

## TEST - 1 : GENERAL AWARENESS

- Which of the following games is NOT included in Olympic games ?  
(1) Football (2) Golf  
(3) Badminton (4) Hockey  
(5) Table Tennis
- 'PVR' is the name of a leading .....  
(1) Retail Store Chain  
(2) Trousers Brand  
(3) Fast Food Restaurants  
(4) Casual Footwear Chain  
(5) Multiplex Chain Operator
- Who amongst the following is the Solicitor General of India at present ?  
(1) Rohinton Nariman  
(2) Harish Salve  
(3) Abhisekh Manu Singhvi  
(4) Ram Jethmalani  
(5) None of these
- The Finance Bill 2012-13 gave the Income Tax Department powers to revive its ₹ 11,128 crore tax demand on .....  
(1) Bhatti Airtel (2) Tata Indicom  
(3) Idea Cellular (4) Vodafone  
(5) Dolphin
- Which of the following awards is given only to individuals and organisations of Asian countries for excellence in their respective fields ?  
(1) Booker Prize  
(2) Nobel Prize  
(3) Templeton Prize  
(4) Ramon Magsaysay Award  
(5) Oscar Awards
- Who from amongst the following is the founder of 'Facebook' ?  
(1) Steve Jobs (2) Steve James  
(3) Sabeer Bhatia (4) Mark Zuckerberg  
(5) Bill Gates
- Which is the TOP Gold producing country in the world ?  
(1) Saudi Arabia (2) China  
(3) Singapore (4) Kuwait  
(5) India
- Which Indian City is known as the 'Garden City' ?  
(1) Udaipur (2) Chandigarh  
(3) Srinagar (4) Bangalore  
(5) Mysore
- Who among the following Indian Contestants in the 2012 London Olympics 10 meter air rifle event won a bronze medal ?  
(1) Gagan Narang (2) Vijay Kumar  
(3) Sushil Kumar (4) Parupoli Kashyap  
(5) Amit Kumar
- Which of the following is a professional group for Twenty20 cricket championship, initiated by the Board of Control for Cricket in India ?  
(1) Indian Cricket League (ICL)  
(2) International Cricket League (ICL)  
(3) Indian Premier League (IPL)  
(4) Cricket Club of India (CCI)  
(5) Indian Premium League (IPL)
- Who amongst the following is the author of the English novel 'The White Tiger' ?  
(1) Kiran Desai (2) V.S.Naipal  
(3) Shashi Tharoor (4) Shobha De  
(5) Aravind Adiga
- Manesar, which was recently in news is a town in .....  
(1) Himachal Pradesh (2) Punjab  
(3) Haryana (4) Gujarat  
(5) Uttarakhand
- Who is the author of the book 'Fifty Shades of Grey' ?  
(1) Jeffery Archer (2) Norman Lewis  
(3) E. L. James (4) Edward Klein  
(5) Shashi Deshpande
- Rockefeller Foundation has recently conferred a lifetime achievement award for innovation into business models upon .....  
(1) Anil Dhirubhai Ambani  
(2) Barack Obama  
(3) General V.K. Singh

