

## **ANSWERS**

<b>1.</b> (5)	<b>2</b> .(1)	<b>3.</b> (4)	<b>4.</b> (4)
<b>5.</b> (4)	<b>6</b> .(1)	<b>7</b> .(1)	<b>8.</b> (3)
<b>9.</b> (2)	<b>10.</b> (2)	<b>11</b> .(1)	<b>12</b> .(1)
<b>13.</b> (1)	<b>14.</b> (3)	<b>15.</b> (4)	<b>16.</b> (2)
<b>17.</b> (1)	<b>18.</b> (4)	<b>19.</b> (4)	<b>20.</b> (3)
<b>21.</b> {4}	<b>22.</b> (2)	<b>23.</b> (2)	<b>24.</b> (5)
<b>25.</b> (4)	<b>26.</b> (5)	<b>27.</b> (3)	<b>28.</b> (3)
<b>29.</b> (2)	<b>30.</b> (2)	<b>31.</b> (4)	<b>32.</b> (2)
<b>33.</b> (3)	<b>34.</b> (5)	<b>35.</b> (5)	<b>36.</b> (5)
<b>37.</b> (4)	<b>38.</b> (5)	<b>39.</b> (5)	<b>40.</b> (2)
<b>41.</b> (5)	<b>42.</b> (2)	<b>43</b> .(1)	<b>44.</b> (4)
<b>45.</b> (3)	<b>46.</b> (4)	<b>47.</b> (2)	<b>48.</b> (1)
<b>49.</b> (3)	<b>50.</b> (5)	<b>51.</b> (5)	<b>52.</b> (5)
<b>53.</b> (3)	<b>54.</b> (2)	<b>55.</b> (4)	<b>56.</b> (2)
<b>57.</b> (4)	<b>58.</b> (5)	<b>59</b> .(1)	<b>60.</b> (3)
<b>61.</b> (4)	<b>62.</b> (1)	<b>63.</b> (2)	<b>64.</b> (5)
<b>65.</b> (3)	<b>66</b> .(1)	<b>67.</b> (4)	<b>68.</b> (5)
<b>69.</b> (2)	<b>70.</b> (3)	<b>71.</b> (2)	<b>72.</b> (1)
<b>73.</b> (3)	<b>74.</b> (4)	<b>75.</b> (4)	<b>76.</b> (3)
<b>77.</b> (5)	<b>78.</b> (2)	<b>79.</b> (5)	<b>80.</b> (1)
<b>81.</b> (2)	<b>82.</b> (5)	<b>83.</b> (5)	<b>84.</b> (2)
<b>85.</b> (2)	<b>86.</b> (4)	<b>87.</b> (5)	<b>88.</b> (1)
<b>89.</b> (1)	<b>90.</b> (4)	<b>91</b> .(1)	<b>92.</b> (3)
<b>93.</b> (3)	<b>94</b> .(3)	<b>95</b> .(4)	<b>96</b> .(2)
<b>97.</b> (5)	<b>98</b> .(4)	<b>99</b> .(3)	<b>100</b> .(1)
<b>101</b> .(3)	<b>102</b> .(1)	<b>103</b> .(5)	<b>104</b> .(3)
<b>105</b> .(1)	<b>106</b> .(2)	<b>107</b> .(5)	<b>108</b> .(2)
<b>109</b> .(4)	<b>110</b> .(3)	<b>111</b> .(2)	<b>112</b> .(5)
<b>113</b> .(1)	<b>114</b> .(4)	<b>115</b> .(5)	<b>116</b> .(1)
<b>117</b> .(2)	<b>118</b> .(3)	<b>119</b> .(5)	<b>120</b> .(2)
<b>121</b> .(4)	<b>122</b> .(2)	<b>123</b> .(4)	<b>^124</b> .(1)
125.(5)	<b>126</b> .(4)	<b>127</b> .(3)	<b>128</b> .(2)
<b>129</b> .(5)	<b>130</b> .(1)	<b>131</b> .(3)	<b>132</b> .(3)

