

**OPENMAT (XXI) Entrance Test for
Management Programmes 2007**

Total No. of Questions = 200

Time : 180 Minutes

- All questions are compulsory.
- Use of calculator is not allowed. Rough work may be done in the space provided at the back of the Test booklet.
- The Test booklet has the following 4 tests :

Test-I	General Awareness	No. of Questions 30
Test-II	English Language	No. of Questions 50
Test-III	Quantitative Aptitude	No. of Questions 50
Test-IV	Reasoning	No. of Questions 70

Read the instructions given on the OMR Response Sheet carefully before you start.

**How to fill up the information on the OMR Response Sheet
(Examination Answer Sheet)**

1. Write your complete enrolment no. in 9 digits. This should correspond to the enrolment number indicated by you on the OMR Response Sheet. Also write your correct name, address with pin code in the space provided. Put your signatures on the OMR Response Sheet with date. Ensure that the Invigilator in your examination hall also puts his signatures with date on the OMR Response Sheet at the space provided.
2. On the OMR Response Sheet student's particulars are to be filled in by pen. However use HB pencil for writing the Enrolment No. and Examination Centre Code as well as for blackening the rectangle bearing the correct answer number against the serial number of the question.
3. Do not make any stray remarks on this sheet.
4. Write correct information in numerical digit in Enrolment No. and Examination Centre Code columns. The corresponding rectangle should be dark enough and should be filled in completely.
5. Each question is followed by four probable answers which are numbered 1, 2, 3 & 4. You should select and show only one answer to each question considered by you as the most appropriate or the correct answer. Select the most appropriate answer. Then by using HB pencil, blacken the rectangle bearing the correct answer number against the serial number of the question. If you find that answer to any question is none of the four alternatives given under the question you should darken the rectangle '0'.
6. If you wish to change your answer, ERASE completely the already darkened rectangle by using a good quality eraser and then blacken the rectangle bearing your revised answer number. If incorrect answer is not erased completely, smudges will be left on the erased rectangle and the question will be read as having two answers and will be ignored for giving any credit.
7. No credit will be given if more than one answer is given for one question. Therefore, you should select the most appropriate answer.
8. You should not spend too much time on any one question. If you find any particular question difficult, leave it and go to the next. If you have time left after answering all the questions, you may go back to the unanswered ones. There is no negative marking for wrong answers.

GENERAL INSTRUCTIONS

1. No cell phones, calculators, books, slide-rules, note-books or written notes, etc. will be allowed inside the examination hall.
2. You should follow the instructions given by the Centre Superintendent and by the Invigilator at the examination venue. If you violate the instructions you will be disqualified.
3. Any candidate found copying or receiving or giving assistance in the examination will be disqualified.
4. The Test Booklet and the OMR Response Sheet (Answer Sheet) would be supplied to you by the Invigilators. After the examination is over, you should hand over the OMR Response Sheet to the Invigilator before leaving the examination hall. Any candidate who does not return the OMR Response Sheet will be disqualified and the University may take further action against him/her.
5. All rough work is to be done on the test booklet itself and not on any other paper. Scrap paper is not permitted. For arriving at answers you may work in the margins, make some markings or underline in the test booklet itself.
6. The University reserves the right to cancel scores of any candidate who impersonates or uses/adopts other malpractices or uses any unfair means. The examination is conducted under uniform conditions. The University would also follow a procedure to verify the validity of scores of all examinees uniformly. If there is substantial indication that your performance is not genuine, the University may cancel your score.
7. In the event of your qualifying the Entrance Test, the hall ticket should be enclosed with your admission form while submitting it to the University for seeking admission in Management Programme along with your testimonials and programme fee. Admission forms received without hall ticket in original will be summarily rejected.

TEST II
ENGLISH LANGUAGE

Directions for Questions No. 31 to 45 : The section consists of two passages followed by questions based on the contents of the passage. Answer all questions following each passage on the basis of what is stated or implied in the passage.

Passage I

All of the cells in a particular plant start out with the same complement of genes. How then can these cells differentiate and form structures as different as roots, stems, leaves and fruits ? The answer is that only a small subset of the genes in a particular kind of cell are expressed or turned on, at a given time. This is accomplished by a complex system of chemical messengers that in plants include hormones and other regulatory molecules. Five major hormones have been identified : auxin, abscisic acid, cytokinin, ethylene, and gibberellins. Studies of plants have now identified a new class of regulatory molecules called oligosaccharins.

