SAMPLE QUESTION PAPER

POST GRADUATE MANAGEMENT
MANAGERIAL ABILITY TEST — PAPER-II

Time Allowed : 2 Hours

Max. Marks : 120
Total Questions : 120

It is a test to judge the managerial effectiveness and inter personnel skills of the candidates. This test comprises various sub tests as given below :

(1) Vikalp (Case Study)
(2) Business Domain Test
(3) Logical Ability Test

(i) This paper contains 120 questions of one mark each.

(ii) Answers are required to be marked only on the OMR/ICR Answer-Sheet, which shall be provided separately.

(iii) For each question, four alternative answers have been provided out of which only one is correct. Darken the appropriate circle in the Answer-Sheet by using Ball Pen only on the best alternative amongst (a), (b), (c) or (d).

SAMPLE QUESTIONS

Direction (Q. Nos. 1-10): Study the situation given below to answer these questions.

Although he was born in a little village near the coast and had gone to school in the nearest seaside town. Mr. Smith was not a lover of the sea; even when walking along the sands, he was always afraid of being cut off by the tide. He was not a very good swimmer, so perhaps this accounts for it.

After working for some years in London he was transferred to a coast resort, and of course, the family outings were often made to the beach. One day his children pleaded to go out into the bay in a boat. The sun shone brightly, there was little wind and the water was calm. So Mr. Smith hired a boat and with his two children rowed out into the bay. Of course they were tempted to go farther than they had intended, past the protecting cliffs and out to the open sea. At first all went well, but when they decided to turn back they encountered difficulties. A strong breeze had sprung up and the currents here were rather treacherous.

Mr. Smith rowed hard, but it seemed they were making little progress. The children, were waving to attract the attention of the people on the beach. Just then a motor boat appeared from the direction of the bay. Their plight had been noticed and the boat had come to their rescue.

A line was soon attached and they were towed back round the cliff to the shore. Mr. Smith's dislike of the sea was not diminished by this experience.

1. Mr. Smith was nervous of walking along the sands because
    (a) he had no love for the sea
    (b) there the sea was infested with deadly monsters
    (c) he feared that the tide may cut him off from the land
    (d) the sea was too deep even near the coast

2. What accounted for his dislike of the sea?
    (a) He was not a good swimmer, he feared that he might get drowned in the sea
    (b) The protruding cliffs made navigation dangerous
    (c) He was accustomed to comfortable city life
    (d) Many a tragedy had occurred in the past near the sea coast

3. What did the children plead for?
   (a) Climb the cliff to have better view of the bay
   (b) Go to a coast resort
   (c) Taken for a picnic on the beach
   (d) Go out into the bay in a boat

4. Mr. Smith was tempted to go farther away from land than he had intended because
   (a) he enjoyed rowing in the bright sunshine
   (b) the sea was calm, there being little wind
   (c) his children wanted to go far out in the sea
   (d) he encountered no danger while rowing the boat

5. What difficulties did they encounter when returning to the shore?
   (a) The boat they were rowing in suddenly developed a leak
   (b) Sea monsters surrounded the boat
   (c) Treacherous currents developed as a result of strong winds
   (d) The engine of the boat stopped functioning

6. Why did the children wave?
   (a) They were bidding good bye to the people on the shore
   (b) To attract the attention of the people on the bank to their plight
   (c) They had a joyous ride in the boat
   (d) Their boat was sinking

7. Why did the motor boat appear?
   (a) It was on patrol duty
   (b) It happened to be out fishing in the sea
   (c) It came out of the bay to join its mother ship anchored in the deep sea
   (d) The crew of the boat having noticed the plight of the Smiths, came to rescue them

8. How did Mr. Smith and children get back to the shore?
   (a) The crew of the motor boat helped them to mend the leak in their boat
   (b) With the help of a line they were transferred to the motor boat
   (c) By attaching a line to their boat, the motorboat towed them back to the shore
   (d) A few men from the motorboat joined the Smiths in their boat which they quickly rowed to the shore

9. How many children were with Mr. Smith?
   (a) One   (b) Two   (c) Three   (d) Four

10. A suitable title for the above situation is
    (a) The Smith family
    (b) Mr. Smith and the sea
    (c) An enjoyable trip to the sea
    (d) Dangers of the sea

Direction (Q. Nos. 11-20): Study the situation given below to answer these questions.

