

GUJARAT TECHNOLOGICAL UNIVERSITY
DIPLOMA ENGG.- SEMESTER-VI EXAMINATION - OCTOBER 2012

Subject code: 1990001**Date: 23-10-2012****Subject Name: Contributor Personality Development****Time: 2:30 pm – 5:00 pm****Total Marks: 70**

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. The best option carries 5 marks, second best option carries 3 marks, third best option carries 2 marks and the fourth best option carries 1 mark. Max Marks scored = (Marks obtained/450)*70. Please note that there are no wrong answers.*

1. Bindhya stitches sari-blouses. She is already busy with many orders. She gets an urgent order for a bridal wedding blouse. Which option is a contributor's choice?
 - a] She completes the order hurriedly in the short-time she has with her.
 - b] She explains that she will be unable to take the order as she won't be able to do justice to it.
 - c] She takes the help of another tailor to deliver the order on time, without compromising on the quality.
 - d] She explains her problem and tells the date by which she can complete the order.

2. Natasha is the class leader. Which is the most appropriate way for her to view her role as a class leader with a dynamic identity?
 - a] This role demands that I do what my teachers expect me to do.
 - b] This role means that all the time I should keep the welfare of the school in mind.
 - c] This role carries a lot of responsibility which I have to take.
 - d] This role is a position of authority. It demands that I be strict to uphold the discipline.

3. Karuna has 15 years of experience. If she has a wider vision of success, which of these job offers would she choose?
 - a] A job in a reputed company which offers diverse job openings.
 - b] A job which pays her substantially more than the current job.
 - c] A job which gives her an opportunity to deal with new challenges and stretches her to grow and learn.
 - d] A job which gives her an opportunity to lead a larger team of people.

4. Mr. Roy runs his own Pizza Parlour and decides to promote one of the pizza delivery boys – the one who has a wider vision of his career. Who do you think he promoted?
 - a] Yash – He does his work better for customers from whom he expects to get high tips.
 - b] Meit – He does his work well but refuses to help out others.
 - c] Jagat – He does his work well with others as long as it is part of his job.
 - d] Shailesh – He does his work well and whenever required, helps out at the cash counter / kitchen.

5. Anannya, Ashutosh, Abhijeet and Aarush were talking about their bosses. Which boss do you think has the widest scope of contribution?

- a] Anannya – “My boss gives me a goal but supports me if I get stuck.”
 - b] Ashutosh – “My boss gives me clear instructions on what work I should do.”
 - c] Aarush – “My boss mentors / guides us to take up larger responsibilities, and to develop our capabilities.”
 - d] Abhijeet – “My boss shares the team goals with the team, and supports us to work together to reach the goals.”
6. Kushal is an orphan. He doesn't have any family to guide or support him. His dream is to become a surgeon. What is the most appropriate step he can take as someone who wants to embark on his journey towards contributorship?
- 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 surgeon 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.
7. Girish is the security guard at a grocery godown. He is always at his location guarding the place during his shift. If he is focused on the value of doing the right things, what is the most likely reason?
- a] “My supervisor will get angry with me if he finds out that I'm not guarding the godown.”
 - b] “If I don't stay at my location during my shift, thieves may get a chance to break-in, and if there is a theft, I'll lose my job.”
 - c] “I might lose my job if I don't do my duty properly.”
 - d] “If I guard the godown properly, I can make sure that the grains will be safe from thieves, rats, etc.”
8. Dhanashree has just completed her BE and has been asked by her Principal to work as a temporary teacher for the 1st semester students until the regular teacher returns. She is unsure of the situation. Which of these options indicates that she finds solutions?
- a] “I must make sure I am thorough with all the concepts so that I can deal with any kind of question, and also help students find answers together through discussions.”
 - b] “What if they ask me questions or doubts which even I don't know answers to?”
 - c] “I can practice what I am going to teach in the class in advance so that I deliver the lecture well.”
 - d] “This is so new to me. What if the students tease me or make fun of my teaching?”
9. When asked to submit an assignment to the Professor, which of these thoughts would reflect a commitment to a high quality assignment?
- a] “The Professor must appreciate my assignment.”
 - b] “I must do my best and submit a good assignment.”
 - c] “I must ensure that there are no flaws and that it is perfect. I must feel satisfied that it is done well.”
 - d] “I must ensure that my work is better than all other students' (who were given the same assignment).”
10. A new coffee brand 'Cuppa' is to be launched soon. But the town already has many small local cafes. What can 'Cuppa' do to think win-win?
- a] Make its coffee cheaper than others'.
 - b] Explore possibilities of partnership with existing cafes.
 - c] Set up its cafe in areas which do not have any cafes.

