

## GENERAL AWARENESS

1. Many times we read in financial newspapers/magazines about Systematic Investment Plans (SIPs). SIPs are an investment option also operated in the mode of—
- Mutual Funds
  - Central Savings Schemes in Post Office
  - National Pension Fund
  - National Saving Certificates
  - None of these
2. Which of the following banks has opened a network of more than 10000 branches and still growing?
- State Bank of India
  - ICICI Bank
  - Foreign National Bank
  - Axis Bank
  - None of these
3. Which of the following is NOT associated with the operations of Defence Forces in India?
- Stokhol-60 (2) M82-20
  - Tejas (4) SUREAS
  - Arjun
4. The Union Budget 2014-15 announced Fund of Funds with a corpus of Rs. 10,000 crore for providing equity through which of the following to encourage new startups by youth?
- Start-up capital funds
  - Special equity
  - Soft loans and other risk capital
  - All of the above
  - None of these
5. Which of the following was put into effect by the RBI for the first time in the microfinance sector?
- Kobasee (2) TRIFAS
  - PRSA (4) AMRISAT
  - MSRISAT
6. Who amongst the following has suggested to the banks in India

- to give details of fund utilisation to customers via SMS?—made?
- Reserve Bank of India (RBI)
  - India Banks' Association (IBA)
  - Indian Institute of Banking and Finance
  - Securities and Exchange Board of India
  - None of these
7. Which of the following important announcements were not made by the Union Budget 2014-15?
- Rs. 100 crore for building the Statue of unity (National project)
  - A sum of Rs. 1000 crore to fund impairment for "One Bank One Pension"
  - Basic Production of Kissan Vikas Patra (KVP)
  - Provision of Rs 50 crore for socialisation of National Pension Memorial
  - All were made

8. As per the new guidelines, which of the following taxes were now abolished?
- Wealth Tax
  - Fringe Benefit Tax
  - Community Transaction Tax
  - Only A (2) Only B
  - Only C (4) All A, B and C
  - Only B and C
9. For exploration of alternate renewable energies, which of the following measures has been initiated by the Railway Budget 2014-15?
- Leveraging Railway PSU Resources by bringing in their investible surplus funds in infrastructure projects of Railways
  - Domestic Investments and FDI in rail infrastructure
  - Pursuing Public Private Partnership
  - All of the above
  - None of these

10. Which of the following trends in the field of human development in India has/have not been noticed by the Economic Survey 2013-14?
- According to HDI 2012, India has moved up in HDI
  - The poverty ratio declined during 2004-05 to 2011-12
  - In absolute terms, the number of poor declined during 2004-05 to 2011-12
  - During 2004-05 to 2012-13 employment growth (KVIC) fell in comparison to 1999-2000 to 2004-05
  - All were noticed
11. Which of the following measures were/were not made by the Union Budget 2014-15?
- Launch of Free India programme called "Digital India"
  - Launch of Programme for Promoting "Good Governance"
  - Reorganisation of Prated Municipal Debt Obligation Facility
  - Exclusion of them development from the list of Corporate Social Responsibility
  - All were made
12. A new Foreign Bank Service Co. has launched its operations in India recently. This is a bank based in—
- USA (2) Switzerland
  - France (4) Germany
  - None of these
13. India has a plan to achieve a target of 200,000 MW power generation through which of the following modes for the year 2020?
- Solar only
  - Thermal only
  - Nuclear only
  - Hydro only
  - All of the above

<p>14. Which of the following is not correct regarding Brazil's bid to win the FIFA World Cup 2014?</p> <p>(1) It was the official match ball of the 2014 FIFA World Cup (2) It was notable for its increased sustainability and recyclability (3) Nike created the design of ball (4) The ball was supplied for the World Cup by Forward Sports of Dallas, Pakistan (5) All are correct</p>	<p>18. Union Minister for Micro, Small and Medium Enterprises, Kalraj Mishra on June 16, 2014 launched Online Finance Facilitation Centre (OFFC) for Small and Medium Enterprises (SMEs). OFFC is an initiative of</p> <p>(1) Planning Commission (2) Reserve Bank of India (3) Confederation of Indian Industry (4) Union Ministry of Finance (5) None of them</p>	<p>(2) Nepal (4) Myanmar (5) None of these</p> <p>22. Which of the following is NOT amongst the top five producers of energy sold by other states in India?</p> <p>(1) Andhra Pradesh (2) West Bengal (3) Karnataka (4) Maharashtra (5) Tamil Nadu</p>
<p>15. Which European country on June 18, 2014 published the world's first Modern Slavery Bill which provides for life imprisonment if a person was involved in the business crime of trade in human beings?</p> <p>(1) France (2) Spain (3) Britain (4) Portugal (5) Belgium</p>	<p>20. COFE, the Indian infrastructure giant, on June 16, 2014 won the arbitration award against which country for wrongful termination of Airport project contract?</p> <p>(1) Mauritius (2) South Africa (3) Maldives (4) Malaysia (5) None of these</p>	<p>26. Bharat Heavy Electricals Limited (BHEL) on June 18, 2014 commissioned 60 MW Unit at the Ramgarh Hydro Electric Project in</p> <p>(1) Madhya Pradesh (2) Uttar Pradesh (3) Rajasthan (4) Himachal Pradesh (5) None of these</p>
<p>16. Union Government of India on June 23, 2014 decided to provide additional interest-free loans of up to 1400 crore rupees to sugar mills. The government also decided to hike import duty on sucrose to</p> <p>(1) 10 percent (2) 20 percent (3) 40 percent (4) 45 percent (5) None of these</p>	<p>21. Who, on June 21, 2014, critiqued 'Vishal Kadi' as the number one hitman in the ICC ODI tournament ranking?</p> <p>(1) Anur Kulkarni (2) B.S. Dhool (3) Manoj Tiwari (4) Wasim Akram (5) Sunil Gavaskar</p>	<p>27. Union Cabinet on June 17, 2014 appointed which former Chief Justice of India (CJI) as arbitrator in Vodafone tax dispute case?</p> <p>(1) R.C. Lahoti (2) Altamas Kabir (3) P. Nandini (4) S.H. Kapadia (5) None of these</p>
<p>17. The World Bank on June 11, 2014 released Global Economic Prospects (GEP) report and revised down the economic growth forecast for developing world in 2014 to</p> <p>(1) 5.9 percent (2) 5.75 percent (3) 4.2 percent (4) 4.8 percent (5) None of these</p>	<p>23. Yongbyon Nuclear complex is the nuclear facility of which of the following nations and was in news recently?</p> <p>(1) Bangladesh (2) Nepal (3) North Korea (4) South Korea (5) None of these</p>	<p>28. Which of the following is a chemical fertilizer?</p> <p>(1) Zinc oxide (2) Silver chloride (3) Naptha (4) Calcium carbonate (5) Muriate of Potash (MOP)</p>
<p>18. Which of the following facilities is located in Russia's Angarsk at Siberia and remains in news here often? Russia's _____</p> <p>(1) Strategic enrichment plant (2) Open Research Center (3) Spying Agency SIGR's headquarters (4) Biggest naval base (5) None of these</p>	<p>24. Which of the following is most preferred cross border trade point between India and Pakistan as the maritime trans-shipment takes place from there?</p> <p>(1) Dikar (2) Ganga Nagar</p>	<p>29. Which of the following is a book written by Vikram Seth?</p> <p>(1) The Zoo (2) Magic Words (3) My Cat (4) Two Lives (5) Narconoko</p> <p>30. Constitutional Amendments and 74 are associated with _____</p> <p>(1) Creation of the post of C in India (2) Right to Information Act (3) Panchajanya Raj Institutions (4) Jay and Parlo to the President of India (5) None of these</p>

