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English Language

Directions (1 to 5): In each of the following questions, a proverb has been given. Choose the correct alternative which expresses the meaning of the idiomatic expression.

1) To take with a grain of salt.

- a. To take it lightly
- b. To take with some reservation
- c. Not to believe anyone
- d. To take it on heart

2) To talk through one's hat

- a. To talk nonsense
- b. To talk sensibly
- c. To talk privately
- d. To talk against someone

3) To be rolling money

- a. Under debt
- b. Going through financial loss
- c. To give wrong advice
- d. Very rich

4) To give up the ghost

- a. To die
- b. To have a bad dream
- c. Encounter with a ghost
- d. An impractical thinking

5) To wash one's dirty linen in public

- a. To talk nonsense in front of public
- b. to act in a childish way
- c. To discuss dirty and scandalous matters in public
- d. To face humiliation in front of strangers

Directions (6 to 10): in each of the following questions, choose the correct alternative which can be substituted for the below given word/ sentence.

6) A senior Christian priest

- a. Pastor
- b. Preacher
- c. Evangelist
- d. Archdeacon

7) A person who dabbles in a subject for enjoyment

- a. Drake
- b. Dilettante
- c. Estuary
- d. Erudite

8) Intended to teach or give moral instruction

- A. Didactic
- B. Diction
- C. Dictionary
- D. Instructor

9) A political leader appealing to popular desires and prejudices.

- a. Haranguer
- b. Demagogue
- c. Politician
- d. Agitator

10) Fear of Needles

- a. Belenophobia
- b. Bibliophobia
- c. Chionophobia
- d. Cryophobia

Directions (11 to 12): In each of the following passages, there are blanks each of which has been numbered. Choose the correct alternative to fill in the blanks appropriately.

11) Market share is 1. very important to a company, oddly sometimes more 2. than the bottom line. There is always great competition for new customers. Many times the efforts and resources devoted to 3. , marketing and selling to new customers are at the expense of a company's loyal customer base. This can even be seen at the local level. Where I live heating oil companies 4. offer new customers a deal for the first year in order to lure them in. This, of course, is done at the expense of old, loyal customers who have to make up the slack.

The result is that many savvy oil customers these days do a lot of shopping each year to find the best deal 5. is a thing of the past. On a national level the problem has gotten even more serious. A recent financial story in The New Yorker last month observed that there is almost universal recognition that customer service in this country has deteriorated. Such service is considered a [cost]. Companies are looking for the customers they don't have so they are willing to spend on marketing and advertising but are not as interested in adding to their costs of service. The article made it sound a little like cynical dating. Companies are interested in luring you in but then once they have you; they don't quite value you as much as the next 6. customer they want to corral.

- 1. a. Usually
- b. Usual

- c. Actually
- d. Maybe

- 2. a. Crucial
- b. Resourceful
- c. Important
- d. Required

- 3. a. Advert
- b. Advertising
- c. Loyalty
- d. Branding

- 4. a. Consistent
- b. Consistently
- c. Consider
- d. Regularly

- 5. a. Loyal
- b. Marketing
- c. Selling
- d. Loyalty

- 6. a. Potential
- b. Wanted
- c. Important
- d. Potent

12) Whether in politics, professional sports, or in business, "players" 1. believe that because of their importance they can ride out any issue or problem. They can't. We can all easily tick off a dozen or so examples, but the latest is surprising. Johnson & Johnson has 2. gone through a spate of recalls of tainted children's Tylenol and Motrin. The Company has generally kept a low profile and even contracted with a third party to buy up Motrin off retail shelves rather than announce an actual recall. And for the last decade it has been settling with claimants for a variety of injuries and death allegedly due from Ortho Evra, a contraceptive 3. made by its subsidiary, Ortho McNeil. It appears clear that the current management of J&J has not followed in the footsteps of the management that handled the Tylenol crisis of 1982 which is 4. cited as the quintessential example of crisis management in modern corporate history. Back then cyanide had been found in bottles of Tylenol in the Chicago area. J&J immediately issued public warnings, issued a product recall, created tamper-proof packaging, and before long was back in business. The Company was up-front and willing to bite the bullet in the best interests of the public. Unfortunately that does not 5. to be the philosophy today. There is clearly a danger in believing one's invincibility. The trust and respect of the public is at stake, and once lost, is very difficult to retrieve.

- 1. a. Yet

- b. Still
- c. Will
- d. want

2. a. Recently
- b. Just
 - c Not
 - d. Now

3. a. Area
- b. Patch
 - c. Now
 - d. When

4. a. Commonly
- b. Now
 - c. Even
 - d. Often

5. a. Seem
- b. Likely
 - c. Appear
 - d. Wish

Directions (13 to 15): In the following question, out of the given group of words, choose the correctly spelt word.

- 13)A. Dramatize
- B. Nany
 - C. Muzle
 - D. Myrle

- 14)A. Sady
- B. Naphthalene
 - C. Narcism
 - D. Nailve

- 15)A. Fonde
- B. Foly
 - C. Makish
 - D. Fondant

Directions (16 to 20): In the following questions, one of the four sentences given in each question is grammatically wrong. Spot the grammatically wrong answer.

16)A. One of the most difficult facilitation tasks is time management -- time seems to run out before tasks are completed. Therefore, the biggest challenge is keeping momentum to keep the process moving.

B. Develop the agendas together have key participants in the meeting.

C. Have someone designated to record important actions, assignments and due dates during the meeting.

D. Meeting management tends to be a set of skills often overlooked by leaders and managers.

17)A. Always start on time; this respects those who showed up on time and reminds late-comers that the scheduling is serious.

B. Always end meetings on time and attempt to end on a positive note.

C. As he has anticipated, an thundering iron gate fall nearby, barricading the entrance to the suite.

D. The curator felt a surge of adrenaline. How could he possibly know this?

18)A. An telephone was ringing in a darkness--a tinny, unfamiliar rings.