Rajesh Kumar, a factory superintendent of the Asia company, takes trips through the factory at different hours and on different days. He likes to talk with the operative employees and ask them questions about their work, the families, the material they are using and the machine being operated. He believes that such conversation makes for better morale and also lets him know what is taking place in the factory.

Every monday morning at the production meeting, he brings up some aspects of information picked up from the previous week's factory visits and askes for an explanation of it. Usually his production management personnel answers him, but Kumar continues asking about other bits of information he received until his associates are unable to answer or inform him that he has incorrect information. Rajesh, however, insists that the operative employees are telling him the truth and sometimes he points out that the same information is given to him by different employees in different departments. Some of his associates have suggested that they accompany Kumar during his factory tours, but he will have no part of this, stating that more than one management member is with him. He claims the friendly, sincere atmosphere he has achieved

with many of the workers in the factory is a definite advantage and helps communication, and he does not want to jeopardise it in any way.

Kumar is not entirely satisfied with his production control manager, Anil Sinha, who just does not seem to comprehend what he is told. Kumar admits the manufacturing work is getting quite complicted, but it irks him when Sinha just stands there and replies 'yes', 'yes', 'yes'. Kumar has noticed that Sinha says he understands a request or a suggestion or a change given to him, but then proceeds to go about his work as if nothing had been said to him.

11. The focus of this situation is on
    (a) factory management   (b) production control
    (c) communicating and management   (d) efficient supervision

12. Rajesh Kumar's factory visits are intended to
    (a) create goodwill for the economy
    (b) boost the worker's morale
    (c) know the whole truth about the way things are going on
    (d) identify the personal problems of the operative staff

13. The production meeting of the company took place
    (a) every day   (b) every alternate day
    (c) every week   (d) every month

14. The information received by Rajesh Kumar during his visits is
    (a) incorrect   (b) biased
    (c) exaggerated   (d) reliable

15. According to Mr. Kumar, the information is given to him by
    (a) one individual worker
    (b) more than one worker in one department
    (c) more than one worker in more than one department
    (d) the owner of the company

16. Who suggested that his associates accompany him during his factory tour?
    (a) owner of the company   (b) Mr. Sinha
    (c) His associates themselves   (d) Media persons

17. As a superintendent, what will you do during the tours of the factory?
    (a) Listen to grievances of the associates   (b) Reprimand the inefficient worker
    (c) Suspend the inefficient worker   (d) Counsel and boost the morale of the workers

18. As a worker, what will you do during the visit of Mr. Kumar?
    (a) Keep quiet   (b) Explain your tardiness
    (c) Act disinterested   (d) Threaten by going to the union

19. Rajesh Kumar does not want to visit the factory alongwith his associates because
    (a) it will expose his weaknesses as a superintendent
    (b) it will create an atmosphere of confrontation among officers and subordinates
    (c) the officers accompanying him will feel embarrassed
    (d) the atmosphere will not be conducive to his real purpose

20. Rajesh Kumar is not fully satisfied with Anil Sinha because of his
    (a) poor understanding   (b) obstinacy
    (c) hypocrisy   (d) flattering words

Direction (Q. Nos. 21-25): Study the situation given below to answer these questions.

Dilip Kumar's train was late and it reached Mumbai a little after midnight. It was his first visit to the city and he did not know where to go. He thought he would go to a choultry where he would not have to pay rent, but he did not know how find one at that hour. He asked a porter to get him a cheap room. The porter asked him for fifty rupees to take him one. But Dilip Kumar waved him away and walked out of the station. He wandered through the streets and asked a number of people, but could not find a room cheap enough for him.

