

Passage I

I once made a statement in a room full of college students that the most important thing a young person could acquire in college might be a sense of her own limitations. I realised when I said it that it was not a very fashionable thing to say. Popular books on how to therapy, stress the glorious potential of every human being and urge us to accept ourselves, finally, as being only a little lower than the angels. I heartily approve of any celebration of human potential, but I believe that we must acknowledge our potential for limitless evil as well. We must understand what we can do in the way of evil before we can even pretend to be good. This is the

beginning of morality, the psychological or spiritual or, in a religious tradition, the mythical basis that makes morality possible. One of the most moral book of the past century is Joseph Conrad's Heart of Darkness, because Conrad faces the problem of evil in people. He tells us that we must recognize in ourselves the ability to put the head of our enemy on stick and dance around a fire with it, and only when we recognize that can we even begin to deal with any moral question at all. Students who have been nourished on pop psychology and told "I'm O.K." have some trouble dealing with Conrad, and some of them regard him as perverse.

I am amazed at the number of educated people who believe that we are somehow better, more moral, than our ancestors were. I have seen otherwise intelligent people grow red in the face at the suggestion that human beings are not better now - less cruel, more considerate, less animalistic, more humane- than they were when Nero ruled Rome or when the Pharaohs ruled Egypt or, when the Druids at Stonehenge readied their sacrifices. In one way we are more likely to have become dull to our potential for evil (and so discover it suddenly and with disastrous consequences) today than we were a few centuries ago. This is because we actively suppress the kind of self-knowledge that makes intelligent moral decisions possible. Sin and guilt are such old-fashioned terms that most of us are embarrassed by the very words.

51. **The beginning of morality is based on:-**

- A A strong religious and ethical sense.
- B A knowledge of the possibilities of evil as well as good.
- C A profound sense of tradition.
- D An innate sense of good and evil.

Answer: B

Explanation:

The author mentions, "but I believe that we must acknowledge our potential for limitless evil as well. We must understand what we can do in the way of evil before we can even pretend to be good."

From this, the author conveys that the sense of morality must begin by understanding our possibilities of evil as well as good.

Hence, option B is the answer.

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52. **One would assume from this passage that the author probably taught:-**

- A Music
- B Popular culture
- C French
- D Philosophy

Answer: D

Explanation:

Throughout the passage, the author talks about the concept of morality. They mention the capacity of humans to be good as well as evil.

From this, we can infer that the author probably taught Philosophy.

Hence, the answer is option D.

53. **The author's attitude towards popular how to books could be described as:-**

- A Critical

- B Approving
- C Apathetic
- D Sympathetic

Answer: A

Explanation:

The author mentions, "Popular books on how to therapy, stress the glorious potential of every human being and urge us to accept ourselves, finally, as being only a little lower than the angels."

"Students who have been nourished on pop psychology and told "I'm O.K." have some trouble dealing with Conrad, and some of them regard him as perverse."

From the above-mentioned statements of the author, we can infer that he/she is critical of the popular how to books.

Hence, the answer is option A.

Instructions [54 - 56]

Read the passage carefully and answer the question that follows.

Passage II

Science made some progress in the middle Ages but the spirit of modern science was born with the Renaissance. Science in the middle ages struggled against restrictions and there were many fetters to be destroyed before it could continue unhampered. Superstitions were common and to the masses were much more acceptable than were scientific explanations. The Renaissance brought about an interest in all things pertaining to men and the thirst for new achievements led to a critical observation of natural phenomena. The spirit of learning was manifested in science. Scientists of the 16th century made the first effective protest against the medieval scientific method of accepting theories before investigation had verified them. Francis Bacon pointed out that classical scientific conclusions did not represent mature knowledge and implored men to explore the realms of nature. Descartes brought out the necessity of questioning everything. He was the forerunner of science.

54. **Outlook towards science in the middle ages can be best describe as:-**

- A It was in the pre-Renaissance period that the spirit of learning was manifested in science.
- B Spirit of modern science was born in the middle ages.
- C Superstitions were common than scientific explanations.
- D Science in the middle ages blossomed unrestricted and without hindrances.

Answer: C

Explanation:

"Science in the middle ages struggled against restrictions and there were many fetters to be destroyed before it could continue unhampered. Superstitions were common and to the masses were much more acceptable than were scientific explanations."

Hence, the answer is option C.

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55. **Another word for FETTERS is:-**

- A Manacle
- B Hoop
- C Ornament
- D None of these

Answer: A

Explanation:

A fetter is a chain used to restrict movement.