B. A collection of the world's most famous paintings seemed to smile down on him like old friends.

C. Slowly, the fog began to lift.

D. His eyes focused now on a crumpled flyer on his bedside table.

19)A. The hostess began reading choice excerpts from the inane article, and Langdon felt himself sinking lower and lower in his chair.

B. I cannot presume the authority to stop him.

C. The hall erupted in laughter.

D. And if I find who one of you provides that article, I have the consulate deport you. "

20)A. This photo takes less than an hour ago.

B. I cannot fully express my gratitude to the exceptional team

C. The spiked cilice belt that he wore around his thigh cut into his flesh, and yet his soul sang with satisfaction of service to the Lord.

D. A little over a year ago, Langdon had received a photograph of a corpse and a similar request for help.

Directions (21 to 25): Choose the correct sequence of the alternatives to form a logical and meaningful sentence.

21)A. Review the agenda at the beginning

B. And accept them.

C. of each meeting, giving participants a chance to understand all

D. proposed major topics, change them

a. ABCD

b. ABDC

c. ACDB

d. DCBA

22)A. Organizational performance involves the
B. monitor progress toward the goals,
C. recurring activities to establish organizational goals,
D. and make adjustments to achieve those goals

- a. ADCB
- b. ACBD
- c. DCBA
- d. CBDA

23)A. it's very helpful to
B. regularly conduct assessments of the
C. Current performance of the organization.
D. When seeking to improve the performance of an organization

- a. ABCD
- b. DCBA
- c. DABC
- d. CBDA

24)A. whether explicitly or implicitly,
B. it helps to have some basis by which
C. Once you've conducted assessments of your organization,
D. To analyse the results.

- a. CABD
- b. DCBA
- c. ADCB
- d. ACBD

25)A. looking for ways to have their work make a
B. In my travels around the country providing workshops on the topic of working spiritually,
C. Difference and to feel energized in a richer way in their work.
D. I've found consistently that people are

- a. DCAB
- b. CBAD
- c. BDAC
- d. CABD

Directions (26 to 30): In each of the following questions, Keeping 1 and 6 sentences in a fixed order. Choose the correct alternative to decide the logical order between 1 and 6 sentences.

26)1. Operations management focuses on carefully managing the processes to produce and distribute products and services.

- A. Major, overall activities often include product creation, development, production and distribution.
 - B. Related activities include managing purchases, inventory control, quality control, storage, logistics and evaluations of processes.
 - C. A great deal of focus is on efficiency and effectiveness of processes.
 - D. Therefore, operations management often includes substantial measurement and analysis of internal processes.
6. Ultimately, the nature of how operations management is carried out in an organization depends very much on the nature of the products or services in the organization.

- a. ADBC
- b. CDBA
- c. DCBA
- d. ABCD

27)1. Waiting time is the third generic service output.

- A. The lower the waiting time, the higher the level of supply chain service.
 - B. Waiting time is defined as the amount of time the customer must wait between ordering and receiving products
 - C. In the personal computer industry, a consumer may visit an electronics or computer specialty store, make a purchase, and carry home a computer with literally no waiting time.
 - D. Alternative supply chains offer consumers and end users choices in terms of the amount of waiting time required.
6. Alternatively, the customer may order from a catalogue or via the Internet and wait for delivery to the home or office.

- a. BCDA
- b. CBDA
- c. DCBA
- d. BADC

28)1. Supply chains provide additional service outputs to their customers.

- A. The point to keep in mind is that there is no such thing as a homogeneous market where all consumers desire the same services presented in the same way.
 - B. They may differ in terms of which services are most important and in terms of the level of each of the services desired to accommodate their needs.
 - C. For example, some consumers may require immediate availability of a personal computer while others feel that waiting 3 days for a computer configured to their exact requirements is preferable.
 - D. In addition to the four generic service outputs discussed above, other researchers have identified services related to information, product customization, and after-sales support as critical to selected customers.
6. Additionally, customers differ in terms of how much they are willing to pay for services.

- a. DABC

- b. CBDA
- c. DCBA
- d. DBAC

29)1. The word hiring is sometimes used interchangeably with staffing, which does an injustice to the broad scope of activities involved in staffing.

A. Even before a new employee is hired to do a job, the job should be clearly designed or defined.

B. Job are usually designed by conducting a job analysis, which includes examining the tasks and sequences of tasks necessary to perform the job.

C. Hiring might be thought more specifically as screening the best job candidates, but especially making a formal job offer to the best candidate.

D. A job is a collection of tasks and responsibilities that an employee is responsible to conduct. Jobs have titles.

6. A task is a typically defined as a unit of work, that is, a set of activities needed to produce some result.

- a. ADBC
- b. BCAD
- c. CBAD
- d. CADB

30)1. The decision about what approach to take to training depends on several factors.

A. These factors include the amount of funding available for training, specificity and complexity of the knowledge and skills needed, timeliness of training needed, and capacity and motivation of the learner.

B. Self-directed, informal learning can be very low-cost, however the learner should have the capability and motivation to pursue their own training.

C. Other-directed, formal training is typically more expensive than other approaches, but is often the most reliable to use for the learner to achieve the desired knowledge and skills in a timely fashion.

