

Seat No.: _____

Enrolment No. _____

GUJARAT TECHNOLOGICAL UNIVERSITY
MCA EXAMINATION – WINTER - 2016

Subject Code: 1990001

Date: 11/01/ 2017

Subject Name: Contributor Personality Development Program

Time: 02.30 PM TO 05.00 PM

Total Marks: 70

There are 29 questions (in 4 sections) in this question paper.

All questions are compulsory.

Section A

Instructions: This section has a scenario. Read carefully before answering the subsequent questions. There are 4 questions in this section. All questions are compulsory. Each question has 3 or 2 options. Choose ONLY ONE option which you consider the most appropriate option.

Marks: 10

Ranjan Sharma decided to give up a 27-year-long corporate career in the fertiliser industry to start a mobile phone based information service for farmers.

Sharma says, "I had seen that even big farmers do not have access to reliable soil or weather or crop price information. Think about the poorer ones in the rest of the country." To fill this information gap, he partnered with Indian Farmers Fertilisers Co-operative (IFFCO) and Bharti Airtel. Through 5 free voice messages daily on agriculture and related issues, Sharma is helping the farmers increase their production by nearly 50%.

1. What would have given Ranjan Sharma the courage to take the risk of leaving a secure corporate job?
 - a] He was sure of what was needed to help the farmers to increase productivity.
 - b] He realised that if he wanted to change farming, he had to take this step.
 - c] He had the right background and experience to succeed in his new initiative.
2. Sharma partnered with other players like IFFCO and Bharti Airtel to deliver the mobile based service. The benefit of partnering with other parties is that –
 - a] Better answers to a particular problem are likely to be found.
 - b] There is always somebody to support you.
 - c] Both parties can use each other's strength to meet the goal.
3. More than 85 lakh farmers have subscribed to Sharma's services. As a contributor, how is Sharma likely to see this?
 - a] It is exciting to see the new developments taking place in farming.
 - b] This is one more accomplishment in my long career in agriculture.

4. Like Sharma, if more and more people participate to bring in revolution in agriculture, how will it help?
- a] Farmers will learn to produce more, earn more for the same effort that they put in.
 - b] Farming, which is essential to support any nation, will not be given up as a profession.

Section B

Instructions: There are 10 questions in this section. All questions are compulsory. Each question has 2 statements. Select ONLY ONE statement that you feel is closest to your thinking and mark it on the answer sheet given to you.

Marks: 20

5. a] I would buy a washing machine based on the number of family members, even if it is not the latest model.
b] I would buy the latest model of any washing machine which is available in the market.
6. As a team member, why is it a challenge for the team when you don't do your part of the work?
a] It can lead to fights and unpleasantness.
b] the team is depending on you to finish your part.
7. I will encourage my juniors to participate in inter-collegiate competition because..
a] ..it will be an opportunity for them to compete against the best and see where they stand.
b] ..it will force them to become better while preparing for the competition.
8. To design solutions it is important to..
a] ..work on problems which need solutions.
b] ..identify the problems which you would like to work on.
9. If there is a family function, I will be there to help out because..
a] ..it is the need of the hour.
b] ..it is my role as a contributor family member.
10. a] Due to my past mistakes I don't take any risks.
b] My past mistakes don't stop me from trying out new things.
11. How can a contributor ensure that he is successful in the workplace?
a] By approaching the work in such a way that he/ she deserves the success.
b] By performing the tasks given to him well.
12. a] Our business is failing as new and cheaper products are now available in the market.
b] Our business is failing as we are not improving our products.
13. a] High quality work is achieved when team members feel that they are part of the team working together for a goal.

- b] High quality work is achieved when team members are constantly motivated by their boss to perform well.
14. The company where I am working has organised a workshop on public speaking. I will attend because..
- a] ..it is an opportunity to show that I am enthusiastic about all company initiatives.
- b] ..it is an opportunity to develop new skills and serve the company better.

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

15. Thomas is a travel agent who helps foreign tourists with their travel in India. He aspires to improve because:
(Rank in the order of most preferred option to least preferred option)
1. He wants the world to know about India more completely – with all its diversity and complexity.
 2. He will get more clients.
 3. He wants to set an example for other travel agents.
 4. He wants to make India a favourite tourist destination amongst foreigners.
- a] 1-3-2-4 b] 1-3-4-2 c] 4-1-2-3 d] 1-4-3-2
16. Bad experiences/ failures are valuable when..
(Rank in the order of most preferred option to least preferred option)
1. ..you learn to value the times when you don't fail.
 2. ..you believe that you can now deal with such experiences in life.
 3. ..you begin to see such experiences as an opportunity to start afresh.
 4. ..you can tell others that you too went through such an experience.
- a] 3-2-1-4 b] 1-2-3-4 c] 2-3-1-4 d] 3-2-4-1
17. Hitesh is a brilliant software developer. But now his company has asked him to take up business development which involves meeting potential clients and getting business from them. How do you think this will impact Hitesh? (Rank in the order of most preferred option to least preferred option)
1. This will be a waste of his core strength as a software engineer.
 2. This is an opportunity to open up one more career option for himself.
 3. This is an opportunity for him to gain expertise in sales.
 4. This is an opportunity to help his company understand customers' needs better.
- a] 2-3-1-4 b] 4-3-2-1 c] 2-4-3-1 d] 2-3-4-1

