

# PUNJAB NATIONAL BANK

## CLERKS EXAM

### PREVIOUS PAPER 2010

HELD ON 04-04-10

BASED ON MEMORY



#### REASONING ABILITY

- How many such pairs of letters are there in the word **CONSUMER** each of which has as many pairs of letters between them in the word as in the English alphabet?
    - None
    - One
    - Two
    - Three
    - More than three
  - How many meaningful English words can be made with the letters **NNEO** using each letter only once in each word?
    - None
    - One
    - Two
    - Three
    - More than three
  - In a certain code **JUMP** is written as '39%4' and **MEALS** is written as '%2\*7@'. How is **WORLD** written in the code?
    - 493@2
    - 4\*7@2
    - 479@2
    - 497@2
    - None of these
  - How many such pairs of digits are there in the number **5134876**, each of which has as many digits between them in the number as when the digits are rearranged in ascending order within the number?
    - None
    - One
    - Two
    - Three
    - More than three
  - In a certain code **JOURNEY** is written as **TNISZFO**. How is **MEDICAL** written in that code?
    - CDLJMBD
    - CDLJDBM
    - LDCJMBD
    - EFNJMBD
    - None of these
  - If 'K' denotes 'x'; 'B' denotes '÷'; 'T' denotes '-'; and 'M' denotes '+', then  
 $40 B 8 T 6 M 3 K 4 = ?$ 
    - 19
    - 11
    - 31
    - 23
    - None of these
  - What should come next in the following letter series?  
**ABCDPQRSABCDEFQRSTABCDEFQRST**
    - A
    - V
    - U
    - W
    - None of these
  - 'BF' is related to 'HL' in the same way as 'EI' is related to
    - KO
    - KN
    - JN
    - JO
    - None of these
  - Each vowel in the word 'GAMBLE' is substituted by the next letter in the English alphabet and each consonant is substituted by the previous letter of the English alphabet. If the new letters are then rearranged in alphabetical order, which of the following will be the fourth letter from the right end after the rearrangement?
    - F
    - B
    - K
    - E
    - None of these
  - Which of the following has the same relationship as that of **ROCK : CROK**?
    - BALE : ELAB
    - COLD : DOLC
    - MEAN : AEMN
    - MIND : DINM
    - None of these
  - If it is possible to make only one such number with the first, the fourth and the sixth digits of the number **531697** which is the perfect square of a two-digit even number, which of the following will be the second digit of the two digit even number. If no such number can be made, give '@' as the answer and if more than one such number can be made, give '©' as the answer.
    - 4
    - 2
    - 6
    - @
    - ©
- Directions (Qs.12 to 17): In each of the questions below are given three statements followed by three conclusions numbered I, II & III. You have to take the given statements to be true even if they seem to be at variance with commonly known facts. Read all the conclusions and then decide which of the given conclusions logically follows from the given statements disregarding commonly known facts.*
- 12. Statements:**
- Some calculators are notes
  - Some notes are books.
  - Some books are pens.
- Conclusions:**
- Some pens are notes.
  - Some books are calculators
  - Some pens are calculators.

- 1. None follows
- 2. Only I follows
- 3. Only I and II follows
- 4. Only III follows
- 5. Only II and III follow

**13. Statements:**

All desks are mirrors.  
Some mirrors are houses.  
All houses are buildings.

**Conclusions:**

- I. Some buildings are mirrors
- II. Some houses are desks
- III. Some buildings are desks

- 1. None follows
- 2. Only I follows
- 3. Only II follows
- 4. Only III follows
- 5. Only I and II follow

**14. Statements:**

All roads are jugs.  
All jugs are pots.  
Some pots are cans.

**Conclusions:**

- I. Some cans are roads.
- II. Some cans are jugs.
- III. Some pots are roads.

- 1. Only I and II follow
- 2. Only I and III follow
- 3. Only II and III follow
- 4. All I, II and III follow
- 5. None of these

**15. Statements:**

All lanterns are walls. No wall is brick.  
Some bricks are chairs.

**Conclusions:**

- I. Some chairs are lanterns.
- II. Some bricks are lanterns.
- III. No chair is lantern

- 1. Only I follows
- 2. Only II follows
- 3. Only either I or III follows
- 4. Only III follows
- 5. None of these

**16. Statements:**

Some rivers are jungles.  
All jungles are ponds.  
All ponds are trees.

**Conclusions:**

- I. Some trees are rivers.
- II. Some ponds are rivers.
- III. All rivers are trees.

- 1. Only I and III follow
- 2. Only I and II follow
- 3. Only II and III follow
- 4. All I, II and III follow
- 5. None of these

**17. Statements:**

Some buses are doors.  
Some doors are windows.  
All windows are gardens.

**Conclusions:**

- I. Some gardens are buses.
- II. Some windows are buses.
- III. Some gardens are doors.

- 1. Only I follows
- 2. Only II follows
- 3. Only I and II follow
- 4. Only I and III follow
- 5. None of these

**Directions (Qs. 18 to 23):** Study the following arrangement carefully and answer the questions given below:

F@53R\$JPE1H%IQ4B8AW2UG6★9δZNM©V

**18. Which of the following is the tenth to the left of the eighteenth from the left end of the above arrangement?**

- 1. P
- 2. ★
- 3. N
- 4. 3
- 5. None of these

**19. What should come in place of the question mark (?) in the following series based on the above arrangement?**

5RJ 1%Q 8WU ?

- 1. δN©
- 2. 69Z
- 3. ★5M
- 4. ★δN
- 5. None of these

**20. Four of the following five are alike in a certain way based on their positions in the above arrangement and so form a group. Which is the one that does not belong to that group?**

- 1. 1HJ
- 2. WAU
- 3. IQ1
- 4. 2U8
- 5. ZN★

**21. How many such numbers are there in the above arrangement, each of which is immediately preceded by a consonant and not immediately followed by a consonant?**

- 1. None
- 2. One
- 3. Two
- 4. Three
- 5. More than three

**22. If all the symbols are dropped from the above arrangement, which of the following will be the eleventh from the right end?**

- 1. 8
- 2. Q
- 3. A
- 4. U
- 5. None of these

**23. How many such symbols are there in the above arrangement, each of which is immediately followed by a letter but not immediately preceded by a letter?**

- 1. None
- 2. One
- 3. Two
- 4. Three
- 5. More than three

**Directions (Qs. 24- 29):** In the following questions, the symbols \$, ★, %, δ and © are used with the following meaning as illustrated below:

- 'P ★ Q' means 'P is neither greater than nor equal to Q'.
- 'P © Q' means 'P is neither smaller than nor equal to Q'.
- 'P δ Q' means 'P is not greater than Q'.
- 'P % Q' means 'P is not smaller than Q'.
- 'P \$ Q' means 'P is neither greater than nor smaller than Q'.

