

2007

Question Paper Code



Time: 10:00 to 12:00 Hours

Maximum Marks: 120

**GENERAL INSTRUCTIONS**

1. Read and follow carefully all the instructions given in the Text Booklet.
2. The question paper contains four sections and 120 questions. Four possible answers (A, B, C and D) are given and there is only one correct answer for each question. **Choose correct answer by encircling the appropriate option 'A, B, C or D' in the question paper with HB pencil.** In case you wish to change an answer erase the old answer completely using a good soft eraser.
3. Each correct answer carries one mark and a wrong answer carries negative 0.25 marks.
4. Making any distinctive mark on the Test Booklet will lead to disqualification of the candidate.
5. All the rough work should be done only on the blank pages provided for this purpose at the end of this Test Booklet. No extra page will be provided.
6. No candidate will be allowed to leave the examination hall for any reason during the test. They are allowed to leave the hall only after the Test Booklets from all the candidates have been collected and accounted for.
7. Calculator, electronic diary, cellular phone, pager and any such electronic gadget will not be allowed in the examination hall.
8. Candidates found violating the instructions of the Test/Invigilator, will be disqualified. A candidate giving assistance to any other candidates or seeking/receiving help from any source in answering questions or copying in any manner in the test will forfeit his/her chance of being considered for admission.
9. This question paper contains **40** printed pages including pages for rough work. Please check all pages and report, if there is any discrepancy.

Name:.....Registration No.:.....

Signature of Candidate:..... Signature of Invigilator:.....

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## **Section I: Verbal Communication**

**Direction for Q1-Q5: Read the following passage and answer the questions that follow.**

It is a commonly held belief that quality and productivity are a function of technology or a set of new equipment. No doubt these are essential, but they alone are not sufficient for bringing out improvements in productivity or quality. It is the men and women behind the machines and the people who manage the technology who are critical in bringing about these improvements. It has been a strange paradox of India's economic development that even though people are our most abundant resource, they have so far either been neglected or treated as liabilities rather than as assets. Part of the reason for this has been outdated labour laws which have been a deterrent for industrialists and employers, leading them to establish capital- intensive rather than labour-intensive operations. The other reason has been a confrontationist attitude, both on the part of labour as well as managements. A change must come about in both these factors. Outside representation and leadership of unions, etc., need to change. At the same time, the attitude of confrontation must change to one of cooperation and active collaboration.

- Q 1. Which of the following arguments has been emphasized in the paragraph?
- A. Only technology and a new set of equipment can improve quality and productivity;
  - B. Only management behind any type of machines can improve quality and productivity;
  - C. By managing the new technology, labour can bring improvements in quality and productivity;
  - D. Indian labour and management are neither quality nor productivity conscious.
- Q 2. India's strange contradiction of development is:
- A. people are resourceful , but they are not well equipped
  - B. people are resourceful, but they are neglected
  - C. labour is not earnest
  - D. capitalists exploit labour

- Q 3. Proliferation of capital-intensive operations indicates
- A. too many labour laws
  - B. contradictory labour laws
  - C. strict labour laws
  - D. irrelevant labour laws
- Q 4. Labour –intensive operations can lead to
- A. inefficient production;
  - B. disguised unemployment
  - C. harmonious labour and management relations
  - D. overall improvement in productivity
- Q 5. Which of the following statements on confrontation between labour and management is false?
- A. Conflicting attitude of labour and management
  - B. Establishment of capital intensive industries
  - C. Antiquated labour laws
  - D. Governmental interference into management–labour relations

**Direction for Q6-Q9: In the following questions, four sentences a, b, c and d are given . You have to arrange them in a logical order to make a sensible paragraph and choose the correct order from the choices given at the end.**

- Q 6.
- a. For this reason, no week’s experience would be complete without some kind of evaluation that enables us to process it.
  - b. It takes us back to the beginning of the process again, but with greater capacity.
  - c. Evaluation is the final and first step in a living and learning cycle that creates an upward spiral of growth.
  - d. The value of any week is not limited to what we do in it; it’s also in what we learn from it and become as a result of it.

- A. abcd
- B. dacb
- C. cdab
- D. acdb

Q 7.

- a. The communist regime in Russia has collapsed, and along with it, the communist governments in East European nations have also collapsed.
- b. The powerful communist lobby is no more, the tension of cold war has ended.
- c. Yet, tension still exists in many parts of the world
- d. If these tensions lead to another world war, the world would be destroyed.

- A. adbc
- B. cbda
- C. bcda
- D. abcd

Q 8.

- a. However, within nine years of the defeat of the Sikhs, the English regime was shaken by the widespread Revolt of 1857 against the rule of East India Company.
- b. Since then, they resorted to the policy of expansion and eventually established rule almost over the whole of India.
- c. The English defeated the Sikhs in 1848 and apparently they had no opponent.
- d. The victory of the English in the battle of Plassey in 1757 laid the foundation of the political rule of the English who had come to India for trade.