Among the options, "manacle" is the only one synonymous with "fettters".

Hence, the answer is option A.

56. **How were the scientists of the 16th century different from those of the medieval times?**

- A They accepted scientific theories only after investigation had verified them.
- B They struggled against restrictions protested.
- C They overlooked natural phenomena and accepted hearsay.
- D Insufficient information.

Answer: A

Explanation:

"Scientists of the 16th century made the first effective protest against the medieval scientific method of accepting theories before investigation had verified them."

Hence, the answer is option A.

Instructions [57 - 62]

Read the passage carefully and answer the question that follows.

Passage III

How can an organization's sales operations be improved? One of the keys to becoming more effective is to first determine the type of "selling process" which needs to be used. In other words, the role the salesperson must play has to be identified. There are three different processes sales staff can adopt: narrative, suggestive and consultative. The narrative approach depends on the salesperson moving quickly into a standardized presentation. Every buyer receives the same presentation. Emphasis is on highlighting benefits and how the product or service can help the buyer. This is an effective approach if the buying motive for all customers is the same. This process is well suited where there are a great number of prospectuses to be called on. The suggestive approach depends on the seller being in a position to offer a lternative recommendations. This is quite different from the narrative approach as the presentation is tailored to the individual customer. Here, the salesperson must initiate some discussion in order to get the buyer in a positive frame of mind.

An example of this process would be a restaurant wine steward who has checked with the waiter what food the customer has ordered and then opens by saying that either "this or that" particular wine would go best with the food ordered. This is an excellent approach where one doesn't have much time with the customer but is able to acquire some basic information and then offer a particular recommendation. This process is well suited for products and services. However, it does require the salesperson to acquire basic information from the customer before moving on to the presentation. The consultative approach requires the salesperson to have a thorough understanding of the customer and what the customer is trying to achieve. The role of the salesperson is to become an adviser or consultant and she must acquire a great deal of information from the customer. With this information, the salesperson can plan what to offer the customer. In this case, the salesperson must tailor the presentation to highlight how the salesperson's product or service can be of help. This approach will usually require a number of sales calls as the buying process may be complex. The consultative approach requires a wide variety of skills, including probing, listening, analysis, creativity and persuasiveness. The other two approaches typically require fewer skills. Hiring, training, motivating and rewarding sales people needs to be linked to the type of sales process being used and this is where the problem starts. Many organizations, which should be using a consultative approach, use a narrative approach. They use standardized methods and do not tailor presentations to individual customers. You see this in many industries. When this is the case, price becomes a key criterion for the customer. A key issue in developing a professional sales organization is first establishing the sales process. When that decision has been made, all other sales decision, including hiring, training and rewards can be linked to it.

57. **How would you describe the writer's style?**

- A Persuasive
- B Critical
- C Personal
- D Argumentative

Answer: A

Explanation:

The author mentions different sales techniques and explains the situations where each of those techniques will be the most effective.

He is not being critical of any of the techniques, nor is he making an argument for any of them. The author is also not sharing any personal experience. He is trying to persuade people to use the sales techniques that are suitable for their purpose.

Hence, the answer is option A.

58. In paragraph 3, 'In order to' is used:-

- A To describe an effect
- B To describe a cause
- C To describe a purpose
- D To describe an effort

Answer: C

Explanation:

"the salesperson must initiate some discussion in order to get the buyer in a positive frame of mind."

Here the author is mentioning the purpose of the salesperson in initiating the discussion. Hence, the answer is option C.

59. In paragraph 8, 'key criterion' is closest in meaning to:-

- A Confusion
- B A contrary analysis
- C An important point
- D A minor issue

Answer: C

Explanation:

"When this is the case, price becomes a key criterion for the customer."

The phrase "key criterion" means "an important point of consideration". Hence, the answer is option C.

60. According to the passage which of the approaches is the most complicated.

- A The narrative approach
- B The consultative approach
- C The suggestive approach
- D No significant difference

Answer: B

Explanation:

While talking about the consultative approach, the author states, "The consultative approach requires the salesperson to have a thorough understanding of the customer and what the customer is trying to achieve. This approach will usually require a number of sales calls as the buying process may be complex."

Hence, the answer is option B.

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61. The writer is probably:-

- A An academic
- B A journalist

- C A businessman
- D A sales professional

Answer: D

Explanation:

The author mentions the sales techniques and different situations where each method should be used. He also discusses how a newly formed company should approach its sales operations. Thus, the author knows a great deal about the field.

Hence, among the options, D is the most suitable answer.

