

GUJARAT TECHNOLOGICAL UNIVERSITY

B.E Semester-VIII Summer exam 2012

Sub code: 1990001

Subject Name: Contributor Personality Development

Date: 07/05/2012

Total Marks: 70**Time Duration: 10.30am to 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. 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 = (Marks obtained/450)*70. Please note that there are no wrong answers.*

1. Deepa stitches clothes. She is already busy with many orders. She gets an urgent order. Which option is a contributor's choice?
 - a] She explains that she will be unable to take the order as she will not be able to do justice to it.
 - b] She completes the order hurriedly in the short-time she has with her.
 - c] She explains her problem and tells the date by which she can complete the order.
 - d] She takes the help of another tailor to deliver the order on time without reducing the quality.
2. Anannya has a PhD degree. What is your advice to her on how she should define herself, when she interacts with others who may not have studied so much?
 - a] It is better that you share your knowledge with them and spend time talking to people who may know more than you.
 - b] 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.
 - c] There is no need to pay too much attention as you obviously know more than them.
 - d] They may be able to give you fresh viewpoints which are different from yours. Therefore it is useful to listen to them.
3. Mrs. Rao is a social science teacher in a high school. She says she experiences the greatest happiness when she meets her old students who have now become successful in their chosen careers and lives. As a contributor, how does she see her success?
 - a] Mrs. Rao has made a difference to many students' lives during her career and hence has achieved success.
 - b] Mrs. Rao must have made a good impression on the school principal and hence has achieved success.
 - c] Mrs. Rao has not achieved any success for herself, only for her students.
 - d] Mrs. Rao has earned the respect of her students through her teaching and hence has achieved success.
4. 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 has 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 herself famous as an athlete.
 - 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 on making herself famous as a coach and as an athlete.

- d] Her career is focused on making Indian athletes win international events and she is working towards achieving that purpose.
5. The road in front of Vinod's house has a lot of traffic but is narrow. The authorities have decided to widen it. Vinod is upset that he will lose a part of his garden. Which of these options has the widest scope of contribution?
- "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."
 - "This will reduce the traffic jams that happen so often and make the road better."
 - "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."
 - "This will increase the market value of not just my house but the entire society."
6. Satish has setup a new business. He has difficulty in making sales. What is the best advice you can give him so that he can embark on the journey of contributorship?
- "Recruit more staff whom you can depend on to increase the sales for you."
 - "You have just started. Wait for some time, customers will approach you."
 - "You can analyze the situation and start doing something about it. Use different types of marketing like social / online marketing, personal marketing, etc."
 - "Analyze what is stopping you from making the sales and find out what problems you are facing."
7. The coffee machine has stopped working in Sashank'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?
- Believe that he has to wait until someone comes to repair the coffee machine.
 - 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.?
 - Believe he can do nothing.
 - 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.
8. Lila is speaking to her friend about her maid. Which of the following statement indicates that Lila focuses on value?
- "My maid takes care of all the house work, so my worries are less as a working woman."
 - "My maid does all the house work."
 - "My maid does many tasks of the house like sweeping floors, cleaning dishes, washing clothes etc."
 - "My maid keeps my house neat and clean."
9. Prashant is a Civil Engineer who supervises work in a company. They are building a bridge. Which of these options show that he is most engaged with his work?
- "He visits the site regularly and checks the status of the work."
 - "He visits the site whenever there is a meeting with the officials."
 - "He takes keen interest in the structure and cross-checks the material being used."
 - "He is involved in each detail so that he can ensure that it will be a high quality bridge."
10. A developing country promises to cut its carbon emissions (that pollute the environment) even though doing that will affect its growth as a country. If the country thinks in enlightened self-interest, what could the reason be for the country to make such a promise?
- Because it has been promised some benefits in trading between countries by other countries.