Unlike the oligosaccharins, the five well-known plant hormones are pleiotropic rather than specific; that is, each has more than one effect on the growth and development of plants. The five have so many simultaneous effects that they are not very useful in artificially controlling the growth of crops. Auxin also causes the plant to develop a vascular system, to form lateral roots, and to produce ethylene.

The pleiotropy of the five well-studied plant hormones is somewhat analogous to that of certain hormones in animals. For example, hormones from the hypothalamus in the brain stimulate the anterior lobe of the pituitary gland to synthesize and release many different hormones, one of which stimulates the release of hormones from the adrenal cortex. These hormones have specific effects on target organs all over the body. One hormone stimulates the thyroid gland, for example, another ovarian follicle cells, and so forth. In other words, there is a hierarchy of hormones.

Such a hierarchy may also exist in plants. Oligosaccharins are fragments of the cell wall released by enzymes : different enzymes release different oligosaccharins. There are indications that pleiotropic plant hormones may actually function by activating the enzymes that release these other, more specific chemical messengers from the cell wall.

31. According to the passage, the five well-known plant hormones are not useful in controlling the growth of crops because
- (1) it is not known exactly what functions the hormones perform
 - (2) each hormone has various effects on plants
 - (3) none of the hormones can function without the others
 - (4) each hormone has different effects on different kinds of plants
32. The passage suggests that the place of hypothalamic hormones in the hormonal hierarchies of animals is similar to the place of which of the following in plants ?
- (1) Plant cell walls
 - (2) The complement of genes in each plant cell
 - (3) A subset of a plant cell's gene complement
 - (4) The five major hormones
33. The passage suggests that which of the following is a function likely to be performed by an oligosaccharin ?
- (1) To stimulate a particular plant cell to become part of a plant's root system
 - (2) To stimulate the walls of a particular cell to produce other oligosaccharins
 - (3) To activate enzymes that release specific chemical messengers from plant cell walls
 - (4) To duplicate the gene complement in a particular plant cell
34. The author mentions specific effects that auxin has on plant development in order to illustrate the
- (1) point that some of the effects of plants hormones can be harmful
 - (2) hierarchical nature of the functioning of plant hormones
 - (3) differences among the best-known plant hormones
 - (4) concept of pleiotropy as it is exhibited by plant hormones

35. According to the passage, which of the following best describes a function performed by oligosaccharins ?
- (1) Regulating the daily functioning of a plant's cells
 - (2) Interacting with one another to produce different chemicals
 - (3) Releasing specific chemical messengers from a plant's cell walls
 - (4) Producing the hormones that cause plant cells to differentiate to perform different functions
36. The passage suggests that, unlike the pleiotropic hormones, oligosaccharins could be used effectively to
- (1) trace the passage of chemicals through the walls of cells
 - (2) pinpoint functions of other plant hormones
 - (3) artificially control specific aspects of the development of crops
 - (4) alter the complements of genes in the cells of plants
37. The term pleiotropy used in the passage refers to
- (1) quality of producing a multiplicity of growth related effects
 - (2) hierarchical nature
 - (3) capacity to synthesize
 - (4) capacity to regenerate
38. The five well-known hormones **cannot** be used to artificially control growth of crops because
- (1) their effects are not necessarily specific
 - (2) they are capable of producing too many simultaneous effects
 - (3) they are difficult to synthesize
 - (4) they only work in combinations which are difficult to replicate artificially

Passage II

Seeking a competitive advantage, some professional service firms (for example, firms providing advertising, accounting, or health care services) have considered offering unconditional guarantees of satisfaction. Such guarantees specify what clients can expect and what the firm will do if it fails to fulfil these expectations. Particularly with first-time clients, an unconditional guarantee can be an effective marketing tool if the client is very cautious, the firm's fees are high, the negative consequences of bad service are grave, or business is difficult to obtain through referrals and word-of-mouth.

However, an unconditional guarantee can sometimes hinder marketing efforts. With its implication that failure is possible, the guarantee may, paradoxically, cause clients to doubt the service firm's ability to deliver the promised level of service. It may conflict with a firm's desire to appear sophisticated, or may even suggest that a firm is begging for business. In legal and health care services, it may mislead clients by suggesting that lawsuits or medical procedures will have guaranteed outcomes. Indeed, professional service firms with outstanding reputations and performance to match have little to gain from offering unconditional guarantees. And any firm that implements an unconditional guarantee without undertaking a commensurate commitment to quality of service is merely employing a potentially costly marketing gimmick.