		•	
<b>133</b> .(5)	<b>134</b> .(2)	135.(4)	<b>136</b> .(1)
137.(4)	<b>138</b> .(1)	<b>139</b> .(2)	140.(4)
<b>141</b> .(3)	<b>142</b> .(3)	<b>143</b> .(1)	144.(4)
<b>145</b> .(2)	<b>146</b> .(1)	<b>147</b> .(3)	<b>148</b> .(5)
<b>149</b> .(1)	150.(4)	<b>151</b> .(3)	<b>152</b> .(2)
<b>153</b> .(1)	154.(4)	<b>155</b> .(3)	<b>156</b> .(5)
<b>157</b> .(2)	158.(4)	<b>159</b> .(5)	<b>160</b> .(3)
<b>161.</b> (1)	<b>162.</b> (1)	<b>163.</b> (3)	164. (4)
<b>165.</b> (1)	166. (4)	<b>167.</b> (2)	168. (4)
<b>169.</b> (1)	170. (4)	<b>171.</b> (2)	<b>172.</b> (2)
<b>173.</b> (2)	174. (4)	175. (4)	<b>176.</b> (3)
<b>177.</b> (3)	<b>178.</b> (1)	<b>179.</b> (3)	<b>180.</b> (3)
<b>181.</b> (3)	<b>182.</b> (2)	<b>183.</b> (3)	<b>184.</b> (2)
<b>185.</b> (5)	<b>186.</b> (5)	<b>187.</b> (3)	<b>188.</b> (3)
<b>189.</b> (2)	<b>190</b> .(1)	<b>191.</b> (3)	192. (4)
193. (4)	<b>194.</b> (5)	<b>195</b> .(1)	<b>196.</b> (5)
<b>197.</b> (1)	<b>198.</b> (5)	<b>199.</b> (1)	<b>200.</b> (5)

## **EXPLANATIONS**

- I. (5) State Bank of India
- 2. (1) Midday Meal Scheme
- **3.** (4) USA
- 4. (4) Both A and C
- 5. (4) All A, B and C
- 6. (1) Only B and C
- **7.** (1) Only A
- **8.** (3) Rs. 16,000 crores
- **9.** (2) Rs. 2,000 crores
- 10. (2) Dr. Manmohan Singh
- 11. (1) South Korea
- 12. (1) North Korea
- **13.** (1) Pademic
- **14.** (3) 5%
- **15.** (4) Svetlana Kuznetsova
- 16. (2) Education Cess
- 17. (1) Somalia
- 18. (4) Nuclear Non Proliferation Treaty (NPT)
- **19.** (4) Nepal
- $\textbf{20.} \hspace{0.1in} \textbf{(3)} \hspace{0.1in} \textbf{Both A and B}$
- **21.** (4) 25 kg.
- 22. (2) Oxygen
- **23.** (2) Badminton
- 24. (5) Mr. Rahul Gandhi
- 25. (4) Polymerization
- 26. (5) Arunachal Pradesh
- 27. (3) Any public sector manufacturing unit doing well and earning good profits
- 28. (3) Cricket
- 29. (2) Bharatiya Jnanpith Award
- **30.** (2) 11th July



## Unfold Every Question

- 31. (4) A Private Sector Bank
- 32. (2) White Papers
- 33. (3) Kuldeep Nayyar .
- **34.** (5) Brazil
- 35. (5) International Standards Organisation
- **36.** (5) 35%
- 37. (4) Kyrgyzstan
- 38. (5) Reserve Bank of India
- **39.** (5) Orissa
- **40.** (2) Baking Industry
- **41.** (5) All the three (A), (B) and (C)
- **42.** (2) Looked very sorrowful
- 43. (1) Do onto others as you would want others to do to you
- 44. (4) As he had lost all his property and was too old to do manual work
- 45. (3) Only (A) and (B)
- 46. (4) A sack full of rice and five gold coins
- **47.** (2) Regret
- 48. (1) He gave her five grains of rice out of his full bowl of rice
- 49. (3) As she had taken the rice grains from him and had not given him anything in return
- **50.** (5) None of these
- 51. (5) The meaning of the word Gallop (Verb) as used in the passage is: to run very quickly, when a horse gallops, it moves very fast and each stride includes a stage when all four feet are off the ground together; to ride a horse very fast.