- b] Because it wants to contribute to a cleaner world.
 - c] Because it is being forced by developed countries.
 - d] Because it wants its citizens to live in a clean environment.
11. Sayantini 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 enable my students to build more confidence in themselves.
 - d] As a trainer, I help my students to improve their communication skills.
12. In an arranged marriage, the groom pretends to have finished his Engineering degree whereas the truth is that he was unable to clear the final exams. What could a soon-to-be boss think (regarding trust), when he gets to know about this?
- a] "It is a personal matter and should not be confused with his professional life."
 - b] "His communication may not be trustworthy always. I should not trust him."
 - c] "In that case, he seems to have hidden the information. Though it is a small issue, it may be a weakness."
 - d] "He may have been desperate to get married to the girl! It must be the only time that he was dishonest."
13. Shiv runs a food cart which serves Pakodas and Vadas to customers. Kailash is his cook. Shiv is a contributor. What should he do, if Kailash falls sick?
- a] Shiv should tell Kailash to look for another job and that he will be employing another cook.
 - b] Shiv should close the food cart till Kailash is back.
 - c] Shiv should try to cook and serve as much as he can.
 - d] Shiv should hire another cook to help him till Kailash recovers fully. Shiv works out how to manage the additional expense.
14. Akshay 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 cures ill people.
 - c] As a person who can guide others towards better health.
 - d] As a person who can contribute towards a healthier world.
15. Veera has been working as a journalist for a well-known newspaper since ten years. When, in your opinion, can she be said to have achieved success the most?
- a] When Veera is able to consistently get promotions and salary increments.
 - b] When she is able to help readers make knowledgeable choices and feels satisfied to play a role in influencing public opinion.
 - c] When her friends envy her for working for a famous newspaper.
 - d] When she is respected by her colleagues for her hard work and her ability to deliver well-researched articles.
16. Piyush has just completed a course in computers. He has many job offers. What should he use as the basis for making a choice (towards a contributive career)?
- a] Is the position / designation that is being offered attractive to me or not?
 - b] Is the work going to be exciting or not?
 - c] Will there be opportunities to learn and grow?
 - d] Is the salary comparable to what other companies offer for new recruits?

17. Amrita has now joined a karate class for three afternoons every week after her college hours. Which of these options would help her see the situation as a contributor?
- a] It is just something to pass my time in the afternoons.
 - b] It is great to learn a martial art like karate.
 - c] I can learn a few kicks and punches to show my friends.
 - d] I can learn how to protect myself, and also learn a great martial art.
18. Kaanth 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] "I can think of different ways to earn more money and also save money over time, so that I can do some other work or learn some skill."
 - b] "If I want more income I need to do something more like sell newspapers, magazines etc."
 - c] "I have to manage with the little money I get."
 - d] "I cannot change anything. This is how my life is going to be."
19. James is a soft skills trainer. Which of these options indicate that he is a contributor?
- a] He follows the methods already used by other trainers in the organization.
 - b] He uses fun and practical methods to train the new employees.
 - c] He only uses methods that he knows.
 - d] He takes feedback from seniors and the new employees on how to use these methods effectively to help the new employees learn better.
20. Sridhar 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] "I have to re-think on how to convince potential customers!"
 - c] "This location has customers who may not be interested in our products!"
 - d] "Now I have met some "difficult" customers!"
21. Darshan and Neeraj are two brothers who have started learning how to play the violin. Darshan finds it hard to learn the violin. What could his brother tell him to help Darshan engage deeply?
- 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 dance? You might enjoy that more."
 - c] "Stop going for the violin class. You can use your time to learn something else that you will enjoy."
 - d] "Learning violin seems difficult now. However you will enjoy it so much once you start playing it well, that you will want to learn even more"
22. 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 has a lot of old stock which it wants to sell before their expiry dates.
 - b] 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.
 - 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.