- d] Try to spread negative information about other cafes in advertisements.
11. Which of these bus drivers practices imaginative sympathy the most?
- a] The one who stops at the bus stops depending on the number of people boarding the bus.
 - b] The one who is aware of his passengers and is willing to wait till an elderly / disabled passenger boards or gets down from the bus.
 - c] The one who is alert to the safety of the passengers and waits till each one boards or gets down from the bus.
 - d] The one who stops the bus at all the scheduled stops exactly for the minimum time.
12. You read in the newspapers that politicians often change the political party with which they want to be associated. When politicians thus break the “code of conduct”, what is the impact on the public?
- a] The public doesn't trust politicians to stand for any of the principles of the political parties they represent.
 - b] The public assumes that politicians are corrupt.
 - c] The public is biased against politicians.
 - d] The public does not trust the alliances of political parties.
13. Sukhlal runs a small cafe. He is a contributor when his intention is:
- a] To just make as much profit as possible.
 - b] To serve his customers with tasty and healthy food and beverages.
 - c] To provide employment to some people.
 - d] To provide good quality food and beverages to his customers.
14. Dimpi has just started practicing as a doctor. How should she view herself?
- a] As a person who cures ill people.
 - b] As a person who helps people to maintain their health.
 - c] As a person who can guide others towards having better health.
 - d] As a person who can contribute towards a healthier world.
15. Aditi is a mathematics tuition teacher. Which approach will make her a contributor teacher to her students?
- a] She is alert about each student's learning and makes them feel confident about being thorough with the subject.
 - b] She encourages them to share their doubts and helps to clear them.
 - c] She gives them extra sums to practice beyond doing the usual teaching.
 - d] She teaches her students only during the allotted tuition time.
16. Subiksha has completed her graduation in Home Science. She wants to work but is not sure what kind of company / job she should look for. What would you advise her to help her think more like a contributor?
- a] List down and apply for jobs in some of the known companies, which are looking out for persons having training in disciplines related to Home Science.
 - b] Find some convenient workplace where your knowledge of home science will be used.
 - c] Look at the job advertisements and shortlist the jobs which seem suitable to you, not necessarily only Home Science.
 - d] Be open to work in any area, not just where pure Home Science is needed. At this stage, a job is a new learning experience.

17. Mr. Patel is a Science teacher in an elementary school. He says he experiences the greatest happiness when he meets his old students who have now become successful in their chosen careers and lives. As a contributor, how should he see his success?
- Mr. Patel has made a difference to many students' lives during his career and hence has achieved success.
 - Mr. Patel must have made a good impression on the school Principal and hence has achieved success.
 - Mr. Patel has not achieved any success for himself, only for his students.
 - Mr. Patel has earned the respect of his students through his teaching and hence has achieved success.
18. Futurtech, an established company, has contributed in many ways to society. Which of these options refers to its widest contribution?
- The company pays all its taxes and ensures that all its employees also pay their taxes correctly.
 - The company implements various development projects and plans to provide more employment to people.
 - The company follows all the rules and regulations provided by law.
 - The company takes care of all its employees' needs.
19. Divya has bought a foldable bag to give as a gift to her cousin. As a contributor focusing on value, why does she value the bag?
- Because the bag has many compartments.
 - Because the bag will be handy.
 - Because her cousin travels a lot, a foldable bag would be easy for her to carry around.
 - Because she got the bag at a very low price.
20. Which of the following gym instructors engages with his clients the most?
- Numan, who motivates his clients every day and finds his work challenging.
 - Rakesh, who takes his clients through a common routine of exercises while chatting with them (otherwise he finds the work boring).
 - Govind, who refers to his clients' exercise routine cards and instructs them accordingly (he is expected to do this in his job).
 - Siddharth, who keeps track of his clients' progress and finds his work interesting.
21. Raghav is a corporate trainer. Which of these options indicates that he is a contributor?
- He only uses methods that he knows.
 - He takes feedback from seniors and the new employees on how to use the methods effectively to help the new employees learn better.
 - He follows old methods already used by other trainers in the organization.
 - He uses fun and practical methods to train the new employees.
22. Petrol prices have increased and taxi tariff will also have to be increased. Which of the following acts by the taxi unions displays enlightened self-interest?
- The union leaders come up with a fair rate and they request the authorities to implement it.
 - The union leaders, after consulting with the other taxi drivers, suggest a fair rate plan to the authorities, for discussing and deciding on the rate.
 - The union leaders want that the rate which they think is the best for them should be implemented.
 - The union leaders together with taxi drivers suggest a fair rate plan to the authorities, and want the authorities to discuss and decide on the rates after finding out customers' opinions.