39. The primary function of the passage as a whole is to
- (1) account for the popularity of a practice
 - (2) evaluate the utility of a practice
 - (3) demonstrate how to institute a practice
 - (4) weigh the ethics of using a strategy
40. All of the following are mentioned in the passage as circumstances in which professional service firms can benefit from offering an unconditional guarantee *except*
- (1) The firm is having difficulty retaining its clients of long standing
 - (2) The firm is having difficulty getting business through client recommendations
 - (3) The firm charges substantial fees for its services
 - (4) The adverse effects of poor performance by the firm are significant for the client

41. Which of the following is cited in the passage as a goal of some professional service firms in offering unconditional guarantees of satisfaction ?
- (1) A limit on the firm's liability
 - (2) Successful competition against other firms
 - (3) Ability to justify fee increases
 - (4) Attainment of an outstanding reputation in a field
42. The passage's description of the issue raised by unconditional guarantees for health care or legal services most clearly implies that which of the following is true ?
- (1) The legal and medical professions have standards of practice that would be violated by attempts to fulfil such unconditional guarantees
 - (2) The result of a lawsuit or medical procedure cannot necessarily be determined in advance by the professional handling a client's case
 - (3) The dignity of the legal and medical professions is undermined by any attempts at marketing or professional services, including unconditional guarantees
 - (4) Clients whose lawsuits or medical procedures have unsatisfactory outcomes cannot be adequately compensated by financial settlements alone
43. The passage most clearly implies which of the following about professional service firms 'with outstanding reputations and performance to match'.
- (1) They are unlikely to have offered unconditional guarantees in the past
 - (2) They are usually profitable enough to be able to compensate clients according to terms of an unconditional guarantee
 - (3) Their fees are usually more affordable than those of other professional service firms
 - (4) Their clients are usually already satisfied with the quality of their services
44. The term unconditional guarantee used in the passage implies
- (1) a guarantee of superlative performance
 - (2) a guarantee of performance as promised, with no conditionalities
 - (3) a promise of guaranteed satisfaction to all buyers without distinction
 - (4) a guarantee contingent upon a certain level of purchase or history of usage
45. An appropriate title of the passage should be
- (1) Service Guarantees : Pros and Cons
 - (2) Marketing Implications of Unconditional Guarantees
 - (3) Professional Services and Unconditional Guarantees
 - (4) Unconditional Guarantees as Competitive Tools

Directions for Questions No. 46 to 50 : Each of these questions consists of a word in capital letters, followed by four options. Choose the option that is most **similar** in meaning to the word in capital letters, in each case.

46. BALEFUL
(1) doubtful (2) virtual
(3) deadly (4) virtuous
47. PLAINTIVE
(1) mournful (2) senseless
(3) rural (4) evasive
48. POLEMIC
(1) blackness (2) controversy
(3) magnetism (4) lighting
49. INIMICAL
(1) antagonistic (2) anonymous
(3) accurate (4) fanciful
50. GAUCHE
(1) rigid (2) swift
(3) awkward (4) taciturn

Directions for Questions No. 51 to 55 : Each of these questions consists of a word in capital letters followed by four words or phrases. Choose the alternative that is most nearly opposite in meaning to the word in capital letters, in each case.

51. ASSUAGE
(1) describe (2) wince
(3) worsen (4) introduce
52. EXTRINSIC
(1) reputable (2) inherent
(3) ambitious (4) cursory
53. EUPHONIOUS
(1) strident (2) lethargic
(3) literary (4) significant
54. PROVIDENT
(1) unholy (2) rash
(3) miserable (4) disabled
55. RETROGRADE
(1) progressing (2) reclining
(3) evaluating (4) directing

Directions for Questions No. 56 to 60 : Each of these questions consists of a capitalized word followed by four sentences in which the word has been used in different ways. Choose the option in which the usage of the word is **incorrect or inappropriate**.

56. CALL

- (1) Call your names when I point at you.
- (2) All the officers of his unit called upon him when he was down with fever.
- (3) I am always available on call during working hours.
- (4) There are times when one is called upon to work far beyond the regular hours of duty

57. HABIT

- (1) People resort to habit when selecting a product because it is easy to do so.
- (2) The Pastor was dressed in a dark habit.
- (3) He is a creature of long established habit.
- (4) He was pleased to be rid of his habit about smoking.

58. MOVING

- (1) He gave a moving speech.
- (2) You should think twice before deciding about moving here permanently.
- (3) Moving boulders seems easier than moving hearts.
- (4) Moving between exalted circles like the Royal club parties, gave him an unreal feeling.