31. Wimbledon Trophy is associated with the game of \_\_\_\_\_  
 (1) Lawn Tennis  
 (2) Cricket  
 (3) Chess  
 (4) Golf  
 (5) Hockey
32. Juan Carlos, in June 2014, announced to abdicate the throne in favour of his son Crown Prince Felipe. Which country is he referred to as?
- (1) Portugal  
 (2) Luxembourg  
 (3) Spain  
 (4) Norway  
 (5) Austria
33. The short term loans given to the farmers are the loans given normally for a period of \_\_\_\_\_  
 (1) three months  
 (2) six months  
 (3) nine months  
 (4) one year  
 (5) fifteen months
34. The famous "200 Agreement" is closely associated with \_\_\_\_\_  
 (1) subsidy to agricultural products  
 (2) import of pharma products  
 (3) purchase of aircrafts from France  
 (4) Nuclear Energy  
 (5) None of these
35. Which of the following is the biggest programme launched for school children and has been very successful?  
 (1) Atal Bihari Vajpayee  
 (2) Food for Work  
 (3) Mid Day Meal  
 (4) Aardra  
 (5) None of these
36. 'Davis Cup' is associated with the game of \_\_\_\_\_  
 (1) Cricket  
 (2) Hockey  
 (3) Lawn Tennis  
 (4) Football  
 (5) None of these
37. Which of the following State Government is launched Jawahar Knowledge Centre to train rural youth?  
 (1) Delhi  
 (2) Karnataka

- (3) Andhra Pradesh  
 (4) Tamil Nadu  
 (5) None of these
38. US scientists at Brown University in June 2014, announced to have developed a new tamper-resistant sensor to detect blood sugar via \_\_\_\_\_  
 (1) Glass cells  
 (2) Saliva  
 (3) Hair secretions  
 (4) Proteins in Sweat  
 (5) None of these
39. The Head of the Reserve Bank of India is designated as the \_\_\_\_\_  
 (1) Chief Executive Officer  
 (2) Managing Director  
 (3) Chief Banking Officer  
 (4) Deputy Governor  
 (5) Governor
40. Which of the following normally grows in hilly areas on mountain slope in form of a crop of plants?  
 (1) Tea (2) Wheat  
 (3) Banana (4) Beans  
 (5) All of these

### GENERAL ENGLISH

**Directions (41-50):** Read the following passage carefully and answer the questions given below it. Certain words/phrases have been printed in bold to help you locate them while answering some of the questions.

Long ago there was a poor Brahmin named Krishna. He could not find enough work to do. Sometimes, he and his family had to go without food. At last, Krishna decided to leave his village in search of work. Early next morning, he left the house. He walked the whole day until he came to a thick jungle. He was tired, thirsty and hungry. While looking around for water to drink, he found a well. He went to the well and looked in. There he saw a jaguar, a monkey, a snake and a man. They had all fallen into the well. "O, noble Brahmin," the jaguar called out to him, "Please help me out, so that I can go back to my family." But you are a jaguar," said Krishna. "How do I hope you will not kill me?" "Don't be afraid of me, I promise I will not do you any harm," replied the jaguar. Krishna reached into the well and

pullled out the jaguar. The jaguar thanked him and said, "I'm starving. I live in caves in the mountains. I shall be most delighted if you can repay my debt to you someday." Krishna then hoisted the monkey calling out to him from the well. The Brahmin at once pulled the monkey out. The monkey thanked the Brahmin. "If you are ever in need of food, just drop it at my place below that big mountain. That is my name." Now the snake called out to him for help. "Help you? I exclaimed Krishna. "You are a snake. What if you bite me?" "I shall never bite you," said the snake. So Krishna pulled the snake out of the well. The snake said, "Remember, if you are ever in any difficulty, just call out my name — Nagash, and whatever you are, I shall feed you." The jaguar, the monkey and the snake took leave of the Brahmin. But before they left, they spoke to him about the man in the well. "Please do not help him," said Shrawingh. "If you do," said Nagash, "you will be in trouble yourself." As soon as they left, the man in the well began to call out for help. Krishna felt sorry for the man and pulled him out of the well. "Thank you for your kindness," said the man. "I am Seth Ghanshyamdas. I am a goldsmith. If you ever need my help, don't hesitate to visit my humble house near the city." The goldsmith then left for home.

After some time, the Brahmin continued his journey. But he could not find any work. He then remembered Shrawingh, Bak, Nagash and Seth Ghanshyamdas. He thought it was time to seek their help. He first went to Bak. The monkey was very joyful to see him. It gave him a warm welcome and offered him some really delicious fruits. The Brahmin told him how grateful he was. Now Krishna went to see Shrawingh, the jaguar. As soon as Shrawingh saw Krishna coming, he rushed to welcome him. It gave Krishna a beautiful gold necklace and other precious jewellery. Krishna then thanked Shrawingh for the jewellery and parted. His journey had so far brought him back, he thought. He would be able to sell the ornaments for a good price. But who could help him to sell the ornaments? He then