23. If a team uses imaginative sympathy, how do you think it would design any consumer product?
- a] The team does a market survey to find out customer preferences for these kinds of products.
 - b] The team will make product samples for testing and finding out what makes the customer most comfortable.
 - c] The team adds some new features to the product based on new products already in the market.
 - d] The team will find out what features the customers would like to have on such a product.
24. Saurabh is a taxi driver. The taxi meter is not working properly since morning. As a contributor driver, what will he tell his customers?
- a] He will tell his customers that the meter is not working properly before they board, and also give them the option to decide whether they want to take his taxi or not.
 - b] He will tell his customers that the meter is not working properly after they have started travelling towards the destination.
 - c] He will tell his customers that the meter is not working properly, and tell them the standard taxi fare to their destination, before they get into the taxi.
 - d] He will tell his customers that the meter is not working properly after reaching their destination.
25. Who among these students is a trustworthy, contributor student?
- a] A student who sometimes breaks rules of his / her college.
 - b] A student who follows all the important rules of his / her college to avoid punishment.
 - c] A student who respects and follows both the written and unwritten rules of his / her college.
 - d] A student who follows all the rules of his / her college that are given in the college diary.
26. Anjali does training for students in public speaking. She has developed imaginative sympathy. How is she likely to view herself?
- a] As a trainer, I give training to students to learn a topic and speak in front of an audience.
 - b] As a trainer, I help my students to say / express clearly what is on their mind.
 - c] As a trainer, I help my students to improve their communication skills.
 - d] As a trainer, I enable my students to build more confidence in themselves.
27. Nishant manages all the trainees in Trinity Resource Center. Which of these thoughts will make the trainees respect Nishant?
- a] "I have to treat them with equal respect. They are just like me. The only difference is that they are new."
 - b] "Since they are new I need to spend time explaining things to them."
 - c] "I have to treat them well. What if they complain?"
 - d] "They are trainees. I can order them to do all the work."
28. Shobhika and Saranya are two sisters who are learning Ballet, a classical western dance form. Saranya finds it hard to learn ballet. What could her sister tell her to help her engage deeply with the new dance form?
- a] "You have to go through this initial period of difficulty in order to learn anything new. Have patience."
 - b] "Why not continue till you decide on taking another class, maybe singing? You might enjoy that more."
 - c] "Stop going for the Ballet class. You can use your time to learn something else that you will enjoy."
 - d] "Learning Ballet seems difficult now. However, you will enjoy it so much once you start dancing well, that you will want to learn even more."

29. Which team leader focuses on value the most when leading his team?
- a] The one who only focuses on achieving targets on time.
 - b] The one who carefully assigns work such that each team member also gets to develop new capabilities.
 - c] The one who delegates work such that every team member has minimal work to do and that the work gets done.
 - d] The one who discusses the project with the team and supports the team members to complete it effectively.
30. Ramola is a legal assistant in a consultancy. She wants to spread awareness about saving trees by using less paper for printing. Ramola has a contributor mindset when responding to a challenge. Which of these responses reflects this the most?
- a] "I can request for a talk with the managers and all the staff to spread the message."
 - b] "I can put up a sign near the printer: 'Use less paper' or 'Print on both sides of the paper', but people might ignore the sign."
 - c] "The message has to reach people. I can do this in any way – put up posters, talk to my team, other colleagues and even request the manager to help."
 - d] "I really want to do this but getting permission might be difficult."
31. Jignesh has a small tea shop on the side of a busy road. If he has to rely on himself to improve his life, how would he think?
- a] "If I want more income I need to do something more, like sell newspapers, magazines etc."
 - b] "I can think of different ways to earn more money and also save money over time."
 - c] "I cannot change anything. This is how my life is going to be."
 - d] "I have to manage with the little money I get."
32. Digambar is a postman. He is focused on expanding his capacity to contribute most when he thinks:
- a] "I can help out whenever any co-worker is sick or absent. That way I can learn new skills also."
 - b] "I like my job and I should make sure that all the letters reach in time to the right person."
 - c] "I can learn the local language so that I can help not just myself (it will help me ask directions in local language) but others also (I can read out letters or write for anyone)."
 - d] "I am just a postman who delivers letters. What is there to learn in this role?"
33. A superstar from Hindi film industry refuses to advertise for a product. Which reason seeks to meet the goals of society?
- a] Reason – the superstar thinks that the product may be harmful in the long run.
 - b] Reason – the superstar has been offered a more lucrative contract by a rival company.
 - c] Reason – the superstar himself does not use the product.
 - d] Reason – the superstar feels that advertising for this product can lead to controversy.
34. Abhinav is working as an intern in a prestigious company. How would you define success for him?
- a] If Abhinav is able to apply his knowledge (that he has learnt in his courses).
 - b] If Abhinav gets a good recommendation from the company.
 - c] If Abhinav is praised by his reporting boss in front of the team.
 - d] If Abhinav is able to contribute through his work to the company and has become more competent at his work.