He sat down on a park bench to think of what he should do next. He was very tired and fell asleep on the bench. He voke up the next morning stiff in every limb, but he smiled when he realised that it was the cheapest night's lodging that he had ever had.

21. Dilip Kumar could not get any accomodation for the night as
    (a) all the hotels in the city were closed   (b) all the hotel rooms were booked
    (c) the hotels were too expensive for him to afford   (d) he wanted to spend the night in the open

22. In the situation, the word 'choultry' should mean
    (a) an expensive hotel   (b) a highway hotel   (c) a roadside eatery   (d) a free resting place

23. The porter refused to help Dilip Kumar because
    (a) he was rude to the porter
    (b) he had no previous acquaintance with the porter
    (c) he spoke a language which the porter could not understand
    (d) he refused to pay the porter any tip

24. The night in the open
    (a) refreshed Dilip Kumar   (b) gave him aches all over his body
    (c) made his limbs stronger   (d) did not affect him at all

25. From the situation, Dilip Kumar emerges as
    (a) a thrifty person   (b) an extra-vagant spender
    (c) an adventurous person   (d) a fun loving person

Direction (Q. Nos. 26-30): Study the situation given below to answer these questions.

When my wife, son and I were travelling in a rented car through Paris on our way to a cousin's home in the northern suburbs, I became thoroughly confused by the maze of circular and one way streets. Finally, we spotted a policeman and pulled up to ask directions. We were surprised when he removed his tall helmet, opened the back door and slid in beside our son. ''It will be much easier to show you'', he explained.

Off we went through a series of left and right turns, traffic lights and even a short jaunt up a one-way lane the wrong way. Twenty minutes later we arrived at a main interesection. ''Now you will be all right'', announced our guide. ''Just turn here, stay on the road for eight or nine kilometers, and you are there''. With that he opened the door, got out, replaced his helmet and strode briskly off.

26. The 'tone' of narration in the situation is
    (a) sombre   (b) ironic   (c) comic   (d) satiric

27. The author was confused by
    (a) a network of circular roads   (b) wrong direction by taffic cops
    (c) confusing road signals   (d) road map that he had with him

28. The word 'suburbs' means
    (a) a remote village   (b) the city centre
    (c) residential area outside a town   (d) an industrial town

29. The expression 'our guide' in the situation means
    (a) police man   (b) cousin   (c) passer by   (d) professional guide

30. The response of the policeman can be said to be
    (a) rude   (b) greedy   (c) imposing   (d) helpful

_____

31. Which of the following combination of crops provide raw material for agro-based industries?
    (a) Cotton, jute and oilseeds   (b) Pulses, tobacco and jute
    (c) Jowar, cotton and sugarcane   (d) Ragi, spices and sugarcane

32. Which of the following is not a brand of Sewing machine?
    (a) Pfaff   (b) Bropher   (c) Kenstar   (d) Singer

33. The main purpose of using a large number of cotton bales in the mixing is to
    (a) produce a strong yarn   (b) get consistent yarn quality
    (c) reduce waste   (d) improve cleaning efficiency in the blow room

34. The main source of chemicals used in industries is
    (a) Peat   (b) Coaltar   (c) Coke   (d) Liquified Petroleum gas

35. The foreign institutional investors were first allowed to invest in India in the year
    (a) 1995   (b) 1994   (c) 1993   (d) 1992

36. The biggest textile fair of Asia known as 'Hemitextile' was held in
    (a) India   (b) Japan   (c) South Korea   (d) Indonesia

37. Name the first American President who modelled for Van Huesan shirts?
    (a) Jimmy Carter   (b) Ronald Reagon   (c) George Bush   (d) Bill Clinton