23. Pallab 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 make his State an attractive/ clean place for tourists to visit.
 - To renovate the department building.
 - To advertise his State as a tourist spot.
 - To achieve departmental goals like setting up a lunch canteen service for the staff
24. Which of the Financial Advisors would you trust the most?
- The one who says that he works for some famous people.
 - The one who also gets recommendations from people known to you who are his clients.
 - The one who says you can cross-check his credentials with some of his clients.
 - The one who gives you whatever details you ask him for.
25. Priyanka is a tuition teacher. Which approach will make her a contributor teacher to her students?
- She teaches her students only during their allotted time as it is a means of earning money for her.
 - She gives them good practice in the subject.
 - She cares for her students and encourages them to share their problems with her.
 - She is available to her students whenever they need her and guides them to make the right choices.
26. Sharma has just retired as Sub-Inspector of police. His last assignment was in the Crime Department. As a person with a contributor mindset, how is he most likely to view himself?
- "I am a retired police officer."
 - "I am a highly experienced police officer."
 - "I am capable of using my expertise and experience (related to crime detection) to good use."
 - "I am good in anti-crime matters."
27. Ronit has started a business of manufacturing ball bearings. What course of action should he take to achieve both inner and outer success?
- Get contracts somehow and manufacture low cost ball bearings.
 - Work towards keeping costs as low as possible so that profit margins can be high.
 - Work hard and slowly build up goodwill among his customers to increase his business.
 - Invest in training all his employees to deliver high quality ball bearings to his customers.
28. Vikramjit is a medical student. He joins his father's medical practice. Which of the following approaches / ways of thinking will ensure a contributive career?
- I should be considered as a doctor who diagnoses illnesses well and gives appropriate treatment to patients.
 - I have to retain all the patients of my father and get newer ones too.
 - I should be an "excellent" doctor and work towards growing my capacities.
 - I have to work towards getting enough patients to come back for consultation to my clinic.
29. Shilpa is an aerobics trainer. As a contributor, how should she view her work?
- I teach aerobic exercises.
 - I help people to improve their energy levels – due to the classes they are able to become more energetic.

- b] I help people to lose weight.
 - d] I work to ensure that through the training people are able to stay physically and mentally healthy over a long period of time.
30. Meghna 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 like a contributor?
- a] "If I don't have enough money, I cannot enjoy such a trip."
 - b] "Let me explore other options. Could I volunteer for an NGO and get sponsorship? Could I go on budget tour? Could I arrange for a loan which I can repay later?"
 - 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."
31. Nirula 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?
- a] "I really want to do this but getting permission might be difficult."
 - 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] "I can request for a talk with all the staff and managers to spread the message."
 - d] "The message has to reach people. I can do this in anyway - put up posters, talk to my team, other colleagues and even ask the manager to help."
32. Uma is in charge of purchasing books for the library where she works. On one such occasion, she finds a book which many members had asked for but it is very expensive. Since she focuses on value, what is she likely to think?
- a] Since so many people want to read the book so badly, I could buy this book and look for some cheaper versions of the book also.
 - b] Though the book is expensive, we can afford to buy it with the funds.
 - c] The book is quite expensive - it may be better if I buy 3 other books in the same price.
 - d] The value of buying this book is huge, as so many people are waiting to read it!
33. Taranjeet is cooking a meal for her friends. One of the dishes has got burnt. Different friends give different responses. Which one is a response to help her engage deeply with the meal?
- a] "Pay more attention to the other dishes so that at least those dishes come out well."
 - b] "Try some other time! Tell your mother to make it this time."
 - c] "Just go on. Cook the full meal. You will become more confident."
 - d] "When you cook initially, it is always more difficult."
34. The Sales Manager sends the newly appointed Unmesh to make a sales presentation. Identify which of the other team members show a contributor mindset (of enlightened self-interest).
- a] Juniors should not be given such jobs as soon as they join.
 - b] Although he is new, I'm sure Unmesh can do a great job!
 - c] Some juniors may have good presentation skills.
 - d] Juniors should be given opportunities, whenever possible.
35. Shashikanth, the District Education Officer, is taking extra precautions so that there is no possibility of board 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 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 State Education Board.
36. You read in the newspapers that politicians keep changing the political party with which they want to be associated. When politicians break the “code of conduct”, what is the impact on the public?
- a] The public does not trust the alliances of political parties.
 - b] The public assumes that politicians are corrupt.
 - c] The public are biased against politicians.
 - d] The public doesn’t trust politicians to stand for any of the principles of the political parties they represent.
37. A woman approaches Prasanna, a taxi driver, to go to the market. The route to the market will have a lot of traffic at this time. Which of these options indicate that he is a contributor?
- a] He refuses to take the woman because he knows there will be traffic.
 - b] He takes the woman up to a certain point closer to the market and then asks her to walk.
 - c] He informs the woman about the traffic in the route and suggests an alternate but longer route.
 - d] He tells her about the traffic; provides newspaper to pass her time comfortably; and ensures that she reaches the market as soon as possible.
38. Deepak 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 volunteering to guide anyone in the locality on the language and it is used.
 - c] He can contribute by helping some of his close friends whose English is not as good as his.
 - d] He can contribute by learning and writing well in his exams.
39. Rinku 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 Rinku 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] If she can work for the best interests of the school and guide her juniors.
 - d] Since she has been elected, she has already achieved enough success.
40. After retirement a firefighter wondered how he could have done his work better. What career strategy could he have chosen to be a contributor?
- a] He could have volunteered for new responsibilities like training new fire fighters.
 - b] He learnt how to handle new equipment for fire fighting
 - c] He could have done his work with sincerity.
 - d] He could have attended all his training lectures.
41. Vansh is a passport officer. Which of these thoughts reflect that of a contributor officer who has widened his scope of contribution?
- a] “I need to collect documents and put a stamp on it.”
 - b] “I make sure all documents are correct to prevent delays.”
 - c] “I need to collect documents and send it to the next department.”
 - d] “I make sure all documents are confirmed so that there are no problems for people to travel abroad.”