- (4) Narendra Modi  
(5) Ratan N. Tata
15. Under the RTI Act the time for disposal of request for information in cases concerning life and liberty is \_\_\_\_\_  
(1) 30 days (2) 15 days  
(3) 10 days (4) 7 days  
(5) 48 hours
16. Which of the following awards has recently been conferred upon Shri D.R. Mehta for outstanding contribution towards the promotion of communal harmony, peace and goodwill ?  
(1) Rajiv Gandhi Global Excellence Award 2012  
(2) Rajiv Gandhi Memorial National Award 2012  
(3) Rajiv Gandhi Quality Award 2012  
(4) Rajiv Gandhi National Sadbhavana Award 2012  
(5) Rajiv Gandhi Khel Ratna Award 2012
17. United States Atomic Energy Act 1954 establishes an agreement of co-operation as a prerequisite for nuclear deals between US and any other nation. Such an agreement is popularly known as .....  
(1) Agreement of Co-operation  
(2) '123' Agreement  
(3) PL 480  
(4) A to Z Agreement  
(5) Nuclear Deal
18. Which of the following sportsman recently clinched the French Open Singles Title for the seventh time in his life time ?  
(1) Roger Federer (2) Rafael Nadal  
(3) Novak Djokovic (4) Robin Soderling  
(5) Martin Verkerk
19. World 'No Tobacco Day' is observed every year on \_\_\_\_\_.  
(1) 31st January (2) 31st May  
(3) 31st July (4) 31st October  
(5) 31st December
20. Which of the following is the name of a Chinese spacecraft ?  
(1) Apollo 18 (2) Soyuz 7 K-L1  
(3) Shenzhou-9 (4) Kliper  
(5) Hermes
21. Commonwealth Games 2014 shall be held at \_\_\_\_\_.  
(1) Glasgow (2) Montreal  
(3) Queensland (4) Gold Coast  
(5) Beijing
22. Which of the following is NOT a Consumer Right as per Consumer Protection Act 1986 ?  
(1) Right to Consumer Education  
(2) Right to seek Redressal  
(3) Right to Safety  
(4) Right to be informed  
(5) Right to Negotiate
23. Which of the following is a book authored by Shri Pranab Mukherji ?  
(1) The Inheritance of Loss  
(2) The Argumentative Indian  
(3) Beyond Survival: Emerging Dimensions of Indian Economy  
(4) The Family and the Nation  
(5) None of these
24. For management of natural resources the Indian Space Research Organisation (ISRO) has successfully operationalised .....  
(1) Indian Remote Sensing Satellite (IRS)  
(2) Indian National Satellite (INSAT)  
(3) Geostationary Satellite Launch Vehicle (GSLV)  
(4) Polar Satellite Launch Vehicle (PSLV)  
(5) None of these
25. Which of the following is a power generating company ?  
(1) Reliance (2) HINDALCO  
(3) TISCO (4) HPCL  
(5) CIPLA
26. Which of the following Indian states has topped as the fastest growing state with a striking 13.1% growth in 2011-12 ?  
(1) Gujarat (2) Haryana  
(3) Maharashtra (4) Tamil Nadu  
(5) Bihar
27. Which of the following is NOT a Public Sector Bank ?  
(1) Corporation Bank (2) United Bank of India  
(3) Vijaya Bank (4) Bank of Maharashtra  
(5) Federal Bank
28. A form of intentional weather modification by changing to trying the amount or type of precipitation that falls from clouds by dispersing substances into air that serve as cloud condensation is called .....  
(1) Cloud Computing (2) Cloud Technology  
(3) Cloud Seeding (4) Cloud Control  
(5) Cloud Engineering
29. Who amongst the following cricketers has been chosen as the 'Event Ambassador' by the International Cricket Council (ICC) for the World Cup Twenty 20 Championships to be held in September-October 2012 ?  
(1) Lasith Malinga  
(2) Mahela Jayawardene  
(3) T M Dilshan  
(4) Sachin Tendulkar  
(5) Dinesh Chandimal
30. Which of the following birds has been declared as the 'State Bird' by the Government of Delhi State ?

- (1) Parrot (2) Pigeon  
(3) House Sparrow (4) Peacock  
(5) Swan
31. 'CHALLENGER' is the name of a .....  
(1) Planet (2) Nuclear Weapon  
(3) Island (4) Space Shuttle  
(5) Automobile Brand
32. Which of the following is India's largest trading partner in the world ?  
(1) U.A.E. (2) China  
(3) U.S.A. (4) France  
(5) Italy
33. The North Atlantic Treaty Organisation (NATO) is headquartered at .....  
(1) Camp David, Maryland USA  
(2) Geneva  
(3) New York  
(4) Sweden  
(5) Brussels
34. Which of the following is the abbreviated name of a rural sports initiative introduced by the Government of India to promote youth and social development through sports ?  
(1) NLMP (2) PYKKA  
(3) CGHS (4) AABY  
(5) SGSRY
35. Who from amongst the following persons is a former Governor of RBI ?  
(1) Shri P Chidambaram  
(2) Shri Yashwant Sinha  
(3) Shri Pranab Mukherjee  
(4) Shri Man Mohan Singh  
(5) None of these