38. 'The man of substance' is the promotional logo of which suiting shirting?
    (a) Raymond   (b) Graviera   (c) Van Huesan   (d) Louise Phillipe

39. The 49th International Advertising festival was held in June 2002, at
    (a) Cannes   (b) Bangkok   (c) Geneva   (d) Bonn

40. According to the companies Act, every private company should have a minimum paid up capital of
    (a) Rs. 25 lakh   (b) Rs. 10 lakh   (c) Rs. 5 lakh   (d) Rs. 2 lakh

41. Who out of the following is a famous car designer?
    (a) Alexandera Acquino   (b) Sabira Merchant   (c) Dilip Chhaboia   (d) Rohit Bal

42. South India Textile Research Association has its headquarters in
    (a) Hyderabad   (b) Chennai   (c) Coimbatore   (d) Bangalore

43. The cotton fibres consist mainly of
    (a) starch   (b) cellulose   (c) lignin   (d) none of the above

44. According to Economic Intelligence Unit, maximum amount of Foreign Direct Investment is received by
    (a) India   (b) South Korea   (c) China   (d) Brazil

45. ISO recommended test conditions for textiles is
    (a) 30°C, 65% Relative humidity   (b) 25°C, 60% Relative humidity
    (c) 20°C, 60% Relative humidity   (d) 20°C, 65% Relative humidity

46. 'Give Earth a chance' was the caption launched for
    (a) World Population Day 2002
    (b) World Habitat Day 2002
    (c) World Environment Day 2002
    (d) International Women's Day 2002

47. In the budget estimates for 2002-2003, the fiscal deficit in crores was
    (a) 118816
    (b) 116314
    (c) 131721
    (d) 135524

48. Sanforizing treatment is given to fabrics made of
    (a) Cotton
    (b) Jute
    (c) Polyester
    (d) Polyamides

49. If crease-recovery angle of a finished fabric is 300° and above, then it is called
    (a) Wash-n-wear
    (b) resin-finished fabric
    (c) smooth as silk
    (d) durable press

50. Mock leno is produced by
    (a) suitable interlacing
    (b) special equipment
    (c) special construction particulars
    (d) modification of take-up/let off

51. A screw jack spindle is provided with
    (a) Vee threads
    (b) BSW threads
    (c) Buttress threads
    (d) Square threads

52. In case of gears, the module is
    (a) the length of the pitch circle diameter per tooth
    (b) the number of teeth per unit length on pitch circle diameter
    (c) the distance measued along the pitch circle from a point on one tooth to a corresponding point on the adjacent tooth
    (d) any of the above.

53. A stud is
    (a) headless screw
    (b) screw with long threads
    (c) screw with circular threads
    (d) screw with cylindrical head

54. Which is the fastest growing industry of the world?
    (a) Fashion
    (b) Fast food
    (c) IT
    (d) Tourism

55. The software which is developed to satisfy the needs of a broad group of users is
    (a) Vertical Market Software
    (b) Horizontal Market Software
    (c) Industry Specific Software
    (d) Freeware Software

56. Which brand sells you ''More Car per Car''?
    (a) Santro
    (b) Versa
    (c) Indica
    (d) Esteem

57. Which of the following is a hidden cost associated with outsourcing?
    (a) Vendor Search
    (b) Transition to vendors
    (c) Managing outsourcing effort
    (d) All of the above

58. India's first Electric Car is known as?
    (a) Mova
    (b) Reva
    (c) Beva
    (d) Mewa

59. Allen Selly is a brand owned by which group of companies?
    (a) Tatas
    (b) Damani Group
    (c) Arvind Mills
    (d) AV Birla Group

60. Which Indian Entrepreneur was recently awarded the Max Schmidheiny Foundation Freedom award?
    (a) Adi Godrej
    (b) Anil Ambani
    (c) Azim Premji
    (d) NRN Murthy