D. Training may take longer than other-directed forms.

6. Highly specific and routine tasks can often be trained without complete, formal approaches.

- a. ACBD
- b. DCBA
- c. CBDA
- d. ABDC

General Awareness

1. How many ways can a batsman lose his wickets?
(a) 5 (b) 10 (c) 15 (d) 20
2. Corundum is a mineral of:
(a) Calcium (b) Gold (c) Iron (d) Aluminium
3. The state which is the largest producer of tea in India:
(a) Tamil Nadu (b) Assam (c) Kerala (d) Karnataka
4. Which of the following is issued by the President when the Parliament is not in session?
(a) Ordinances (b) Rules (c) Statutes (d) Proclamation
5. The strength of the council of minister is fixed by the:
(a) Governor (b) Chief Minister (c) Parliament (d) Constitution
6. Neutron was discovered by:
(a) J.J. Thompson (b) Rutherford (c) Bohr (d) Chadwick
7. Which of the following principle is made use of in the working of an atom bomb?
(a) Thermionic emission (b) Nuclear fusion (c) Nuclear fission (d) Transmutation
8. 'Palaeontology' is the study of:
(a) Fossils (b) Bones (c) Animals (d) Birds
9. Amylase acts upon:
(a) Lipids (b) Oils (c) Starch (d) Glucose
10. The active cell division in a plant is found in the:
(a) tips of roots and shoots (b) pith cells (c) cells cortex (d) internodal region
11. Which among the following is the antisterility vitamin?
(a) B (b) C (c) D (d) E
12. In which year the Indian National Congress was formed?
(a) 1811 (b) 1858 (c) 1885 (d) 1895
13. The leader of Cochin who fought with Velu Thampi Dalwa against the British:
(a) Kunhali Maracker (b) Paliath Achan (c) Pazhassi Raja (d) Chirakkal Raja
14. Who was the author of the book 'Sathyartha Prakash'?
(a) Swami Dayananda Saraswathi (b) Rajaram Mohan Roy (c) Swami Vivekananda (d) Ramakrishna Paramahansa
15. The first Viceroy of British India:
(a) Lord Cornwallis (b) Lord Ripon (c) Lord Canning (d) Lord Dalhousie
16. Who was the first king presided the court of Kanauj?
(a) Samudra Gupta (b) Chandragupta (c) Harsha (d) Kanishka
17. Which is the mid layer of the earth?
(a) Sial (b) Sima (c) Core (d) Mantle
18. The Himalayan Mountain is made up of:
(a) Intrusive rocks (b) Extrusive rocks (c) Sedimentary rocks (d) Metamorphic rocks
19. The most prominent distributory of Ganga river:
(a) Yamuna (b) Ram Ganga (c) Gomati (d) Hoogly
20. The leader who is known as 'The Grand old man of India':
(a) Sardar Vallabhai Patel (b) Dadabai Naoroji (c) Balgangadhar Tilak (d) Bipin Chandrapal
21. The southern most part of India:
(a) Sri Lanka (b) Pak Strait (c) Maladive (d) Nicobar group of Island
22. The head quarters of the Theosophical Society in India:
(a) Nagercoil (b) Adayar (c) Madura (d) Trichy
23. Which is not a port on the west coast of India?
(a) Paradeep (b) Marmagoa (c) Mangalore (d) Kandla
24. In which year the University of Travancore was established?

- (a) 1935 (b) 1937 (c) 1939 (d) 1941
25. The state which is the leading producer of mica:
(a) Jharkhand (b) Orissa (c) Rajasthan (d) Madhya Pradesh
26. Which of the following diseases are sexually transmitted?
(a) AIDS (b) Gonorrhoea (c) Syphilis (d) All of these
27. On 27th May 2006 a strong earthquake was close to:
(a) Mount Kilimanjaro (b) Mount Merapi (c) Vesuvius (d) Barren Island
28. The year in which the postal stamp was introduced first:
(a) 1840 (b) 1845 (c) 1850 (d) 1855
29. Which type of lens is used in the case of "Astigmatism" to get the correct vision?
(a) Converging lens (b) Diverging lens (c) Cylindrical lens (d) Bi-focal lens
30. What is the total number of constellation identified till now by human beings?
(a) 48 (b) 58 (c) 78 (d) 88
31. The highest railway bridge is built across the river:
(a) Jhelum (b) Chenab (c) Beas (d) Ravi
32. Which of the following is a controversial film for display?
(a) The great Escape (b) Hamlet (c) Davinchi code (d) Casino Royale
33. What is the chemical formula of bleaching powder?
(a) NaHCO_3 (b) $\text{Ca}_3(\text{PO}_4)_2$ (c) $\text{Na}_2\text{CO}_3 \cdot 10\text{H}_2\text{O}$ (d) CaOCl_2
34. Barkhans are land forms of:
(a) wind erosion (b) wind deposition (c) glacial deposition (d) coastal erosion
35. 'Plum pudding' model of atom is prepared by:
(a) Albert Einstein (b) Rutherford (c) Alexander Fleming (d) Niels Bohr
36. An example for non-renewable source of energy:
(a) solar energy (b) petroleum (c) biomass (d) water power
37. In which country the G-8 summit of 2005, held?
(a) Canada (b) Iceland (c) Scotland (d) Greenland
38. In South India, Jainism was spread by:
(a) Kharavela (b) Upali (c) Rudradaman I (d) Bhadrabahu
39. The people of which country have longest life span:
(a) China (b) Japan (c) England (d) America
40. Which is not a source of Carbohydrates?
(a) Fish (b) Butter (c) Cheese (d) Potato
41. Who translated Bhagavat Gita into Persian language?
(a) Abdul Fazal (b) Dara (c) Dadu (d) Balban
42. The second highest mountain peak in the world:
(a) Kanchenjunga (b) Nangaparbad (c) Nanda devi (d) Godwin Austin
43. The author of the book 'Gandhi Life and Thought':
(a) V.D Savarkar (b) J.B Kripalani (c) Jawaharlal Nehru (d) R.K Laxman
44. The creature in which the external fertilization takes place:
(a) bird (b) dog (c) cat (d) frog
45. Which country won the gold in Men's Hockey in Bangkok Asian Games, 1998?
(a) India (b) South Korea (c) Pakistan (d) Japan
46. The Pallivasal Hydro electric system was commissioned during the reign of:
(a) Marthanda Varma (b) Dharma Raja (c) Srimulam Thirunal (d) Sri Chitira Tirunal Balarama Varma
47. Name the author of the novel 'The Ambassadors':
(a) Joyce Cary (b) E.M Foster (c) Henry James (d) Hadley Chase
48. Which element is not present in fats?
(a) Nitrogen (b) Sulphur (c) Carbon (d) Hydrogen