remembered both Ghanshyamdas and his aunt to him. The goldsmith was glad to see Krishnan. I have come to ask for your help," said Krishnan. "Have any more ornaments. Please give me a good price for them." Both Ghanshyamdas took the jewellery and examined it carefully. "I shall certainly help you," he said. "What let me show them to another goldsmith. Please wait here, I will be right back." He then went out with the ornaments. Both at once rushed to the Palace of the King. He said, "A man brought these ornaments to me and asked me to sell them. But they are the ornaments I made for the Prince who is missing." "Who is this man? Where is he?" wondered the King. "This man must have murdered my little Prince and robbed his jewels!" "There is a Brahmin named Krishnan, Your Majesty," replied the goldsmith, "and he is here, in my house." "The King called for his most trusted soldiers. "Arrest the Brahmin who is in the goldsmith's house and throw him into the darkest dungeons of the kingdom," roared the King. The King's guard stormed in to the goldsmith's house and seized Krishnan. Krishnan was thrown into a dark dungeon to await his execution. He then remembered the words of Naagash, the snake. So he called out to him. Suddenly, almost like magic, Naagash appeared halfway down a narrow window into the dingy cell. "O, Lord, I have Naagash, 'how did you manage to get yourself arrested?' Krishnan was amazed and then told the snake what had happened. "I have a plan," hissed Naagash. "I shall creep into the Queen's room and bite her," said Naagash. "Who will bite? No matter what they do, she will remain asleep. The poison will remain in her body until you place your hand on her forehead," explained Naagash. He then left Krishnan and went to the palace. He crept into the Queen's room and bit her. The Queen awoke. The old news that the Queen had been bitten by a snake spread all over the Kingdom. 'Vaidyas' came from far and near, but their medicines had no effect. No one could revive the Queen. Finally the King declared that anyone who

could cure the Queen would be handsomely rewarded. Many people went to the palace but all of them failed. "I can cure the Queen," Krishnan told the guards. At once they took him to the palace and the King took him to the Queen. Krishnan sat beside the Queen and placed his hand on her forehead. Then, she opened her eyes and sat up. The King was overjoyed and shed tears of happiness. He embraced Krishnan and thanked him. "Your Majesty," said Krishnan, "I was sent to prison for a crime I did not commit." Krishnan told the King the whole story. The King was flaming with rage when he found what the goldsmith had done. He at once had the goldsmith arrested. The King then presented Krishnan with a large house and a thousand pieces of gold. Krishnan sent for his family and they all lived happily ever after.

41. Why was Krishnan afraid to save Naagash from the well?

- As Naagash had threatened him with dire consequences.
- As he thought Naagash would not bite.
- As he thought Naagash would bite him once he was out of the well.
- As he thought that Naagash would capture him to eat, so he got out of the well.
- None of these.

42. What did the King do to save the Queen after even the Vaidyas failed to revive her?

- He punished the snake for having harmed the Queen.
- He announced a reward to anyone who could cure the Queen.
- He immediately called for Krishnan to cure the Queen.
- He asked his guards to immediately look for someone who could cure the Queen.
- None of these.

43. What did both Ghanshyamdas tell the King about Naagash?

- That Krishnan had brought fake ornaments for selling.
- That Naagash was an honest Brahmin who had left his village.

44. That Krishnan had brought those ornaments for selling which had been made for the missing Prince.

- None of these.

45. What did the King do on learning the truth about Krishnan and both Ghanshyamdas?

- He put Krishnan back in the dungeons as he still held Krishnan responsible for the Prince's death.
- He called for Krishnan's wife and family.
- He presented gold to Krishnan and also a house to live in.
- He congratulated the snake on his efforts to save Krishnan.
- None of these.

46. What plan did Naagash have to save Krishnan from the dungeons?

- That he would sneak Krishnan out of the dungeons without anyone noticing.
- That he would bite the King and make him unconscious.
- That he would bite Krishnan and make everyone believe that he was dead.
- That he would enter the Queen's chamber and cure her.
- None of these.

47. What did Hali do after seeing Krishnan at his house?

- He gave Krishnan directions to Naagash's house.
- He welcomed Krishnan to his house.
- He offered tasty fruits to Krishnan.
- Only (A)      (B) Only (B)
- Only (C)
- Only (B) and (C)
- Only (A) and (C)

48. Why did the jagun, the monkey and the snake tell Krishnan not to save the man in the well?

- As the man in the well was a goldsmith.
- As the man in the well had bitted the snake, the monkey and the jagun.

(D) As the man in the wood was a thief!

(D) As the snake for money and the jaguar killed the man so they had known him for a very long time

(C) None of these

48. Why did Krishnan go to meet Seth Chandyammas?

(C) As he thought that Seth Chandyammas could help him in selling the ornaments gifted to him by Shreeganga.

(D) As he knew that Seth Chandyammas had contact with the King which could prove to be beneficial

(C) As Seth Chandyammas had requested Krishnan to sell ornaments only to him

(D) As Krishnan was extremely fond of Seth Chandyammas

(C) None of these

49. Why did Krishnan decide to leave his village?

(C) As he could not find much work in his own village and his family had to starve sometimes because of it.

(D) As his family had requested him to do so.

(D) As his village people had asked him to leave their village and look for work somewhere else.

(A) As he wanted to search for food in a village different from his own.

(C) None of these

50. What can possibly be the moral of the story?

(A) Trust oneself before trusting others

(B) A good deed never goes unrewarded

(C) You cannot change people but you can change yourself

(D) Try and try until you succeed

(E) One must be the change one wishes to see in this world

**Directions (51-60):** Choose the wordgroup of words which is most similar in meaning to the wordgroup of words printed in bold in each of the passages.

51. **TRIVIAL**

(1) elegant (2) polite

(2) modest (3) real

(3) vast

52. **SEEK**

(1) hunt for (2) watch for

(3) mention (4) ask for

(5) love

53. **SEE**

(1) report (2) see

(3) need (4) learn

(5) depart

**Directions (54-64):** Choose the wordgroup of words which is most opposite in meaning to the wordgroup of words printed in bold in each of the passages.

54. **HANDICAPPED**

(1) managerly

(2) silly

(3) ugly

(4) raggedly

(5) ghastly

55. **CONTUMACIOUS**

(1) rebellious

(2) presented

(3) rooted

(4) carried on

(5) stopped

**Directions (56-60):** Rearrange the following six sentences (A), (B), (C), (D), (E) and (F) in the proper sequence to form a meaningful paragraph; then answer the questions given below them.

(A) He was the only man in the village who was perfectly happy and he was perfectly contented with his lot.

(B) One day, they heard that a wise old man had come to town; he could solve all kinds of problems and guide people.

(C) There was a young couple who led a very happy life together.

(D) One day, they heard that a wise old man had come to town; he could solve all kinds of problems and guide people.

(E) The wise old man told them, "Travel around the world and seek a man and a woman who are perfectly happy as a couple."

(F) So the couple decided to visit the wise old man and tell him their story.

(G) The only thing that they wanted about was, whether their happiness would last forever or would they too have to face problems.