Direction (Q. Nos. 61-65): These questions consist 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 your answer as follows:
(a) If the data in statement I alone is sufficient to answer the question
(b) If the data in statement II alone is sufficient to answer the question
(c) If the data in statement I and II together are not sufficient to answer the question
(d) If the data in statement I and II together are necessary to answer the question

61. How is D related to A?
   I. B is the brother of A
   II. B is D's son

62. By how much is Vipin heavier than Hem?
   I. Vipin's weight is 65 kg
   II. Naresh is 10 kg heavier than Hem

63. In which year was Himanshu born?
   I. Himanshu's mother was 34 years old in 1989
   II. Himanshu was born three years after his mother's marriage

64. What is the height of Ashok?
   I. Nisheeth is 5'-8" tall and is 3" taller than Ashok.
   II. Kapil is 4" taller than Ashok

65. Who is C's partner in a game of cards involving four players?
   I. D is sitting opposite to A.
   II. B is sitting right of A and left of C.

Direction (Q. Nos. 66-70): These questions are based on the following diagram

in which the triangle represents female graduates, small circle represents self employed females and the big circle represents self-employed females with bank loan facility. On the basis of numbers shown in the diagram, answer the following questions.
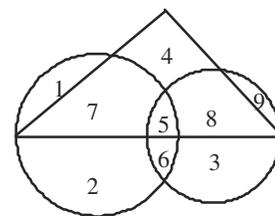
66. How many female graduates are self-employed?
   (a) 12   (b) 13   (c) 15   (d) 18

67. How many femal graduates are not self-employed?
   (a) 4   (b) 10   (c) 12   (d) 15

68. How many non-graduate females are self-employed?
   (a) 9   (b) 11   (c) 12   (d) 21

69. How many self-employed female graduates are with bank loan facility?
   (a) 5   (b) 7   (c) 12   (d) 20

70. How many non-graduate self-employed females are with bank loan facility?
   (a) 3   (b) 8   (c) 9   (d) 12

Direction (Q. Nos. 71-75): In these questions, a matrix of certain characters is given. These characters follow a certain trend, row wise or columnwise. Choose the missing character from the given alternatives.

71.

6	6	8
5	7	5
4	3	?
120	126	320

    (a) 4   (b) 8   (c) 12   (d) 16

72.

B	G	N
D	J	R
G	N	?

    (a) U   (b) V   (c) W   (d) X

73.

?	13	49
9	17	69
13	11	69

    (a) 5   (b) 9   (c) 10   (d) 21

74.

3 C	27 D	9 E
7 I	21 K	3 M
4 D	?	7 J

    (a) 11 E   (b) 28 G   (c) 35 I   (d) 48 F

75.

$BD_3CE_4DF_{15}$	
$EG_2FH_4GI_8$	
$HJ_4IK_6?$	

    (a) JL_{24} (b) IJ_{28}

    (c) JK_{18} (d) JL_{12}

Direction (Q. Nos. 76-80): Answer these questions referring to the symbol-letter number sequence given below:

E G 4 B H 7 5 @ K 8 D N £ Q Z $ W 3 C 1 9 * L B 2 S 6

76. How many such consonants are there in the above sequence which are immediately preceded by a symbol and immediately followed by a digit?

 (a) 1   (b) 2   (c) 3   (d) None

77. Which of the following is exactly in the mid way between the 9th from the left end and 7th from the right end?

 (a) Q   (b) Z   (c) $ (d) W

78. If the first 15 elements are written in reverse, then which of the following will be 7th to the left of 12th element from the right end?

 (a) 7   (b) @   (c) 5   (d) K

79. How many such digits are there in the given sequence which are immediately preceded as well as followed by digits?

 (a) None   (b) 1   (c) 2   (d) 3

80. Which of the following is 7th to the right of 19th element from the right end?

 (a) N   (b) £   (c) Z   (d) $

Direction (Q. Nos. 81-85): Choose the right answer on the basis of the information given below.