35. Sub-inspector Desai has just retired from the police service. His last assignment was in the Crime Department. As a person with a contributor mindset, how is he most likely to view himself?
- a) "I am a highly experienced police officer."
 - b) "I am a retired police officer."
 - c) "I am capable of putting my expertise and experience (related to crime detection) to good use."
 - d) "I am good at anti-crime matters."
36. Nirvi thinks her boss is always finding fault with her work. She doesn't know how to handle the situation. As a contributor, what advice can you give her?
- a) She can keep complaining about him as long as he doesn't get to know.
 - b) She can listen to his comments instead of getting irritated.
 - c) She can look at his comments as positive feedback and use it to improve her work constantly.
 - d) She can do her work better so that she doesn't allow him to find any faults.
37. Lavanya is a painter with a unique style of painting. Her income is low. What possibilities can her contributor friend suggest to her?
- a) "You should put in more effort and time to make paintings using different styles."
 - b) "You should try something new – mixing different styles of painting and making them more attractive."
 - c) "You should probably just find another job"
 - d) "You should start selling your paintings at higher prices."
38. Tiara is angry as during any project work, she ends up doing most of the typing (as she has an excellent typing speed). How would a contributor look at the same issue?
- a) It is good that she has a clear role in the project.
 - b) She can help her team through her fast typing speed.
 - c) She can get away with lighter work – without having to involve herself with research etc. for the project.
 - d) She can see it as an opportunity to add value to her team so that the project gets done on time.
39. Michael has recently joined a company as sales executive. Today, he has not made a single sale. As a contributor who focuses on value, what should he think?
- a) "I have to re-think my selling strategy for potential customers!"
 - b) "Now I have met some "difficult" customers!"
 - c) "This location has customers who may not be interested in our products!"
 - d) "What a waste of time and effort!"
40. Vikramjit works as a watchman in a locality. Other watchmen doze off during their night duty but Vikramjit never does that. Why is a contributor watchman likely to be alert during his duty hours?
- a) Since he doesn't feel sleepy at night, he can afford to be awake at night.
 - b) He is scared that his employers might catch him red-handed someday. Therefore, he avoids dozing off during his duty hours.
 - c) He feels that the safety and security of the people of the locality is his responsibility, and therefore is alert during his duty hours.
 - d) By being alert, he hopes that someday he will be appreciated by residents of the locality.

41. Shama is a power yoga instructor. How does she view her work?
- I help people to lose weight.
 - I help people to improve their energy levels – due to the yoga classes they become more energetic.
 - I teach power yoga postures and exercises.
 - I work to ensure that through the training people are able to stay physically and mentally healthy over a long period of time.
42. A developing country promises to cut its carbon emissions (that pollute the environment); even though doing so will affect its growth. If the country thinks in enlightened self-interest, what could be the reason for the country to make such a promise?
- It has been offered some benefits in trading by some other countries.
 - It wants its citizens to live in a clean environment.
 - It wants to contribute to creating a cleaner world.
 - It is being forced by the developed countries.
43. Ganesh is a sweeper in a locality. How can he increase his scope of contribution?
- By cleaning the garbage and also making sure the garbage of the locality is taken by the collection trucks regularly.
 - By cleaning the dirtiest areas in the locality.
 - By not only doing his work well but also talking to co-workers about separating dry and wet garbage.
 - By shouting at passers-by who throw garbage on road and pavement.
44. Prachiti is a commerce graduate and has been offered a job by a bank. Which approach should she use so that she can grow in her career (as a contributor)?
- Find out whether there will be opportunities to expand herself and contribute to the community.
 - Consider if the work is interesting and whether she will enjoy it.
 - Ask about the salary package and join if it meets her expectations.
 - Find out about the well-known projects / clients associated with the bank.
45. The Regional Manager of a bank has called for a meeting of the Branch Managers for deciding on a future initiative. In order to be trustworthy, which approach must he follow?
- Listen to everyone's concerns and take a decision that is in the best interests of all.
 - Consider the views of only those Branch Managers who will actually roll out the initiative.
 - Listen to all the Branch Managers, including those who have experience of implementing big projects, before taking the decision.
 - Listen to all the Branch Managers to make them feel included but ultimately use his 'sixth sense' to decide (which he has developed over many years of experience).
46. Iravati, a banker, realized that the villagers were not getting their due for the work they did (weaving baskets). If she sees herself as a change maker, what options open up for her?
- Help the villagers in fighting for their rights with the middlemen.
 - Inform the villagers that the 'middlemen' are buying the baskets at low prices from them and are selling them elsewhere at very high prices.
 - Discuss with other experts and suggest schemes through which the villagers can increase their income.
 - Find out ways in which the villagers' income can not only grow but is also sustained in the long run.