56. Which of the following should be the **LAST (SIXTH)** sentence after re-arrangement?

(1) A (2) B

(3) D (4) E

(5) F

57. Which of the following should be the **THIRD** sentence after re-arrangement?

(1) A (2) B

(3) C (4) D

(5) E

58. Which of the following should be the **FOURTH** sentence after re-arrangement?

(1) B (2) C

(3) D (4) E

(5) F

59. Which of the following should be the **SECOND** sentence after re-arrangement?

(1) A (2) B

(3) C (4) D

(5) F

60. Which of the following should be the **FIRST** sentence after re-arrangement?

(1) A (2) B

(3) C (4) D

(5) E

**Directions (61-65):** Which of the phrases (1), (2), (3) and (4) given below each sentence should replace the phrase printed in bold in the sentence to make it grammatically correct? If the sentence is correct as it is given, and no correction is required, mark (5) as the answer.

61. He told his employer of his plans to leave the business to lead a more leisurely life.

(1) more leisurely life

(2) many leisurely life

(3) many leisureed life

(4) more leisurely live

(5) No correction required

62. All she could think about was the beautiful dress and how she could earn enough money to buy it.

(1) All she can think

(2) All she could thought

(3) All she can thought

(4) All she can thinking

(5) No correction required

63. A young and married executive was traveling down a neighborhood street, going a bit too fast in his new car.

- (1) a bit too fastly
- (2) a bit so fast
- (3) a bit to fastly
- (4) a bit too fast
- (5) No correction required

64. Pauline could convince anyone with her talks as she had the gift of the gabbing.

- (1) gifting of the gabbing
- (2) gift of the gab
- (3) gifting of the gab
- (4) gift off the gab
- (5) No correction required

65. The countries undergoing a recession, large cuts in public spending seem to be the ordering of the day.

- (1) be the ordering of days
- (2) being the order of the day
- (3) to be the order of the day
- (4) bring the ordering of days
- (5) No correction required

**Directions (66-78) :** In each question below, a sentence with four words printed in bold type is given. These are numbered as 1, 2, 3, 4 and 5. One of these four words printed in bold may be either wrongly spelt or inappropriate in the context of the sentence. Find out the word which is wrongly spelt or inappropriate, if any. The number of that word is your answer. If all the words printed in bold are correctly spelt and also appropriate in the context of the sentence, mark (5) i.e. 'All correct' as your answer.

66. When the young artist returned (1) to his village, his family held a feast (2) dinner on his lawn (3) to celebrate his triumphant (4) homecoming. (5) All correct (5)

67. She treated him with all her heart (1) and then handled (2) over her life's (3) savings to him instantly. (4) All correct (5)

68. It is difficult (1) to see the picture (2) when you are inside (3) the frame. (4) All correct (5)

69. Her she out expressed (1) all the details of her Company's growth. (2) Her Company would have lagged (3) the contract. (4) All correct (5)

70. The whole (1) time she walked with her child in her arms doing a thing (2) that worried (3) her was her son's features. (4) All correct (5)

**Directions (79-88) :** In the following passage there are blanks, each of which has been numbered. These numbers are printed below the passage and against each, five words are suggested, one of which fits the blank appropriately. Find out the appropriate word in each case.

One day a father of a very wealthy family (79) his son on a trip to the country with the purpose of (80) his son how the poor people live so he could be thankful for his wealth. They spent a (81) of days and nights in the form of what would be considered a (82) poor family. On their (83) from their trip, the father asked his son, "How was the trip?" "It was great, Dad." "Did you see how poor people can be?" the father asked. "Oh yeah" said the son. "So what did you (84) from the trip?" asked the father. The son answered, "I saw that we have one dog and they had two. We have a pool that (85) in the middle of our garden and they have a creek that has no end." "We have imported lawns in our garden, and they have the stars at night." "Our pigs ran in the front yard and they have the (86) in their" "We have a small piece of land to live on and they have fields that go beyond our sight." "We have (87) to eat, but they serve steaks." "We buy our food, but they grow theirs." "We have walls around us (88) to protect us, they have friends to protect them." With this the boy's father was speechless. Thus his son told, "Thanks dad for showing me how poor we are."

71. (1) would (2) showed (3) took (4) had

72. (1) being (2) showing (3) possessing (4) respecting

73. (1) live (2) many (3) two (4) couple

74. (1) very (2) already (3) major (4) some

- 75. (1) walking (2) have (3) journey (4) laws
- 76. (1) believe (2) speak (3) saw (4) learn (5) think
- 77. (1) look (2) money (3) stands (4) reaches (5) takes
- 78. (1) last (2) lucky (3) more (4) worse (5) whole
- 79. (1) relieve (2) man (3) parents (4) mother (5) companion
- 80. (1) pillars (2) country (3) minute (4) nature (5) property

### QUANTITATIVE APTITUDE

**Directions (81-88) :** What will remain in place of the question mark (?) in the following questions?

81.  $\frac{2}{3}$  of 300 +  $\frac{3}{4}$  of 400 = ?

- (1) 520 (2) 480
- (3) 400 (4) 540
- (5) None of these

82.  $\frac{4}{5}$  of  $\frac{3}{4}$  of  $\frac{2}{3}$  of 750 = ?

- (1) 24 (2) 34
- (3) 16 (4) 22
- (5) None of these

83. 10% of 200 + 100% of 400 = ?

- (1) 220 (2) 500
- (3) 580 (4) 400
- (5) None of these

84. 10.40 + 2.0 + 4.5 + 1.0 = ?

- (1) 10.20 (2) 10.22
- (3) 10.28 (4) 10.60
- (5) None of these

85. 10% of 500 + 7% of 400 = 201

- (1) 24 (2) 26
- (3) 32 (4) 34
- (5) None of these

86. 1.50 + 25 + 400 + 1.10 = ?

- (1) 665 (2) 565
- (3) 665 (4) 645
- (5) None of these

87. 72.40 + 265.60 + 400.00 = ?

- (1) 534.00 (2) 540.00
- (3) 544.00 (4) 534.00
- (5) None of these

$$88. \frac{3}{5} \div \frac{1}{2} = \frac{3}{5} \times \frac{2}{1} = \frac{6}{5} = 1 \frac{1}{5}$$