49. Which is known as the father of American Football?
 (a) Bob Cousy (b) Walter Camp (c) James Corbett (d) Charles W Brown
50. The most densely populated country in the world:
 (a) India (b) China (c) Japan (d) Pakistan
51. Be careful when you ride on a bike,?
 (a) won't you (b) did you (c) didn't you (d) aren't you
52. The passive voice of "He made his wife do the work":
 (a) His wife was making to do the work (b) His wife was made to do the work
 (c) His wife was done the work (d) His wife was made doing the work
53. The feminine gender of horse is:
 (a) Cow (b) Lass (c) Hind (d) Mare
54. Find out the wrongly spelt word:
 (a) Zealous (b) Committee (c) Souvenir (d) Allotted
55. That house to Peter:
 (a) belongs (b) is belonging to (c) is belonged to (d) was belonged to
56. He is going near an elephant.
 (a) afraid (b) afraid of (c) feared (d) fearing
57. The older we grow:
 (a) the wiser we became (b) wiser we become (c) the wisest we become (d) we grow wiser
58. The teacher asked Ravi:
 (a) whether he saw the exhibition (b) whether he had seen the exhibition
 (c) whether he had seen the exhibition (d) whether he will see the exhibition
59. We shall wait here:
 (a) until you return (b) until you will return (c) until you returned (d) until you had returned
60. Neither of the two speakers eloquent
 (a) were (b) had (c) was (d) being
61. It has been raining last night
 (a) For (b) at (c) since (d) till
62. The price of petrol is higher than
 (a) diesel (b) the diesel (c) of diesel (d) that of diesel
63. No sooner had she heard the sad news she burst in to tears.
 (a) when (b) before (c) than (d) then
64. They discussed the border issue at the summit.
 (a) about (b) of (c) against (d) none
65. I would resign if I you
 (a) am (b) was (c) were (d) had
66. Desert means:
 (a) sand covered large area of barren land (b) sweet savory confection (c) abandon (d) detailed study
67. The opposite of the word 'Sympathy'
 (a) Apathy (b) Pride (c) Angry (d) Pity
68. The dacoits to the police after much resistance
 (a) gave up (b) turned down (c) gave in (d) passed away
69. The president A.P.J Abdul Kalam the nation to stand united in the fight against terrorism
 (a) called on (b) called at (c) called off (d) called upon
70. Never look a gift horse
 (a) in the mouth (b) in the park (c) in the zoo (d) in the stable
71. Carpenter is related to furniture, in the same way Goldsmith is related to:
 (a) Ornaments (b) Necklace (c) Chain (d) Bangles
72. Find the related word Thunder : Rain :: : Night
 (a) Day (b) Dark (c) Dusk (d) Evening

73. Find the pair which is differently related in comparison with the others:
 (a) Labourer : Industry (b) Teacher : Classroom (c) Driver : Vehicle (d) Doctor : Patient
74. From the group of letters one is different from others. Find it out
 (a) DgP (b) MsP (c) DiG (d) AsP
75. Which one does not follow the pattern
 (a) 5/2 (b) 10/3 (c) 17/4 (d) 24/5
76. Insert the missing number: 5, 11, 21, 43,
 (a) 85 (b) 86 (c) 87 (d) 88
77. Insert the missing letters ..., ywu, qom, ige
 (a) jhg (b) rpq (c) wus (d) mlj
78. If VENU is coded as E2122N then NEAT is coded as
 (a) E2014A (b) E1420A (c) A1420E (d) A2014E
79. Showing a lady in the park, kumar said "She is the daughter of my grand father's only son". How is Kumar related to the lady?
 (a) Father (b) Daughter (c) Brother (d) Aunt
80. Mini tore out several successive pages from a book. Number of the first page she tore out is 385. It is known that the number of the last page which she tore out is with the same digits in some other order. How many pages did she remove from the book?
 (a) 154 (b) 253 (c) 469 (d) 451
81. If September 14 is Friday, how many Saturdays and Sundays will that month have?
 (a) 4, 4 (b) 5, 4 (c) 4, 5 (d) 5, 5
82. Calendar is to date as Atlas is to:
 (a) Jewellery (b) Map (c) Earth (d) Globe
83. A man walks 30 meters towards South. Then turning to his right he walks 30 meters. Then turn to his left and walks 20 meters. Again takes a turn to his left and walks 30 meters. How far is he from his initial position?
 (a) 20 meters (b) 50 meters (c) 60 meters (d) 80 meters
84. Fill in the blank as per the sequence: PLANETARIUM, LANERAUIM, ANEUAMI,
 (a) NEMAI (b) NEAIM (c) NEUMI (d) NEMIA
85. In a group of six person F is richer than E but not as rich as A. B is richer than C and D but not as rich as A. E is richer than D. E and C are equally rich. Who is the poorest among them?
 (a) Data inadequate (b) C (c) E (d) D
86. A metal block having sides 10 cm, 15 cm, 30 cm has cut into equal cubes. If the block is exhausted completely what will be the least possible number of cubes?
 (a) 12 (b) 24 (c) 30 (d) 36
87. If $aX - bY = cZ$ then $X : Y : Z$ is:
 (a) $be : ca : ab$ (b) $ab : bc : ca$ (c) $a : b : c$ (d) $b : c : a$
88. Two poles of heights 10 m and 15m stand on a plane ground. If the distance between their feet is 12m the distance between their top is:
 (a) 5m (b) 12m (c) 12.5m (d) 13m
89. If $|3x-10| > 5$ then:
 (a) $x \leq 5, x \geq 5/3$ (b) $x \geq 5, x \leq 5/3$ (c) $x \leq -5, x \geq 5/3$ (d) $x \leq -5, x \geq -5/3$
90. Find the empty set:
 (a) $\{x : x = x\}$ (b) $\{x : x \neq x\}$ (c) $\{x : x = x^2\}$ (d) $\{x : x \neq x^3\}$
91. If $3x - y = 27$ and $3x + y = 243$ then x is:
 (a) 0 (b) 2 (c) 4 (d) 6
92. If $f(x) = 5x^2 - 3x + 2$ and $g(x) = 2x^2 - 2x - 2$ then $f(2) - g(-2)$ is:
 (a) 2 (b) 4 (c) 6 (d) 18
93. The least number which is to be added to make 7399 a perfect square is
 (a) 170 (b) 151 (c) 27 (d) 0