36. A new scheme has been announced in the budget 2012-13 giving tax exemptions to first time equity market investors. The scheme is titled as .....  
(1) Rajiv Gandhi Equity Savings Scheme  
(2) Rashtriya Equity Savings Scheme  
(3) National Equity Savings Scheme  
(4) Indira Gandhi Equity Savings Scheme  
(5) Prime Minister's Equity Savings Scheme
37. Which of the following Countries is expected to become the world's second largest producer of crude steel by 2015 ?  
(1) China (2) Brazil (3) Russia  
(4) India (5) Italy
38. Which of the following Asian Countries has recently announced a scheme for dual citizenship on May 16, 2012 ?  
(1) Bhutan (2) Bangladesh  
(3) Sri Lanka (4) Nepal  
(5) Myanmar
39. Who from amongst the following has recently been appointed as the Chairman of Telecom Regulatory Authority of India ?  
(1) V.S.Sampath (2) Rahul Khullar  
(3) Sanjay Arya (4) D K Mital  
(5) Navin Chawla
40. The Central Board of direct Taxes has made e-filing of income-tax returns mandatory for all assesses whose annual earnings exceed .....  
(1) ₹ 5 lakh during the fiscal  
(2) ₹ 10 lakh during the fiscal  
(3) ₹ 15 lakh during the fiscal  
(4) ₹ 20 lakh during the fiscal  
(5) ₹ 25 lakh during the fiscal

## TEST - II : GENERAL ENGLISH

**Directions (41-45):** Read each sentence to find out whether there is any grammatical error in it. The error, if any, will be in one part of the sentence. The number of that part is the answer. If there is no error, the answer is (5) i.e., 'No Error'. (Ignore errors of punctuations, if any).

41. Reshma was (1) a daily wage worker (2) who gone to work (3) despite having high fever (4). No Error (5)
42. Radhika was very upset (1) because she had to goes (2) to a boarding school (3) so she cried the entire night (4). No Error (5)
43. Although Shanku was born (1) in a rich merchant's families (2) he was very humble and (3) was a philanthropist by nature. (4) No Error (5)
44. Professor Shastri were (1) a loved man and (2) had students visiting (3) him every day. (4) No Error (5)

45. Reetu was a model (1) and so she would (2) starve herself to maintain (3) his body weight. (4) No Error (5)
- Directions (46-50):** Each sentence below has a blank, each blank indicates that something has been omitted. Choose the word that best fits the meaning of the sentence as a whole.
46. Rajeev was upset because he ..... forgotten his best friend's birthday.  
(1) have (2) shall  
(3) will (4) might  
(5) had
47. Raj was ..... introvert and would prefer to sit in the library rather than go out with friends.  
(1) the (2) a (3) like  
(4) for (5) an

blood of a king. I have heard that it is delicious beyond compare and I long to have a sip of it. Please allow me a bite of the king **first** once?"

The bug replied, "Oh flea, I suck the blood of the king when he is fast (64). I am careful to bite him so gently that he never feels my bite. You are much too impatient. I'll agree to let you have one bite of the king, but you will have to wait till I am finished myself." The flea was delighted to (65) this.

A little while later, the king (66) his bedroom to sleep. The flea grew very excited when he saw the king's plump body. "Remember what I told you," the bed bug warned. "We have to wait till the king is in deep sleep before we begin to feast."

The flea was very impatient, however, and could not (67) himself. Just as the king was beginning to doze off, he bit the king hard on his arm. The king (68) from his bed when he felt the bite, and was very cross indeed. He immediately ordered his servants to strip his bed and find the insect that had caused him such (69). The king's men pulled the linen off the bed and examined it closely. The flea, seeing the commotion, flew away to a corner of the room and hid behind a curtain, but the servants found the poor bed bug and killed him at (70).

61. (1) drank (2) live  
(3) feasted (4) ate  
(5) mixed
62. (1) inhospitable (2) very  
(3) nice (4) smaller  
(5) totally
63. (1) nor (2) and  
(3) also (4) never  
(5) but
64. (1) moving (2) asleep  
(3) snoring (4) sleeping  
(5) snored
65. (1) doing (2) hear  
(3) give (4) see  
(5) listen
66. (1) made (2) retired  
(3) went (4) came  
(5) entered
67. (1) stopped (2) restraint  
(3) helped (4) control  
(5) instruct
68. (1) leapt (2) lifted  
(3) slept (4) removed  
(5) jump
69. (1) depression (2) wait  
(3) discomfort (4) joy  
(5) paining

70. (1) best (2) immediate  
(3) all (4) end  
(5) once

**Directions (71-80):** 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, a Brahmin called Haridatta lived in a little village. He was a farmer but the piece of land he cultivated provided him with so little to survive on that he was very poor.