(A) 30  $\frac{11}{20}$  (B) 30  $\frac{11}{23}$

(C) 30  $\frac{1}{43}$  (D) 30  $\frac{1}{45}$

(E) None of these

$$89. 5780 \div 45 \times 35 = ?$$

(A) 1890 (B) 1828

(C) 1828 (D) 2085

(E) None of these

$$90. 8841 - 5995 + 499 = ? = 3335$$

(A) 7948 (B) 7488

(C) 7548 (D) 7683

(E) None of these

$$91. 30^2 + 20^2 = 1300$$

(A) 48 (B) 2048

(C) 8815 (D) 48

(E) None of these

$$92. \frac{12 \times 4 + 4^2 \times 2}{80 \div 5 \times 12} = ?$$

(A)  $\frac{25}{84}$  (B)  $\frac{25}{27}$

(C)  $\frac{11}{27}$  (D)  $\frac{13}{27}$

(E) None of these

$$93. 8528 \div 34 \div 8 = ?$$

(A) 32 (B) 18

(C) 28 (D) 16

(E) None of these

$$94. \frac{3}{5} \div \frac{2}{3} \times \frac{1}{4} = 50 \frac{1}{2}$$

(A)  $2 \frac{3}{5}$  (B)  $2 \frac{3}{2}$

(C)  $2 \frac{3}{8}$  (D)  $2 \frac{3}{6}$

(E) None of these

$$95. 3.4\% \text{ of } 250 + 1.8\% \text{ of } 420 = ?$$

(A) 14.8 (B) 28.78

(C) 14.78 (D) 15.2

(E) None of these

**Directions (96-100):** What will come in place of the question mark (?) in the following number series?

$$96. 11, 13, 18, 28, ?$$

(A) 34 (B) 36

(C) 38 (D) 21

(E) None of these

$$97. 1, 7, 13, 28, 45, ?$$

(A) 89 (B) 97

(C) 109 (D) 117

(E) None of these

$$98. 1189, 1207, 1225, 1243, ?$$

(A) 1261 (B) 1279

(C) 1297 (D) 1315

(E) None of these

$$99. 999, 304, 189, 78, ?$$

(A) 19 (B) 22

(C) 28 (D) 33

(E) None of these

$$100. 9, 9, 20, 63, ?$$

(A) 204 (B) 252

(C) 244 (D) 243

(E) None of these

$$101. \text{ Difference between the digits of a two-digit number is 5 and the digit in the unit's place is six times the digit in the ten's place. What is the number?}$$

(A) 37 (B) 73

(C) 35 (D) 53

(E) None of these

$$102. \text{ Find the average of the following set of numbers: 120, 140, 354, 220, 180, 130}$$

(A) 149 (B) 208

(C) 185 (D) 244

(E) None of these

$$103. \text{ Which set of the following fractions is in descending order?}$$

(A)  $\frac{7}{8}, \frac{5}{7}, \frac{3}{5}, \frac{2}{3}$  (B)  $\frac{5}{8}, \frac{3}{5}, \frac{2}{7}, \frac{1}{6}$

(C)  $\frac{7}{8}, \frac{5}{7}, \frac{3}{5}, \frac{2}{3}$  (D)  $\frac{2}{3}, \frac{3}{5}, \frac{5}{7}, \frac{7}{8}$

(E) None of these

$$104. \text{ Population of two villages X and Y are in the ratio of 5 : 7 respectively. If the population of village Y increases by 20000 and the population of village X remains unchanged the respective ratio of their populations becomes 25 : 36. What is the population of village X?}$$

(A) 8,25,000 (B) 6,75,000

(C) 8,75,000 (D) 9,50,000

(E) None of these

$$105. \text{ The 50\% of a number is less than the 70\% of 50. What is 20\% of that number?}$$

(A) 25 (B) 23.5

(C) 24 (D) 24.5

(E) None of these

106. A 240 metre long train crosses a 360 metre long platform in 27 seconds. What is the speed of the train in kmph?

(A) 80 (B) 90

(C) 70 (D) 64

(E) None of these

107. Vandana sells an article for Rs. 3240 and makes a profit of 20%. What is the cost price of the article?

(A) Rs. 2800 (B) Rs. 2700

(C) Rs. 2750 (D) Rs. 2720

(E) None of these

108. 35 men can complete a piece of work in 7 days. In how many days will 28 men complete the same work?

(A) 4 days (B) 5 days

(C) 3 days (D) 4 days

(E) None of these

109. Sum of five consecutive even numbers is 280. What is the second number in ascending order?

(A) 76 (B) 78

(C) 74 (D) 72

(E) None of these

110. Cost of 4 dozen apples and 5 dozen bananas is Rs. 1800. What will be the cost of 12 dozen apples and 20 dozen bananas?

(A) Rs. 3,200 (B) Rs. 3,500

(C) Rs. 3,600 (D) Rs. 4,200

(E) None of these

111. Sooni and Meena started a business investing amounts of Rs. 25,000 and Rs. 50,000 respectively. If Sooni's share in the profit is Rs. 45,000, what is the total profit earned?

(A) Rs. 81,000 (B) Rs. 1,27,000

(C) Rs. 71,000 (D) Rs. 1,21,000

(E) None of these

112. Simple interest accrued on an amount of eight years at the rate of 10 percent is Rs. 27,000. What was the principal amount?

(A) Rs. 75,000 (B) Rs. 82,000

(C) Rs. 78,000 (D) Rs. 95,000

(E) None of these

113. Mr. Sharma invested an amount of Rs. 20,000 in fixed deposit at the rate of compound interest at the rate of 8 p.p.a. for two years. What amount Mr. Sharma will get on maturity?

- (1) Rs. 20,240 (2) Rs. 20,240  
 (3) Rs. 20,240 (4) Rs. 20,240  
 (5) None of these
118. Four-seventh of a number is equal to 40% of another number. What is the ratio between the first number and the second number respectively ?  
 (1) 8 : 4 (2) 8 : 5  
 (3) 10 : 7 (4) 7 : 10  
 (5) None of these

**Directions (119 - 120) :** Study the following table carefully to answer these questions.

**Number of Students studying five different disciplines from five Institutes**

Discipline \ Institute	A	Commerce	Science	Management	Computer Science
A	250	300	450	140	200
B	240	320	480	160	220
C	480	380	380	160	380
D	440	480	420	200	340
E	350	360	340	300	320

119. Number of students studying Commerce from Institute D is what per cent of the total number of students studying all the disciplines together from this Institute ?  
 (1) 28  $\frac{1}{2}$  (2) 29  $\frac{2}{3}$   
 (3) 24  $\frac{2}{3}$  (4) 28  $\frac{1}{2}$   
 (5) None of these
120. What is the average number of students studying all disciplines together from Institute E ?  
 (1) 410 (2) 310  
 (3) 300 (4) 304  
 (5) None of these
121. What is the ratio between total number of students studying Science from Institutes C and D together and the total number of students studying Computer Science from these two Institutes together respectively ?  
 (1) 18 : 22 (2) 12 : 18  
 (3) 18 : 25 (4) 15 : 12  
 (5) None of these

119. Handkithers give 50% of the money he had to his wife and gave 20% of the money he had to his sons. Remaining amount of Rs. 11,200 he kept for himself. What was the total amount of money Handkithers had ?  
 (1) Rs. 68,750 (2) Rs. 70,000  
 (3) Rs. 70,000 (4) Rs. 70,400  
 (5) None of these