- A. abcd
- B. dbca
- C. cbda
- D. dabc

Q 9.

- a. After the British left India, the French started negotiations with the Indian government.
- b. All French colonies decided to merge with India, putting an end to French rule in India.
- c. It was decided that the decision about territories under the French should be made on the basis of plebiscite.
- d. The French had witnessed the plight of the British imperialism due to the thrust of the Indian National Movement.

A. cadb

B. cdba

C. dacb

D. dbca

**Direction for Q10-Q13: Against each of the underlined words given below, four meanings are given. Identify the correct meaning of the word.**

Q 10. Imbroglia

A. A kind of monster

B. A Prehistoric creature

C. Complicated situation

D. Savage

Q 11. Epigraphy

A. Antiquity

B. Study of inscriptions

C. Geological centre

D. Brief statement

Q 12. Dark Horse

- A. Horse with dark colour
- B. A system of patronage
- C. Extremely capable person
- D. Person with hidden abilities

Q 13. Credo

- A. System
- B. Merit
- C. Credit
- D. Belief

**Direction for Q14-Q17: Against each of the underlined words below, four words are given. One of them is the antonym of the underlined word. Identify the correct antonym of each word.**

Q 14. Irascible

- A. Stupid
- B. Reliable
- C. Rewrite
- D. Calm

Q 15. Burgeon

- A. Emanate
- B. Subside
- C. Melt
- D. Submit

Q 16. Enigmatic

- A. Genuine
- B. Unambiguous
- C. Sensitive
- D. Frank

Q 17. Deficient

- A. Generous
- B. Obedient
- C. Efficient
- D. Proficient

**Direction for Q18-Q21: Each of the following sentences is divided into four parts. One of the parts contains a mistake. Identify that part.**

Q 18. I received / the telegram / when I read / the newspaper .

- A                      B                      C                      D

Q 19. We have bought / a TV / which is / superior than any other set.

- A                      B                      C                      D

Q 20. You are / attending the function / tomorrow / isn't it?

- A                      B                      C                      D

Q 21. Supposing if he fails / to get a visa / what will he do / to go to the States?

- A                      B                      C                      D

**Direction for Q22-Q25: In each of the following questions, there is a certain relation between two given words on one side of : : Find, from the options given, a pair of words with the analogous relation.**

Q 22. TRAFFIC : ROAD : :

- A. Aeroplane : Aerodrome
- B. Roots : Tree
- C. Blood : Veins
- D. Car : Garage

Q 23. ARTIST : TROUPE : :

- A. Market : Crowd
- B. Flowers : Garland
- C. Fishes : Pond
- D. Singer : Chorus

Q 24. BORDER : COUNTRY : :

- A. Frame : Picture
- B. Book : Cover
- C. Handle : Spade
- D. Pen : Cap

Q 25. LUGUBRIOUS : SORROWFUL : :

- A. Frenzied : Apprehensive
- B. Euphoric : Cheerful
- C. Credible : Incredible
- D. Unhappy : Gloomy



**Direction for Q26-Q30: Read the following passage and answer the questions that follow.**

Moody. Difficult. Distant. Teenagers can be all these things and more. Most of the time such behaviour means little, just adolescents going through the motions of growing up. But for more than 2,000 American teenagers who end their lives each year, these are the signs of impending disaster. The suicide rate for adolescents has more than doubled since the 1960s.

Recognising signs of terminal despair is difficult but imperative, especially at this time of the year. Late spring and early summer are the most common seasons for teens to make suicide attempts, say experts. 'Lots of things change', explains psychologist Herbert Nieburg, director of behavioural medicine at Four Winds Hospital in Katonah, N. Y. They may be leaving school and going off to college. They may be moving. There may be a breakup of a romantic relationship. Ohio State University psychologist Carl Tishler concurs. 'Parents and teachers need to recognise that sometimes it's a very, very sad experience for kids to graduate from high school. Greater support from all of us at this time can be a great help in preventing suicidal tendencies'. At times this sadness is expressed in recklessness, Tishler says, It may not be that someone says, 'I'm going to go out and kill myself' But there are so many unconscious bad feelings. They get drunk, they slam into a bridge abutment, and they die. Ninety per cent of suicidal teens are depressed, and depression tends to cause certain types of behavioural changes. 'There's no one symptom that's going to leap out to a parent,' says Kay Redfield Jamison, professor of psychiatry at the Johns Hopkins School of Medicine and the author of 'Night Falls Fast: Understanding Suicide'. It's rather a whole cluster of changes in behaviour and mood and sleep and eating patterns and energy levels.