47. Sudeep's football team just lost the match. The team is being interviewed by a TV reporter. According to you, which player shows the widest understanding of success?
- a] Inder: "It was just our bad luck today to lose the match."
 - b] Nitin: "The match helped us to understand our weaknesses as a team. It will help us to improve ourselves for future matches."
 - c] Iqbal: "We need to prepare ourselves better so that we don't lose any more matches."
 - d] Sarath: "Once we win another match, people will forget this loss."
48. Charu wants to go for a trip to America but she does not have enough money. Which of these options will help her deal with the situation as a creator of her own destiny?
- a] "I will start saving more from today. I will definitely go on the trip someday."
 - b] "I have to just wait until I save enough money for such a trip."
 - c] "Let me explore other options. Could I volunteer for an NGO and get sponsorship? Could I go on a budget tour? Could I arrange for a loan?"
 - d] "If I don't have enough money, I cannot go for such a trip."
49. Swarg is a proficient electronics engineer. He is required to take a management course as per company rules. As a contributor with a dynamic identity, how is he most likely to think?
- a] This is an opportunity to learn a new subject. It will without doubt have a positive impact on me.
 - b] As it is a company rule, I have to attend the course.
 - c] I will do the course as it may make me a better manager.
 - d] Management is neither my strong point, nor am I interested in the subject. Is there any way to avoid this?
50. Arihant is a security guard at the Top Continental, a five-star hotel. When he is asked, "What do you do?", as a contributor, what would he choose to say?
- a] I do security checks of the people and staff of the hotel.
 - b] I am responsible for the safety of visitors, guests and the staff of the hotel.
 - c] It's my duty to look out for any kind of danger.
 - d] I make sure that nobody who enters the hotel is carrying any weapons or suspicious items.
51. During interviews, the interviewer hears four different reasons why each one of the people wanted to change jobs. In your view, which one of them has the capacity to engage deeply with his work?
- a] "I lost interest in the job – it was too technical."
 - b] "That work was challenging from the very first day. But now I want to go deeper into the work in an allied industry."
 - c] "I feel I have already learnt whatever there was to learn in my previous job. It was time to move on."
 - d] "Though the work was quite interesting, I felt I could contribute more in some other job."
52. Lalita works at the front desk in a big organization. What is the widest possible way in which she can contribute to her organization?
- a] Warmly welcome and direct people to whoever they want to meet.
 - b] Proactively help all visitors get their work done.
 - c] Be friendly and welcoming to everybody who enters the office.
 - d] Be aware that through the way in which she interacts with people and gets any work done, she builds the image of the organization.

53. Kartik, Avkash, Hiren, and Dharam are called to help out with the printing and packaging of the sales brochures in their company because of a deadline that has to be met. Who among them is a contributor?
- Dharam, who follows instructions and tries to complete the task on time.
 - Hiren, who finds out ways to complete the work faster so that the deadline is met.
 - Avkash, who gets all of them to work in coordination to meet the deadline.
 - Kartik, who works only when instructed and is not concerned whether the task is completed or not.
54. The competent guide of a team which was preparing to climb a mountain, gave the final instructions: "Every minute you must keep in sight either me or the 2 porters (carrying large quantities of supplies)". Which mountaineer reflects contributor thinking?
- "We have three people in our team who can guide us, which is a comforting thought."
 - "The porters will be unable to help in case of any emergency as they have to carry so much weight. It is best to be with the team guide."
 - "The guide is the only one who is competent. I must keep pace with him."
 - "The porters must be really competent. Otherwise, the guide would not have mentioned them."
55. Your friend is going through a tough phase in her personal life. She needs to complete her project on time and has been making excuses for not doing her work due to all the 'problems' she has. What could you tell her to make her feel that she is the 'creator of her own destiny'?
- I understand your problems but you still have to complete the project on time.
 - Challenge yourself to complete your project on time despite all the problems – you will feel a sense of achievement and confidence, which will help you in the future too!
 - You are responsible for what happens in your future. Take the responsibility; it will be good for you.
 - This tough phase will pass. Pay more attention to your project.
56. Nicole joined a team which was expected to spread the 'news' about a newly launched consumer product. As a contributor, what could Nicole choose to do?
- Do whatever her senior tells her to do.
 - Do whatever is required to be done in her prescribed role.
 - Do whatever is needed to reach the team's goal.
 - Work sincerely, even if it means working overtime.
57. Madhavi is the new joinee. The team leader asks the manager, "Should we include her in the new project this time?" Which of these responses shows that the manager is a contributor?
- Ask her if she has worked on similar projects during her studies. If she has, then let her join in.
 - Why not? She may be useful as a team member and she'll help others.
 - Give her specific work and find out if she is capable or not.
 - Yes, she will bring in fresh thinking and she will also get to learn from the group.
58. Parvati is a nurse who stays with elderly patients in their houses and looks after them till they are cured. This week her agency has sent her to the home of a new patient. What is the widest view of her work?
- "I am getting one more work assignment."
 - "I will be able to care for and serve another person during his / her illness."
 - "I am getting to look after one more patient."
 - "I will be able to nurse the elderly patient back to health."