42. You have joined a new company and you are feeling lonely and out of place on the first day of work. What would you do as a contributor?
- a] I will ask my senior to introduce me to others and wait till he does so.
 - b] I will introduce myself, and start a conversation with others.
 - c] I will ask my senior to introduce me and before he does so, I will start to talk to a person sitting next to me.
 - d] I will keep quiet and wait for others to talk to me.
43. If a contributor is asked the following question - can malnutrition amongst children be reduced in our country? What do you think will be the most likely answer?
- a] Only if the government policies are changed, can we see any real result.
 - b] Child malnutrition is a complex problem. Nothing can be done about it.
 - c] When all stakeholders put their mind to solve the issue, we can achieve reduction in child malnutrition.
 - d] Yes, we can solve any problem but it will need a lot of effort.
44. It is 8 in the evening and Deepak's study table is in a mess. He starts tidying it. As a contributor who focuses on value, what is he most likely to think?
- a] His father will be back anytime now. He'll shout at him if he sees that the table is untidy.
 - b] He won't have to waste time searching for his books once his table is clean.
 - c] His room will look much neater with a clean table.
 - d] This will help him to be more organized.
45. Who among these is a contributor office boy?
- a] An office boy, who does his job well only when his seniors are around.
 - b] An office boy, who always does his job well.
 - c] An office boy, who not only does his job well, but also puts in extra effort to make sure that there are no mistakes.
 - d] An office boy, who does his work because it is the only means of earning his living.
46. Dheeraj manages all the trainees in Pinnacle Corporation. Which of these thoughts will make the trainees respect Dheeraj?
- a] "They are trainees. I can order them to do all the work."
 - 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] "I have to treat them with equal respect. They are just like me. Only difference is that they are new."
47. Divesh 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] Divesh is working in the field of renewable energy.
 - b] Divesh is an expert in renewable energy.
 - c] Divesh's education has given him the power to make a real difference in the villages (lighting up the villages) through his business.
 - d] Divesh has started an energy-related business which employs people.
48. The guards at the entrance of the Main Office are supposed to allow employees to go in after they show their 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 most likely to think about the security of the organization?