59. OBJECT

- (1) I have no idea why Father objected to our plans.
- (2) Objecting strongly to the motion, the party leaders stormed out of the meeting.
- (3) Ram took strong exception to my objecting his amendments.
- (4) Why should you object to everything that is proposed ?

60. STAY

- (1) Mother is out of hospital but she has to stay in bed for a few more days.
- (2) The other members of the team left as planned but Susan stayed at the hotel.
- (3) During your next visit to Goa, you must stay with us.
- (4) The Court stayed the proceedings of the inquiry committee.

Directions for Questions No. 61 to 65 : In each of these questions, a related pair of words in capital letters is followed by four alternative pairs of words. Select the pair that best expresses a relationship similar to that expressed by the pair in capital letters.

61. INDIGENT : WEALTH

- (1) contended : happiness
- (2) aristocratic : stature
- (3) smug : complacency
- (4) emaciated : nourishment

62. PERJURY : OATH

- (1) plagiarism : authority
- (2) embezzlement : trust
- (3) testimony : court
- (4) jury : vow

63. DESCRIBED : DISTANT

- (1) mourn : lost
- (2) whisper : muted
- (3) discern : subtle
- (4) entrap : hostile

64. ROUT : DEFEAT

- (1) ovation : applause
- (2) grief : failure
- (3) triumph : failure
- (4) memory : oblivion

65. AVER : AFFIRMATION

- (1) proclaim : objection
- (2) denounce : defiance
- (3) demur : protest
- (4) nonplus : resistance

Directions for Questions No. 66 to 70 : Each of these questions consists of a sentence followed by four alternatives. Select the alternative that conveys the same meaning as the original sentence in the question, in each case.

66. The army collapsed before the week was out.

- (1) In less than a week the army collapsed.
- (2) After a week, the army collapsed.
- (3) The army collapsed last week.
- (4) A weak army must collapse.

67. Preeti is twenty, and her husband is old enough to be her father.

- (1) Preeti's husband is twenty.
- (2) Preeti's husband is forty plus.
- (3) Preeti's father is old.
- (4) Preeti's husband is old and fatherly.

68. While the nation sleeps, the defence force never sleeps.

- (1) The defence is always alert.
- (2) The nation is strong and confident.
- (3) The nation may falter, the defence doesn't.
- (4) The defence force does not sleep at night.

69. I don't believe Karan would say that.

- (1) I don't believe anything Karan says.
- (2) Karan is a liar.
- (3) In my opinion, Karan would never say that.
- (4) Karan says that I do not believe him.

70. Snow had fallen before the repairmen fixed the furnace.

- (1) The snow ruined the furnace.
- (2) The furnace was out of order when winter arrived.
- (3) The repairmen got delayed because of the snow.
- (4) Snow fell on the furnace.

Directions for Questions No. 71 to 75 : Each of these questions consists of a sentence with four parts underlined. Select the part which is not acceptable as per standard written English.

71. The opinions of the crowd exerts more influence on her than they should.
(1) (2) (3) (4)
72. We will not be effected by John's decisions, but he will not become aware of that fact for several weeks.
(1) (2) (3) (4)
73. We finished our climb by sighting the mountain-top than we prepared the evening meal.
(1) (2) (3) (4)
74. These pair of shoes look too small, but I'd like to try them on.
(1) (2) (3) (4)
75. I had hoped to have learned French before my trip to Paris, but I did not have any extra money for a course.
(1) (2) (3) (4)

Directions for Questions No. 76 to 80 : Each of these questions consists of a sentence with two blanks, followed by four alternative set of words. Choose the set of words that best fits the meaning of the sentence as a whole.

76. As soon as they realized that he had won their support by a _____ they _____ their endorsement of his candidacy.
(1) margin — strengthened (2) subterfuge — withdrew
(3) fraud — reaffirmed (4) chance — affirmed
77. Although the delegates were aware of the _____ problem, they could not agree on the _____ issues.
(1) intensity — minor (2) importance — substantive
(3) urgency — tentative (4) enormity — marginal
78. He is particularly good in roles that require _____ and _____.
(1) suavity — sophistication (2) humour — pathos
(3) maturity — novelty (4) glamour — earthiness
79. Though he was theoretically a _____ of the left, his voting record in Parliament _____ that impression.
(1) friend — created (2) friend — belied
(3) critic — confirmed (4) supporter — maintained
80. Your _____ tactics may compel me to _____ the contract as the job must be finished on time.
(1) dilatory — cancel (2) offensive — shelve
(3) confiscatory — award (4) infamous — forget