Now in each of the following questions, assuming the given statements to be true, find which of the two conclusions I and II given below them is/are definitely true and give your answer accordingly.

Give answer 1) if only Conclusion I is true.

Give answer 2) if only Conclusion II is true.

Give answer 3) if either Conclusion I or II is true.

Give answer 4) if neither Conclusion I nor II is true.

Give answer 5) if both Conclusions I and II are true.

24. Statements :

B@K, K%J J★M

Conclusions :

I. J★B II. M@B

25. Statements :

D\$T T&H H@N

Conclusions :

I. H\$D II. H@D

26. Statements :

R%W W@F F\$Z

Conclusions :

I. F★R II. Z★W

27. Statements :

R★M M\$B B%T

Conclusions :

I. R★T II. T&M

28. Statements :

H&N N★K K&D

Conclusions :

I. D@N II. H★K

28. Statements :

W%E E@K www.way2freshers.com

Conclusions :

I. J&E II. W%K

**Directions (Qs. 30– 35):** Study the following information carefully and answer the questions given below:

A, B, C, D, E, F, G, H and J are sitting around a circle facing the centre. C is third to the left of A. E is fourth to the right of A. D is fourth to the left of J, who is second to the right of A. F is third to the right of B. G is not an immediate neighbour of A.

30. Who is on the immediate right of D?

1. F
2. C
3. A
4. Data inadequate
5. None of these

31. Who is second to the left of H?

1. A
2. F
3. D
4. Data inadequate
5. None of these

32. Who is third to the right of G?

1. B
2. D
3. A
4. Data inadequate
5. None of these

33. Who is fifth to the right of E?

1. F
2. C
3. H
4. A
5. None of these

34. In which of the following groups is the third person sitting between the first and the second persons?

1. CDF
2. EBC
3. HFA
4. JGE
5. EGB

35. What is H's position with respect to E?

1. Third to the left
2. Fourth to the left
3. Fifth to the right
4. Fifth to the left
5. Sixth to the left

**Directions (Qs. 36– 40):** Each of the questions below consists of a question and two statements numbered I and II given below it. You have to decide whether the data provided in the statements are sufficient to answer the question. Read both the statements and

**Give answer 1)**

If the data in statement I alone are sufficient to answer the question, while the data in statement II alone are not sufficient to answer the question.

**Give answer 2)**

If the data in statement II alone are sufficient to answer the question, while the data in statement I alone are not sufficient to answer the question.

**Give answer 3)**

If the data either in statement I alone or in statement II alone are sufficient to answer the question.

**Give answer 4)**

If the data given in both the statements I and II together are not sufficient to answer the question; and

**Give answer 5)**

neither of the statements I and II together are necessary to answer the question.

36. What is R's position from the left end in a row of children facing South?

- I. There are forty children in the row.
- II. D is tenth to the left of R and fifteenth from the right end of the row.

37. How is 'jump' written in a certain code language?

- I. 'Jump and play' is written as '3 5 7' in that code language.
- II. 'play for now' is written as '5 9 8' in that code language.

38. Towards which direction was D facing when he started his journey?

- I. D walked 20 metres after he started, took a right turn and walked 30 metres and again took a right turn and faced West.
- II. D walked 20 metres after he started, took a left turn and walked 30 metres and again took a left turn and faced West.

39. How many daughters does A have?

- I. A has four children.
- II. B and C are sisters of D who is son of A.

40. Among P, Q, R, S and T, each having a different height, who is the tallest?

- I. T is taller than only P among them.
- II. S is shorter than only R among them.

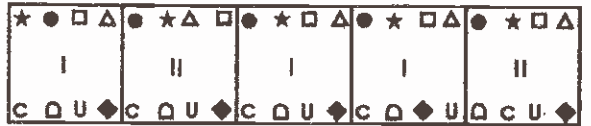
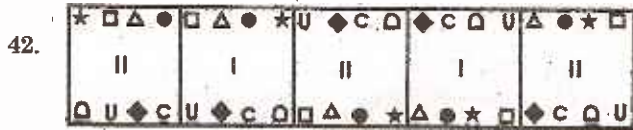
**Directions (41 - 50):** In each of the questions given below which one of the five answer figures on the right should come after the problem figures on the left, if the sequence were continued?

**PROBLEM FIGURES**

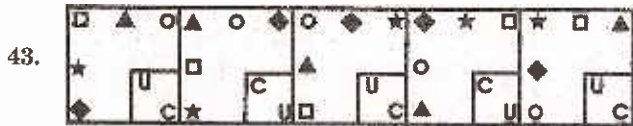
**ANSWER FIGURES**



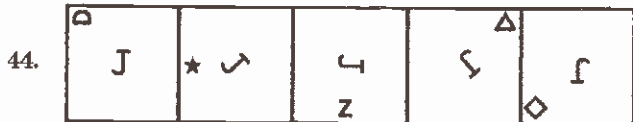
1) 2) 3) 4) 5)



1) 2) 3) 4) 5)



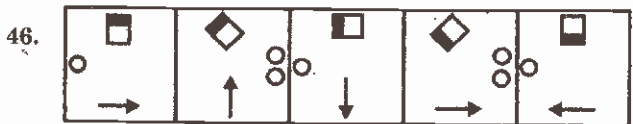
1) 2) 3) 4) 5)



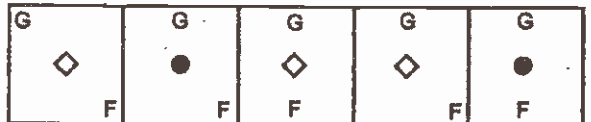
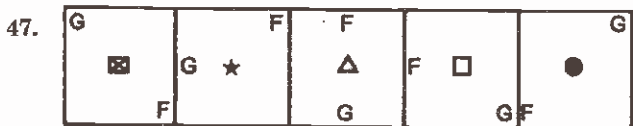
1) 2) 3) 4) 5)