Six persons A, B, C, D, E & F were playing a game a cards. A's father, mother and uncle were in the group. There were two women. B the mother of A got more points than her husband. D got more points than E but less than F. Niece of E got lowest points. Father of A got more points than F, but could not win the game.

81. Who won the game?

 (a) A   (b) B   (c) C   (d) D

82. Who got the lowest points?

 (a) A   (b) C   (c) E   (d) B

83. Who is the husband of B?

 (a) F   (b) E   (c) D   (d) C

84. B was one lady. Who was the other lady?

 (a) C   (b) D   (c) E   (d) A

85. Who stood second in to the game?

 (a) A   (b) B   (c) C   (d) D

Direction (Q. Nos. 86-90): Choose the right answer on the basis of the information given below.

Six books A, B, C, D, E & F are placed side by side. C, B and E have blue covers and other books have red covers. Only D and F are new books and the rest are old. A, C and D are law reports others are Gazetters.

86. Which of the book is a new law report with a red cover?

 (a) A   (b) B   (c) C   (d) D

87. Which two books are old Gazetteers with blue covers?

 (a) B & C   (b) B & E   (c) B & F   (d) E & F

88. Which red cover Gazetteer is a new book?
    (a) B   (b) D   (c) E   (d) F

89. Which one of the following is the old volume of a Gazetteer?
    (a) C   (b) D   (c) E   (d) F

90. Which one is old blue covered law report?
    (a) A   (b) B   (c) C   (d) D

Direction (Q. Nos. 91-94): This set of questions (91 to 94) is based on a short passage. For each question choose the best answer from the four choices listed.

Seven students—F, G, H, I, J, K and L are being considered for a university fellowship. In evaluating these students, the dean has received from the registrar's office their official transcripts, including their cumulative grade point averages (GPAs). In analyzing this information, the dean made the following observations:

    None of the students has exactly the same GPA as any other student.
    K's GPA is higher than L's but lower than H's.
    I has a higher GPA than J.
    Both F and G have higher GPAs than H.

91. Each of the following could be true EXCEPT
    (a) F has the highest GPA.
    (b) G has the highest GPA.
    (c) I has the highest GPA.
    (d) More than three students have lower GPAs than K.

92. Which of the following, if true, would be sufficient to determine who has the lowest GPA?
    (a) I has the highest GPA.   (b) I has a lower GPA than K.
    (c) K has a higher GPA than J.   (d) J has a higher GPA than K.

93. If J has a higher GPA than F, how many different rankings, by GPA, of the students are possible?
    (a) 1   (b) 2   (c) 4   (d) 6

94. If H has a higher GPA than I, which of the following CANNOT be true?
    (a) I's GPA is equal to the average of F's and G's
    (b) I's GPA is equal to the average of K's and L's
    (c) J's GPA is equal to the average of K's and L's
    (d) J has the second lower GPA.

Direction (Q. Nos. 95-99): Choose the pattern that fits into space marked ? :

95.
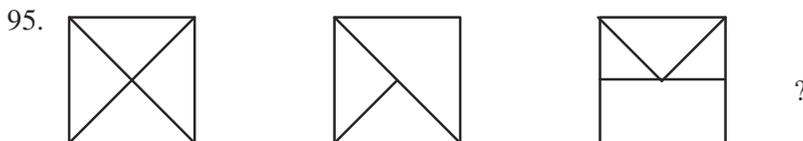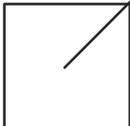
(a)   (b)   (c)   (d) None of these

96.

(a)　　　　(b)　　　　(c)　　　　(d)

97.

(a)　　　　(b)　　　　(c)　　　　(d)

98.

(a)　　　　(b)　　　　(c)　　　　(d)

99.