59. Who has a wider view of his / her role which is focused on the 'big picture'?
- Kabir: "I switch off the lights when not in use as it is a good habit which I have inculcated during my childhood – it results in lower billing."
 - Tarun: "I switch off the lights when not in use as my parents always nag me about it."
 - Anjaneya: "I switch off the lights when not in use because my action has an impact on the consumption of power and will affect all of us in the long run."
 - Sohail: "I switch off the lights when not in use because the more electricity you save, the better."
60. Gopalkrishnan wants to develop his real estate business in a new city. His family business is well established in another city. What advice could a contributor give him about facing the challenge?
- He can adopt the ways which his father used – the chances that the same approach will work are high.
 - He can develop contacts by approaching big companies and their employees – this is an approach that has greater chances of success.
 - He can increase his client base by having an online real estate business – this will certainly be challenging.
 - He can go global (think of offices across the world) – it could fail or succeed but why not try?
61. Dhwanish enjoys climbing mountains. He wants to improve his stamina every year. He wants to be known as an excellent mountaineer. What does this tell you about him?
- He values only inner success.
 - He values only external success.
 - He values neither inner success nor external success.
 - He values both inner and external success.
62. The guards at the entrance of the Headquarters of the Investigation Bureau are supposed to allow an employee to go in after s/he shows his / her Id-card. You observe that on many days, when employees don't have Id-cards, they allow some employees in and stop others. What are you likely to think about the security of this organization?
- The security guards need to be changed.
 - One can't really trust the security of the Investigation Bureau.
 - Since the guards are breaking the rules so often, people will stop taking 'security' seriously.
 - The guards have not been trained well by the security agency.
63. Mr. Nambiyar started investing money in the futures and options market. But during the stock market crash, he lost all his investments. How can you make him feel better?
- Nobody can predict the markets. At least now you know when not to invest in the stock market.
 - Other people have lost more money. Your loss is not so bad.
 - Next time don't waste your money on the stock market. It is too risky.
 - You have at least learnt the basics of investing. This learning will help you in your future investments.
64. Rohini focuses on the criterion 'what will I get from this job' to choose her first job. What can you tell her to help her to think like a contributor?
- Focus on opportunities that are challenging to help improve yourself.
 - Focus on the pay, promotion, perks, etc.
 - Focus on what you will 'give', not just on what you will get.
 - Focus on learning / training opportunities to increase your capabilities, etc.

65. Kamalesh, a sales executive, is in the middle of a big sales deal. He requests another executive, Raunak, to help him out. As a contributor, what is Raunak's likely response?
- “Sorry, it’s difficult to help you right now as I need to close some deals myself.”
 - “I will spend some time with you to find out how we can work together for your deal as well as mine.”
 - “Yes of course! All deals are important for the organization. Even if one deal is successful, it will benefit the organization.”
 - “I will help you as soon as I complete one of the sales deals that I am working on.”
66. Mr. Gardodia, a senior employee in the organization, has been told by the boss to attend the ‘Personality Development’ program. Which of these thoughts reflect a dynamic identity of a contributor?
- “Let me participate in the program to get some new ideas.”
 - “Let me be open to new ways of thinking and doing my work.”
 - “I could add value to the program based on my experience over all the years by sharing my learning and practical tips.”
 - “I don’t need such training. Experience is more valuable than these new ideas.”
67. Abhijar and Suchit are classmates. Abhijar has studied hard throughout the year and gone deep into every subject whereas Suchit has learnt from the photocopied notes on every subject that he got from his seniors. Both of them have ended up with the same marks. Who is likely to feel more fulfilled and successful?
- Suchit, because he needed to put in lesser effort to reach the same result.
 - Abhijar, because he will be appreciated by his parents for studying hard throughout the year.
 - Both, because the end result is what matters.
 - Abhijar because he has developed a deeper understanding of the concepts that will help him in his further studies.
68. Akshay has been moved to a new department in his company. He is not comfortable with the work in that department. How do you think he should act in such a situation so that he can expand his capacities in his career?
- He should make the best of the situation and try to get used to it.
 - He should honestly tell his boss that this new field of work does not excite him.
 - He should refuse to work in an area not known to him.
 - He should see it as an opportunity to learn new things, expand his skills and become better at his job.
69. A student goes to the library in search of a book, not currently available, as it has been issued to someone. In this situation, who, according to you, is a contributor librarian?
- The one who informs the student of the date it would be returned.
 - The one who checks and tells the student that he will make a phone call to him, as soon as the book is returned.
 - The one who helps the student to get the book, only if s/he is the librarian’s favorite student.
 - The one who tells the student that the book is not available in the library.
70. Preeti is staying in a hostel where her seniors tease her. As a person embarking on a journey of contributorship, what should her response be?
- “Have I done something that has upset them? I have to correct it if that is the case.”
 - “They target me all the time because the authorities are not strict.”
 - “I should talk to them politely once, tell them how I feel about this teasing and solve the problem for myself.”