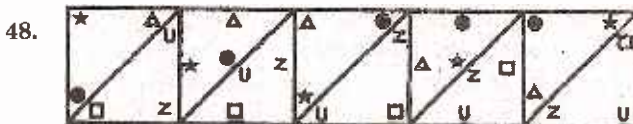
1) 2) 3) 4) 5)



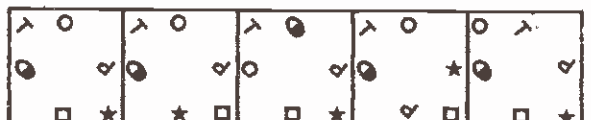
1) 2) 3) 4) 5)



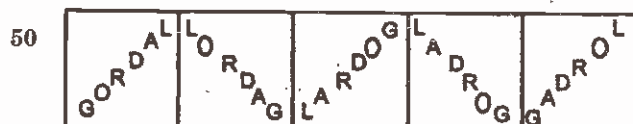
1) 2) 3) 4) 5)



1) 2) 3) 4) 5)



1) 2) 3) 4) 5)



1) 2) 3) 4) 5)



## ENGLISH LANGUAGE

**Directions (Qs. 51 to 65) :** Read the following passage carefully and answer the questions given below it. Certain words/phrases have been printed in bold to help you locate them while answering some of the questions.

Once upon a time, there lived an old lion. The lion, the king of the forest, had grown old. He became **frail** and due to this, he could not hunt for food. With each passing day he became more and more weak. He realised that he would not live for long if it continued like that. He thought how he could arrange for his food. After pondering over it for quite some time, he decided that he should have an assistant.

The lion thought that a fox would be the best person to **handle** this position as he was intelligent and clever. He summoned the fox and said, "Dear friend, I have always liked you because you are smart. I want to appoint you as my minister and advise me on all the affairs of the forest." The old lion also asked the fox that since he was the king of the forest he should not have a hunt for his food. With respect to this, the fox's first duty as minister was to bring him an animal to eat every day. The fox could not refuse the king and accepted the offer.

After the conversation, the fox went out to find an animal for the lion. On the way, he met a fat donkey. He said, "My friend, I have got good news for you. You are very lucky. Our king, the lion, has chosen you to be his chief minister. He asked me to meet you and inform you about his decision." The donkey was scared of the lion and said, "I am afraid of the lion. He might kill me and eat me up. Why has he chosen me as his chief minister? I am not even fit enough to be a minister as I am not as intelligent as other animals." The clever fox laughed and said, "Dear, you don't know your great qualities. **Our king is dying to meet you.** He has chosen you because you are wise, gentle, and hardworking. By serving the king, you will be the second most powerful animal of our forest. Imagine, all the other animals will respect you and seek favours from you." "You must not **lose** your greatest chance in life." So, the poor donkey was convinced and got ready to go along with the fox.

In this way, the fox managed to attract the donkey to the lion's den. When the fox and the donkey approached, the lion was hungrier than ever. But he kept a smiling face and said, "Welcome, my dear friend. Come near me. You are my chief minister." As the donkey came closer, the lion **pounced** on him and killed him instantly. The lion thanked the clever fox and was happy to get the food. As the lion sat down to take his meal, the fox said, "Your Majesty, I know you are very hungry but a king must take a bath before his meal." The lion thought it was a good idea and told the fox to keep a watch on the carcass of the don-

key. The fox silently sat down to keep a watch of the donkey and thought to himself, "I took all the trouble of getting the donkey here. It is I who deserve the best portion of the meal." Thus, the fox cut open the head of the donkey and ate up the whole brain. When the lion returned he shouted, "What happened to the donkey's brain? I wanted to eat the brain first." The fox smilingly replied, "Your Majesty, donkeys have no brains. If he had any, he would not have come near a lion at all."

**51. Why did the lion decide to have an assistant for himself?**

1. He was too lazy to hunt for himself.
2. He was old and weak and could not hunt anymore.
3. He wanted someone to help him kill the fat donkey.
4. He could not handle the affairs of the forest alone.
5. None of these

**52. Why did the lion select the fox as his assistant?**

1. He had heard that the fox had good hunting skills.
2. He wanted the fox to take over as the king of the forest.
3. The fox had offered to let the lion have his leftovers.
4. He had planned to eat the fox after luring him to become his assistant.
5. None of these

**53. Which of the following is the moral of the story?**

1. An idle brain is the devil's workshop.
2. Fools are deaf to wise words.
3. Never believe an enemy's sweet talks.
4. Morality can be best tested while one has power.
5. One can only lead a horse to water, not make him drink it.

**54. Which of the following is TRUE in context of the passage?**

1. Finally, the fox got the best part of the meal.
2. The donkey was appointed as chief minister to the king.
3. The donkey, which the fox had brought for the king, did not have any brain in his head.
4. The donkey was very intelligent and clever.
5. None is true.

**55. What, according to the lion, was the fox's primary duty as a minister?**

1. To force all animals to respect their king and seek favours from him.
2. To convince the donkey to become his chief minister.
3. To take over as the king of the forest since the lion had grown too old.
4. To bring him an animal to eat every day.
5. None of these

56. Why did the fox say 'our king is dying to meet you' to the donkey?

1. The king would have died of hunger if the donkey did not meet him.
2. The king desperately wanted the donkey to be his chief minister as he was gentle and hardworking.
3. The fox wanted to convince the donkey to come with him to the lion so that the lion could eat him.
4. The king wanted to meet the donkey since all other animals respected the donkey more than the king.
5. None of these

57. What did the lion do when he saw the donkey in his den ?

1. He was impressed by the donkey and made him his chief minister.
2. He ordered the fox to kill him and eat his brain.
3. He went to take a bath before meeting the donkey.
4. He immediately noticed that the donkey did not have any brain.
5. None of these

58. What did the fox do when the lion went to take a bath before having his meal?

1. He secretly told the donkey to run away as the lion had planned to kill him.
2. He ate up the donkey's brain as he had done all the hard work of bringing him to the lion's den.
3. He held himself responsible for the death of the poor donkey and did not let the lion eat the donkey.
4. He killed the lion with the help of the donkey and became the king of the forest.
5. None of these

59. Which of the following best describes the donkey?

- |            |                |
|------------|----------------|
| 1. Honest  | 2. Wicked      |
| 3. Clever  | 4. Opportunist |
| 5. Foolish |                |

60. Which one of the phrases given below the following statements should be placed in the blank space provided so as to make a meaningfully correct sentence in the context of the passage?