62. Which of the following selling approach may work best for a new technological product that is first of its kind?

- A The narrative approach
- B The consultative approach
- C The suggestive approach
- D Depends on the product

Answer: A

Explanation:

Since the company is new and is working on a technology that is first of its kind, every potential customer will look at the product with the same mindset. The company's emphasis should thus be on highlighting the benefits of the technology to the customers. Hence, the narrative approach will be the most effective for this situation.

The answer is option A.

Instructions [63 - 65]

Read the passage carefully and answer the question that follows.

Passage IV

Excerpt from Delhi Daily

'Delhi Belly' restaurant provides a dining experience like no other! A rustic atmosphere, along with delicious food, it provides an opportunity to soak up the local flavor. Recently relocated to the old market area, Delhi Belly is especially popular for lunch. At the counter, you can place your order for one of Delhi Belly's three daily lunch specials or one of several Delhi snacks, all at reasonable prices. Once you get your food, choose a seat at one of the four charming communal tables. By the time you are ready to carry your leaf plate to the trash bin, you have experienced some of the best food and one of the most charming companies our city has to offer.

Restaurant review

Yesterday, I was exposed to what has been called "a dining experience like no other." At lunchtime, Delhi Belly is so crowded; I wondered when the authorities had last visited the establishment. The line snaked out of the door to the corner, and by the time I reached the counter, I was freezing. I decided on the 'Delhi Belly lunch special'. It turned out to be the blandest food I have ever eaten. At Delhi Belly, you sit at one of four long tables. The couple sitting across from me was having an argument. The truck driver next to me told me more than I wanted to know about highway taxes. After I had tasted all of the food on my plate, I rose to leave, whereupon one of the people working behind the counter yelled at me to clean up after myself. Throwing away that plate of food was the most enjoyable part of dining at Delhi Belly.

63. If you go to lunch at Delhi Belly, you could expect to see:-

- A a long line of customers
- B the authorities
- C the restaurant critic from the newspaper
- D well cooked snacks

Answer: A

Explanation:

In the second part of the paragraph, the reviewer says, "At lunchtime, Delhi Belly is so crowded; I wondered when the authorities had last visited the establishment. The line snaked out of the

door to the corner,"

From this, we can infer that we can expect a long line of customers if we go to Delhi Belly for lunch.

Hence, the answer is option A.

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64. Which of the following illustrates the restaurant critic's opinion of the food at Delhi Belly?

- A "At Delhi Belly's, you sit at one of four long tables."
- B "At lunchtime, Delhi Belly is so crowded, I wondered when the authorities had last visited the establishment."
- C "After I had tasted all of the food on my plate, I rose to leave, whereupon one of the people working behind the counter yelled at me to clean up after myself."
- D "Throwing away that plate of food was the most enjoyable part of dining at Delhi Belly."

Answer: D

Explanation:

Options A, B and C do not talk about the food served at Delhi Belly, but rather about the general atmosphere at the place at lunchtime.

In option D, the critic says that throwing away the plate was the most enjoyable part since he did not like the food.

Hence, the answer is option D.

65. The main purpose of the restaurant review is to:-

- A tell people they probably don't want to eat at Delhi Belly.
- B make fun of couples who argue in public.
- C recommend the lunch special.
- D warn people that Delhi Belly tends to be crowded.

Answer: A

Explanation:

Throughout the review, the reviewer complains about the crowd, the taste of the food, customers and employees working at Delhi Belly by mentioning his experience while having lunch there.

Through this, they are trying to convey that Delhi Belly is not that great a place to eat. Hence, option A is the most suitable answer.

66. Choose the word or the phrase that has most nearly the same meaning for the word given below.

PERFIDY

- A Thrift
- B Loyalty
- C Sincerity
- D Betrayal

Answer: D

Explanation:

Perfidy is the state of being faithless and untrustworthy. Betrayal has similar meaning to perfidy.

Answer is option D.

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67. Choose the word or the phrase that has most nearly the same meaning for the word given below.

SABOTAGE

- A Destructive action
- B Resistance
- C Deliberate subversion
- D Vandalism

Answer: C

Explanation:

sabotage - deliberate destruction or damage

Answer is option C.

68. **Choose the word or the phrase that has most nearly the opposite meaning for the word given below.**
BASHFUL

- A Bawling
- B Arrogant
- C Impetuous
- D Kindly

Answer: B

Explanation:

bashful - shy, reserved

Among the given options, arrogant is most nearly opposite of bashful.

Answer is option B.