94. Number of terms common to the two arithmetic progressions 5, 10, 15, ... 315 and 4, 8, 12 ... 604 is:
 (a) 13 (b) 14 (c) 15 (d) 16
95. Mean weight of m boys is 43 kg. If the teacher who weighs 63kg is included the mean becomes 45 kg. What is the value of m?
 (a) 6 (b) 7 (c) 8 (d) 9
96. Cardiologist : Heart : Dermatologist :
 (a) Dream (b) Diabetes (c) Skin (d) Infertility
97. Book is to read as Piano is to:
 (a) Music (b) Play (c) Sing (d) Song
99. If smell means taste, taste means hear, hear means see and see means smell then what is cars used for?
 (a) smell (b) hear (c) taste (d) see
100. If $P \Delta Q$ means P is smaller than Q and $M \nabla N$ means M is greater than N then what does $A \nabla B \Delta C$ means:
 (a) A is greater than B and C (b) B is greater than A and less than C (c) B is greater than A and C (d) B is less than A and C

Answers:

| | | | | | | | | | |
|-----|------|------|------|------|------|------|------|------|------|
| 1 B | 11 D | 21 D | 31 A | 41 B | 51 A | 61 C | 71 C | 81 D | 91 C |
| 2 D | 12 C | 22 B | 32 C | 42 D | 52 B | 62 D | 72 B | 82 B | 92 C |
| 3 B | 13 B | 23 A | 33 D | 43 B | 53 D | 63 C | 73 A | 83 B | 93 A |
| 4 A | 14 A | 24 B | 34 B | 44 D | 54 C | 64 D | 74 B | 84 A | 94 C |
| 5 B | 15 C | 25 C | 35 D | 45 C | 55 A | 65 C | 75 D | 85 D | 95 D |
| 6 D | 16 C | 26 D | 36 B | 46 D | 56 B | 66 B | 76 A | 86 D | 96 C |
| 7 C | 17 D | 27 B | 37 C | 47 C | 57 A | 67 A | 77 C | 87 A | 97 B |
| 8 A | 18 D | 28 A | 38 D | 48 C | 58 B | 68 C | 78 A | 88 D | 98 B |
| 9 C | 19 D | 29 C | 39 B | 49 B | 59 A | 69 D | 79 D | 89 A | 99 D |
| 10A | 20 D | 30 D | 40 B | 50 C | 60 C | 70 A | 80 D | 90 B | 100D |

1. A series of instructions that tells a computer what to do and how to do it is called a–
(A) program (B) command (C) user response
(D) processor (E) None of these (Ans : A)

2. Market Expansion means–
(A) hiring more staff (B) firing more staff (C) buying more products
(D) buying more companies (E) growth in sales through existing and new products (Ans : E)

3. Effective marketing helps in–
(A) developing new products (B) creating a competitive environment
(C) building demand for products (D) All of these (E) None of these (Ans : D)

4. Which part of the computer displays the work done?
(A) RAM (B) Printer (C) Monitor (D) ROM (E) None of these (Ans : C)

5. 'Customisation' means–
(A) Tailor-made products for each customer (B) Customers selling goods
(C) Tailor-made products for each staff (D) A selling process
(E) None of these (Ans : A)

6. A 'Call' in Marketing language means–
(A) Calling on a salesperson (B) Calling on a customer
(C) Making a phone-call (D) Telemarketing
(E) None of these (Ans : B)

7. Computers manipulate data in many ways, and this manipulation is called–
(A) upgrading (B) processing (C) batching (D) utilizing (E) None of these (Ans : B)

8. A Marketing Survey is required for–
(A) deciding marketing strategies (B) deciding Product strategies
(C) deciding pricing strategies (D) All of these
(E) None of these (Ans : D)

9. Market Plan is a–
(A) selling process (B) year-end budget (C) calendar
(D) business document for marketing strategies (E) All of these (Ans : D)

10. "ATM" stands for–
(A) Anywhere Marketing (B) Any Time Marketing (C) Any Time Money
(D) Automated Teller Machine (E) Automatic Timely Machine (Ans : D)

11. "USP" in Marketing means–
(A) Useful Sales Procedures (B) Useful Selling Propositions (C) Useful Sales Persons
(D) Used Sales Plans (E) Unique Selling Propositions (Ans : E)

12. 'A Target Group' means–
(A) a group of salesmen targeting the customers (B) likely buyers

(C) group of products (D) group of companies (E) all of these (Ans : B)

13. Which of the following can only have sequential access ?

(A) Disk (B) Tape (C) CD – ROM (D) DVD – ROM (E) None of these (Ans : B)

14. Sending an E-mail is similar to–

(A) writing a letter (B) drawing a picture (C) talking on the phone

(D) sending a package (E) None of these (Ans : A)