When the lion did not see any brain in the donkey's head \_\_\_\_\_

1. He spared his life and let him go
2. He got upset with the fox for having selected such a donkey.
3. He took his decision to make him the chief minister back
4. The fox explained to him that donkeys do not have any brains.
5. None of these

**Directions (Qs. 61 to 63) :** Choose the word which is most similar in meaning to the word printed in **bold** as used in the passage.

61. **FIT**

- |              |              |
|--------------|--------------|
| 1. Healthy   | 2. Deserving |
| 3. Strong    | 4. Valuable  |
| 5. Important |              |

62. **LOSE**

- |             |           |
|-------------|-----------|
| 1. Misplace | 2. Suffer |
| 3. Dispose  | 4. Defeat |
| 5. Miss     |           |

63. **POUNCED**

- |             |            |
|-------------|------------|
| 1. Climbed  | 2. Grew    |
| 3. Attacked | 4. Plunged |
| 5. Roared   |            |

**Directions (Qs. 64 to 66) :** Choose the word which is most opposite in meaning to the word printed in **bold** as used in the passage.

64. **HANDLE**

- |              |            |
|--------------|------------|
| 1. Mismanage | 2. Drop    |
| 3. Confront  | 4. Decline |
| 5. Uncover   |            |

65. **FRAIL**

- |              |            |
|--------------|------------|
| 1. Unhealthy | 2. Massive |
| 3. Rich      | 4. Robust  |
| 5. Civilised |            |

**Directions (Qs. 66 to 75) :** Read each sentence to find out whether there is any grammatical error or idiomatic error in it. The error, if any, will be in one part of the sentence. The number of that part is the answer. If there is 'No error' the answer is 5. (Ignore errors of punctuation, if any.)

66. The student which (1)/ you had thought (2)/ so highly of has (3)/ failed to pass the examination (4)/ No error (5)
67. It will not be possible for you (1)/ to catch the train on time (2)/ because the nearest railway station (3)/ is at ten kilometres away (4)/ No error (5)
68. When I called him yesterday, (1)/ he offered to donate (2)/ a handsome sum to (3)/ the flood relief fund. (4)/ No error (5)
69. The constable said that (1)/ the prisoner seize a (2)/ fully loaded gun from a policeman (3)/ and shot the prosecutor. (4)/ No error (5)
70. Although he has been (1)/ winning the elections (2)/ all years, this year his popularity (3)/ has substantially reduced. (4)/ No error (5)
71. If a person has been given (1)/ diplomatic immunity then he (2)/ cannot be arrested on a (3)/ foreign land under any circumstance. (4)/ No error (5)
72. Considering about her good credentials, (1)/ the manager offered her a job (2)/ in his organisation (3)/ despite the lack of experience. (4)/ No error (5)
73. A group of birds (1)/ migrate from southern part (2)/ of the country to the (3)/ northern part during summer. (4)/ No error (5)

74. Government took strict action (1)/ against the doctors on strike (2)/ but they refused to (3)/ resume to work. (4)/ No error (5)
75. Each of the survivors of the Tsunami (1)/ have been offered free (2)/ psychological consultation to ease their trauma, (3)/ by some of the top consultants. (4)/ No error (5)

**Directions (Qs. 76 to 80) :** Rearrange the following six sentences (A), (B), (C), (D), (E) and (F) in the proper sequence to form a meaningful paragraph; then answer the questions given below them.

- A. To their surprise, however, the reward went to a beggar who had contributed only a rupee instead of a wealthy donor.
- B. He received funds from many people as rich and poor donated generously to his trust.
- C. The man explained that the one rupee given by the beggar was worth millions of rupees as that was all the money he possessed and that he had made a much greater sacrifice than others.
- D. During the function everyone waited with bated breath to hear who had made the maximum contribution.
- E. A man went from town to town to collect money for his charitable trust.
- F. On returning he decided to hold a function and reward the person whose contribution had been maximum.
76. Which of the following should be the **FIRST** sentence after rearrangement?  
1. A      2. B      3. D      4. E  
5. F
77. Which of the following should be the **SECOND** sentence after rearrangement?  
1. B      2. C      3. D      4. E  
5. F
78. Which of the following should be the **THIRD** sentence after rearrangement?  
1. A      2. B      3. C      4. E  
5. F
79. Which of the following should be the **FOURTH** sentence after rearrangement?  
1. B      2. C      3. D      4. E  
5. F
80. Which of the following should be the **LAST (SIXTH)** sentence after rearrangement?  
1. A      2. C      3. D      4. E  
5. F

**Directions (Qs. 81 to 85) :** In each of the following questions six words are given which are denoted by (A), (B), (C), (D), (E) and (F). By using all the six words, each only once, you have to frame a meaningful and grammatically correct sentence. The correct order of words is the answer.

Choose from the five alternatives, the one having the correct order of words and mark it as your answer on the answer sheet.

81. **A. TO      B. AROUND      C. SEE      D. THEY**  
**E. HIM      F. HATED**  
1. DFACBE      2. DBFAEC  
3. DFCAEB      4. DFACBE  
5. CEBFAD
82. **A. UV-RAYS      B. ABSORBS**  
**C. THE      D. LAYER**  
**E. HARMFUL      F. OZONE**  
1. ACBEFD      2. CFDBEA  
3. ACBFED      4. CFBDAE  
5. CBEAFD
83. **A. FINALISE      B. WE**  
**C. DETAILS      D. LATER**  
**E. THE      F. WILL**  
1. BFEACD      2. BDCFEA  
3. BDCAEF      4. ECFDBA  
5. BFAECD
84. **A. OTHERS      B. HER**  
**C. SHE      D. MISTAKES**  
**E. FOR      F. BLAMES**  
1. CFAEBD      2. ACFEBD  
3. BDACFE      4. CFDABE  
5. BDAECF
85. **A. PRACTISING      B. SPEECH**  
**C. SPENT      D. HIS**  
**E. HE      F. HOURS**  
1. DBCFEA      2. DBFCAE  
3. EBCDAF      4. FACBED  
5. ECFADB

**Directions (Qs. 86 to 90) :** In each question below a sentence with four words printed in **bold** type is given, these are numbered as 1), 2), 3) and 4). One of these four words printed in **bold** may be either wrongly spelt or inappropriate in the context, of the sentence. Find out the word, if any, which is wrongly spelt or inappropriate. The number of that word is your answer. If all the words printed in **bold** are correctly spelt and also appropriate in the context of the sentence, mark 5), i.e. 'All correct' as your answer.