(a)　　　　(b)　　　　(c)　　　　(d)
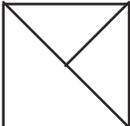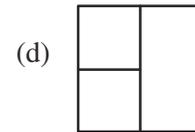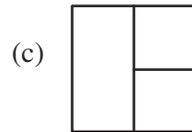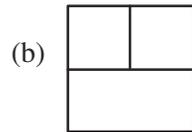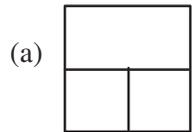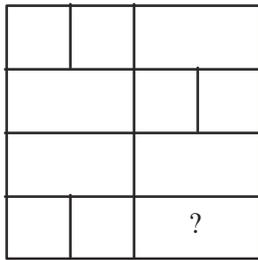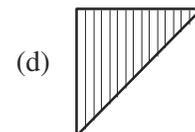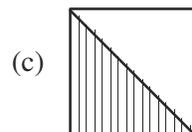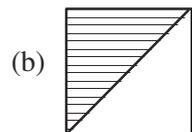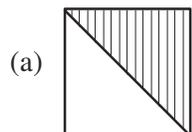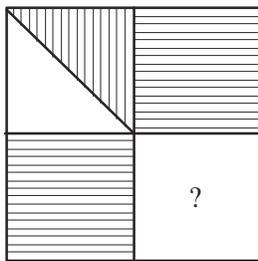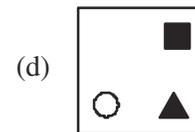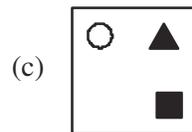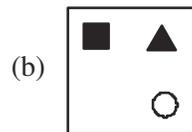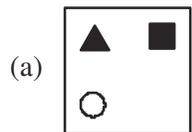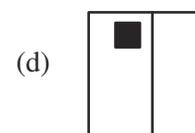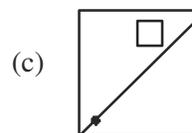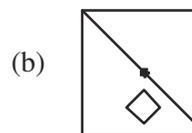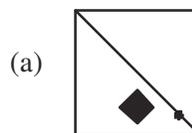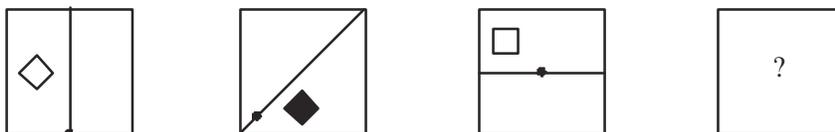
Directions (Q. Nos. 100-120):

Following are a list of 21 questions with 4 alternatives each. Choose the correct/best alternative.

100. You are in the middle of watching a movie in a theatre. The lights go out and there is panic every where. May be there is a fire somewhere. You would
    (a) Try to save your skin by running away.
    (b) Be seated and wait.
    (c) Try to calm down people and help them find a way out.
    (d) Cry at the pitch of your voice.

101. The teacher has given the class an assignment to complete. You
    (a) Complete it to the best of your ability.
    (b) Complete it and ensure you do a good job within the time limit.
    (c) Want to be the first to finish it.
    (d) Decide to do it at your own convenience.

102. You have an important meeting with a client and are forced to wear gaudy clothes, Upon meeting the client you would
    (a) Appologise to him that you are wearing gaudy clothes.
    (b) Tell your client that before the meeting you were dressed gaudily.
    (c) Ask him if you look smart enough.
    (d) Not talk about your clothes but carry on business as usual.

103. There are 19 people in your class the teacher asks everyone to form pairs for a quiz contest. You are left out. You would
    (a) Cry because no one paired up with you.
    (b) Laugh because you don't have a partner.
    (c) Request the teacher to let you organize the quiz as master of ceremonies.
    (d) Leave the decision to the teacher.

104. You are driving on the highway and see an accident. The car driver is seriously injured and the truck driver, who hit him, has run away. You would
    (a) Ask for help from passersby.
    (b) Put the victim in your car and take him away to the hospital.
    (c) Sit and pacify the victim.
    (d) Drive away from the accident site.