One day, unable to stand the heat of the summer sun, he went to rest for a while under a big tree on his land. Before he could stretch out on the ground, he saw a huge black cobra slithering out of an anthill nearby. The snake then spread his hood and swayed gracefully from side to side. Haridatta was **astounded** to see this and he thought, "This cobra must really be the god of this land. I have never seen or worshipped him before, which is probably why I am not able to get anything from the land. From this day onwards, I will worship him." He hurried back to his home at once and returned with a glass full of milk. He poured it into a bowl and turning to the anthill said, "O ruler of the land, I did not know you were living in this anthill.

That is why I have not paid my tribute to you. Please accept my apologies for this omission and accept this **humble** offering." He then placed the bowl of milk at the entrance of the anthill and left the place.

The next day when the Brahmin arrived to work on his land before the sun rose, he found a gold coin in the bowl he had left at the anthill. He was very happy, indeed and from that day on, he made it a practice to offer the cobra milk in a bowl each day. The next morning he would collect a gold coin and leave.

One day Haridatta had to go to a neighbouring village on business. He asked his son to go to the anthill as usual and leave a bowl of milk for the cobra. The son did as he was told, but when he went to the same spot the next day and collected the gold coin he thought, "This anthill must be full of gold. If I kill the cobra, I can collect all the gold in an instant, instead of having to waste my time coming here every day." He then struck the cobra with a big stick. The cobra deftly dodged the blow but bit Haridatta's son with his poisonous fangs. The boy soon died. When Haridatta returned to his village the next day, he heard how his son had met his death. He realised at once that his son's greed would probably have caused him to attack the cobra.

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The Brahmin went to the anthill the day after his son's cremation and offered milk to the cobra as usual. This time, the cobra did not even come out of his hole. Instead, he called out to Haridatta, "You have come here for gold, forgetting that you have just lost a precious son and that you are in mourning. The reason for this is pure greed. From today, there is no meaning to our relationship. I am going to give you a diamond as a final gift. But please don't ever come back again." He slithered away as the Brahmin watched.

71. Which of the following is **TRUE** according to the story?  
 (1) Haridatta had asked his son to give milk to the cobra because he himself was tired of doing it.  
 (2) The cobra gave Haridatta a diamond every day.  
 (3) Haridatta's son was greedy.  
 (4) Haridatta had no idea as to why the cobra had killed his son.  
 (5) All are true
72. What was the cobra's final gift to the Brahmin?  
 (1) Venom (2) A diamond  
 (3) A bite (4) A gold coin  
 (5) None of these
73. What did Haridatta think on seeing the cobra for the first time?  
 (1) The cobra was divine and he would get gold coins from it if worshipped.  
 (2) The cobra was the god of his land and had to be worshipped.  
 (3) He was fearful of the cobra and ran away from the anthill spot.  
 (4) The cobra was responsible for his poverty.  
 (5) None of these.
74. Which of the following is possibly the most appropriate title for the story?  
 (1) The Cobra And The Brahmin  
 (2) The Foolish Brahmin  
 (3) The Brave Cobra

(4) Haridatta And His Son

(5) The Mourning Father

75. Why did Haridatta's son try to kill the cobra?  
 (1) The cobra had angered him through his behaviour.  
 (2) The cobra was known to be poisonous and had killed several men in the village by biting them.  
 (3) He believed that the anthill in which the cobra lived contained all the gold coins.  
 (4) He thought the cobra would bite him if he went near it.  
 (5) He did not like the fact that his father was wasting his time by feeding the cobra milk every day.

**Directions (76-78):** Choose the word/group of words which is **most similar** in meaning to the word/group of words printed in **bold** as used in the passage.