15. Items such as names and addresses are considered

(A) information (B) input (C) records

(D) data (E) None of these (Ans : D)

16. One who designs, writes, tests and maintains computer programs is called a

(A) User (B) Programmer (C) Designer

(D) Operator (E) None of these (Ans : B)

17. Ctrl shift and Alt are called keys.

(A) modifier (B) function (C) alphanumeric (D) adjustment (E) None of these (Ans : E)

18. Which key is used in combination with another key to perform a specific task ?

(A) function (B) space bar (C) arrow (D) control (E) None of these (Ans : D)

19. Physical components that make up your computer are known as–

(A) Operating Systems (B) Software (C) Hardware

(D) Web Browsers (E) None of these (Ans : C)

20. Computers use the number system to store data and perform calculations.

(A) binary (B) octal (C) decimal (D) hexadecimal (E) None of these (Ans : A)

21. The main directory of a disk is called the directory.

(A) root (B) sub (C) folder (D) network (E) None of these (Ans : A)

22. Marketing is a–

(A) one day effort (B) team effort (C) one man effort

(D) All of these (E) None of these (Ans : B)

23. Service Marketing is the same as–

(A) Transaction Marketing (B) Relationship Marketing

(C) Internal Marketing (D) Outdoor Marketing (E) All of these (Ans : E)

24. Marketing is influenced by–

(A) product demand (B) public taste (C) buyer behaviour

(D) brand image (E) All of these (Ans : E)

25. HNI means–

- (A) High income Individual (B) Honest Marketing Staff (C) High Networth Individual
(D) Honest Neutral Individual (E) None of these (Ans : C)
2. 1. Which one of the following would not be considered as a form of secondary storage?
(a) Floppy Disk (b) Optical Disk (c) RAM (d) Flash Drive (e) Hard Disk (Ans : c)
2. The Processor is an example of computer–
(a) Software (b) Output Unit (c) Storage (d) Program (e) Hardware (Ans : e)
3. A hexadecimal number is a number to the base–
(a) 2 (b) 20 (c) 16 (d) 4 (e) 8 (Ans : c)
4. Java in computer programming is a–
(a) Compiler (b) Hardware Device Driver (c) Low-level Language
(d) High-level Language (e) Programming Mid-level Language (Ans : d)
5. Which of the following is not a binary number?
(a) 01010 (b) 11111 (c) 31121 (d) 00000 (e) 110110 (Ans : c)
6. What does the acronym WAN stand for?
(a) Widest Area Network (b) Wild Area Network (c) Wide Area Networking
(d) Wide Area. Network (e) Wider Area Network (Ans : d)
7. FTP is an acronym for–
(a) File Transaction Protocol (b) File Truncation Protocol (c) File Translation Protocol
(d) File Transfer Protocol (e) File Transmission Protocol (Ans : d)
8. Connections to the Internet using a phone line and a modem are called..... connections.
(a) Digital (b) Dial-up (c) Broadband (d) Dish (e) Both (b) and (c) (Ans : b)
9. Documents converted to..... can be published to the web.
(a) A doc file (b) HTTP (c) machine language (d) HTML (e) None of these (Ans : b)
10. What is extension of Microsoft Word document?
(a) txt (b) doc (c) ppt (d) xls (e) psd (Ans : b)
11. Outlook Express is a(n)–
(a) protocol (b) Search Engine (c) Browser (d) Network (e) E-mail Client (Ans : e)
12. Printers and screens in computer system are common form of–
(a) Processing device (b) Computation units (c) Input units
(d) Storage units (e) Output units (Ans : e)
13. LSI in chip technology stands for–
(a) Large-Scale Internet (b) Low-Scale Integration (c) Low-Scale Internet
(d) Local-Scale Integration (e) Large-Scale Integration (Ans : e)
14. Ctrl + n in MS word is used to–
(a) Save document (b) Start Paragraph (c) Open new document
(d) Close document (e) Open a saved document (Ans : c)

15. Connections to other documents or to other locations within a website is known as—
(a) Hyper connects (b) Plug-ins (c) Hyperlinks (d) Filters (e) Bots (Ans : c)
16. Checking whether a program functions correctly and then correcting errors, it is known as—
(a) Error-proofing a program (b) Default error-checking (c) De-erroring
(d) Debugging (e) Decoding (Ans : d)
17. Single-word reference to viruses, worms etc. is—
(a) harmware (b) virus (c) phish (d) malware (e) killer war (Ans : d)
18. Converting the computer language of 1's and 0's to characters, that can be understood is known as.....
(a) Selecting (b) Creating clip-art (c) Decoding (d) Generating (e) Highlighting (Ans : c)
19. Storage that returns its data after the power is turned off is referred' to as—
(a) Sequential storage (b) Direct storage (c) Non-destructive storage
(d) Non-volatile storage (e) Volatile storage (Ans : d)
20. A compiler in computing means—
(a) A programmer. (b) A person who compiles source program. (c) Keypunch operator
(d) A gaming software (e) A program which translates source program into object program (Ans : e)
21. What is Windows Vista?
(a) Processor (b) Output Device (c) Storage Device
(d) Input Device (e) Operating System (Ans : e)
22. Which of the following is not an operating system used in computer?
(a) Windows 95 (b) Windows 2000 (c) MS-DOS
(d) Windows 3.1 (e) Windows 98 (Ans : d)
23. "DTP" is a computer abbreviation usually means—
(a) Digital Transmission Protocol (b) Desktop Publishing (c) Document Type Processing
(d) Document Transfer Processing (e) Data Type Programming (Ans : b)
24. Which of the following is equivalent roughly to 1 billion bytes?
(a) One kilobyte (b) One Terabyte (c) One Gigabyte
(d) One Megabyte (e) One Megabit (Ans : c)
25. The ALU and Control unit, jointly is known as—
(a) RAM (b) CPU (c) PC (d) EPROM (e) ROM (Ans : b)
26. The..... port resembles a standard phone jack.
(a) Fire wire (b) modem (c) peripheral (d) serial (e) None of these (Ans : b)
27. The ALU performs..... operations.
(a) arithmetic (b) ASCII (c) algorithm-based (d) logarithm-based (e) None of above (Ans : a)