## Look at the sentence:

He galloped his horse home. Hence, the words galloped and ran are synonymous.

52. (5) The meaning of the word Revere (Verb) as used in the passage is: to feel great respect or admiration for somebody/something; idolize.

Hence, the words revered and respected are synonymous.

53. (3) The meaning of the word Hand (Verb) as used in the passage is: to pass or give something to somebody.

## Look at the sentence:

He handed the letter to Sita. Hence, the words hand and give are synonymous.

54. (2) The meaning of the word Reveal (Verb) as used in the passage is : to make something known to somebody; disclose.

#### Look at the sentence:

Details of the murder were revealed by the local paper.

The word Conceal (Verb) means: to hide somebody/something.

## Look at the sentence:

The paintings were concealed beneath a thick layer of plaster. Hence, the words reveal and conceal are antonymous.

55. (4) The meaning of the word Elate (Verb) as used in the passage is: to be very happy and excited because of something good that has happened or will happen.

> The word depressed means: very sad and without hope.

> Hence, the words elated and depressed are antonymous.

- 56. (2) B
- **57.** (4) E
- **58.** (5) F
- **59.** (1) A
- **60.** (3) C
- 61. (4) Here, took to smoking (Gerund) should be used.
- 62. (1) Here, was very pleased (Adjective) should be used.
- 63. (2) The word shook is past (V2) form of shake. Hence, shook like a leaf should be used.
- 64. (5) No correction required
- **65.** (3) The structure of the sentence in Past Perfect is : Subject + had + V<sub>3</sub> (Past Partici
  - ple)
- **66.** (1) The correct spelling is: showcase.
- **67.** (4) The correct spelling is: wild.
- **68.** (5) All correct
- 69. (2) The appropriate word should be: night.
- 70. (3) The correct spelling is: exercises.
- **71.** (2) wanted
- **72.** (1) quest
- 73. (3) called
- **74.** (4) describe
- **75.** (4) smelled
- **76.** (3) ever **77.** (5) explained **78.** (2) season
- **79.** (5) cannot
- **80.** (1) essence
- **81.** (2)  $324 + \sqrt{2} = 350$