- d] “They target me because I must have done something wrong.”
71. Jyoti is in the vicinity of her college friend’s office. She decides to drop in to meet him. There is an open seminar on education that her friend is attending. Her friend requests her to wait for an hour but invites her to join if she is interested. As a contributor, what could Jyoti choose to do during that hour?
- a] She can choose to attend as it could open up new ways of thinking about her own work.
 - b] She can choose to pay attention and learn something more on that topic.
 - c] She can choose to attend the seminar but check her emails during that time.
 - d] She can choose to spend the time waiting for her friend (since the topic of the seminar is not of much interest to her).
72. What should Komal’s parents tell her so that she discovers the value of her action (of not waiting till the last minute to complete her project work)?
- a] “If you don’t change, you will never learn to do things on time and that will become a habit.”
 - b] “When you do the project work over a period of time, you can keep improving it (which becomes difficult when you are just trying to finish it on time).”
 - c] “If you can learn to plan your work, you may get more time and avoid unnecessary stress.”
 - d] “You will make the teacher as well as us happy if you do the work on time. Otherwise, we all get stressed (just before submission time).”
73. Nehal is a successful Art Director for films and stage shows. What is the most likely reason for her clients to be satisfied with her?
- a] She pays attention to every detail and ensures her clients are happy.
 - b] She gets involved in every detail of each item to be placed on stage.
 - c] She only supervises the overall look of the sets and the stage, without getting involved in the details.
 - d] She is very busy but she supervises whenever possible.
74. The vegetable vendors wanted to open accounts in the bank (so that they could save some money). The Branch Manager of the bank wanted new accounts. The problem was that the vegetable vendors did not have the time to leave their carts to go to the bank. So the Branch Manager decided that the branch staff would go to the vegetable vendors and get all the procedures done. Would this approach be considered successful for all?
- a] Initially, it may be a success. But how will the vegetable vendors go to the bank later to deposit or withdraw money?
 - b] It would lead to success as everyone’s goals (both the bank and the vegetable vendors) are being met in a mutually satisfying manner leading to a deeper relationship between the bank and its customers.
 - c] It would be successful since the approach makes it more convenient for vegetable vendors to access the bank and the bank is also getting new business.
 - d] It may be difficult for the bank in the long run, as all potential customers will also expect the branch staff to come to them for all their transactions.
75. Ojas stood for school elections and was elected the head girl. When can you say she has achieved the highest success as a head girl?
- a] If she can work for the best interests of the school and guide her juniors.
 - b] If her popularity rises because she became the head girl.
 - c] If Ojas is able to initiate some projects in the school which she can also include in her resume.
 - d] She has been elected head girl, so she has already achieved enough success.

76. Ruchir has completed his higher studies in the field of Renewable Energy. He has just started a business which provides solar lighting to villages. How can you, a contributor, introduce him to others as a change-maker?
- Ruchir is working in the field of renewable energy.
 - Ruchir is an expert in renewable energy.
 - Ruchir has started an energy-related business which has given employment to people.
 - Ruchir has used the power his education has given him to make a real difference in the lives of the people in the villages (by lighting up the villages) through his business.
77. Manthan joined as an intern in the HR department of a bank. He is asked to update the attendance record on the computer every day from the register. Which of the following statements shows the widest vision of his work?
- This is valuable for the HR head as he can keep track of all the employees and their leaves of absence, etc.
 - This is easy but monotonous work. I wonder how it can be useful.
 - This data would also be valuable to understand trends in attendance and absence. It could be analyzed later by the department.
 - This is just for my internship certificate. Let me just do what they ask me to.
78. Maher is a construction supervisor in a company. He's supervising the construction of the road from Sarangpur village to the nearest town. How do you think he will see the impact of his work (as a contributor)?
- Due to this road construction, many people of Sarangpur have got temporary employment.
 - By building this road, we are contributing to the trade and commerce of the state.
 - By building this road, we are connecting Sarangpur to the town.
 - By building this road, we are enabling free movement of people and goods between Sarangpur and the town.
79. Devidas is working on preparing the annual report of his company for the shareholders. What should the primary question in his mind be?
- “How can I make the company’s performance ‘look good’ without breaking any law?”
 - “How can I – through any method – make the company’s performance look good to the shareholders?”
 - “How can I prepare the report with complete honesty, giving the shareholders a complete picture of the past, present performance and future plans of the company?”
 - “How can I prepare the report in compliance with all the applicable laws and regulations?”
80. Which scenario would help you to conclude whether a colleague is dependable or not?
- You observe that your colleague is able to keep to project deadlines specified by clients.
 - You observe that your colleague comes to office at the same time daily.
 - You observe that your colleague always comes for meetings on time.
 - You observe that your colleague completes whatever work he takes up, in time, every time.
81. A small restaurant has merged with a big restaurant. Many changes need to be made to the policies. What would the management of the big restaurant do if it thinks in enlightened self-interest?
- It would seek the opinion of the old management of the small restaurant.
 - It would frame the policies only after surveying and discussing with the management, employees, customers, etc. of both the restaurants.
 - It would announce that most of the policies will remain unchanged. It will frame only a few new policies.