121. In a certain code MROVFN is written as 503095 and BEGAN is written as 26026. How is BOKAL written in that code ?  
 (1) 9010 (2) 3010  
 (3) 1105 (4) 3010  
 (5) None of these
122. In a row of forty students B is fifth from the right and C is sixteen from the left. What is the position from the left end of the row ?  
 (1) 20th (2) 25th  
 (3) 24th (4) 26th  
 (5) Data inadequate
123. Among A, B, C, D and E marks having varied different marks in an examination. B scored more than C and D and less than A and D. C's marks are not the lowest. Who scored the lowest marks ?  
 (1) D (2) E  
 (3) B (4) Data inadequate  
 (5) None of these
124. How many pairs of digits are there in the number 6611000 such of which has as many digits between them in the number as when the digits are rearranged in ascending order ?  
 (1) None (2) One  
 (3) Two (4) Three  
 (5) More than three
125. How many meaningful English words can be made with the letters VLEI using each letter only once in each word ?  
 (1) None (2) One  
 (3) Two (4) Three  
 (5) More than three
126. How many such pairs of letters are there in the word OVERWHELM each of which has as many letters between them in the word as in the English alphabet ?  
 (1) None (2) One  
 (3) Two (4) Three  
 (5) More than three
127. What should come next in the following letter series ?  
 A C E G I K M O Q S U W Y  
 A C E G I K M O Q S U W Y



118. (I)C (II)C  
(III)F (IV)D  
(V)None of these

119. In a certain code **ORBITAL** is written as **OSPIREBU**. How is **CHANGOK** written in that code?

(I) HDGGPFI (II) HDGGPHE  
(III) HDGGQDF (IV) HDGGPFE  
(V) None of these

120. Four of the following are alike in a certain way and so form a group. Which is the one that does not belong to that group?

(I) 185 (II) 256  
(III) 529 (IV) 576  
(V) 324

121. Four of the following are alike in a certain way and so form a group. Which is the one that does not belong to that group?

(I) HFN (II) WSL  
(III) HNF (IV) SLS  
(V) SLD

122. If 'x' means 'divided by', '+' means 'added to', 'v' means 'subtracted from' and '\*' means 'multiplied by', then

$20 - 40 \div 5 + 6 + 2 = ?$   
(I) 15 (II) 20  
(III) 25 (IV) 18  
(V) None of these

**Directions 123-127:** Study the following arrangement carefully and answer the questions given below -  
B S 4 2 3 M D P 1 4 F 5 A 8 K W  
J 2 4 P 5 K 8 Q 7 4 U T 1 + V 9

123. Which of the following is the seventh letter left of the thirteenth from the left end of the above arrangement?

(I) D (II) U  
(III) 4 (IV) 8  
(V) None of these

124. What should come next in the following series based on the above arrangement?

508 P 4 P 8 W 1 S 9 2 ?  
(I) UT+ (II) UT+  
(III) UV (IV) UV  
(V) None of these

125. How many such consonants are there in the above arrangement each of the which is immediately

preceded by a letter and immediately followed by a number?

(I) None (II) One  
(III) Two (IV) Three  
(V) More than three

126. If all the symbols in the above arrangement are dropped, which of the following will be the sixteenth from the right end?

(I) F (II) W  
(III) J (IV) 5  
(V) None of these

127. How many such symbols are there in the above arrangement each of which is immediately preceded by a number and immediately followed by a consonant?

(I) None (II) One  
(III) Two (IV) Three  
(V) More than three

128. How many such vowels are there in the above arrangement each of which is immediately preceded by a symbol and immediately followed by a number?

(I) None (II) One  
(III) Two (IV) Three  
(V) More than three

**Directions 129-143:** In the following questions, the symbols  $\Delta$ ,  $\square$ ,  $\circ$ ,  $\oplus$  and  $\ominus$  are used with the following meanings as illustrated below:

$\Delta \oplus \ominus$  means  $\Delta$  is neither equal to nor greater than  $\ominus$ .

$\Delta \oplus \oplus$  means  $\Delta$  is neither equal to nor smaller than  $\oplus$ .

$\Delta \oplus \ominus$  means  $\Delta$  is neither greater than nor smaller than  $\ominus$ .

$\Delta \oplus \oplus$  means  $\Delta$  is not smaller than  $\oplus$ .

$\Delta \oplus \oplus$  means  $\Delta$  is not greater than  $\oplus$ .

In each question three statements showing relationship have been given, which are followed by three conclusions I, II and III. Assuming that the given statements are true, indicate which conclusion(s) is/are definitely true?

**129. Statements:**

$\Delta \circ \Delta$ ,  $\Delta \oplus \Delta$ ,  $\Delta \oplus \Delta$

**Conclusions:** I.  $\Delta \circ \Delta$

II.  $\Delta \oplus \Delta$

III.  $\Delta \oplus \Delta$

(I) Only I and II are true

(II) Only II and III are true

(III) All I, II and III are true

(IV) None of these

**130. Statements:**

$\Delta \oplus \Delta$ ,  $\Delta \oplus \Delta$ ,  $\Delta \oplus \Delta$

**Conclusions:** I.  $\Delta \circ \Delta$

II.  $\Delta \oplus \Delta$

III.  $\Delta \oplus \Delta$

(I) Only I and II are true

(II) Only I and III are true

(III) Only II and III are true

(IV) All I, II and III are true

(V) None of these

**140. Statements:**  $\Delta \oplus \Delta$ ,  $\Delta \oplus \Delta$ ,  $\Delta \oplus \Delta$

**Conclusions:** I.  $\Delta \oplus \Delta$

II.  $\Delta \oplus \Delta$

III.  $\Delta \oplus \Delta$

(I) None is true

(II) Only I is true

(III) Only II is true

(IV) Only III is true

(V) Only II and III are true

**141. Statements:**  $\Delta \oplus \Delta$ ,  $\Delta \oplus \Delta$ ,  $\Delta \oplus \Delta$

**Conclusions:** I.  $\Delta \oplus \Delta$

II.  $\Delta \oplus \Delta$

III.  $\Delta \oplus \Delta$

(I) Only I is true

(II) Only II is true

(III) Only III is true

(IV) Only II and III are true

(V) None is true

**142. Statements:**  $\Delta \oplus \Delta$ ,  $\Delta \oplus \Delta$ ,  $\Delta \oplus \Delta$

**Conclusions:** I.  $\Delta \oplus \Delta$

II.  $\Delta \oplus \Delta$

III.  $\Delta \oplus \Delta$

(I) Only I is true

(II) Only II is true

(III) Only III is true

(IV) Only either II or III and I are true

(V) Only either II or III is true

**143. Statements:**  $\Delta \oplus \Delta$ ,  $\Delta \oplus \Delta$ ,  $\Delta \oplus \Delta$

**Conclusions:** I.  $\Delta \oplus \Delta$

II.  $\Delta \oplus \Delta$

III.  $\Delta \oplus \Delta$

(I) Only II and III are true

(II) Only I and II are true

(III) Only I and III are true

(IV) None of these

**Directions 144-148:** Study the following information carefully and answer the questions given below

F, A, D, Q, T, M, B and S are sitting around a circle facing at the centre. D is third to the left of T who is fifth to the right of F. A is third to the right of B who is second to the right of D. Q is the second to the left of B.