28. A group of related records in a database is called a(n)–
(a) object (b) memo (c) table (d) record (e) None of these (Ans : c)
29. What is the generation of computers which are built with microprocessors?
(a) third (b) fourth (c) first (d) second (e) prior to first (Ans : b)
30. The digital telecommunication term ISDN is an abbreviation for
(a) Internet Services Data Network (b) International Services Digital Network
(c) Integrated Services Digital Network (d) Interactive Standard Dynamic Networks
(e) Integrated Standard Digital Networks (Ans : c)
31. How to specify cell range from A10 to A 25 in MS Excel?
(a) (A10-A25) (b) (A10 to A25) (c) (A10 : A25) (d) (A10 . A25) (e) (A10 A25) (Ans : c)
32. If you change Windows 98 operating system to Windows XP, then it is known as–
(a) Update (b) Patch (c) Pull down (d) Push up (e) Upgrade (Ans : e)
33. ALU and control unit of most of the computers are combined and are embedded on a single .
(a) Monochip (b) Control unit (c) Microprocessor (d) ALU (e) Microfilm (Ans : c)
34. QWERTY is used with reference to–
(a) Printer (b) Monitor (c) Keyboard (d) Mouse (e) Joystick (Ans : c)
35. Where does most data go first with ' in a computer memory hierarchy?
(a) RAM (b) ROM (c) BIOS (d) CACHE (e) None of these (Ans : a)
36. A result of a computer virus can not lead to–
(a) Disk Crash (b) Mother Board Crash (c) Corruption of program
(d) Deletion of files (e) None of above (Ans : b)
37. Which of the following extensions suggest that the file is a backup copy–
(a) Bak (b) Bas (c) Com (d) Txt (e) None of these (Ans : a)
38. Which of the following storage media provides sequential access only?
(a) Floppy disk (b) Magnetic disk (c) Magnetic tape (d) Optical disk (e) None of above (Ans : a)
39. The..... becomes different shapes depending on the task you are performing.
(a) Active tab (b) Insertion point (c) Mouse pointer (d) Ribbon (e) None of above (Ans : c)
40. A file extension is separated from the main file name with a(n)–
(a) question mark (b) exclamation mark (c) underscore (d) period (e) None of above (Ans : e)

REASONING TEST PAPER 1

Directions for questions 1 to 25

Each question is based on a passage. Select the best answer choice given

Passage1

A Company manufactures chairs. In 1994 its installed capacity was 3 lacs. Now it doubled in 1998 and remained the same in 1999. Through 1995-1997 it was $\frac{2}{3}$ the capacity of 1998. Capacity utilization is inversely proportional to capacity. In all years except 1994 capacity utilization was below 100% though production increased steadily over the years. In 1994 it was 110%, 1995-85%, 1996-90%, 1997-91% and 1998-76%. In 1999 it was the same as 1996 levels.

The selling price was Rs4 per unit in 1994 increased at 10% per annum till 1996. In 1997 it was Rs5 per unit and thereafter it rose 20% per annum. Unit sales are 90% of production in 1994 and 1995 and 95% in 1997,1998,1999.

1996 was a boom year in which the company sold all that it produced in that year plus the inventory of the last 2 years (assume opening inventory to be zero in 1994). The company has been facing heavy competition and market share by value has been declining from 25% in 1994-95, it was 60% of that in 1998-99. 1996 & 1997 shares were equal to the average share of these 6 years. The company spends 4.33% of its sales revenue every year on advertising.

1. What was the production in 1997?
 1] 350,000 2] 360,000 3] 364,000 4] 365,000
2. What was the total sales revenue in 1996?
 1] 1,900,360 2] 2,066,680 3] 1,890,560 4] 2,135,500
3. What was the advertising expenditure in 1998?
 1] 112,545 2] 120,000 3] 135,000 4] 123,345
4. What were the unit sales in 1996?
 1] 427,000 2] 450,000 3] 360,000 4] 365,000
5. What was the total market in 1997?
 1] 84.39lac 2] 86.45lac 3] 79.69lac 4] cannot be determined

Passage2

IN organizing a newspaper 4 editors are required ;the managing editor, the news editor, the sports editor and the entertainment editor. The managing editor can work only on Wednesday mornings, Thursday afternoons and Friday the whole day. The news editor can work only on Monday afternoons, Tuesday and Thursday the whole day. The sports editor can work only on Monday afternoons, Tuesday mornings and Wednesday the whole day. The entertainment editor can work all day Monday and Wednesday only.

6. If the managing editor cannot edit until each of the others has completed atleast a full day of work, when is the earliest the managing editor can work?
 1]Wednesday afternoon 2]Friday morning
 3]Monday morning 4]Thursday afternoon

7. One of the editors must work completely alone for the whole day in order to prevent confusion and disorder. If no other editor can afford to lose his available time, then the only possible editor privileged with working alone is

- 1]The news editor on Tuesday 2]The managing editor on Friday
 3]The sports editor on Monday 4]The entertainment editor on Thursday

Passage3

4 people Arti, Banti, Chetan and Dolly have together got Rs100 with them. Arti and Banti together have got as much money as Chetan & Dolly put together. Arti has got more money than Banti. Chetan has half as much money as Dolly has. Arti has Rs5 more than Dolly.