- a] One can't really trust the security at the Main Office.
 - b] The security guards need to be changed.
 - c] Since the guards are breaking the rules so often, people will stop taking 'security' seriously.
 - d] The guards have not been trained well by the security agency.
49. Prashant is an employee in a small software company. Which of these options indicate that he is a contributor?
- a] He is always on time to work.
 - b] He does his work effectively.
 - c] He helps his co-workers whenever they need.
 - d] All of the above.
50. Anjan, who is a contributor, has just been promoted to the post of project manager. Which is the closest to how a contributor might think in such a situation?
- a] "I am supervising a team".
 - b] "I am guiding a team".
 - c] "I am the head of a team".
 - d] "I am taking responsibility for the team".
51. Ruchika is working as an intern in a prestigious company. How would you, as a contributor define success for her?
- a] If Ruchika is able to acquire practical knowledge to add-on to her college learning.
 - b] If Ruchika is able to add value and contribute to the team where she is doing her internship.
 - c] If Ruchika is well liked by her boss and he gives her a good recommendation praising her work.
 - d] If Ruchika manages somehow to get an offer of employment from the company.
52. Gayatri is a computer teacher in a school. What should she do to choose both an external and inner growth vision?
- a] She should do her work well and also read up on the latest developments in computer software.
 - b] Beyond doing her work well, she should think how she can help her school e.g. suggest anti-virus software for the computers.
 - c] 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.
 - d] She should make sure that whatever work she does is always up-to-date / completed.
53. A company is known to have contributed in many ways to society. Which of these is its widest contribution?
- a] The company follows all the rules and regulations given by law.
 - b] The company implements various development projects and plans to provide more employment to people.
 - c] The company pays all their taxes and ensures all their employees also pay their taxes correctly.
 - d] The company takes care of all its employees' needs.
54. Nayul is a folk singer. He has been given a chance to participate in a TV music competition. Which of these options indicate 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 he already knows).
 - c] He tries to change the usual folk tune to see how the judges and audience react to it.
 - d] He also starts mixing folk songs with others types of music like *ghazals* and film music.
55. Pandey has begun to notice that his children are spending more time on the computer than playing outdoors. What could he (as a contributor) do to achieve the goal of making his children do regular exercise?
- a] He makes a strict time table that his children must follow - time for TV, time for playing outdoors, time for computer, etc.
 - b] Once he is back from office, he plays some sport with his children which they like and which will ensure that they get some exercise.
 - c] He tells his children to go out of the house and play for some time every day so that they will get some exercise.
 - d] He sends his children for tennis classes because he likes that sport a lot.
56. Chandru is the security guard at a warehouse. He is always at his position guarding the place during his shift. If he is focused on the value of doing the right things, what is his most likely reason?
- a] "If I guard the warehouse properly, I can make sure that the goods will be safe from thieves, rats, etc."
 - b] "If I don't stay at my position during my shift, thieves may get a chance to break-in during that time, and that may lead to me losing my job."
 - c] "I might lose my job if I don't do my duty properly."
 - d] "My supervisor will get angry with me if he finds out that I'm not guarding the warehouse."
57. Rashi 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 garment.
 - b] She pays attention to every detail and ensures her clients are happy.
 - c] She only supervises the overall making of the garments, without getting involved in the details.
 - d] She is busy but she supervises whenever possible.
58. Company A buys Company B. There are many changes that need to be made to the company rules, policies, etc. Company A thinks in enlightened self-interest. What does it do?
- a] It changes all the rules of Company B without asking for anybody's opinion.
 - b] It changes all the rules of Company B after taking the opinion of the old management and some employees of Company B.
 - c] It changes all the rules of Company B after taking opinions of the old management of Company B.
 - d] It changes all the rules of Company B only after surveying and discussing with the old management and some employees of both companies A and B.
59. 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 will make a difference to not just the policemen in the vans but also the public who is being served by the police.
 - c] My work makes sure that patrolling vans have enough petrol so the policemen can do their work without any worries.