86. A large number of **celebrities** (1) have joined in NGO **involved** (2) in the movement for **protection** (3) of animal **writes** (4). All correct. (5)
87. The teacher liked the **poem** (1) so much that she **requested** (2) Saba to read it **allowed** (3) to the **whole** (4) class. All correct. (5)
88. As the wind **blue** (1) harder every **minute**, (2) people got a **fairly** (3) good idea that a storm was **approaching** (4) the town. All correct. (5)
89. The family had to **bear** (1) a leaky **sealing** (2) throughout the rainy **season** (3) as they could not **afford** (4) to get it repaired. All correct. (5)

90. Breathe(1) deeply and inhale the **sents(2)** of roses and daisies in the landscaped **gardens(3)** **surrounding(4)** my house. All correct. (5)

**Directions (Qs. 91 to 100) :** In the following passage there are blanks, each of which has been numbered. These numbers are printed below the passage and against each, five words are suggested, one of which fits the blank appropriately. Find out the appropriate word in each case.

Once upon a time, there lived a sparrow on a banyan tree. She laid her eggs in the nest. One afternoon, a wild elephant came under the tree and in a fit of rage, broke a branch of the tree on which the nest was (91). Unfortunately, all the eggs of the sparrow (92) after falling down though the sparrow was saved. The sparrow was full of grief and began weeping for her eggs.

A woodpecker, a close friend of the sparrow, heard her crying and asked her, "Why are you crying, my friend?" The sparrow said, "The (93) elephant has, killed my offspring. If you are a true friend of mine, suggest a way to kill him." The woodpecker (94) her and told her that he knew a fly and she would definitely help them kill the elephant.

Both of them went to seek the help of the fly. The woodpecker said, "A wild elephant has crushed my friend's eggs. We need your help in killing him." The fly replied, "One of my friends is a frog. Let us go to him and take his help too," They went to the frog and (95) the whole incident. The frog said, "What can an elephant do before a united crowd like us? Do what I tell you. Dear Fly, you go to the elephant and hum a sweet tune into his ears. When he closes his eyes in delight, the woodpecker will poke his eyes. This way, he will become (96). When he gets thirsty, he will (97) for water. I will go to a marshy land and begin croaking there, (98) that there is water, the elephant will come there. He will sink into the marshy area and (99)."

The next day in the noon, all of them played out the plan and the elephant was killed, as he drowned into a marshy area after being blinded by the woodpecker, when he closed his eyes in response to the music. Thus, the smartness of all the animals, enabled the sparrow, in taking her (100) on the elephant.

- |                 |              |
|-----------------|--------------|
| 91. 1. broken   | 2. found     |
| 3. born         | 4. built     |
| 5. grown        |              |
| 92. 1. survived | 2. broke     |
| 3. fell         | 4. escaped   |
| 5. damaged      |              |
| 93. 1. poor     | 2. harmless  |
| 3. defective    | 4. attacking |
| 5. wicked       |              |
| 94. 1. consoled | 2. defended  |
| 3. ignored      | 4. protected |
| 5. scolded      |              |

- |                 |              |
|-----------------|--------------|
| 95. 1. mention  | 2. narrated  |
| 3. said         | 4. informed  |
| 5. revived      |              |
| 96. 1. sorry    | 2. dead      |
| 3. blind        | 4. unseen    |
| 5. regretful    |              |
| 97. 1. drink    | 2. demands   |
| 3. need         | 4. want      |
| 5. search       |              |
| 98. 1. Assuming | 2. Accepting |
| 3. Recalling    | 4. Informed  |
| 5. Sure         |              |
| 99. 1. kill     | 2. realise   |
| 3. hurt         | 4. die       |
| 5. fall         |              |
| 100. 1. insult  | 2. fight     |
| 3. help         | 4. revenge   |
| 5. anger        |              |

**NUMERICAL ABILITY**

**Directions (Qs. 101 to 120) :** What should come in place of the question mark (?) in the following questions?

101.  $453 - 336 + 110 = ? + 31$   
 1. 194      2. 196      3. 186      4. 256  
 5. None of these
102.  $25^{2.7} \times 5^{4.2} \div 5^{5.4} = 25^{(?)}$   
 1. 1.7      2. 3.2      3. 1.6      4. 3.6  
 5. None of these
103.  $800 \div 32 + 11 = (?)^2$   
 1. 49      2. 7      3. 36      4. 64  
 5. None of these
104.  $\sqrt{576} - \sqrt{289} = \sqrt{?} + 1$   
 1. 6      2. 36      3. 49      4. 7  
 5. None of these
105.  $20 \times 168 \div 14 - 40 = ? + 110$   
 1. 90      2. 80      3. 200      4. 240  
 5. None of these
106.  $\frac{?}{\sqrt{25}} = \frac{15 \times 4 - 40}{2}$   
 1. 20      2. 45      3. 25      4. 50  
 5. None of these
107.  $\frac{2}{5}$  of  $\frac{5}{6}$  of ? = 200  
 1. 480      2. 420      3. 729      4. 840  
 5. None of these
108. 25% of 420 - ?% of 140 = 77  
 1. 25      2. 36      3. 20      4. 40  
 5. None of these



109.  $4\frac{7}{8} - 2\frac{1}{2} + 1\frac{3}{4} = ?$

1.  $4\frac{5}{8}$       2.  $3\frac{7}{8}$       3.  $8\frac{1}{4}$       4.  $3\frac{1}{4}$

5. None of these

110.  $4 \times 5^2 - 3^2 \times 7 + 6^2 = ? + 24$

1.  $7^2$       2.  $8^2$       3.  $9^2$       4.  $4^2$

5. None of these

111.  $621 \div 27 \times 2 - 37 = \sqrt{?}$

1. 9      2.  $\sqrt{9}$       3. 81      4.  $3\sqrt{3}$

5. None of these

112.  $\sqrt{441 - 41} \times 42 \div 7 = ?$

1. 20      2. 60      3. 180      4. 120

5. None of these

113. 46% of 156 - 23.76 = ?