Professionals tell parents to look for dramatic changes in behaviour or appearance, changes in weight, changes in performance in school. Any talk about wanting to die or commit suicide should make a parent go on red alert. Another strong signal is continuing alcohol or drug use. 'Substance abuse is very significant', says Nieburg. One of the first things kids will do to try to make their pain go away is to try and medicate it. They don't go to the doctor and get Prozac or Zoloft. They use marijuana, cocaine, amphetamines, ecstasy, PCP, LSD. They want to get away from the pain.

Q 26. What is the main reason for increase in suicidal rates in early summer and late spring?

- A. These are unromantic seasons and thus lead to many romantic relations breaking up.
- B. This is the time most parents make a move from one place to the other forcing children to change schools.
- C. This is the time kids graduate from school to college, which can be a traumatic experience.
- D. Children generally feel sad as summer sets in.

- Q 27. The main purpose of the second paragraph is that
- A. it tries to understand the difference between normal anger and terminal depression.
  - B. it tries to pinpoint the time and reasons for the possible increase in suicide rates and suggests how kids can be helped at this time.
  - C. it enumerates the reasons for despair in kids graduating to college.
  - D. it emphasises upon parents and teachers the need to be more alert in observing the kids leaving high school, for possible symptoms of terminal despair.
- Q 28. It can be safely inferred from the passage that
- A. the number of teenagers committing suicide is twice the number of adults doing so.
  - B. most of the suicides can be prevented.
  - C. parents can always differentiate between normal anger and one that might lead to suicide.
  - D. depression is a common symptom seen in suicidal teens.
- Q 29. According to the passage, all of the following signal symptoms of a suicidal kid, except
- A. using medicines for pain relief.
  - B. changes in food habits.
  - C. changes in behaviour and mood.
  - D. any talk about a wish to die.

Q 30. What could be a suitable title to this passage?

- A. Transition from teenage to adolescence
- B. Teenage suicide: Causes and effects
- C. The root cause of drug consumption
- D. How to identify suicidal tendencies?

**< End of VERBAL COMMUNICATION Section >**

## Section II: Analytical / Logical Reasoning

A

Mark your response among A, B, C, D.

### Direction for Questions 31-34

In the following questions two statements (i) and (ii) followed by two conclusions numbered (a) and (b). You have to take the two given statements to be true even if they seem to be absurd or against the material truth or commonly known facts, and then decide which of the given conclusions logically follow from the two given statements, disregarding commonly known facts. Mark your response as:

A: if only conclusion (a) follows

B: if only conclusion (b) follows

C: if either (a) or (b) follow

D: if neither (a) nor (b) follow

Q 31. Statements: (i) No salesperson is ethical. (ii) He is not ethical.

Conclusions

(a) He is a salesperson. (b) He is not a salesperson.

**A B C D**

Q 32. Statements: (i) All firms need profits to grow. (ii) Some firms spend part of their profit for R&D.

Conclusions

(a) Some firms use R&D to grow. (b) Some firms generate huge profit from R&D.

**A B C D**

Q 33. Statements: (i) All shops are institutes. (ii) No institute is costly.

Conclusions

(a) All institutes are shops. (b) No shop is costly.

**A B C D**

Q 34. Statements

(i) All democratic countries are mature countries. (ii) All mature countries are developed countries.

Conclusions

(a) All democratic countries are developed countries. (b) Some developed countries are not democratic countries.

**A B C D**

**Direction for Questions 35-38**

**A**

In the following questions a statement is followed by two assumptions numbered (a) and (b). We consider the statement and the following assumptions and decide which assumption, if any, is implicit in the statement. Mark your response as:

A: if only the assumption (a) is implicit

B: if only the assumption (b) is implicit

C: if either (a) or (b) is implicit

D: if neither (a) nor (b) is implicit

Q 35. Balanced financial structure is essential for healthy growth of a firm.

Assumptions

(a) All firms have unbalanced financial structure.

(b) Management of firms desire to have healthy growth.

**A      B      C      D**

Q 36. The web site is intended to guide the layman to study finance in absence of a teacher.

Assumptions

(a) A teacher may not always be available to teach finance.

(b) Finance can not be studied from a book.

**A      B      C      D**

Q 37. The present democratic governance needs thorough transformation.

Assumptions

(a) Kaizen approach is good for economically less developed countries.

(b) The present democratic governance is good to take India the UK-way of slow decline.

**A      B      C      D**

Q 38. The only way to contain inflation is to enhance productivity.

Assumptions

(a) RBI can not control flood of money supply.

(b) Productivity enhancement automatically increases production.

**A      B      C      D**

**Direction for Questions 39-46**

For Questions 39-46 use the following definitions. A statement is *upstream* if the main statement can be derived from it; *downstream* if the statement can be derived from the main statement, *lateral* if the statement supports the main statement and *indifferent* if the statement does not directly support the main statement.