- d] My work involves careful checking so that it is clear how much petrol will be needed daily for all the vans.
60. The school informs the parents that they are going to follow a new pattern of education. It is too late for admissions to other schools so they are forced to keep their children in the same school. What could be the long-term impact on future applicants?
- The school will become the last choice of parents of future students.
 - There will be no impact.
 - Parents of current students will spread the word around.
 - Parents of future students will be distrustful of the school.
61. Hitesh requires a letter from the Administration (Admin) department of his office so that he can apply for a part-time MBA. But the Admin person has been delaying. As a contributor, how can Hitesh approach the problem?
- He must help the Admin person see why that letter is so important and what will be lost because of the delay.
 - He must talk to the Admin about why he needs the letter.
 - He must continue requesting for it again and again.
 - He can draft the letter himself and give it to the Admin department asking them to make changes wherever they need to.
62. Bindiya has been promoted to the post of Manager. If she is a contributor, how is she most likely to react to the promotion?
- The Management can depend on me for honest advice in all matters. So can my co-workers.
 - After the promotion, I will become the second-in-command in the department and people will look up to me for advice.
 - This will give me an opportunity to contribute at the managerial level.
 - Now I will get an opportunity to lead a team.
63. Four friends have been newly recruited by the same bank. Which of the four do you think is most likely to achieve inner and outer success?
- Amreeta wants her team to be rated as the most efficient.
 - Soujanya wants her bank to truly serve each customer's needs so it becomes known as the best.
 - Pyali wants to outdo all the others and get promoted first.
 - Pranjali wants to see the bank become the largest bank in the country.
64. Johar is a postman. When is he focused on expanding his capacity to contribute most?
- "I can help out whenever any co-worker is sick or absent. That way I can learn new skills also."
 - "I am just a postman who delivers letters. There is nothing much to learn in this role."
 - "I like my job and I should make sure that all the letters reach in time to the right person."
 - "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)."
65. Myna's temporary work is to show future buyers the newly constructed building. When she is about to leave for home, a person walks in to see the apartment and Myna realizes that he is not a serious buyer. She does not rush him, even though she is in a hurry. Since she wants to develop herself as a contributor, what could be the most likely reason to do so?
- This is what she is expected to do or it will create a wrong impression.

- b] She not only believes in doing her work well but also wants to learn to be patient when things do not go as planned.
 - c] Since she is getting paid, she should show them around.
 - d] She believes in doing her work well.
66. Ramesh is a nature-lover. He was sad to see that the bird population was slowly reducing. Which of these options indicate that he can feel in control of the situation?
- a] "I want to do something but I need more support."
 - b] "I can read up about this challenge and see what other people, environmentalists, Governments are doing."
 - c] "I can start doing something but I need to take some time out of my busy schedule to focus on this."
 - d] "I can first start and also ask my family and friends to build bird-houses so that birds will have space to build their nests and there will be more birds soon."
67. Shravan is always late to office. His team is unable to start their work as they end up waiting for him every day. Which of these actions will help solve the problem for the team in a new and interesting way?
- a] The team must make him promise that he will not be late again.
 - b] Make Shravan buy some sweets / samosas for the entire team so that he pays the 'price' for keeping them waiting each time he is late.
 - c] Complain and send him to the manager for a warning.
 - d] Cut his salary if he is late more than twice.
68. Keshav is starting a small software company and is setting up the office. He can buy ergonomically designed chairs (chairs designed so that they provide comfort and avoid back pain) from a furniture shop. As a contributor who focuses on value, what does Keshav think?
- a] "The employees will think highly of my company, if I provide these chairs."
 - b] "The price is within my budget."
 - c] "These chairs will look good in the office."
 - d] "The employees have to sit all day on the chairs. They will find these comfortable and it will also ease back pain."
69. Four employees are called to help the packaging department in their company because of a deadline that has to be met. Identify the contributor who engages the most.
- a] Manav, who somehow finishes the work and goes home.
 - b] Abhijeet, who does an excellent job of quickly packing all the products neatly.
 - c] Sankalp, who takes longer to pack the products, but does a good job of it.
 - d] Devashish, who does the job as per the instructions given to him.
70. A new ice cream brand 'Cool' is to be launched soon. But the town already has many small ice cream parlors. What can 'Cool' do to think win-win?
- a] Makes its ice creams cheaper than others.
 - b] Tries to spread negative information about other parlors in advertisements.
 - c] Sets up its parlors in areas which do not have any other parlors.
 - d] Explores possibilities of partnership with existing parlors.
71. Tanuja 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?
- a] "I will be able to serve one more elderly patient, who has nobody else to care for her in her illness."

