

## ANSWERS

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

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

## EXPLANATIONS

1. (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
20. (3) 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

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 (V<sub>2</sub>) 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 Participle)  
 66. (1) The correct spelling is : show-case.  
 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)  $324 + \sqrt{?} = 350$   
 $\Rightarrow \sqrt{?} = 350 - 324 = 26$   
 $\therefore ? = 26 \times 26 = 676$   
 82. (5)  $? = \frac{1530 \times 360}{34 \times 24} = 675$   
 83. (5)  $4015 + ? = 4860$   
 $\Rightarrow ? = 4860 - 4015 = 845$

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

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

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

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

$$= 81 - 72 = 9$$

$$88. (1) ? = 75.75 - 48.32 + 146.92$$

$$= 174.35$$

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

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

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

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

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

$$= 12.4 + 7.05 = 19.45$$

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

$$= 175 + 195 = 370$$

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

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

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

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

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

$$= 526$$

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

$$= 213.85$$

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

$$= 14.40 - 7.20 = 7.2$$

96. (2) The pattern of the number series is :

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

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

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

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

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

$$5120 \div 4 = 1280$$

$$1280 \div 4 = 320$$

$$320 \div 4 = 80$$

$$80 \div 4 = \boxed{20}$$

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 :

$$6 + 2^2 = 10$$

$$10 + 2^3 = 18$$

$$18 + 2^4 = 34$$

$$34 + 2^5 = \boxed{66}$$

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  $E = x + 8$

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

$$\Rightarrow 2x + 8 = 92$$

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

$$\therefore x = 42$$

$$\therefore \text{The largest number} = E = x + 8 = 42 + 8 = 50$$

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

$$= \left( \frac{66 \times 5}{18} \right) \text{ metre/sec.}$$

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

$\therefore$  Length of train = Speed  $\times$  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  $10x + y$ .

$$x + y = 6 \quad \dots(i)$$

$$\text{and, } 10x + y - 10y - x = 18$$

$$\Rightarrow 9x - 9y = 18$$

$$\Rightarrow x - y = 2 \quad \dots(ii)$$

From equations (i) and (ii),

$$x = 4 \text{ and } y = 2$$

$$\therefore \text{Required number} = 42$$

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

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

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

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%

$$\therefore \text{Savings percentage} = 20$$

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

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

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

$$= \text{Rs. } 26000$$

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

$$= 40000 : 75000 = 8 : 15$$

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

$$= \text{Rs. } 16000$$

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

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

$$\Rightarrow 25x + 25 = 24x + 30$$

$$\Rightarrow x = 30 - 25 = 5$$

$$\therefore \text{Rama's present age} = 4 \times 5 = 20 \text{ years}$$

$$111. (2) \text{ CI} = P \left[ \left( 1 + \frac{\text{Rate}}{100} \right)^{\text{Time}} - 1 \right]$$

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

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

$$= 25000 \left( \frac{784 - 625}{625} \right)$$

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

$$= \text{Rs. } 6360$$

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

$$10x + 12y = 11000$$

Multiplying both sides by 3, we have

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

$$= \text{Rs. } 33000$$

113. (1) Cost price of the TV set

$$= \frac{100}{100 + \text{profit}\%} \times \text{S.P.}$$

$$= \text{Rs. } \left( \frac{100}{118} \times 16756 \right)$$

$$= \text{Rs. } 14200$$

$$114. (4) x \times \frac{5}{8} = y \times \frac{60}{100} = y \times \frac{3}{5}$$

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

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

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

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

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

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

$$= (75 + 90) : (220 + 200)$$

$$= 165 : 420 = 11 : 28$$

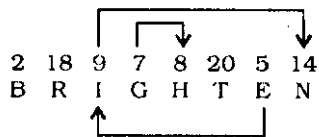
119. (5) Required ratio  
 = (145 + 80 + 120 + 180 + 160) :  
 (180 + 120 + 130 + 110 + 130)  
 = 685 : 670 = 137 : 134

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)



122. (2) F I G H T    T E A R S  
 ↓ ↓ ↓ ↓ ↓    ↓ ↓ ↓ ↓ ↓  
 3 9 % @ 4    4 5 8 @ \*

Therefore,

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 -

1

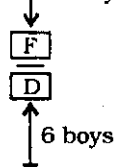
125. (5) Jug, Cup, Mug and Pitcher are containers.

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 × 8 + 4 - 6 ÷ 3 = ?  
 ? = 16 - 8 + 4 + 6 × 3  
 ⇒ ? = 16 - 2 + 18 = 32

128. (2) Meaningful Word ⇒ RUDE

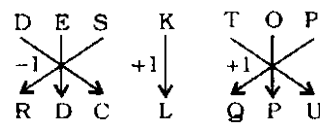
129. (5) 11 boys



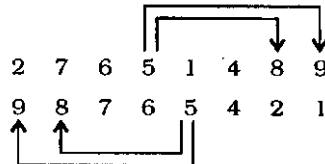
There is only one boy in between F and D.