76. **HUMBLE**  
 (1) rich (2) waste (3) meek  
 (4) modest (5) low
77. **ASTONISHED**  
 (1) petrified (2) upset (3) dazed  
 (4) fearful (5) surprised
78. **STRETCH OUT**  
 (1) lie down (2) exercise (3) fall  
 (4) elongate (5) extend out
- Directions (79-80):** Choose the word/group of words which is **most opposite** in meaning to the word/group of words printed in **bold** as used in the passage.
79. **DEFTLY**  
 (1) nimbly (2) artistically  
 (3) skillfully (4) shallowly  
 (5) sluggishly
80. **IN AN INSTANT**  
 (1) in lieu of (2) quickly  
 (3) at once (4) one each day  
 (5) speedily

## TEST - III : QUANTITATIVE APTITUDE

**Directions (81-85):** What approximate value should come in place of the question mark (?) in the following questions?

(NOTE : You are **not** expected to calculate the exact value)

81.  $1504 \times 5.865 - 24.091 = ?$   
 (1) 7200 (2) 9500  
 (3) 6950 (4) 5480  
 (5) 8800
82.  $16.928 + 24.7582 + 5.015 = ?$   
 (1) 35 (2) 40 (3) 22  
 (4) 12 (5) 45
83.  $\sqrt[3]{7.938 \times (6.120)^2} - 4.9256 = ?$   
 (1) 70 (2) 55 (3) 30  
 (4) 25 (5) 90

84.  $16.046 + 2.8 \times 0.599 = ?$   
 (1) 3.5 (2) 7.9 (3) 1.9  
 (4) 5.6 (5) 6.2

85.  $\sqrt{963 + (4.895)^2} - 9.24 = ?$   
 (1) 60 (2) 35 (3) 85  
 (4) 45 (5) 25

**Directions (86-100):** What should come in place of the question mark (?) in the following questions?

86.  $(12 \times 19) + (13 \times 8) = (15 \times 14) + ?$   
 (1) 124 (2) 122 (3) 126  
 (4) 128 (5) None of these
87.  $\sqrt{65 \times 12 - 50} + 54 = ?$   
 (1)  $\sqrt{28}$  (2)  $28^2$   
 (3) 28 (4) 784  
 (5) None of these

88. 15% of 524 - 2% of 985 + 7 = 20% of 423

- (1) 25.9 (2) 27.7 (3) 25.7  
(4) 24.9 (5) None of these

89.  $151 \times 8 + (228 + 19)^2 = ?$

- (1) 1360 (2) 1354 (3) 1368  
(4) 1381 (5) None of these

90.  $\sqrt{1521} + \sqrt{225} = ?$

- (1) 56 (2) 58 (3) 54  
(4) 62 (5) None of these

91.  $38.734 + 8.638 - 5.19 = ?$

- (1) 41.971 (2) 42.179 (3) 43.072  
(4) 42.182 (5) None of these

92.  $7^{8.5} \div (343)^{1.7} \times (49)^{1.8} = ?$

- (1) 13.4 (2) 12.8 (3) 11.4  
(4) 9.6 (5) None of these

93.  $\sqrt[3]{512} + \sqrt[3]{16} + \sqrt{576} = ?$

- (1) 24 (2) 31 (3) 22  
(4) 18 (5) None of these

94.  $(42 \times 3.2) \div (16 \times 1.5) = ?$

- (1) 5.9 (2) 5.6 (3) 6.1  
(4) 4.8 (5) None of these

95.  $199 + 5^3 + 4 \times 4^2 = ?$

- (1) 969 (2) 655 (3) 966  
(4) 799 (5) None of these

96.  $342 \div 6 \times 28 - 1099 + ?$

- (1) 478 (2) 502 (3) 486  
(4) 504 (5) None of these

97.  $\frac{9.8 \times 2.5 \times 7.6}{0.5} = ?$

- (1) 384.2 (2) 379.5 (3) 364.3  
(4) 372.4 (5) None of these

98.  $\frac{3}{5}$  of  $\frac{2}{7}$  of ? = 426

- (1) 2490 (2) 2565 (3) 2475  
(4) 2485 (5) None of these

99.  $3\frac{2}{5} + 1\frac{2}{9} = 4\frac{4}{5} - ?$

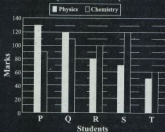
- (1)  $\frac{8}{45}$  (2)  $\frac{7}{47}$  (3)  $\frac{7}{45}$   
(4)  $\frac{8}{51}$  (5) None of these

100.  $\frac{13}{63} \div \frac{104}{14} \times \frac{52}{19} = ?$

- (1)  $\frac{12}{173}$  (2)  $\frac{13}{171}$  (3)  $\frac{17}{171}$   
(4)  $\frac{18}{171}$  (5) None of these

Directions (101-105) : Study the following bar graph carefully to answer the questions.