$$\Rightarrow \sqrt{?} = 350 - 324 = 26$$

$$\therefore$$
 ? = 26 × 26 = 676

**82.** (5) 
$$? = \frac{1530 \times 360}{34 \times 24} = 675$$

**84.** (2) 
$$? = \frac{68 + 54}{21 \times 5 + 139} = \frac{122}{244} = \frac{1}{2}$$

**85.** (2) 
$$? = \frac{2820}{12} \times 8 = 1880$$

**86.** (4) 
$$? = \frac{1950}{26 \times 25} = 3$$

87. (5) 
$$? = \frac{450 \times 18}{100} - \frac{96 \times 75}{100}$$
  
= 81 - 72 = 9

**89.** (1) 
$$\frac{25}{3} \times \frac{22}{5} + ? = \frac{222}{5}$$

$$\Rightarrow \frac{110}{3} + ? = \frac{222}{5}$$

$$\Rightarrow ? = \frac{222}{5} - \frac{110}{3} = \frac{666 - 550}{15}$$

$$=\frac{116}{15}=7\frac{11}{15}$$

**90.** (4) 
$$? = \frac{27.28}{2.2} + 4.7 \times 1.5$$
  
= 12.4 + 7.05 = 19.45

**91.** (1) 
$$? = \frac{315 \times 5}{9} + \frac{455 \times 3}{7}$$
  
=175 + 195 = 370

**92.** (3) 
$$\frac{780 \times 145}{100} + \frac{250 \times ?}{100} = 1231$$

$$\Rightarrow 1131 + \frac{5 \times ?}{2} = 1231$$

$$\Rightarrow \frac{5 \times ?}{2} = 1231 - 1131 = 100$$

$$\therefore ? = \frac{100 \times 2}{5} = 40$$

**93.** (3) ? = 2104 × 
$$\frac{3}{5}$$
 ×  $\frac{2}{3}$  ×  $\frac{5}{8}$  = 526

**94.** (3) 
$$? = 16.45 \times 5.2 \times 2.5$$
  
= 213.85

**95.** (4) ? = 
$$\frac{640 \times 2.25}{100} - \frac{480 \times 1.5}{100}$$

$$11 \times 1 + 1 = 12$$

$$12 \times 2 + 2 = 26$$

$$26 \times 3 + 3 = 81$$

$$81 \times 4 + 4 = \boxed{328}$$



## Unfold Every Question

**97.** (5) The pattern of the number series is:

 $5120 \div 4 = 1280$ 

 $1280 \div 4 = 320$ 

 $320 \div 4 = 80$ 

**98.** (4) The pattern of the number series is:

 $7 + 2^2 = 11$ 

 $11 + 4^2 = 27$ 

 $27 + 6^2 = 63$ 

$$63 + 8^2 = \boxed{127}$$

**99.** (3) The pattern of the number series is:

 $6 + 2^2 = 10$ 

 $10 + 2^3 = 18$ 

 $18 + 2^4 = 34$ 

$$34 + 2^5 = 66$$

**100.** (1) The pattern of the number series is :

5 + 6 = 11

11 + 12 = 23

23 + 24 = 47

$$47 + 48 = \boxed{95}$$

**101.** (3) If A = x, then E = x + 8

 $\therefore x + x + 8 = 2 \times 46$ 

 $\Rightarrow 2x + 8 = 92$ 

 $\Rightarrow 2x = 92 - 8 = 84$ 

 $\therefore x = 42$ 

 $\therefore$  The largest number =E = x + 8

=42 + 8 = 50

102. (1) Speed of the train = 66 kmph

 $=\left(\frac{66\times5}{18}\right)$  metre/sec.

 $=\frac{55}{3}$  metre/sec.