130. (1) B R O    A    D E N  
 ↓ ↓ ↓    ↓    ↓ ↓ ↓  
 N O A    B    O F E

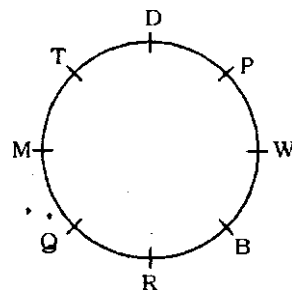
Therefore,



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  $\xrightarrow{-3}$  I

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 combination: 1 # M

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

R@F5#MDUPH@TWN\*AQEBISJ%Y  
 11th from left end

141. (3)

F  $\xrightarrow{+6}$  D  $\xrightarrow{+6}$  T  $\xrightarrow{+6}$  Q

3  $\xrightarrow{+6}$  P  $\xrightarrow{+6}$  W  $\xrightarrow{+6}$  E

1  $\xrightarrow{+6}$  4  $\xrightarrow{+6}$  N  $\xrightarrow{+6}$  B

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 → Particular Affirmative (I-type).

(iii) No glass is table → Universal Negative (E-type).

(iv) Some glasses are not tables → Particular Negative (O-type).

144. (4) All telephones 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 ⇒ 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.

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.

$A + I \Rightarrow$  No Conclusion

(150 - 155) :

$\delta \Rightarrow \geq$	$\star \Rightarrow \leq$	$\% \Rightarrow <$
$\$ \Rightarrow >$	$@ \Rightarrow =$	

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

Therefore,  $B < N \geq F \leq H$

**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)  $W \delta F \Rightarrow W \geq F$   
 $F \% K \Rightarrow F < K$   
 $K \$ M \Rightarrow K > M$

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

**Conclusions**

- I.  $M \% F \Rightarrow M < F$  : Not True
  - II.  $M \delta F \Rightarrow M \geq F$  : Not True
  - III.  $W \$ K \Rightarrow W > K$  : 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,  $W > B = M \leq R$

**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,  $M \leq D > K = T$

**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)  $K @ F \Rightarrow K = F$   
 $F \$ M \Rightarrow F > M$   
 $M \delta T \Rightarrow M \geq T$

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

**Conclusions**

- I.  $T \% F \Rightarrow T < F$  : True
- II.  $M \% K \Rightarrow M < K$  : True
- II.  $K \$ T \Rightarrow K > T$  : True

155. (3)  $N \star A \Rightarrow N \leq A$   
 $A \% B \Rightarrow A < B$   
 $B \delta D \Rightarrow B \geq D$

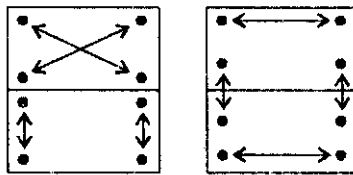
Therefore,  $N \leq A < B \geq D$

**Conclusions**

- I.  $D \% A \Rightarrow D < A$  : Not True
- II.  $B \$ N \Rightarrow B > N$  : True
- II.  $N \% D \Rightarrow N < D$  : Not True

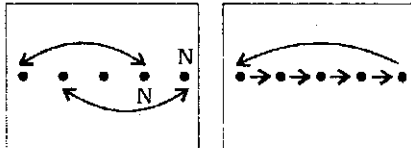
156. (5) From Problem Figures (1) to (2) all the four designs rotate 90° clockwise. From Problem Figure (2) to (3) the two designs from the left interchange positions. These two steps are continued in the subsequent figures alternately.

157. (2) The following changes occur in the subsequent figures :  
 (1) to (2) (2) to (3)



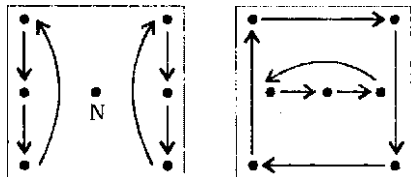
These two steps are repeated alternately in the subsequent figures.

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.

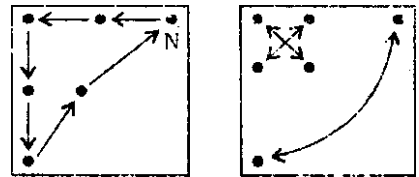
159. (5) The following changes occur in the subsequent figures :  
 (1) to (2) (2) to (3)



These two steps are continued in the subsequent figures alternately.

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

I (1) to (2) (2) to (3)



These two steps are continued in the subsequent figures alternately.

- 161. (1) pageup
- 162. (1) binary
- 163. (3) Hardware
- 164. (4) control
- 165. (1) modifier
- 166. (4) barcodes
- 167. (2) ROM
- 168. (4) Icons
- 169. (1) Recycle Bin
- 170. (4) Character
- 171. (2) @
- 172. (2) multitasking
- 173. (2) Output
- 174. (4) memory
- 175. (4) power-on-self-test
- 176. (3) secondary storage device
- 177. (3) New
- 178. (1) Calling on a prospective customer
- 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 part 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