A main statement is given below. Classify the statements for questions that follow as (A) upstream (B) downstream (C) lateral (D) indifferent.

**Main Statement for Questions 39-40**

Arguments for use of national language for work or education are obsolete.

Q 39. Other than competitive countries such as China, France, Germany, Italy, Korea where any kind of education from KG to Ph.D. in any subject can be undertaken in national language, other countries should embrace English for all work.

**A      B      C      D**

Q 40. India should make it compulsory for every child to master English, if it wish to earn lot of foreign exchange from BPO and call centres.

**A      B      C      D**

**Main Statement for Questions 41-46**

The Japanese convergence electronics have affected the global electronics industry.

Q 41. Convergence electronics are costlier to digital electronics.

**A      B      C      D**

Q 42. Mass production invariably affects the balances of market share of different countries.

**A      B      C      D**

Q 43. Tariff protection to trade is essential to foster indigenous industry.

**A      B      C      D**

Q 44. The Western electronic goods are inferior to the Japanese electronics.

**A      B      C      D**

Q 45. Indian firms should rapidly develop strategy to manufacture convergence electronics.

- A      B      C      D

Q 46. Whenever the Japanese focused on an industry, they influence developments in that industry.

- A      B      C      D

**Direction for Questions 47-50**

Two statements are labeled I and II. Use the information given in I and II together with other available information to decide whether the statements are sufficient to answer the question, and mark your response as:

- A: If you can get the answer from I alone but not from II alone
- B: If you can get the answer from II alone but not from I alone
- C: If you can get the answer from both I and II together, but not from I alone or II alone
- D: If statements I and II together do not suffice

Statements for questions 47-50

- I BSNL is 10 year older than Bharti, while Reliance Infocom (RI) is half the age of Bharti
- II Vodaphone is three times older than RI, and DoCoMo is 3 years younger than Vodaphone and was established in 1991.

Q 47. What is the age of RI?

- A      B      C      D

Q 48. What is the age of BSNL?

- A      B      C      D

Q 49. What is subscriber base of BSNL?

- A      B      C      D

Q 50. With acquisition of stake of Hutch, whose subscriber base was a quarter of Vodaphone, their combined base became 50 lakh. What is subscriber base of RI?

- A      B      C      D

**Direction for Questions 51-54**

The following questions have two statements. Select the assumption that is absolutely necessary so that the second statement can be interpreted from the first statement.

- Q 51. There are huge power shortages and even islands of prosperity such as metros face frequent unscheduled power disruptions. It is the government that is absolutely responsible for the situation.
- A. The government should encourage investment in power generation.
  - B. Privatization process by government can minimize transmission and distribution (T&D) losses.
  - C. Government should educate masses on energy conservation.
  - D. Individual actions on demand side management have no impact on power situation.
- Q 52. In auto industry, the US firms are spending less on R&D. The US lost technological edge in important auto industry.
- A. The US firms have less understanding about their own customers.
  - B. Effectiveness of management of technology (MOT) in the US firms is less.
  - C. The US firms have neglected human resource management (HRM) for R&D for too long.
  - D. The US consultants and academia have great knowledge as reflected in beautiful presentations, books and journals, but it rarely work on ground.
- Q 53. Japan has more than 50 % share of the number of firms in the sample of world's top 20 patent holders in the US Patent and Trademark Office (USPTO). Japan has more than 50 % share of the patents in the sample.
- A. Majority of patents from Japan are filed in the USPTO.
  - B. Japanese firms have invested heavily in conducting R&D in US
  - C. Average number of patents per firm is higher for Japan.
  - D. Average cost of filing per patent is lower for Japan.



- Q 54. Nihon's population is less than  $\frac{1}{8}$  of Bharat's population. Nihon's per capita gross national product (GNP) is more than 50 times the same of Bharat.
- A. Small countries achieve higher economic progress.
- B. Average productivity in Nihon is more than 7 times the same in Bharat.
- C. GNP of Nihon is more than 7 times the same in Bharat.
- D. Exports of Nihon is more than 7 times the same in Bharat.

### Direction for Questions 55-60

Passages given below are followed by several possible inferences which can be drawn from the facts stated in the passage. You have to examine each inference separately and decide upon the degree of truth or falsity. Mark your response as:

- A: The inference is definitely true, i.e. it properly follows from the statement of facts given.
- B: The inference is "probably true", though not definitely true in light of the facts given.
- C: The data are inadequate.
- D: The inference is probably false, though not definitely false, in light of the facts given.

### Passage for Questions 55-57

A prime minister suggested that only those projects should be included in a five-year plan for which the detailed project reports are ready instead of proliferation of ill-defined projects whose costs are deliberately under-estimated by vested interests lobbying for as many pet schemes as possible, which is a serious deficiency of the planning process.