∴ Length of train = Speed × time taken in crossing the pole

$$= \frac{55}{3} \times 18 = 330 \text{ metre}$$

103. (5) Required average

 $= \frac{155 + 128 + 137 + 140 + 160 + 132}{6}$ 

$$=\frac{852}{6}=142$$

**104.** (3) Let the number be 10x + y. x + y = 6 ...(i and, 10x + y - 10y - x = 18

 $\Rightarrow 9x - 9y = 18$ 

 $\Rightarrow x - u = 2$ 

From equations (i) and (ii),

x = 4 and y = 2

∴ Required number = 42

**105.** (1) Interest = Rs. (77400 - 45000) = Rs. 32400

$$\therefore Rate = \frac{Interest \times 100}{Principal \times Time}$$

$$= \frac{32400 \times 100}{45000 \times 8} = 9\% \text{ per annum}$$

**106.** (2) If the number be x, then

$$\frac{3x}{5} - \frac{40 \times x}{100} = 85$$

 $\Rightarrow \frac{x}{5} = 85$ 

 $\Rightarrow x = 85 \times 5 = 425$ 

$$\therefore 60\% \text{ of } 425 = \frac{425 \times 60}{100} = 255$$

**107.** (5) Total expenditure percentage = (12 + 18 + 50)% = 80%

:. Savings percentage = 20

If Rajesh's monthly income be Rs. x, then

$$x \times \frac{20}{100} = 5200$$

 $\Rightarrow x = \text{Rs.} (5200 \times 5)$ 

= Rs. 26000

108. (2)  $M_1 D_1 = M_2 D_2$  $\Rightarrow 24 \times 15 = 18 \times D_2$ 

$$\Rightarrow D_2 = \frac{24 \times 15}{18} = 20 \text{ days}$$

109. (4) Ratio of shares

=40000:75000=8:15

 $\therefore$  Rasika's share =Rs.  $\left(\frac{8}{23} \times 46000\right)$ 

= Rs. 16000

**110.** (3) Let the present ages of Rama and Shyama be 4x and 5x years respectively.

$$\therefore \frac{4x+5}{5x+5} = \frac{5}{6}$$

- $\Rightarrow 25x + 25 = 24x + 30$
- $\Rightarrow x = 30 25 = 5$
- $\therefore$  Rama's present age =  $4 \times 5$
- = 20 years
- 111. (2) CI = P  $\left[ \left( 1 + \frac{\text{Rate}}{100} \right)^{\text{Time}} 1 \right]$

$$=25000\left[\left(1+\frac{12}{100}\right)^2-1\right]$$

- $= 25000 \left[ \left( \frac{28}{25} \right)^2 1 \right]$
- $=25000\left(\frac{784-625}{625}\right)$

$$= \text{Rs.} \left( \frac{25000 \times 159}{625} \right)$$

= Rs. **6**360-

**112.** (5) If the cost of 1 calculator and that of 1 watch be Rs. x and Rs. g respectively, then

10x + 12y = 11000

Multiplying both sides by 3, we have

 $30x + 36y = 3 \times 11000$ 

= Rs. 33000

113. (1) Cost price of the TV set

- = Rs.  $\left(\frac{100}{118} \times 16756\right)$
- = Rs. 14200
- **114.** (4)  $x \times \frac{5}{8} = y \times \frac{60}{100} = y \times \frac{3}{5}$

$$\Rightarrow \frac{x}{y} = \frac{3}{5} \times \frac{8}{5} = 24:25$$

**115.** (5)  $\frac{4}{9} = 0.44$ ;  $\frac{2}{7} = 0.285$ 

$$\frac{3}{8} = 0.375 \; ; \; \frac{6}{13} = 0.46$$

$$\frac{5}{11} = 0.454$$

Clearly, 
$$\frac{6}{13} > \frac{5}{11} > \frac{4}{9} > \frac{3}{8} > \frac{2}{7}$$

**116.** (1) Average number of employees working in Marketing department

$$=\frac{150+90+115+200+190}{5}$$

$$=\frac{745}{5}=149$$

- 117. (2) Total number of employees working in all the departments of organization B together
  - = 80 + 75 + 90 + 110 + 120= 375

118. (3) Required ratio

= (75 + 90) : (220 + 200) $= 165 \cdot 420 - 11 \cdot 28$ 

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## Unfold Every Question

119. (5) Required ratio

=(145+80+120+180+160):(180+120+130+110+130)

= 685 : 670 = 137 : 134

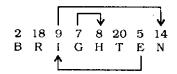
**120.** (2) Total number of employees in organization C

= (120 + 100 + 115 + 160 + 130)= 625

Required percentage

$$= \frac{160}{625} \times 100 = 25.6$$

121. (4)



> S T A G E ↓ ↓ ↓ ↓ ↓ ★ 4 8 % 5

123. (4) B > C > D, A, E

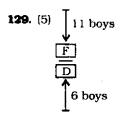
124. (1) 1 3 5 7 9 8 6 4 2 1 3 5 7 - 8 6 4 2 1 3 5 7 - 8 6 4 -1 3 5 - 8 6 4 -

**125.** (5) Jug. Cup, Mug and Pitcher are containers.

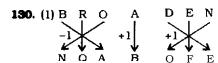
126. (4) Except the number 65, all others are multiples of 3. 93 ÷ 3 = 31; 57 ÷ 3 = 19; 69 ÷ 3 = 23; 87 ÷ 3 = 29

127. (3)  $16 \times 8 + 4 - 6 \div 3 = ?$ ? =  $16 - 8 \div 4 + 6 \times 3$  $\Rightarrow ? = 16 - 2 + 18 = \boxed{32}$ 

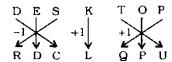
128. (2) Meaningful Word ⇒ RUDE



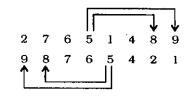
There is only one boy in between F and D.