- d] It would take the opinions of the old management and a few managers and staff of the small restaurant.
82. Anamika joins as a sales girl in a jewellery shop. What work can she take up in addition to her regular work in order to contribute most to herself?
- a] Memorize the prices of the pieces of jewellery she needs to sell.
 - b] Build confidence in communicating to the customers.
 - c] Attempt to recognize the gem types and their quality and the different designs available in the shop.
 - d] Learn as much about jewellery and ways to sell them confidently to customers.
83. Shishir and his friends have just moved into a rented apartment in a new housing society. All other residents are traditional families that disapprove of late nights and parties (which is a way of life for Shishir and his friends). What choice should they make?
- a] “We must respect the accepted rules of the housing society as we have decided to be a part of it.”
 - b] “We don’t like such a traditional mentality, but we must accept it or else the house owner could ask us to leave.”
 - c] “We are citizens of the country and no one can dictate to us how to behave.”
 - d] “We have to live in the housing society, so we will ensure that we do not disturb anyone through our actions.”
84. Narayan is a folk singer. He has been given a chance to participate in a music competition on TV. Which of these options indicates that he thinks like a contributor?
- a] He sings folk songs but tries to sing different styles of folk music.
 - b] He sings what he is confident in (that is, folk songs, and the style he already knows).
 - c] He tries to change the usual folk tune to see how the judges and audience react to it.
 - d] He starts singing folk songs with others types of music like ghazals and film music.
85. Bipin is starting a small software company and is setting up the office. He can buy ergonomically designed chairs (chairs designed such that they provide comfort and help prevent back pain, etc.) from a furniture shop. As a contributor who focuses on value, what does Bipin think?
- a] “The employees will think highly of my company, if I provide these chairs.”
 - b] “The price is within my budget.”
 - c] “The employees have to sit all day on the chairs. They will find these chairs comfortable.”
 - d] “These chairs will look good in the office.”
86. Rajiv is very passionate to start a new business which requires a lot of capital investment. Which option indicates that he has a contributor mindset to design solutions to whatever business plan has been worked out?
- a] The business plan is risky so there is no guarantee that it will work. But it is worth trying to make it work.
 - b] All that needs to be done is to systematically implement the business plan and work hard to make it happen.
 - c] The business plan is well thought out. Now how do we get things started...can I get some investors involved? Which banks do I approach?
 - d] The business plan is good but funding will be a major problem.
87. Prashant is a civil engineer who supervises work in a construction company. They are building a bridge as a part of the overhead segment of the metro railway. Which of these options shows that he is most engaged with his work?

- a] “He is involved in each detail so that he can ensure that it will be a high quality rail bridge.”
 - b] “He visits the site regularly and checks the status of the work.”
 - c] “He visits the site whenever there is a meeting with the government officials.”
 - d] “He takes keen interest in the structure and cross-checks the material being used.”
88. Sameera is a computer teacher in a school. What should she do to choose both an external and inner growth vision?
- a] She should make sure that whatever work she does is always up-to-date / completed.
 - b] She should do her work well and also read up on the latest developments in computer software.
 - c] Beyond doing her work well, she could think how she can help her school e.g. suggest a suitable anti-virus software for the computers.
 - d] Apart from doing her work well and helping the school, she should volunteer to teach the non-teaching staff on how to use computers / software so that their work becomes easier.
89. Vineet, who is a contributor, has just been promoted and made the project manager. Which is the closest to how he might think in such a situation?
- a] “I am guiding a team.”
 - b] “I am taking responsibility for the team.”
 - c] “I am the head of a team.”
 - d] “I am supervising a team.”
90. A famous singer and musician has to quit professional singing due to ill-health. She feels that she can no longer contribute as the only way for her to express herself was through the medium of music. How do you think she can continue to be a contributor?
- a] She can reach out to young people to advocate singing and music as a profession.
 - b] She could become a patron for a performing arts NGO.
 - c] She can request someone to write her biography to inspire beginners in the field of music.
 - d] She can mentor upcoming musicians and singers.