- Q 55. Inclusion of well-defined projects can enhance effectiveness of a five-year plan.

**A      B      C      D**

- Q 56. Projects whose costs are properly estimated are certainly well planned projects.

**A      B      C      D**

- Q 57. Selfish motives is a root cause of under-estimation of cost of ill-planned projects in five-year plans.

**A      B      C      D**

**Passage for Questions 58-60**

**A**

Large Indian firms should be competing internationally through innovations, but most produce unscalable innovations that barely get diffused in local context, not to mention about national, regional, international and global markets. Key findings of a recent CII report on innovation says that at the organization level, companies need to have the right mix of discipline and innovation to encourage innovation and obtain results. The problem of low competitiveness in large Indian companies may also be closely related to the ecosystem for innovation prevailing in the country. India needs to have the right framework in place for Indian companies to derive desired benefits out of their investment in innovation.

Q 58. Innovation by Indian companies is not effective.

**A      B      C      D**

Q 59. While some competitive Indian firms plan to substantially increase future investments in innovation, many are not satisfied with their returns on investment.

**A      B      C      D**

Q 60. Right framework in place is a necessity for Indian companies to derive SCA through innovation.

**A      B      C      D**

**< End of Analytical / Logical Reasoning Section >**

### Section III: Quantitative/Data Interpretation

- Q 61. A person sells an item for Rs. 7200. If the percentage of his profit is equal to the cost price, the item had cost him.
- A. Rs. 900
  - B. Rs. 850
  - C. Rs. 800
  - D. Rs. 750
- Q 62. A person goes uphill with a speed of 6 kilometer per hour and returns from the summit with a speed of 12 kilometer per hour. The average speed for the round trip is
- A. 8 Kilometer per hour
  - B. 9 Kilometer per hour
  - C. 10 Kilometer per hour
  - D. 11 Kilometer per hour
- Q 63. A trader sells 10 pieces of an electronic item at Rs. 100,000. How many of this electronic item should he purchase with the same amount to get a profit of 50%?
- A. 5
  - B. 10
  - C. 15
  - D. 20

Q 64. The purchase price of a car is Rs. 5 lacs. Its depreciation is charged in the first year as 20%, in the second and third year at 10% each. The book value of the car after three year is.

A

- A. Rs. 5 lacs
- B. Rs. 4.34 lacs
- C. Rs. 3.24 lacs
- D. Rs. 2.34 lacs

Q 65. A train, which is 150m long, passes a platform of 200m in 15 seconds. The speed of the train is.

- A. 64 Km per hour
- B. 68 Km per hour
- C. 70 Km per hour
- D. 84 Km per hour

Q 66. If the difference between 18 by 17<sup>th</sup> of and 17 by 18<sup>th</sup> of a number is 35, the number is.

- A. 295
- B. 306
- C. 325
- D. None of these

Q 67. If both the length and width of a rectangle is increased by 50%, its area is increased by

- A. 50% times
- B. 5/4 times
- C. 2 times
- D. 4 times

Q 68. The perimeter of both, a rectangle and a square are equal to 40m and the difference between their areas is 25 square m. The area of the rectangle is

- A. 55 square m
- B. 65 square m
- C. 70 square m
- D. 75 square m

**Questions 69-72 are from the following information.**

A person buys many products of different variety and sells for the whole week. His sales register shows the following data for a particular week

Items	Unit buying price (in Rs.)	Unit selling price (in Rs.)	Number bought at the beginning of week	Number sold till the end of week
Electronics watch	500	800	100	60
Toy	100	400	100	90
Music system	2000	2500	50	40
Cricket bat	500	800	50	10
Mobile phone	2000	2500	100	85
Laptop	20000	30000	200	195

Q 69. With reference to number of items bought, the percentage of the leftover number of inventory is second lowest for

- A. Electronics watch
- B. Toy
- C. Laptop
- D. Mobile phone

Q 70. For which item, the total money value of leftover inventory is second highest is

- A. Electronics watch
- B. Music system
- C. Laptop
- D. Mobile phone

- Q 71. A marketing plan is designed, which involves a free gift of either electronic watch, toy or cricket bat for each mobile phone sold. The maximum available gift items are 40 electronic watches, 10 toys and 40 cricket bats. What is the maximum possible percent drop in leftover inventory cost as compared to original sale of same quantities without gift items?
- A. 19.5%
- B. 23.5%
- C. 26.2%
- D. None of these
- Q 72. The ratio of the total sale (in Rs.) of item, which brings maximum sales revenue to the total sale (in Rs.) of another item, which brings minimum sales revenue, is.
- A. 731.25
- B. 162.5
- C. 121.9
- D. None of these
- Q 73. Rs. 18000 is to be distributed between Y and X such that Y gets Rs. 6000 less than X. The ratio of amount received by X to that received by Y is.
- A. 2:1
- B. 1:2
- C. 3:1
- D. 1:3
- Q 74. The following data relates to number of customers arriving in a store in a day. 90, 105, 67, 48, 76, 88, 54, 37, 45, 66. The median is
- A. 66
- B. 66.5
- C. 67
- D. None of these

- Q 75. The following data relates to number of customers visiting a retail shop in a month. The average is?