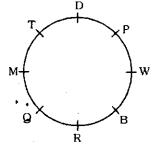
Therefore,



**131.** (3)



(132-137): Sitting arrangement



132. (3) P is third to the left of M.

**133.** (5) Q and B are immediate neighbours of R.

134. (2) M is fourth of the right of W.

135. (4) R is second to the right of M.

136. (1) T is second to the right of P.

137. (4) R is sitting to the immediate right of Q.

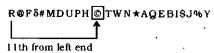
138. (1) 
$$M \xrightarrow{+1} D \xrightarrow{-3} 1$$
  
 $4 \xrightarrow{+1} H \xrightarrow{-2} P$   
 $8 \xrightarrow{+1} W \xrightarrow{-2} T$   
 $Q \xrightarrow{+1} 5 \xrightarrow{-2} A$   
 $J \xrightarrow{+1} \% \xrightarrow{-2} S$ 

139. (2) Number Symbol Letter

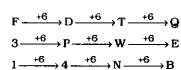
There is only one such combina-

tion: 1 # M

**140.** (4) According to question, the new sequence would be:



141. (3)



**142.** (3)

Consonant Number Consonant

Such combinations are:

P4H, T8W

143. (1) 8th to the right of the 17th from the right end means 9th from the right end, i.e., E.

(144-149):

(i) All wires are tents → Universal Affirmative (A-type).

(ii) Some cards are pictures  $\rightarrow$  Particular Affirmative (I-type).

(iii) No glass is table → Univer-

sal Negative (E-type).
(iv) Some glasses are not tables

Particular Negative (O-type).

144. (4) All telephanes are wires.

All wires are tents.

A + A ⇒ A-type of Conclusion "All telephones are tents."

Conclusion II is Converse of it.

All wires are tents.

All tents are cans.

A + A ⇒ A-type of Conclusion "All wires are cans."

Conclusion I is Converse of it.

All telephones are tents.

All tents are cans.

 $A + A \Rightarrow A$ -type of Conclusion "All telephones are cans." Conclusion III is Converse of it.

145. (2) Some cards are pictures.

All pictures are paints.

I + A ⇒ I-type of Conclusion "Some cards are paints."

Conclusion I is Converse of it.

146. (1) All walls are glasses.

No glass is table.

A +E ⇒ E-type of Conclusion "No wall is table."

147. (3) Some poles are lamps.

All lamps are roads.

I + A ⇒ I-type of Conclusion
"Some poles are roads."

Conclusion II is Converse of it.

Conclusion III is converse of the second Premise.

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## Unfold Every Question

148. (5) Conclusion II is the same as the third Premise

> Conclusions I and III form Complementary Pair. Therefore, either I or III follows.

149. (1) All pictures are bands.

Some bands are chairs.

A + i ⇒ No Conclusion

(150 - 155):

δ⇒≥	<b>★</b> ⇒≤	% ⇒<
\$ ⇒>	<i>®=⇒=</i>	

- **150.** (4) B % N  $\Rightarrow$  B < N
  - $N \delta F \Rightarrow N \geq F$
  - $F \star H \Rightarrow F \leq H$

Therefore,  $B < N \ge F \le H$ 

### Conclusions

- I.  $H \$ N \Rightarrow H > N : Not True$
- II.  $F \% B \Rightarrow F < B : Not True$
- III. B %  $H \Rightarrow B < H$ : Not True
- 151. (3)  $W \delta F \Rightarrow W \geq F$ 
  - $F \% K \Rightarrow F < K$
  - $K \otimes M \Rightarrow K > M$

Therefore,  $W \ge F < K > M$ 

### Conclusions

- I.  $M \% F \Rightarrow M < F$ : Not True
- II.  $M \delta F \Rightarrow M \geq F : Not True$
- III.  $W \otimes K \Rightarrow W > K$ : Not True

M may be smaller than or greater than or equal to F.

Therefore, either I or II is true.