- b] "I am getting one more work assignment."
 - c] "I am getting to look after one more patient."
 - d] "I will be able to nurse the elderly lady back to health."
72. Ruhan is an auto rickshaw driver. The auto 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 choice to decide for themselves whether they want to take his auto or not.
 - b] 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.
 - c] He will tell his customers that the meter is not working properly after they have started travelling towards the destination.
 - d] He will tell his customers that the meter is not working properly after reaching their destination.
73. Sitaram is a conductor on a public transport bus. Which of these actions imply that he is a contributor?
- a] He calls out the name of the bus stop in advance so that passengers can get ready to get down.
 - b] He calls out the name of the bus stop after the bus has stopped there.
 - c] He sits near the door and expects the passengers to take care of themselves.
 - d] He calls out the names of stops in advance, and also shows vacant seats to passengers who are standing.
74. Raman is a proficient software 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] I can do the course as it may make me a better manager after I do it.
 - b] As it is a company rule, I have to attend the course.
 - c] This is an opportunity to learn a new subject. It will, without doubt have an impact on me.
 - d] Management is not my strong point, neither am I interested in the subject. Is there any way to avoid this?
75. Vikas and Adit are classmates. Vikas has studied hard throughout the year and gone deep into every subject, whereas Adit has learnt the photocopied notes on every subject he got from his seniors. Both of them have ended up with the same marks. Who is likely to feel more fulfilled and successful?
- a] Vikas because he has developed an understanding of the concepts that will help him in his further studies.
 - b] Both because the end result is what matters.
 - c] Adit because he needed lesser effort to reach the same result.
 - d] Vikas because he will be appreciated by his parents for studying hard throughout the year.
76. Naveen is a commerce graduate and has been offered a job from a bank. Which approach should he use so that he can grow in his career (as a contributor)?
- a] He should find out whether there will be opportunities to expand himself and contribute to the community.
 - b] He should consider if the work is interesting and whether he will enjoy it.
 - c] He should find out the well- known projects / clients / organizations associated with the bank.

- d] He should ask about the salary package and join if it meets his expectation.
77. 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 checks and tells the student that he will make a phone call to him as soon as the book is returned.
 - c] The one who helps only his / her favorite students to get the book.
 - d] The one who informs the student of the date it would be returned.
78. Rashmi is staying in a hostel where her seniors tease her. As a person embarking on a journey of contributorship, what should her response be?
- a] "They target me all the time because the authorities are not strict."
 - b] "Have I done something that has upset them? I have to correct it if that is the case."
 - c] "They target me because I must have done something wrong."
 - d] "I should talk to them politely once, tell them how I feel about this teasing and solve the problem for myself."
79. Dhroov is a painter with a unique style of painting. His income is low. What possibilities can his contributor friend suggest to him?
- a] "You should put in more effort and time to make paintings of different styles."
 - b] "You should try something new - mixing different styles of painting and make them more attractive."
 - c] "You should probably just find another job."
 - d] "You should start selling your paintings for a higher price."
80. Preetha writes creatively and her language is also very good. She writes a small story which is not accepted by any publisher. As a contributor, what value can she find in the situation?
- a] "The rejection means I have some weaknesses in my story writing."
 - b] "This means that I need to take up specialized training to improve my story writing."
 - c] "This means that I need to improve my story writing skills."
 - d] "I have failed in my story writing attempt."
81. Who among these girls is most likely to be engaged with the subject?
- a] Diya, who not only goes through her textbook and other supporting materials, but also discusses any doubts with teachers / friends.
 - b] Sneha, who goes through the textbook before giving her exams.
 - c] Maleha, who reads her senior's old photocopied notes of important topics before giving her exams.
 - d] Areeta, who goes through her textbook, lecture notes and reference materials before giving her exams.
82. Diesel prices have increased and auto rates will also have to be increased. Which of the following acts by the auto unions displays enlightened self-interest?
- a] The union leaders want the rate which they think is the best for them to be implemented.
 - b] The union leaders along with auto drivers suggest a fair rate plan to the authorities to discuss and decide on the rate.
 - c] The union leaders come up with a fair rate which they demand the authorities to implement.