A

Number of customers	0-10	10-20	20-30	30-40
Number of days in the store	2	6	9	4

- A. Nearly 20
- B. Nearly 21
- C. Nearly 22
- D. None of these
- Q 76. Y is thrice as fast as X. If X can finish a job in 12 days, how long will it take for both X and Y together to finish the same job?
- A. 3 days
- B. 4 days
- C. 4.5 days
- D. 5 days
- Q 77. Two numbers are in the ratio of 7:5 such that on subtracting 8 each of them, they become in the ratio of 15:25. The numbers are
- A.  $28/5, 4$
- B.  $4, 28/5$
- C.  $28, 4$
- D.  $5/28, 4$
- Q 78. A shopkeeper cheats 10% while buying as well as selling by using false weights. What is total gain or loss?
- A. 10% gain
- B. 20% gain
- C. More than 20% gain
- D. None of these

Q 79. Father's age is seven times the son's age. After 10 years his age is three times the son's age. What is the present age of the father?

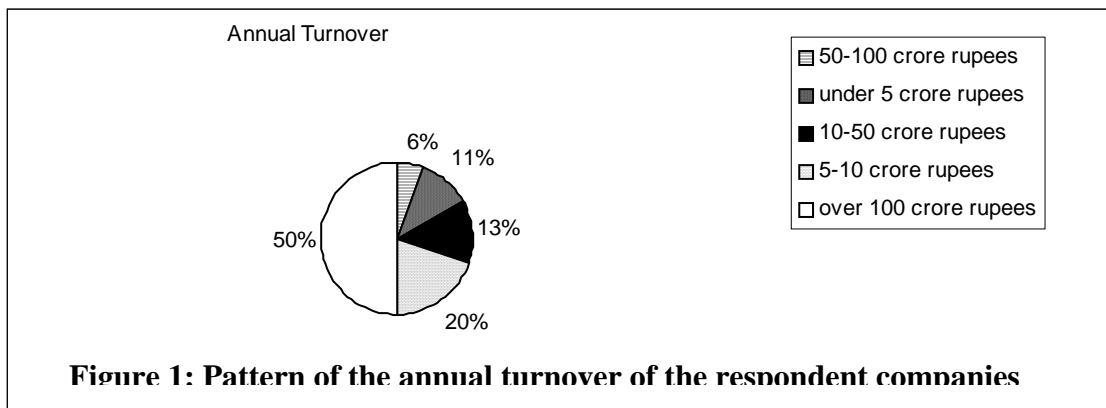
- A. 35 years
- B. 38 years
- C. 41 years
- D. 43 years

Q 80. A bus starts with its some passengers. At the first stop, one fifth of passengers gets down and 40 passengers get in. At the second stop, half of the passengers gets down and 30 get in. The number of passengers now is 70. The number of passengers with which the bus started was.

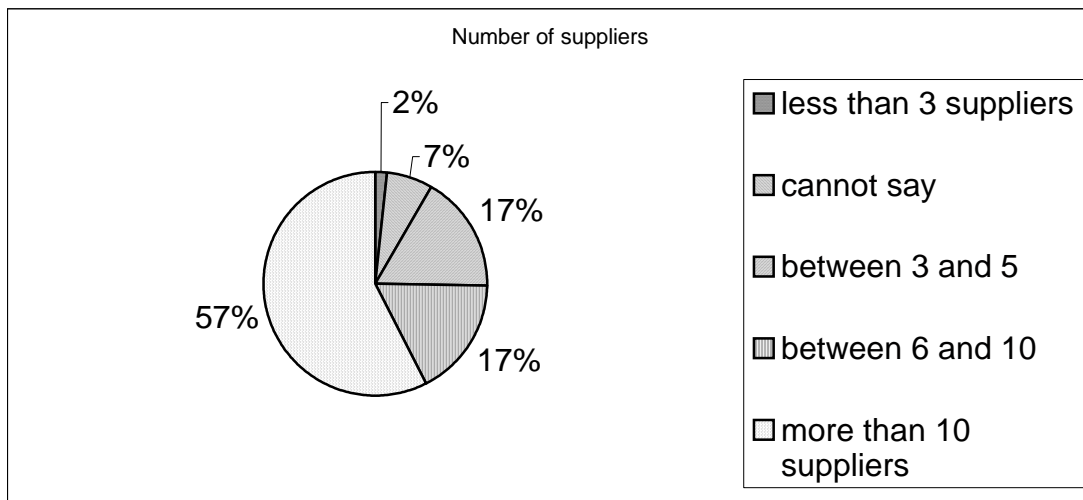
- A. 40
- B. 50
- C. 60
- D. 70

**Answer Questions 81-85 on the basis of following information.**

A total of 760 questionnaires were mailed to different companies of the selected sectors throughout the country. Out of these, only 176 questionnaires were found usable. The respondent companies were asked about their suppliers. Figure 1 shows the pattern of the annual turnover of these companies. For the companies having turnover Rs. 10-50 crore, the pie-chart of their vendor-base is shown in Figure 2.







