

Seat No.: _____

Enrolment No. _____

Gujarat Technological University
B. Pharm. (Sem 2 & Sem 7) Examination - WINTER • 2014

Subject: 1990001 - Contributor Personality Development Program

• Date: 17-12-2014 • Time: 10:30 am – 01:30 pm

There are 33 questions (in 4 sections) in this question paper.

All questions are compulsory.

Marks: 80

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:

Dr. Anant Pandhare and 10 other dedicated doctors decided to work not for just their livelihood, but to give something back to the society. With borrowed money, they started with a small ten-bed Hospital in Aurangabad district of Maharashtra, determined to provide excellent medical services at affordable costs to the common man. Over a period of 22 years, they now serve more than 25 lakh poor patients. Today, they have taken up several initiatives that aim at overall health-care, providing education and empowering people in rural villages of Maharashtra.

1. In your view, Dr. Pandhare would see himself...
 - a] As a social worker
 - b] As a change maker
 - c] As a dedicated doctor
2. What is the highest value that you can create as a doctor?
 - a] Provide treatment to your patients
 - b] Be associated with many hospitals and clinics
 - c] Guide people to lead a healthier lifestyle
3. Dr. Pandhare decided to start a hospital in rural Maharashtra. As a contributor, what could be his thinking while doing so?
 - a] The people in villages are more prone to illness and have no health-care facility
 - b] The hospital can be a starting point to bring about a change in rural society
4. What do you learn from Mr. Pandhare's example?
 - a] If I decide and commit to a cause, support and resources find their way to bring about change.
 - b] Once I have a team of dedicated people committed to a cause, any change is possible.

Scenario 2:

It is thought that certain kind of crops grow only in certain areas because of the climate. But R. Madhavan, a Chennai based farmer is not bothered by such climatic challenges. Example, broccoli, a crop which needs cool climate, is found abundantly in his farms in Chennai, a city with hot climate . He says, *"As long as we follow suitable agricultural practices and provide the needed fertilisers and soil conditions, they can grow anywhere."* He has set clear goals for himself. He has increased the agricultural output per acre of land from the average of 250 kg per acre to 700 – 800 kgs per acre through scientific farming.

5. What, according to you, would have given Madhavan the confidence to grow crops that were not traditionally suitable to the climate?
 - a) The belief that given all the necessary resources like fertilizers etc. and his knowledge of farming, he could grow crops anywhere
 - b) The belief that he will be able to find ways to overcome any challenges he may face in this venture
 - c) The belief that even if he fails, he has other traditional crops to fall back upon
6. For any other farmer to successfully implement such methods of farming, which of the following will be most useful?
 - a) To be willing to put in all the effort required
 - b) To acquire good knowledge of farming methods
 - c) To plan and ensure that you follow all the farming methods correctly
7. If there was a crisis in Madhavan's farm and some of his crops were destroyed, how is he, as a contributor, likely to respond?
 - a) "I did my best but the weather was not supportive. I will do better next time."
 - b) "I need to understand what went wrong this time. I want to do my best to avoid such a situation in the future."
8. As a contributor, what would you consider the biggest benefit to Madhavan?
 - a) He learnt to experiment with all kinds of crops.
 - b) He learnt to increase agricultural output of the land.

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. My next job must be different from the previous one so that,
 - a) I can show a wide work experience.
 - b) I become more capable through the wide exposure.

10. a) The company has no choice but to put their advertisements on energy-consuming boardings so that it reaches out and impacts more customers, even though more money is needed.
b) The company has the choice of choosing alternatives to advertise so that it can be economical and environment-friendly.
11. a) The architect is supposed to design a house that will satisfy his client.
b) The architect is supposed to convince his client about the house design that he (the architect) has made.
12. A teacher uses surprise tests...
a) ...so that students gain confidence through practice.
b) ...so that she knows which students study and which don't.
13. a) It is important to be trustworthy no matter where you are.
b) It is essential to be trustworthy where it matters.
14. The cashier asks the customers to count the notes before they leave the counter.
a) He is doing it so that there is no scope for any mistake.
b) He is doing it to reassure the customers.
15. I need to finish making this document for the Board meeting tomorrow.
a) "Let me finish it quickly. I can always tell my juniors how to do it next time."
b) "Let me work with my juniors so they learn, even if it means sitting late to finish it."
16. Who is likely to get a promotion in the next quarter?
a) "I am always trying to work in alignment to my company's goals."
b) "I ensure I meet my boss' expectations. I always get the work done!"
17. Whose sales strategy is more contributor oriented?
a) "I am so glad my after-sales service satisfies customers. They are talking about it in their social circles."
b) "Wow! My new advertisements really work. More and more customers come to my shop now!"
18. a) As a professional, I must ensure that my work is flawless and efficient.
b) As a professional, I must ensure that my work is efficient and acceptable.