18. When a flight was delayed due to heavy rains, the airlines immediately sent SMS to all travelers informing them of the delay. Why did the airlines send the message? *(Rank in the order of most preferred option to least preferred option)*
1. So that the travelers can complete some other activity instead of just waiting at the airport.
 2. To avoid travelers coming in and starting a fight with the airlines staff.
 3. So that the travelers are not inconvenienced due to the delay.
 4. As the travelers expect the airlines to inform them of the delay.
- a] 4-3-2-1 b] 3-1-4-2 c] 3-4-1-2 d] 4-3-1-2
19. A society which is not based on equality of gender has to change and the youth can play an influential role in this. How would you as a young adult interpret it? *(Rank in the order of most preferred option to least preferred option)*
1. "I can contribute to making any change happen – firstly on a small scale then on a larger scale."
 2. "I must participate at the right time in the history of a nation to make any changes."
 3. "I can take up the responsibility to bring in any change."
 4. "I have to be part of a large movement in order to make any difference."
- a] 4-2-1-3 b] 2-4-1-3 c] 3-1-2-4 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

20. Some people in their work place are polite to customers but rude with their team members. How does this affect them?
- a] They become people who respect only influential people and not others.
 - b] They are not likely to get the support of their team when they need it.
 - c] They get the reputation of being arrogant.
21. A few IAS aspirants were asked for their reason for wanting to join civil services. Who amongst the following has the widest view of this role?
- a] Kirti: "As an IAS officer, I will have the necessary power to take important decisions for the country."
 - b] Om: "As an IAS officer, I want to make my family proud of what I do."
 - c] Raunak: "As an IAS officer, I can participate in the country's progress."
22. Madhuri, has become interested in conserving the environment and wants to convert her home waste to compost. What would make her a contributor?
- a] She identifies someone who can collect wet waste from her and convert it to compost.
 - b] She meets up with people who are already converting the wet waste to compost, to find out some convenient ways of doing it herself.
 - c] She reads blogs or articles which talk about converting wet waste into compost with interest.

23. A top company sacked its CEO as he did not respect the 'values' that the company stood for. How would you interpret this action by the company?
- a] When one is the leader of a company, one carries the responsibility to act by the values of the company. These protocols need to be respected.
 - b] The values of the company help employees and clients to know what is accepted and what is not. Any change in it needs to be carefully considered.
 - c] A company earns its name and respect based on the values it stands for. Therefore, these are non-negotiable.
24. Kumar, a first year college student, feels that he is missing out on many opportunities as he is shy. What advice would you give him?
- a] Why don't you start taking part in class discussions to begin with?
 - b] Don't be impatient. The college has just started.
 - c] If you get friends who are outgoing, they will involve you in many activities.
25. A newspaper reports about the poor maintenance of the airport toilets especially in small towns. What is your view on this?
- a] We do not take care of our public property. This is visible everywhere.
 - b] There are many first-time flyers who might not know how to use airport toilets. This issue has to be addressed.
 - c] Solutions can be found if we systematically get support from various groups like airport employees, travellers etc.
26. A top tennis player wants to remain associated with his sport even after his retirement. What career would you suggest him for his future success?
- a] Become a coach to amateur players and help them become winners.
 - b] Become a commentator – till now you were a world-class player and now you can be a world-class commentator.
 - c] Become a successful blogger to help players better their techniques of playing.
27. The e-commerce website where you shop for groceries remembers your regular orders and prompts you with the list. Why is the website designed like that?
- a] The company wants the customer to enjoy the experience of shopping online.
 - b] The company wants you to shop frequently at their site.
 - c] The company wants to make sure that you have everything that you would need in the month.
28. As a team leader, you would want to know if the team is 'on track' and working such that they can meet the deadline because –
- a] You can inform the client of any likely delay.
 - b] You can try to find some solution to meet the deadlines.
 - c] The team should know that you expect results.
29. The Army expects discipline from its soldiers. What is the value of such discipline?
- a] So that every soldier will obey their senior without any questions.
 - b] So that the soldiers are able to survive in high-pressure situations.
 - c] So that the soldiers are able to work as an effective team at all times.