69. **Complete the analogy.**
POSTURE : BEARING::_____

- A Regimentation: uniformity
- B Deportment: behavior
- C Anarchy: street brawls
- D Melodrama : exaggeration

Answer: B

Explanation:

Posture and bearing are synonyms to each other.

In the given options, deportment and behaviour are synonyms to each other.

Answer is option B.

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70. **From the options given below, find the closest substitute for the underlined expression.**
He secured a job in the films because he was good at producing voice sounds.

- A Mono acting
- B Mimicry
- C Ventriloquism

D Caricature

Answer: C

Explanation:

Ventriloquism is the production of voice in such a way that sound seems to come from other source(puppet). Option C is most appropriate word for the given context.

Answer is option C.

71. **A word and its definition is given followed by four sentences. Choose the option that best fits with the definition.**
Maneuvering:

A A family is making plans for the daughter's wedding.

B A manager making his way to the top.

C A captain giving order to his soldiers.

D A child planning to stay away from school.

Answer: B

Explanation:

maneuvering is the action of clever planning or moving skilfully.

Answer is option B.

72. **The following question has a set of three statements. Each statement can be classified as one of the following:-**

(i) **Facts, which deal with pieces of information that one has heard, seen or read, and which are open to discovery or verification (the answer option indicates such a statement with an 'F').**

(ii) **Inferences, which are conclusions drawn about the unknown, on the basis of the known (the answer option indicates such a statement with an 'I').**

(iii) **Judgements, which are opinions that imply approval or disapproval of persons, objects, situations and occurrences in the past, the present or the future (the answer option indicates such a statement with a 'J').**

Identify the Fact(F), Judgement(J) and Inference(I) from the given sentences.

1. God created the earth
2. God exists
3. Wine tastes better than beer

A 1F,2J,3J

B 1J,2J,3J

C 1I,2F,3J

D 1J,2J,3I

Answer: B

Explanation:

All three statements are judgements, as they are personal opinions and not facts or conclusions based on some data.

Statement 1: Whether God created the Earth or not is not a fact as it cannot be verified. It is also not an inference as it is not based on some given data. It is an opinion and hence can be classified as a judgement.

Statement 2: This again is not a verifiable fact or an inference. It is an opinion which may vary from person to person and thus, classified as judgement.

Statement 3: This statement is clearly a personal opinion as the relative tastes of things are very subjective and depend on the person. Hence, this sentence is also classified as a judgement.

Hence, the answer is option B.

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73. The following question has a set of three statements. Each statement can be classified as one of the following:
- (i) Facts, which deal with pieces of information that one has heard, seen or read, and which are open to discovery or verification (the answer option indicates such a statement with an 'F').
 - (ii) Inferences, which are conclusions drawn about the unknown, on the basis of the known (the answer option indicates such a statement with an 'I').
 - (iii) Judgements, which are opinions that imply approval or disapproval of persons, objects, situations and occurrences in the past, the present or the future (the answer option indicates such a statement with a 'J').

Identify the Fact(F), Judgement(J) and Inference(I) from the given sentences.

1. Weather forecast says 80% chance of thunderstorms, It's a good idea to bring an umbrella.
2. My throat is sore and my nose is running, I have probably caught a cold.
3. There are over 40 million volumes in the university library, they probably have a copy of the famous book 'Savitri'.

- A 1I,2I,3J
- B 1I,2I,3I
- C 1F,2F,3J
- D 1J,2J,3F

Answer: B

Explanation:

All three sentences are inferences as they draw conclusions based on available information.

Statement 1: It is given that the weather forecast has given an 80% chance of thunderstorms. Based on this information, it is concluded to be a good idea to carry an umbrella.

Statement 2: The throat of the person is sore and their nose is running. Based on these symptoms, they are inferring that they might have a cold.

Statement 3: It is known that there are over 40million volumes in the university library. Based on this it is inferred that the library may also have a copy of the book "Savitri".

Hence, the answer is option B.

74. Which of the given figure of speech has been employed in the formation of the following sentence?
"I am so tired that I can sleep for a year."

- A Hyperbole
- B Pun
- C Oxymoron
- D Understatement

Answer: A

Explanation:

"I am so tired that I can sleep for a year."

In the given sentence, the speaker is exaggerating their tiredness by saying that they can "sleep for a year".

Out of the given options, "hyperbole" means "to exaggerate".

Hence, the answer is option A.

75. Fill in the blank using appropriate prepositions.
"A plane flies _____ the clouds."

- A in
- B above
- C along

D with

Answer: B

Explanation:

We know that a plane flies at a higher altitude than clouds. Thus, out of the given options, "above" is the most appropriate choice.

Hence, the answer is option B.