It has changed the way I see myself and my work."
- a] 4-3-2-1 b] 3-4-1-2 c] 3-4-2-1 d] 4-3-1-2
22. It is important for leaders to be role models (lead through action) because – (*Rank in the order of most contributive option to least contributive option*)
1. Only then people will support them whole heartedly.
 2. People are constantly watching the action of the leaders.
 3. Only then are they leaders in the real sense.
 4. Leaders set the benchmark of expected behavior.
- a] 1-4-3-2 b] 4-1-3-2 c] 4-2-3-1 d] 3-4-1-2

23. A company faced a crisis when its competitor introduced new technology in the market suddenly. To avoid such situations, what should companies ask? (*Rank in the order of most contributive preferred option to least contributive preferred option*)
1. How can we continuously improve our technology?
 2. How can we stay up-to-date with industry trends?
 3. How do we keep up-to-date with the activities of our competitors?
 4. How can we make our products and services world-class?
- a] 4-1-3-2 b] 1-4-3-2 c] 1-4-2-3 d] 4-1-2-3

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

24. When the municipal corporation decides not to collect waste from housing societies, the members of the housing society should –
- a] File a case against the municipal corporation.
 - b] Appoint someone to solve the problem.
 - c] Work together to find a solution.
25. Filomena is a successful cardiologist. Her school requests her to be a chief guest and speak at a school function. Why should she accept the invitation?
- a] It would be an opportunity to express her gratitude to her teachers and school.
 - b] She can make students aware of healthy lifestyle practices so that they don't become her patients.
 - c] By meeting her, some students may get inspired to become cardiologists or doctors.
26. Hiran, an electrician is asked by another electrician to help solve a difficult problem. Hiran decides to help because –
- a] He feels that they can work together to solve the problem.
 - b] It is difficult to say “no” to such a request.
 - c] If he helps now, he will be able to get help later when required.
27. A tourist asks Rakesh, a tourist guide, to take her to a specific hotel. Rakesh feels that the hotel is not safe for her. He thinks –
- a] “My duty is to help tourists reach wherever they want to go safely.”
 - b] “I could inform her about this hotel and let her decide on what to do.”
 - c] “I could suggest an alternative hotel that is safe, before telling her that this hotel is not safe.”

28. The government is sharing video stories about how people are keeping their premises clean and therefore, how India is also changing. What could be the most likely reason for taking up such a topic for making videos?
- a] The videos will motivate people to keep their premises clean.
 - b] Through these videos, people will see that change is real and is actually happening.
 - c] The videos will encourage the people featured in the video, to continue the good work.
29. The local newspaper reports that the population of birds in the city is decreasing. Who is most likely to have a positive impact on the situation?
- a] Sabina: “We can conduct a drive to plant trees, provided I can convince others in the locality to join me.”
 - b] Mani: “The situation is alarming. Somebody should do something about it.”
 - c] Roza: “Let me find out other people who are working in this field and join them to address the problem.”
30. Rain water harvesting has been made compulsory to get an approval for new buildings in many cities because...
- a] It is time we took responsibility to find ways to solve the water crisis in our cities.
 - b] The corporation must show that it is tackling the water crisis.
 - c] Only if it is mandatory, the buildings will make provision for rain harvesting.
31. A car manufacturing company puts finished products through the highest standard of quality control which is more than the legal requirement. What could be the reason for that?
- a] They believe that it is better to invest in quality rather than handle complaints later.
 - b] They want the brand name to be associated with high quality.
 - c] They care about creating a car that people would love to use.
32. In any work, it is important to decide on a completion date because it leads to –
- a] The work getting done sooner or later.
 - b] Not forgetting the task that needs to be done.
 - c] Doing whatever is needed to complete it.
33. A famous dress designer has been asked by her client to make a wedding dress. She spends time in carefully matching the materials, colours etc. Why does she give so much importance to these choices?
- a] She wants to make the wedding day a truly special and memorable one for the bride.
 - b] She wants to ensure that the dress is perfect.
 - c] She wants to retain her position in the market.