144. Who is second to the right of M ?  
 (1) B (2) R  
 (3) T (4) Q  
 (5) None of these

145. Who is to the immediate right of T ?  
 (1) B  
 (2) Q  
 (3) S  
 (4) Data inadequate  
 (5) None of these

146. Who is third to the right of P ?  
 (1) D  
 (2) M  
 (3) B  
 (4) Data inadequate  
 (5) None of these

147. Who is second to the left of D ?  
 (1) A (2) Q  
 (3) B (4) F  
 (5) Data inadequate

148. In which of the following pairs the first person is sitting to the immediate right of the second person ?  
 (1) DM (2) BT  
 (3) BA (4) PQ  
 (5) FB

149. Which of the following pairs represents the immediate neighbours of A ?  
 (1) PT (2) FB  
 (3) TQ (4) PD  
 (5) None of these

**Directions (150-155) :** In each question below are three statements followed by three conclusions numbered I, II and III. You have to take the three given statements to be true even if they seem to be at variance from commonly known fact/known facts/decide which of the given conclusions logically follows from the three given statements disregarding commonly known facts. Then decide which of the answers (A), (B), (C), (D) and (E) is the correct answer.

150. **Statements :**  
 Some bikes are cars.  
 Some cars are trains.  
 Some trains are buses.

**Conclusions :**  
 I. Some buses are cars.  
 II. Some trains are bikes.  
 III. Some buses are bikes.  
 (1) None follows  
 (2) Only I follows  
 (3) Only II follows  
 (4) Only III follows  
 (5) Only I and II follow

151. **Statements :**  
 All dogs are cats.  
 Some cats are rats.  
 All rats are bats.  
**Conclusions :**  
 I. Some bats are rats.  
 II. Some rats are dogs.  
 III. Some bats are cats.  
 (1) Only I follows  
 (2) Only II follows  
 (3) Only III follows  
 (4) Only I and III follow  
 (5) None of these

152. **Statements :**  
 All cups are benches.  
 Some benches are drums.  
 All drums are bats.  
**Conclusions :**  
 I. Some bats are cups.  
 II. Some bats are benches.  
 III. Some drums are cups.  
 (1) None follows  
 (2) Only I follows  
 (3) Only II follows  
 (4) Only III follows  
 (5) Only I and III follow

153. **Statements :**  
 Some buses are roads.  
 No wall is road.  
 All roads are rivers.  
**Conclusions :**  
 I. Some rivers are walls.  
 II. Some roads are buses.  
 III. No wall is river.  
 (1) Only I follows  
 (2) Only either I or III follows  
 (3) Only III follows  
 (4) Only II follows  
 (5) Only II and III follow

154. **Statements :**  
 Some tables are chairs.  
 All chairs are benches.  
 All benches are beds.  
**Conclusions :**  
 I. All benches are chairs.  
 II. Some beds are chairs.  
 III. Some houses are tables.

(1) Only I and II follow  
 (2) Only I and III follow  
 (3) Only II and III follow  
 (4) All I, II and III follow  
 (5) None of these

155. **Statements :**  
 All pens are sticks.  
 All sticks are rings.  
 All rings are rods.  
**Conclusions :**  
 I. Some rings are pens.  
 II. Some rods are sticks.  
 III. Some rods are pens  
 (1) Only I and II follow  
 (2) Only I and III follow  
 (3) Only II and III follow  
 (4) All I, II and III follow  
 (5) None of these

**Directions (156 - 160) :** Study the following information carefully to answer three questions.

Seven friends M, L, J, K, N, V and X study different disciplines viz. Arts, Commerce, Science, Engineering, Architecture, Management and Pharmacy not necessarily in the same order. Each of them belongs to a different state viz. Andhra Pradesh, Uttar Pradesh, Maharashtra, Karnataka, Kerala, Madhya Pradesh and Punjab but not necessarily in the same order.

J studies Engineering and does not belong to either Uttar Pradesh or Punjab. The one who belongs to Madhya Pradesh does not study Architecture or Pharmacy. N belongs to Maharashtra, V belongs to Kerala and studies Science. The one who belongs to Andhra Pradesh studies Commerce. K studies Management and X studies Arts. I belongs to Karnataka and does not study Architecture. The one who studies Arts does not belong to Punjab.

156. Who studies Architecture ?  
 (1) V  
 (2) X  
 (3) W  
 (4) Cannot be determined  
 (5) None of these

157. Which of the following combinations of state and subject is correct ?  
 (1) Uttar Pradesh - Arts  
 (2) Uttar Pradesh - Science  
 (3) Kerala - Management

181. Which subject is studied by IT?  
 (1) Maths  
 (2) Commerce  
 (3) Pharmacy  
 (4) Management  
 (5) None of these
182. Who belongs to Madhya Pradesh?  
 (1) M. ...  
 (2) N. ...  
 (3) ...  
 (4) ...  
 (5) None of these
183. W belongs to which state?  
 (1) Kerala  
 (2) Madhya Pradesh  
 (3) Uttar Pradesh  
 (4) Andhra Pradesh  
 (5) None of these

184. Back up of the data files will help  
 (1) loss of confidentiality  
 (2) duplication of data  
 (3) virus infection  
 (4) loss of data  
 (5) None of these
185. Text in a column is generally aligned  
 (1) justified  
 (2) right  
 (3) center  
 (4) left  
 (5) None of these
186. The background of any Word document  
 (1) is always white colour  
 (2) is the colour you prefer under the Options menu  
 (3) is always the same for the entire document  
 (4) can have any colour you choose  
 (5) None of these
187. In order to save an existing document with a different name you need to  
 (1) Rename the document and give it a different name  
 (2) Use the Save as... command  
 (3) Copy and paste the original document to a new document and then save  
 (4) Use the Windows Explorer to copy the document to a different location and then rename it  
 (5) None of these

188. A \_\_\_\_\_ contains specific rules and words that express the logical steps of an algorithm.  
 (1) programming language  
 (2) syntax  
 (3) programming structure  
 (4) flow chart  
 (5) None of these
189. What is the default file extension for all Word documents?  
 (1) .TXT (2) .WPD  
 (3) .FLL (4) .DOC  
 (5) None of these
190. Which is the part of the computer system that one can physically touch?  
 (1) data  
 (2) operating systems  
 (3) hardware  
 (4) software  
 (5) None of these