- **152.** (2) W \$ B  $\Rightarrow$  W > B
  - $B@M \Rightarrow B = M$
  - $M \star R \Rightarrow M \leq R$

Therefore,  $W > B = M \le R$ 

## Conclusions

- I.  $R \$ B \Rightarrow R > B : Not True$
- II.  $R @ B \Rightarrow R = B : Not True$

R is either greater than or equal to B. Therefore, either I or II is true.

- III.  $M \% W \Rightarrow M < W$ : True
- **153.** (1)  $M \star D \Rightarrow M \leq D$ 
  - $D \ \ K \Rightarrow D > K$
  - $K@T \Rightarrow K = T$

Therefore,  $M \le D > K = T$ 

## Conclusions

- I.  $T \% D \Rightarrow T < D$ : True
- II.  $K \% M \Rightarrow K < M$ : Not True
- III.  $M \% T \Rightarrow M < T : Not True$
- 154. (4) K @ F  $\Rightarrow$  K = F
  - $F \otimes M \Rightarrow F > M$
  - $M \delta T \Rightarrow M \geq T$

Therefore,  $K = F > M \ge T$ 

## Conclusions

- I.  $T \% F \Rightarrow T < F : True$
- II.  $M \% K \Rightarrow M < K$ : True
- II.  $K \$ T \Rightarrow K > T$ : True
- **155.** (3) N ★ A  $\Rightarrow$  N  $\leq$  A
  - $A \% B \Rightarrow A < B$  $B \delta D \Rightarrow B \ge D$

Therefore,  $N \le A < B \ge D$ 

#### Conclusions

- 1.  $D \% A \Rightarrow D < A$ : Not True
- II.  $B \$ N \Rightarrow B > N : True$
- II. N %  $D \Rightarrow N < D$ : Not True
- 156. (5) From Problem Figures (1) to (2) all the four designs rotate 90° clockwise. From Problem Figure (2) to (3) the two designs from the left interchange positions. These two steps are continued in the subsequent figures alternately.
- 157. (2) The following changes occur in the subsequent figures :





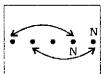


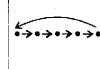


These two steps are repeated alternately in the subsequent figures.

- 158. (4) The following changes occur in the subsequent figures:
  - (1) to (2)

(2) to (3)

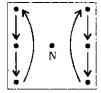




These two steps are continued in the subsequent figures.

- (5) The following changes occur in the subsequent figures :
  - (1) to (2)

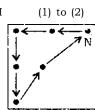
(2) to (3)

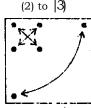




These two steps are continued in the subsequent figures alternately.

160. (3) The following changes occur in the subsequent figures:





These two steps are continued in the subsequent figures alternately.

- **161.** (1) pageup
- 162. (1) binary
- **163.** (3) Hardware **164. (4)** control **166.** (4) barcods
- **165.** {1) modifier **167.** (21 ROM
  - **168.** (4) Icons
- **169.** (1) Recyle Bin **170.** (4) Character
- **171.** (2) @
- 172. (2) multitasking **174.** (4) memory
- **173.** (2) Output
- 175. (4) power-on-sell-test
- 176. (3) secondary storage device
- 177. (3) New 178. (1) Calling on a prospective cus-
- tomer 179. (3) Read and Write
- 180. (3) Relation between salesperson 181. (3) Relationship marketing
- 182. (2) Leads provided by operation
- stall' 183. (3) converting a prospect into a
- client 184. (2) Service marketing
- 185. (5) All of these 186. (5) After-sales service
- 187. (3) Entire organisation
- 188. (3) Selling is pare of marketing
- **189.** (2) Start
- 190. (1) Chart Wizard
- 191. (3) Whole organisation
- 192. (4) selling services
- 193. (4) a long term inspiration **194.** (5) All of these
- 195. (1) Face-to-face marketing
- **196.** (5) All of these
- 197. (1) an ancient concept
- 198. (5) All of these 199. (1) Buyer's market
- **200.** (5) All of these