1. 47      2. 48      3. 48.10      4. 47.10

5. None of these

114.  $13.141 + 31.417 - 27.118 = ?$

1. 16.441      2. 17.543      3. 17.490      4. 16.440

5. None of these

115.  $97 + 710 - 143 = 4 \times ?$

1. 166      2. 664      3. 156      4. 332

5. None of these

116.  $\frac{7}{36}$  of 20% of 540 = ?

1. 21      2. 14      3. 20      4. 30

5. None of these

117.  $4\frac{1}{5} \times 4\frac{2}{7} \div 3\frac{1}{3} = ?$

1.  $2\frac{2}{5}$       2.  $4\frac{3}{8}$       3.  $4\frac{2}{5}$       4.  $6\frac{1}{8}$

5. None of these

118.  $1701 + 4011 - 3624 - 1113 = ?$

1. 965      2. 975      3. 875      4. 865

5. None of these

119.  $(656 \div 164)^2 = \sqrt{?}$

1. 14      2. 16      3. 64      4. 256

5. None of these

120. 36% of 250  $\times$  18% of 50 = ? + 10

1. 820      2. 810      3. 790      4. 800

5. None of these

**Directions (Q.121-123):** What will come in place of question mark (?) in the followings number series?

121. 17 22 32 47 67 92 ?

1. 112      2. 132      3. 111      4. 122

5. None of these

122. 3 123 183 213 228 5.5

1. 238.5      2. 239.25      3. 275.50      4. 238.50

5. None of these

123. 311 300 278 245 201 146 ?

1. 70      2. 90      3. 80      4. 110

5. None of these

124. What will come in place of both the question

marks (?) in the following question?  $\frac{23}{?} = \frac{?}{92}$ 

1. 56      2. 54      3. 44      4. 46

5. None of these

125. Out of the fractions  $\frac{9}{31}$ ,  $\frac{3}{17}$ ,  $\frac{6}{23}$ ,  $\frac{4}{11}$  and  $\frac{7}{25}$  which is the largest?

1.  $\frac{9}{31}$       2.  $\frac{3}{17}$       3.  $\frac{6}{23}$       4.  $\frac{4}{11}$

5. None of these

126. The ratio of the speed of a car to that of a train is 15 : 22. If the speed of the train is 35 km/hr. more than that of the car, what is the speed of the car?

1. 75 km/hr.      2. 110 km/hr.  
3. 85 km/hr.      4. Cannot be determined

5. None of these

127. Seema sold a mobile phone at the cost of Rs.1950 at a loss of 25%. At what cost will she have to sell it to get a profit of 30%?

1. Rs. 3300      2. Rs.2600  
3. Rs.2535      4. Rs.3380

5. None of these

128. The ratio of the angles of a quadrilateral is 3 : 5 : 9 : 1. What is the value (in degrees) of two-thirds of the total sum of the smallest and the second largest angles together?

1. 60      2. 90      3. 80      4. 120

5. None of these

129. What is the value of 72% of two-fifths of 450?

1. 648.4      2. 129.6      3. 324.2      4. 162.6

5. None of these

130. The salary of a man increases by 20% every year in the month of January. His salary was Rs.5000 in the month of February in year 2009. What will be his salary in the month of February in year 2011?

1. Rs. 7200      2. Rs. 6200  
3. Rs. 7800      4. Rs. 6800

5. None of these

131. In a test, Rajesh got 112 marks, which is 32 more than the passing marks. Sonal got 75% marks, which is 70 more than the passing marks. What is the minimum passing percentage in the test?

1. 35      2. 45      3. 40      4. 30

5. None of these

132. If Rs. 5075 is to be divided among 29 people, how much amount will each person get?

1. Rs.195      2. Rs.165      3. Rs.155      4. Rs.175

5. None of these

133. The area of a square is 225 sq.cm, which is equal to the area of a rectangle. The length of the rectangle is 16 cm more than its breadth. What is the ratio of the side of the square to the breadth of the rectangle?

1. 3 : 5    2. 5 : 3    3. 5 : 4    4. 4 : 5  
5. None of these

134. The simple interest accrued on a certain principal in 5 years at the rate of 12 p.c.p.a. is Rs.1536. What amount of simple interest would one get if one invests Rs.1000 more than the previous principal for 2 years and at the same rate p.c.p.a.?

1. Rs.845.40    2. Rs. 614.40  
3. Rs. 2136    4. Rs. 1536  
5. None of these

135. If 3 men or 9 boys can finish a piece of work in 21 days, in how many days can 5 men and 6 boys together do the same piece of work?

1. 12 days    2. 8 days  
3. 14 days    4. Cannot be determined  
5. None of these

136. Twenty five percent of Reena's yearly income is equal to seventyfive percent of Anubhav's monthly income. If Anubhav's yearly income is Rs.240,000, what is Reena's monthly income?

1. Rs.60,000    2. Rs.12,000  
3. Rs.5,200    4. Cannot be determined  
5. None of these

137. What is the compound interest accrued on a sum of Rs.1800 at the rate of 4 p.c.p.a. in 2 years?

1. Rs.146.88    2. Rs.1946.88  
3. Rs.156.84    4. Rs.1846.84  
5. None of these

138. In how many different ways can the letters of the word 'FINISH' be arranged?

1. 80    2. 120    3. 60    4. 720  
5. None of these

**Directions (Qs. 139 to 140) :** In the following number series only one is wrong. Find out the wrong one.

139. 11 16 23 29 37 46 56

1. 16    2. 23    3. 29    4. 37  
5. 46

140. 217 216 212 203 187 151 126

1. 216    2. 212    3. 203    4. 187  
5. 151

**Directions (Qs. 141 to 145) :** What approximate value should come in place of the question mark (?) in the following questions? (You are not expected to calculate the exact value.)

141.  $25.8\%$  of  $235.9 \times 3.96 = ?$

1. 280    2. 210    3. 200    4. 250  
5. 300

142.  $236.56 \div 18.29 \times 9.87 = ?$

1. 127    2. 152    3. 182    4. 210  
5. 240

143.  $970\%$  of 14 +  $310\%$  of 43 = ?