**Figure 2: Vendor-base of companies with turnover of Rs.10-50 crores**

- Q 81. How many companies having annual turnover between Rs. 10-50 crores are having more than 10 suppliers?
- A. about 13
- B. about 21
- C. about 56
- D. cannot be determined
- Q 82. The response rate of the survey is about
- A. 20%
- B. 23%
- C. 25%
- D. 27%
- Q 83. Highest turnover group of respondent companies are what percent of lowest turnover companies?
- A. 250%
- B. 384.6%
- C. 454%
- D. 833%

Q 84. In the survey, it is detected that all the responses under the lowest turnover category are biased. Therefore, the researcher decides to drop these responses. What would be the new percent of the highest turnover group of respondents?

- A. about 56%
- B. about 57%
- C. about 58%
- D. about 59%

Q 85. With additional survey with the same questionnaire, the response rate improved by 2%. Additional respondents were under the lowest and the highest turnover group only. With 25 more responses under the highest turnover group, its percent representation in the survey increased by 2%. What is the total number of additional response under the lowest turnover category?

- A. 14
- B. 15
- C. 16
- D. none of the above

**Questions 86-88 are from the following information**

The total revenue receipt and total expenditure, including taxes, insurance etc. of a company is shown in the following table. Assume profit/loss is the difference of the two.

Year	Total revenue receipt (In lakhs of Rs.)	Total expenditure (In lakhs of Rs.)
2001-02	275	225
2002-03	375	370
2003-04	475	470
2004-05	575	515
2005-06	675	525

Q 86. The profit/loss is stagnant during year

- A. 2002-03
- B. 2002-04
- C. 2003-04
- D. None of these

Q 87. During year 2001 to year 2006, the percent change in profit/loss over its last year's profit/loss is

- A. Stagnant
- B. Always increasing
- C. Increasing and then decreasing
- D. None of these

Q 88. There are two statements:

*Statement 1: "Increasing revenue during year 2001 to year 2006 is an indicator of increasing profit."*

*Statement 2: "Increasing value of difference between revenue and expenditure during year 2001 to year 2006 is an indicator of increasing profit."*

- A. Statement 1 is correct, but Statement 2 incorrect
- B. Statement 2 is correct, but Statement 1 incorrect
- C. Both Statement 1 and Statement 2 are correct
- D. Neither Statement 1 nor Statement 2 is correct

**Questions 89-90 pertain to following situation**

During a market survey, the bar chart of mean and standard deviation is plotted for the importance of ten enablers of brand-building.

Q 89. For an enabler, the standard deviation is very low as compared to other enablers' standard deviation. This indicates that

- A. Respondents are in agreement
- B. Respondents are in disagreement
- C. The mean value is low
- D. Mean value is high

- Q 90. For an enabler, the mean and standard deviation are very low as compared to other enablers' mean and standard deviation. This indicates that
- A. This enabler is very important and all respondents agree to this
  - B. This enabler is not important and all respondents agree to this
  - C. This enabler is very important and all respondents disagree to this
  - D. This enabler is not important and all respondents disagree to this

**< End of Quantitative/Data Interpretation Section >**

**Section IV: Business Awareness**

- Q 91. All of the following are examples of government policies aimed at improving economic performance and increasing the rate of economic growth except
- A. opening up of markets to increased competition
  - B. reductions in the rate of income tax
  - C. increase in the rate of indirect taxes
  - D. extra investment in labour training schemes
- Q 92. The headquarter of World Trade Organisation (WTO) is located at
- A. New York
  - B. London
  - C. Paris
  - D. Geneva
- Q 93. Which company is given maximum weightage in NSE Index?
- A. Reliance Industries
  - B. ONGC
  - C. Bharti Airtel
  - D. Infosys
- Q 94. The pattern of income tax in India is
- A. direct and progressive
  - B. direct and proportional
  - C. indirect and proportional
  - D. indirect and progressive

Q 95. Which one of the following is not a positive determinant of total supply of goods and services in an economy?

- A. government spending
- B. the level of unemployment
- C. the saving rate
- D. the accumulated skills of the labour force

Q 96. Which of the following is not true for WTO?