105. You are sitting for an examination and someone in your class is caught copying. The principal asks you whether the person was copying or not. Your reply would be
    (a) ''I do not know sir.''
    (b) ''Yes sir! he was copying''
    (c) ''Sir, I do not want to be involved.''
    (d) ''Sir, you are a better judge I was busy writing on my answer sheet.''

106. In social situations, I always take the initiative to introduce everyone.
    (a) Strongly agree.   (b) Strongly disagree.
    (c) Moderately agree.   (d) Moderately disagree.

107. You have done a project, which you think is very good. When you tell your friends about it they give their suggestions and ideas. You
   (a) Defend your work.
   (b) Think about their suggestions and ask for more ideas.
   (c) Give reasons for the way you did the project.
   (d) Ignore their ideas and suggestions.

108. I very often feel low and dejected.
   (a) Strongly agree.   (b) Strongly disagree.
   (c) Moderately agree.   (d) Moderately disagree.

109. Your class plans to go on a day picnic.
   (a) You get excited and start planning for it.
   (b) You opt not to go for it.
   (c) You try to dissuade others who are going for it.
   (d) You say picnics are a waste of time.

110. You are waiting at a traffic signal the driver behind starts horning and urging you to break the signal. You
   (a) Give in to pressure and break the signal.
   (b) Ignore the driver behind you.
   (c) Get down and yell at the driver.
   (d) Tell the driver that breaking signals is dangerous.

111. You are the second best student of your class. The topper is intelligent and shares a good rapport with students and teachers alike. You want to emulate him. You would
   (a) Work harder and try to copy him.
   (b) Work to improve your image in the minds of your teachers.
   (c) Work harder and follow your own style of studies, without bothering how the topper works.
   (d) Work harder, have a good rapport with your teachers and classmates and also assimilate the good points of the topper.

112. When talking to members of the opposite sex
   (a) I feel confident and uninhibited.   (b) I am on my guard as to what I say.
   (c) I avoid getting into such situations.   (d) I talk only to members of the same sex.

113. I know my goals and ambitions in life and work towards them.
   (a) Strongly agree.   (b) Strongly disagree.
   (c) Moderately agree.   (d) Moderately disagree.

114. I often evaluate my behaviour and try to improve upon my shortcomings.
   (a) Strongly agree.   (b) Strongly disagree.
   (c) Moderately agree.   (d) Moderately disagree.

115. Two persons are discussing something at a party. A third person, a common acquaintance of both joins them. The third person should
   (a) Inquire about the discussions being held prior to his arrival.
   (b) Greet them and start a new topic of discussion.
   (c) Greet them, feel sorry that he disturbed them and leave the scene.
   (d) Greet them, feel sorry that he disturbed them and seek permission to join the discussion.

116. You are hurt badly by certain remarks made at the office about you. You would
    (a) Forget and state ''I give a damn''.   (b) Forgive and forget and start afresh.
    (c) Go to the management and complain.   (d) Pretend nothing has happened.

117. You are a successful sales executive, but because of a travelling job you are unable to settle down and have a family. You would
    (a) Request your boss to allocate a limited sales territory to you and then you could get married.
    (b) Persuade your fiance to accept the circumstances.
    (c) Quit your job.
    (d) Not get married.

118. When working on a group project, I make sure to treat all group members as equals.
    (a) Strongly agree.   (b) Strongly disagree.
    (c) Moderately agree.   (d) Moderately disagree.

119. I like to accomplish tasks that others recognize as requiring skill and effort.
    (a) Strongly agree.   (b) Strongly disagree.
    (c) Moderately agree.   (d) Moderately disagree.

120. You want to be friends with someone but do not have the courage to go up to him. You would:
    (a) Introduce yourself to him.
    (b) Talk through a friend.
    (c) Try to find some common ground on the basis of which you could talk to him.
    (d) Decide against becoming friends.