1. 240    2. 225    3. 270    4. 300  
5. 320

144.  $3\frac{2}{9} \times 9\frac{7}{5} \div 7\frac{1}{6} = ?$

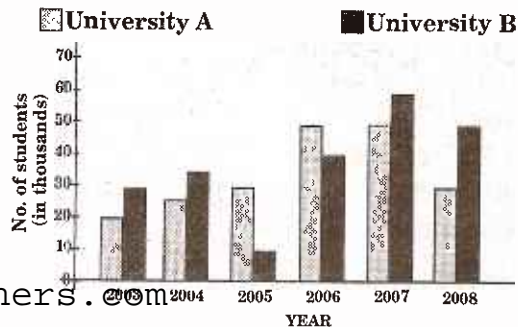
1. 10    2. 20    3. 30    4. 5  
5. 15

145.  $23 \times 17.5 + 63.774 - 321.3 \div 52.6 = ?$

1. 460    2. 520    3. 600    4. 400  
5. 370

**Directions (Qs. 146 to 150) :** Study the following graph carefully to answer the questions that follow:

Number of students passed (in thousands) from two universities over the years



146. What is the sum of the students passed from University 'B' in year 2003, 2005 and 2006 together?

1. 80,000    2. 8,000  
3. 8,00,000    4. 75,000  
5. None of these

147. What is the ratio of the number of students passed from University 'A' in year 2007 and the number of students passed from University 'B' in year 2004?

1. 5 : 4    2. 4 : 5    3. 7 : 10    4. 10 : 7  
5. None of these

148. The number of students passed from University 'B' in year 2008 is approximately what percentage of the total number of students passed from University A over the years?

1. 30    2. 25    3. 20    4. 35  
5. 40

149. What is the ratio between the number of students passed in year 2007, 2008 and 2005 from University A?

1. 5 : 3 : 2    2. 3 : 5 : 5  
3. 5 : 3 : 3    4. 5 : 1 : 1  
5. None of these

**150. What is the difference between the total number of students passed from both the universities together in year 2007 together and the total number of students passed in year 2005 from both the universities together?**

1. 70,000
2. 37,000
3. 7,000
4. 3,700
5. None of these



**151. Marketing is \_\_\_\_**

1. A skilled person's job
2. A one-day function
3. A one-time act
4. Required only when a new product is launched
5. None of these

**152. Marketing is the function of \_\_\_\_**

1. Sales persons
2. Production Department
3. Planning Department
4. Team leaders
5. A collective function of all staff

**153. Marketing function includes \_\_\_\_**

1. Designing new products
2. Advertisements
3. Publicity
4. After sales service
5. All of these

**154. Marketing channels mean \_\_\_\_**

1. Delivery period
2. Delivery time
3. Delivery outlets
4. Delivery place
5. All of these

**155. Market Information means \_\_\_\_**

1. Knowledge level of marketing staff
2. Information about marketing staff
3. Information regarding share market
4. Knowledge of related markets
5. None of these

**156. Market share refers to \_\_\_\_**

1. Share market prices
2. Price fluctuation in the market
3. Share issue floated by the company
4. Share of wallet
5. Share of business of the company as compared to peers

**157. Service Marketing is the same as \_\_\_\_**

1. Internet marketing
2. Telemarketing
3. Internal Marketing
4. Relationship Marketing
5. All of these

**158. Service Marketing is resorted to in \_\_\_\_**

1. All manufacturing companies
2. All production houses
3. Export units
4. Insurance companies and banks
5. All of these

**159. A DSA means \_\_\_\_**

1. Direct Service Agency
2. Direct Selling Agent
3. Double Selling Agent
4. Distribution Agency
5. None of these

**160. Lead generation can be resorted to by browsing \_\_\_\_**

1. Telephone directories
2. Yellow pages
3. Internet sites
4. List of existing customers
5. All of these

**161. Effective selling skills depend on \_\_\_\_**

1. Effective lead generation
2. Sales Call Planning
3. Territory Allocation
4. Effective communication skills
5. All of these

**162. 'Buyer Resistance' means \_\_\_\_**

1. Buyer's interest in the product being sold
2. Buyer fighting with the seller
3. Buyer's hesitation in buying the product
4. Buyer becoming a seller
5. Buyer buying the product

**163. Buyer Resistance can be overcome by \_\_\_\_**

1. Good communication between buyer and seller
2. Good negotiation
3. Persuasive communication
4. Good after-sales service
5. All of these

**164. Good marketing strategy envisages good and proper \_\_\_\_**

1. Product development
2. Promotion and Distribution
3. Pricing
4. Relationship management
5. All of these

**165. The best promotional tool in any marketing is —**

1. e-promotion
2. Public Relations
3. Virtual marketing
4. Word-of-mouth publicity
5. Advertisements

**166. Situation Analysis is useful for \_\_\_\_**

1. SWOT Analysis
2. Analysis of salespersons' performance
3. Analysis of capital markets
4. All of these
5. None of these