8. Who has got the most money?

- 1] Arti 2] Dolly 3] Chetan 4] Cannot be determined

9. How much does Banti have?

- 1] 12.03 2] 11.6 3] 13.3 4] None of these

10. Who has got the second biggest sum?

- 1] Arti 2] Chetan 3] Dolly 4] Banti

11. What is the ratio of the amount with Chetan and Dolly?

- 1] 2:1 2] 1:2 3] 1:3 4] 1:4

12. Who has got the least amount of money?

- 1] Banti 2] Arti 3] Chetan 4] Dolly

Passage4

The following is the list of instructions to be followed

Step1: $x=0$ $A=2$ $B=3$

Step2: If $X < 5$ then do Steps3-6 otherwise Step7

Step3: $Y=A+B$ replace A by B replace B by Y

Step4: Type Y

Step5: Increase X by 2

Step6: Goto Step2

Step7: Exit

13. When $X=4$ what value of Y is typed?

- 1] 12 2] 8 3] 13 4] 5

14. Suppose Step5 is replace by 'Increase X by 5' then what would be the last value of Y typed?

- 1] 5 2] 4 3] 6 4] 9

15. After the set of instructions is over at Step 7 what is the value of X

- 1] 5 2] 4 3] 3 4] 7

Passage 5

Five offices in Mumbai are run by five couples

Husbands: Bala, Girish, Jai, Jayesh, Pratap

Wife: Beena, Chand, Maya, Preeti, Sangeeta

Surname: Bakshi, Joshi, Natwar, Parikh, Sahni

Office: Air India, Jet, Ashiana, Indian Court, American Court

- No husband shares a first name initial with his wife; Only one husband who is not Pratap has an identical initial for his first name and surname, but none of the wives does
- The Air India is run by Jai and his wife
- Girish and Maya are one of the couples
- Chand's husband is Mr. Natwar
- Mrs. Joshi is the owner of Jet and Preeti is the owner of American Court; neither of them is married to Jayesh
- The office run by the Sahni has the word 'Court' as part of its name
- The Ashiana is not run by Mr.Parikh whose wife is not Sangeeta

16. Jai's wife is

- 1] Preeti 2] Chand 3] Maya 4] Beena

17. The Sahni's run the restaurant

- 1] Ashiana 2] Air India 3] Jet 4] Indian Court

18. Which of the men has the surname Natwar

- 1] Bala 2] Pratap 3] Jai 4] Jayesh

19. Which of the following women is Mrs. Joshi

- 1] Preeti 2] Chandni 3] Sangeeta 4] Beena

20. Bala's surname is

- 1] Parikh 2] Joshi 3] Bakshi 4] Sahni

Passage 5

Five brothers have among them a pair of twins who are neither the oldest nor the youngest. E

is older than C but younger than B. D is younger than 3 brothers

21. The youngest is

- 1] A 2] B 3] C 4] D

22. One of the twin pair is

- 1] B 2] C 3] D 4] E

23. The eldest is

- 1] A 2] B 3] C 4] E

24. The one who has as many elder brothers as younger brothers is

- 1] A 2] B 3] E 4] none of these

25. Who is the fourth brother

- 1] A 2] B 3] D 4] E

Explanation to Paper I

1. In 1997 production is 91% of capacity installed

$$\begin{aligned}\text{Therefore} &= 91 * 400,000 / 100 \\ &= 364,000\end{aligned}$$

Hence [3]

2. Inventory for 1994

Production in '94 = 330,000

Sales = 297,000 therefore inventory = 33,000

Inventory for 1995

Production in 1995 = 340,000

Sales in 1995 = 306,000 therefore inventory = 34,000

Sales for 1996 = 360,000

Total sales = 360,000 + 34,000 + 33,000 = 427,000 units

Sales revenue = 427,000 * 4.84

= 2,066,680

Hence [2]

3. Production in 1998 = 456,000 units

Sales = 433,200 units

Sales revenue = $433,200 \times 6 = 25,99,200$

Therefore advt. expense = $25,99,200 \times 4.33\%$

= 1,12,545

Hence [1]

4. Inventory for 1994

Production in '94 = 330,000

Sales = 297,000 therefore inventory = 33,000

Inventory for 1995

Production in 1995 = 340,000

Sales in 1995 = 306,000 therefore inventory = 34,000

Sales for 1996 = 360,000

Total sales = $360,000 + 34,000 + 330,000 = 4,27,000$ units

Hence [1]

5. Market share = $80/4 = 20\%$

Sales revenue = $345,800 \times 5 = 1,72,90,000$

Therefore market = $1,72,90,000 / 0.20 = 86.45$ lac

Hence [2]

6. Answer is [2]

7. Answer is [1]

The following table can easily explain questions 8 to 12

| | | | | |
|--------|--------|--------|--------|--------|
| Names | Arti | Banti | Chetan | Dolly |
| Amount | Rs38.4 | Rs11.6 | Rs16.6 | Rs33.4 |

13. While $X=0, Y=5, A=3, B=5$

While $X=2, Y=8, A=5, B=8$

While $X=4, Y=13, A=8, B=13$

Hence [3]

14. While $X=0$, $Y=5$, $A=3$, $B=5$

If X is increased by 5 further values of Y will not be calculated.

Hence [1]

15. The last value of X is 4

Hence [2]

The following table explains the questions 16 to 20

| Husband | Wife | Surname | Office |
|----------------|-------------|----------------|----------------|
| Jai | Beena | Parikh | Air India |
| Girish | Maya | Sahni | Indian Court |
| Jayesh | Chand | Natwar | Ashiana |
| Bala | Preeti | Bakshi | American Court |
| Pratap | Sangeeta | Joshi | Jet |

16. [4] 17. [4] 18. [4] 19. [3] 20. [3]

The following table explains the questions 21 to 25

| | | | | |
|---|---|---|---|---|
| 1 | 2 | 3 | 4 | 5 |
| B | E | A | D | C |

21. [3] 22. [4] 23. [2] 24. [1] 25. [3]



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