- A. trade without discrimination
- B. promoting fair competition
- C. encouraging development and economic reform
- D. encouraging protection to domestic producers

Q 97. NIKKEI Stock exchange is associated with which country?

- A. Thailand
- B. Singapore
- C. China
- D. Japan

Q 98. Dr. APJ Abdul Kalam is

- A. 9<sup>th</sup> President of India
- B. 11<sup>th</sup> President of India
- C. 10<sup>th</sup> President of India
- D. 12<sup>th</sup> President of India

Q 99. If the rate of growth of demand of goods and services becomes greater than the rate of economic growth of output then in the short run the economy is likely to experience

- A. a decrease in the demand for imports
- B. an increase in the rate of inflation
- C. an increase in unemployment
- D. a decrease in national output

Q 100. WTO was established in

- A. 1994
- B. 1996
- C. 1995
- D. 1997

Q 101. What is the full form of AFTA

- A. Asia-Pacific Free Trade Area
- B. Asian Free Trade Area
- C. ASEAN Free Trade Area
- D. Atlantic Free Trade Area

Q 102. Who is the Director-General of WTO?

- A. Mr Rachid Mohammed Rachid
- B. Mr. Richards Willey
- C. Mr. Pascal Lamy
- D. Mr. B. Jones

Q 103. Who is the Chairman of SEBI?

- A. V. K. Chopra
- B. T.C. Nair
- C. M. Damodran
- D. H. R. Wahi

Q 104. Who is the Deputy Chairman of Planning Commission?

- A. Pranab Mukherjee
- B. Dr. Manmohan Singh
- C. Dr. Montek Singh Ahluwalia
- D. Dr. Y.V. Reddy

Q 105. Eleventh five year plan spans from

- A. 2000-2005
- B. 2002-2007
- C. 2008-2013
- D. 2007-2012

Q 106. Inclusive growth implies the following.

- A. high growth rate of per capita income
- B. wider employment opportunities
- C. increase in monetary national income
- D. increase in real national income



Q 107. What is the current Bank Rate?

- A. 8.5
- B. 6.0
- C. 10.5
- D. 12.5

Q 108. Stagflation implies a scenario of

- A. rising inflation
- B. adverse balance of payment
- C. rising wages and employment
- D. recession and inflation

Q 109. Which one of the following would be a measure to improve the international competitiveness of domestic producers in world markets?

- A. an import tariff
- B. an increase in corporation tax
- C. an increase in capital investment tax allowances
- D. an increase in interest rates

Q 110. A government may seek to improve the current account of the balance of payments by introducing the expenditure-reducing policies. Which of the following is an expenditure-reducing policy?

- A. a rise in income tax
- B. devaluation of the currency
- C. the introduction of an export subsidy
- D. the introduction of an import tariff

- Q 111. In the recent Tata Steel-Corus takeover deal, the target company belongs to which nation?
- A. India
  - B. Germany
  - C. France
  - D. U K
- Q 112. A government wishing to reduce a deficit on the current account of the balance of payments through the use of fiscal policy would be most likely to
- A. raise interest rates
  - B. reduce the rate of value added tax on all goods and services
  - C. raise direct taxation
  - D. introduce an import quota
- Q 113. If an economy moves into an unexpected recession and the government has already planned a budget deficit, planned tax revenues will
- A. rise, thus lowering the budget deficit
  - B. fall, thus lowering the budget deficit
  - C. remain unchanged
  - D. fall, thus increasing the budget deficit
- Q 114. The current account of the balance of payments of a country is most likely to benefit from a depreciation of its currency when it is experiencing
- A. structural unemployment
  - B. price inelastic demand for its exports
  - C. high interest rates
  - D. a price elasticity of demand for imports greater than one

Q 115. What is the capital of Uruguay

- A. Prague
- B. Montevideo
- C. Doncaster
- D. Rolland

Q 116. Which of the following Indian banks is not a nationalized bank?

- A. Andhra Bank
- B. Bank of Baroda
- C. Yes Bank
- D. Syndicate Bank

Q 117. Who is the Chairman of Knowledge Commission in India?

- A. Pranab Mukherjee
- B. Sam Pitroda
- C. B.S. Roy
- D. Montek Singh Ahluwalia

Q 118. What is the currency of Mexico?

- A. Mexican Dollar
- B. Lira
- C. Peso
- D. Euro

Q 119. The punch line “connecting people” is associated with



- A. Airtel
- B. Hutch
- C. Nokia
- D. Motorola

Q 120. Which of the following is not a Fortune 500 company?

- A. Reliance Industries Ltd
- B. Indian Oil Corporation
- C. ESSAR
- D. Oil and Natural Gas Corp

**< End of Business Awareness Section >**



**Space for Rough Work**



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