- 167. Customisation results in \_\_\_\_**
1. Customer exodus
  2. Customer retention
  3. Customer complaints
  4. All of these
  5. None of these
- 168. Market segmentation helps to determine \_\_\_\_**
1. Target groups
  2. Sale price
  3. Profit levels
  4. Product life cycle
  5. All of these
- 169. Find the correct sentence.**
1. Higher the price, higher are the sales.
  2. More sales persons lead to more sales.
  3. Mission statement is part of a Market Plan.
  4. Better sales incentives means better performance.
  5. All customers are profitable customers.
- 170. Savings Accounts can be opened by \_\_\_\_**
1. All individuals fulfilling KYC norms
  2. All individuals earning more than Rs. 1,00,000 per annum
  3. All individuals above the age of 18
  4. All salaried persons only
  5. All students below the age of 18
- 171. Current Accounts can be freely opened by \_\_\_\_ (Find the incorrect answer)**
1. All NRIs
  2. All businessmen
  3. Govt. departments
  4. Firms and Companies
  5. HUFs
- 172. Cross-selling is useful for canvassing \_\_\_\_**
1. Current Accounts
  2. Fixed Deposit Accounts
  3. Student loans
  4. Car loans
  5. All of these
- 173. The target group for Education Loans is \_\_\_\_**
1. All parents
  2. All Professors
  3. All Research Scholars
  4. All Tutorial Colleges
  5. All of these
- 174. The target group for Car Loans is \_\_\_\_**
1. Auto manufacturing companies
  2. Car dealers
  3. Taxi drivers
  4. Car purchasers
  5. All of these
- 175. Advertisements are not required in \_\_\_\_**
1. Public Sector banks
  2. Private Sector Banks
  3. Govt. concerns
  4. Profit-making companies
  5. None of these
- 176. Errors in a computer program are referred to as**
1. bugs
  2. mistakes
  3. item overlooked
  4. blunders
  5. None of these
- 177. A compiler is used to translate a program written in \_\_\_\_**
1. a low level language
  2. a high level language
  3. assembly language
  4. machine language
  5. None of these
- 178. Computer programs are also known as \_\_\_\_**
1. operating systems
  2. documents
  3. peripherals
  4. applications
  5. None of these
- 179. Which of the following are computers that can be carried around easily?**
1. Laptops
  2. Supercomputers
  3. PCs
  4. Minicomputers
  5. None of these
- 180. The secret code that restricts entry to some programs is \_\_\_\_**
1. entry-code
  2. passport
  3. password
  4. access-code
  5. None of these
- 181. Where is the disk put in a computer?**
1. in the hard drive
  2. In the disk drive
  3. Into the CPU
  4. In the modem
  5. None of these
- 182. The most common method of entering text and numerical data into a computer system is through the use of a \_\_\_\_**
1. plotter
  2. scanner
  3. printer
  4. keyboard
  5. None of these
- 183. Which keys enable the input of numbers quickly?**
1. Function keys
  2. The numeric keypad
  3. Ctrl, Shift and Alt
  4. Arrow keys
  5. None of these
- 184. Information that comes from an external source and is fed into computer software is called \_\_\_\_**
1. Input
  2. Output
  3. Throughput
  4. Reports
  5. None of these
- 185. A computer's hard disk is \_\_\_\_**
1. an arithmetic and logical unit
  2. computer software
  3. operating system
  4. computer hardware
  5. None of these
- 186. Files are organised by storing them in \_\_\_\_**
1. tables
  2. databases
  3. folders
  4. graphs
  5. None of these
- 187. What menu is selected to change font and style?**
1. tools
  2. File
  3. Format
  4. Edit
  5. None of these
- 188. In programming, you use the following keys: \_\_\_\_**
1. Arrow keys
  2. Function keys
  3. Alpha keys
  4. Page up and Page Down keys
  5. None of these



189. With a CD you can \_\_\_\_

1. Read
2. Write
3. Neither Read nor write
4. Both Read and Write
5. None of these

190. Savings Accounts with zero balance can be opened for \_\_\_\_

1. persons below BPL
2. under Financial Inclusion scheme
3. students
4. as per Bank's Policies
5. None of these

191. "Outsourcing" means service rendered by \_\_\_\_

1. outside agencies
2. other departments of the company
3. employees, other than the sales persons
4. marketing department
5. All of these

192. In modern day marketing the benefits of selling extend to \_\_\_\_

1. Only products and services
2. Only after sales services
3. Lifelong relationship with the buyer
4. All of these
5. None of these

193. One of the following is not a target group of SME loans—

1. All professionals
2. large industries
3. truck operators
4. beauty parlours
5. hotels and restaurants

194. The performance of a salesperson can be enhanced by—

1. increasing the sales incentives
2. increasing the number of products to be sold
3. appropriate training
4. All of these
5. None of these

195. Team building is required—

1. only for lead generation
2. only for after sales service
3. for cross selling
4. All of these
5. None of these

196. For sustained relationship with the buyer, one of the following is necessary—

1. Continuity
2. Consistency
3. Understanding
4. Empathy
5. All of these

197. Sales Promotion involves Find the incorrect option —

1. Building Product Awareness
2. Creating Interest
3. Providing Information
4. Designing new products
5. None of these

198. Target market for Home Loans is \_\_\_\_

1. all builders
2. all housing societies
3. agriculturists
4. All of these
5. None of these

199. Lead generation is—

1. a pre sales function
2. a function of the customer
3. a function of the manufacturing department
4. a postsales function
5. All of these

200. Financial Inclusion means \_\_\_\_

1. Opening Accounts of Finance Companies
2. Financial Analysis of Balance
3. Opening Accounts of HNI's
4. Opening Accounts of NRI's
5. Opening Accounts of under privileged persons

## ANSWERS

1.2	2.3	3.4	4.5	5.1	6.2	7.3	8.1	9.1	10.5	11.1	12.1	13.2	14.5	15.3	16.2
17.5	18.1	19.4	20.2	21.4	22.3	23.2	24.1	25.3	26.5	27.2	28.5	29.4	30.1	31.2	32.5
33.4	34.3	35.1	36.5	37.4	38.3	39.4	40.2	41.5	42.3	43.1	44.4	45.3	46.2	47.4	48.5
49.1	50.4	51.2	52.5	53.3	54.1	55.4	56.3	57.5	58.2	59.5	60.5	61.2	62.5	63.3	64.1
65.4	66.1	67.4	68.5	69.2	70.3	71.5	72.1	73.2	74.4	75.2	76.4	77.1	78.5	79.3	80.2
81.4	82.2	83.5	84.4	85.5	86.4	87.3	88.1	89.2	90.2	91.4	92.2	93.5	94.1	95.2	96.3
97.5	98.1	99.4	100.4	101.2	102.5	103.5	104.2	105.1	106.4	107.4	108.3	109.5	110.1	111.3	112.4
113.2	114.5	115.1	116.1	117.5	118.2	119.4	120.4	121.4	122.2	123.3	124.4	125.4	126.1	127.4	128.3
129.2	130.1	131.3	132.4	133.2	134.5	135.5	136.1	137.1	138.5	139.2	140.5	141.4	142.1	143.3	144.4
145.1	146.1	147.4	148.2	149.3	150.1	151.1	152.5	153.5	154.5	155.4	156.5	157.1	158.2	159.2	160.4
161.1	162.3	163.5	164.5	165.4	166.1	167.2	168.1	169.4	170.1	171.2	172.1	173.5	174.4	175.5	176.1
177.2	178.4	179.1	180.3	181.2	182.4	183.2	184.1	185.4	186.3	187.3	188.2	189.4	190.1	191.1	192.3
193.2	194.4	195.3	196.2	197.4	198.1	199.1	200.5								