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. Rajesh sold a big machine to a textile company. But within 6 months the machine starts breaking down. The company is very irritated as it is losing business because of this. What should Rajesh do?
1. Give the company a discount on the machine so that it does not feel cheated.
 2. Enable the employees of the company to fix small problems in the machine by themselves. But when necessary, send somebody to repair it immediately.
 3. Replace the machine so that the company feels more confident of taking new orders.
 4. Find out the reason why such a break-down is happening – whether the machine is being used wrongly or is there some fundamental problem in the machine itself.
- a] 2-4-3-1 b] 4-3-2-1 c] 1-3-2-4 d] 4-2-1-3
20. Four students are selecting the elective subject for a course. Whose choice would you support?
1. Prashant: He chooses a subject which has many practical applications.
 2. Rajesh: He chooses a subject in which he is confident of doing well.
 3. Vinit: He chooses a subject which is unusual and thus exciting.
 4. Kalpit: He chooses a subject which will allow him to establish connections with other subjects.
- a] 4-1-2-3 b] 3-2-1-4 c] 4-1-3-2 d] 2-4-3-1
21. As the president of my college placement committee, I would ensure that the placement process is fair and transparent because...
1. ...everyone must get the best opportunity from the placement process.
 2. ...it will ensure that the placements take place smoothly.
 3. ...this is what the position demands.
 4. ...nobody should accuse me of favoritism, unfairness, incompetence etc.
- a] 1-2-3-4 b] 1-4-2-3 c] 1-2-4-3 d] 2-1-4-3
22. A department head wants maximum number of his people from his department to get selected in an important committee of the company. What could be the reasons?
1. The ideas given by his department will be looked at with more seriousness.
 2. His department will be able to lead the company in a new direction.
 3. His department will feel inspired to come up with great ideas.
 4. This can help his department to become a powerful department.
- a] 4-2-3-1 b] 3-4-2-1 c] 2-3-1-4 d] 1-2-3-4

23. In an international competition, the judges favoured players of their own country. What is the consequence of this?
1. The partiality of the judges gets noticed by everyone. They lose respect of people.
 2. Players start believing that hard work does not pay, as results are not based on merit.
 3. Good players may stop participating in the event, affecting the reputation of the event.
 4. The players who lost because of the partiality may become demotivated.
- a] 4-3-1-2 b] 1-4-2-3 c] 2-4-1-3 d] 2-3-4-1

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. Yash's business is becoming outdated and is failing. He has started looking at ways to improve his current business and also look at other areas where he can start a new business. What would be the effect of this on Yash?
- a] He would develop faith in himself to face any challenge
 - b] He would develop long-term thinking capability
 - c] He would gain knowledge about other areas of developing a business
25. The critical project that you and your team worked on has become a huge success. Your project manager praises your team for executing the project perfectly. Which of the statements below is closest to your thinking?
- a] "It has been a great learning experience and I am much more skilled now."
 - b] "The confidence of my team is really high now. We realize we work well together."
 - c] "I hope we all can contribute through such kinds of projects in the future and make them successful too."
26. Rekha wants to come back to India but is worried about finding a new job since her field is not well developed here. What can she decide to do?
- a] She has to keep looking for opportunities in her field till she gets her 'dream' job
 - b] She can take up a job in a related field and focus on adding value as well as self-development
 - c] She can look for part-time, convenient jobs in any field that interests her
27. You are working in the marketing department of a mobile company that is launching a cheaper plan to get more customers. You will offer the new plan to existing customers as well, because...
- a] That is what existing customers expect from the company.
 - b] It requires no extra effort since the database of existing customers is already available.

- c] The existing customers can then personally recommend the plan to other potential customers.
28. The Government is thinking about clearing some forest land to set up a hospital in a village. What should be the main consideration of the official in-charge?
- a] Do whatever the villagers are willing to accept, so that there are no obstacles in the implementation.
 - b] Do whatever is in the best interest of the village.
 - c] Do whatever the government instructs as that is a Government official's duty.
29. If you had the choice of suggesting to your friend about how he should plan his wedding, what would you say?
- a] ...discuss with your friends and family for a unique experience.
 - b] ...use services of a wedding planner for new ideas.
 - c] ...leave it to your family to do it the way it has always been done.
30. What is my role as a contributor family member?
- a] To take up various responsibilities and share the work in the family
 - b] To help my parents and brothers/sisters whenever needed
 - c] To be dependable and give strength to those around me
31. You are a skating coach and you want to get more students to join your class. Who would you want to discuss with to come up with effective solutions?
- a] Only with parents (as they take decisions on behalf of children)
 - b] Only with schoolchildren (as they should be interested)
 - c] Any other people (as they may have different ways to approach the challenge)
32. Self-help groups set up in villages to help local people to find themselves are useful because they...
- a] ...bring the group in contact with agencies or NGOs who can help them later.
 - b] ...provide a way to connect with other people in the village.
 - c] ...make the group become economically independent in the long run.
33. Your company is organising a marathon event for a social cause and you decide to participate. What is the most important outcome that you would expect out of this?
- a] To have a good time with friends
 - b] To make the cause a success
 - c] To improve my physical stamina