**MARKETING APITUDE/  
COMPUTER KNOWLEDGE**

191. CPU stands for \_\_\_\_\_  
 (1) Computer Processing Unit  
 (2) Central Processing Unit  
 (3) Computer Protection Unit  
 (4) Central Processing Upload  
 (5) None of these
192. The primary purpose of software is to turn data into \_\_\_\_\_  
 (1) web sites  
 (2) information  
 (3) programs  
 (4) objects  
 (5) None of these
193. A compiler translates a program written in a high-level language into \_\_\_\_\_  
 (1) Machine language  
 (2) an algorithm  
 (3) a debugged program  
 (4) Java  
 (5) None of these
194. What is correcting errors in a program called?  
 (1) Compiling  
 (2) Debugging  
 (3) Coding  
 (4) Interpreting  
 (5) None of these
195. The \_\_\_\_\_ of a system includes the programs or instructions.  
 (1) hardware  
 (2) cost  
 (3) information

196. In page preview mode \_\_\_\_\_  
 (1) You can see all pages of your document  
 (2) You can only see the page you are currently working  
 (3) You can only see pages that do not contain graphics  
 (4) You can only see the title page of your document  
 (5) None of these
197. Cross selling is very effective in the sale of one of the following  
 (1) Debit cards  
 (2) Credit cards  
 (3) Interest banking  
 (4) State banks  
 (5) All of these
198. Cross selling means \_\_\_\_\_  
 (1) one salesman selling to another salesman  
 (2) selling across territories  
 (3) selling across industries  
 (4) selling additional products to existing customers  
 (5) All of these
199. Target market for Debit Cards is  
 (1) all existing account holders  
 (2) all wage earners  
 (3) all MNCs  
 (4) all BPOs  
 (5) All of these

200. Which one of the following softwares is most appropriate for performing numerical and statistical calculations?  
 (1) Database  
 (2) Document processor  
 (3) Graphics package  
 (4) Spreadsheet  
 (5) None of these
201. What would you do to highlight a word? You position the mouse over the word, and then \_\_\_\_\_  
 (1) Drag mouse while holding button-down  
 (2) Click mouse once  
 (3) Roll mouse around  
 (4) Roll and then click mouse  
 (5) None of these

179. Market penetration can be possible through \_\_\_\_\_

- (1) more calls to the same buyers
- (2) more calls to many buyers
- (3) surrogate marketing
- (4) alternate marketing
- (5) All of these

180. Cross selling can be resorted to, by \_\_\_\_\_

- (1) all sales persons
- (2) all employees
- (3) all employees
- (4) authorized agencies
- (5) all service providers

181. Reasonable optimal storage will typically have the acronym \_\_\_\_\_

- (1) CO (2) DVED
- (3) BOM (4) SW
- (5) None of these

182. \_\_\_\_\_ is generated by the computer into information.

- (1) Data
- (2) Numbers
- (3) Alphabets
- (4) Pictures
- (5) None of these

183. A \_\_\_\_\_ is an electronic device that process data, converting it into information.

- (1) computer
- (2) processor
- (3) user
- (4) system
- (5) None of these

184. Market innovation means \_\_\_\_\_

- (1) design new products
- (2) new styles of marketing
- (3) new ideas in sales strategy
- (4) Only (1) and (2)
- (5) (1) (2), (3) and (4)

185. File extensions are used to order a \_\_\_\_\_

- (1) name the file
- (2) measure the file name in size
- (3) identify the file
- (4) identify the file type
- (5) None of these

186. Market penetration strategies \_\_\_\_\_

- (1) Covering a wide area of the Market for sales
- (2) Entering the buyers' houses
- (3) Entering the sellers' houses

(4) Entering all shops and business houses

(5) All of these

187. The most common type of storage devices are \_\_\_\_\_

- (1) pen drives
- (2) optical
- (3) magnetic
- (4) flash
- (5) None of these

188. SME means \_\_\_\_\_

- (1) Small And Medium Enterprises
- (2) Small Marketing Enterprises
- (3) Small Scale Marketing Entities
- (4) Small And Medium Establishments
- (5) All of these

189. For successful marketing \_\_\_\_\_

- (1) Only the sales person sells
- (2) Only Finance Department sells
- (3) Only front office persons sell
- (4) Only back office persons sell
- (5) The whole organization sells

190. Savings Accounts with zero balance can be opened for \_\_\_\_\_

- (1) persons below 18Y
- (2) under Financial Inclusion scheme
- (3) students
- (4) as per bank's Policies
- (5) None of these

191. "Outsourcing" means service rendered by \_\_\_\_\_

- (1) outside agencies
- (2) other departments of the company
- (3) employees, other than the sales persons
- (4) marketing department
- (5) All of these

192. In modern day marketing, the benefits of selling extend to \_\_\_\_\_

- (1) Daily products and services
- (2) Daily other sales services
- (3) Lifelong relationship with the buyer
- (4) All of these
- (5) None of these

193. One of the following is not a target group of SME loans \_\_\_\_\_

- (1) all professionals
- (2) large industries

(3) truck operators

(4) housing providers

(5) hotels and restaurants

194. The performance of a salesperson can be influenced by \_\_\_\_\_

- (1) increasing the sales initiatives
- (2) increasing the number of products to be sold
- (3) appropriate training
- (4) All of these
- (5) None of these

195. Team building is required \_\_\_\_\_

- (1) only for lead generation
- (2) only for other sales services
- (3) for cross selling
- (4) All of these
- (5) None of these

196. For sustained relationship with the buyers, one of the following is necessary \_\_\_\_\_

- (1) Continuity
- (2) Consistency
- (3) Understanding
- (4) Empathy
- (5) All of these

197. Sales Promotion involves - Find the incorrect option \_\_\_\_\_

- (1) Building Product Awareness
- (2) Creating Interest
- (3) Providing Information
- (4) Designing new products
- (5) None of these

198. Target market for Home Loans is \_\_\_\_\_

- (1) all builders
- (2) all housing societies
- (3) agriculturalists
- (4) All of these
- (5) None of these

199. Lead generation is \_\_\_\_\_

- (1) a pre-sales function
- (2) a function of the customer
- (3) a function of the manufacturing department
- (4) a post-sale function
- (5) All of these

200. Financial Inclusion means \_\_\_\_\_

- (1) Opening Accounts of Finance Companies
- (2) Financial Analysis of Balance sheet figures
- (3) Opening Accounts of NBFC
- (4) Opening Accounts of RBI's
- (5) Opening Accounts of other privileged persons