- d] The union leaders along with auto drivers suggest a fair rate plan to the authorities and want the authorities to discuss and decide on the rates after finding out customers' opinion.
83. Hari is a construction supervisor in a company. He's supervising the construction of the road from Hastipur village to the nearest town. How do you think he will see the impact of his work (as a contributor)?
- a] By building this road, we are enabling free movement of people and goods between Hastipur and the town.
 - b] Due to this road building, many people of Hastipur have got temporary employment.
 - c] By building this road, we're connecting Hastipur to the town.
 - d] By building this road, we're contributing to the trade and commerce of the state.
84. Which organization can be called a trustworthy organization?
- a] An organization that always meets customer expectations.
 - b] An organization that not only meets customer expectations, but also delivers high quality and innovative products.
 - c] An organization that does not meet customer expectations every time.
 - d] An organization that sometimes meets customer expectations.
85. Mr. Desai is a postman in the local post-office. Which option indicates that Mr. Desai shows concern for the people he serves?
- a] He makes phone calls to people who have not collected their parcels for more than a week.
 - b] He works efficiently during his office hours.
 - c] He does what he can. After all he is a Government employee and cannot be thrown out of his job.
 - d] He ensures that each and every parcel is delivered to the right person on time.
86. Sheila is the new joiner. 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] Why not? She may be useful as a team member and help others.
 - b] Give her specific work and find out if she is capable or not.
 - c] 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.
 - d] Ask her if she has worked on similar projects during her studies. If she has, then let her join in.
87. Sanjoy has been fired (removed) from his job recently. Which of the following attitudes towards this event will help him achieve long-term success in life?
- a] This job was important to my career and growth – what will I do now?
 - b] This was entirely due to my boss– he never liked me.
 - c] I must immediately start applying to as many companies – then I can get a job.
 - d] I must think where I went wrong in my previous job – maybe I can do some course to add to my skills or not repeat the mistakes in my previous job.
88. A contributor Indian cricket bowler fractures his jaw during a test match held in another country. He was supposed to be sent back to India for treatment but to everybody's surprise he came back to bowl with a bandaged face on the same afternoon. What could be the reason behind his action?

- a] His doctor gave him permission to play.
 - b] He was ready to take the risk of further injury because he wanted to play.
 - c] He wanted to do what he could for the team before returning home.
 - d] He wanted to take some more wickets.
89. Suren's cousin has joined an automobile company. He complains about his company, his salary, his colleagues etc. all the time. If you were in Suren's place, what would you, as a contributor tell your cousin?
- a] Why don't you look for a new job?
 - b] Why don't you look at some positive points?
 - c] Why don't you change your attitude?
 - d] Why don't you focus on your work and learn to enjoy it?
90. It has been a difficult year for business and the employees in the company where Chintan works. They have been told that there would be no salary increases this year. As a result, many employees leave the company. But Chintan, a contributor (who thinks in enlightened self-interest) stays back. What is the most likely reason for him to do so?
- a] He realizes that if employees like him leave, the company might be in even more difficulty.
 - b] He is very attached to the company which gave him his first job, so he does not want to leave.
 - c] His manager has promised to give him a big salary increase next year.
 - d] He might not get another job at this time of the year.