Marks Obtained by Five Students in Physics and Chemistry



101. Marks obtained by S in Chemistry is what percent of the total marks obtained by all the students in Chemistry ?

- (1) 25 (2) 28.5 (3) 35  
(4) 31.5 (5) 22

102. If the marks obtained by T in Physics were increased 4% of the original marks, what would be his new approximate percentage in Physics if the maximum marks in Physics were 140 ?

- (1) 57 (2) 32 (3) 38  
(4) 48 (5) 41

103. Fill in the blank space in order to make the sentence correct as per the given information. Total marks obtained by T in both the subjects together is more than the marks obtained by

- (1) Q in Chemistry (2) R in Physics  
(3) S in Chemistry (4) P in Physics  
(5) R in both the subjects together

104. What is the respective ratio between the total marks obtained by P in Physics and Chemistry together to the total marks obtained by T in Physics and Chemistry together ?

- (1) 3 : 2 (2) 4 : 3  
(3) 5 : 3 (4) 2 : 1  
(5) None of these

105. What is the respective ratio between the total marks obtained by Q and S together in Chemistry to the total marks obtained by P and R together in Physics ?

- (1) 23 : 25 (2) 23 : 21 (3) 17 : 19  
(4) 17 : 23 (5) None of these

106. Meera purchased 23 bracelets at the rate of ₹ 160 per bracelet. At what rate per bracelet should she sell the bracelets so that profit earned is 15% ?

- (1) ₹ 184/- (2) ₹ 186/- (3) ₹ 192/-  
 (4) ₹ 198/- (5) None of these
107. Kajal spends 55% of her monthly income on grocery, clothes and education in the ratio of 4 : 2 : 5 respectively. If the amount spent on clothes is ₹ 5,540/-, what is Kajal's monthly income?  
 (1) ₹ 55,400/- (2) ₹ 54,500/-  
 (3) ₹ 55,450/- (4) ₹ 55,650/-  
 (5) None of these
108. 35 percent of a number is two times 75 percent of another number. What is the ratio between the first and the second number respectively?  
 (1) 35 : 6 (2) 31 : 7  
 (3) 23 : 7 (4) 32 : 9  
 (5) None of these
109. Area of a rectangular field is  $3584 \text{ m}^2$  and the length and the breadth are in the ratio 7 : 2 respectively. What is the perimeter of the rectangle?  
 (1) 246 m. (2) 292 m.  
 (3) 286 m. (4) 288 m.  
 (5) None of these
110. Last year there were 610 boys in a school. The number decreased by 20 percent this year. How many girls are there in the school if the number of girls is 175 percent of the total number of boys in the school this year?  
 (1) 854 (2) 848  
 (3) 798 (4) 782  
 (5) None of these
111. Aryan got 350 marks and Vidya scored 76 percent marks in the same test. If Vidya scored 296 marks more than Aryan, what were the maximum marks of the test?  
 (1) 650 (2) 900  
 (3) 850 (4) 950  
 (5) None of these
112. A student was awarded certain marks in an examination. However, after re-evaluation, his marks were reduced by 40% of the marks that were originally awarded to him so that the new score now became 96. How many marks did the student lose after re-evaluation?  
 (1) 58 (2) 68  
 (3) 63 (4) 56  
 (5) 64
113. 855 candidates applied for a job, out of which 80% of the candidates were rejected. How many candidates were selected for the job?  
 (1) 684 (2) 151  
 (3) 676 (4) 179  
 (5) None of these
114. Average of five numbers is 61. If the average of first and third number is 69 and the average of second and fourth number is 69, what is the fifth number?  
 (1) 31 (2) 29  
 (3) 25 (4) 35  
 (5) None of these
115. The respective ratio between the present ages of father, mother and daughter is 7 : 6 : 2. The difference between mother's and the daughter's age is 24 years. What is the father's age at present?  
 (1) 43 years (2) 42 years  
 (3) 39 years (4) 38 years  
 (5) None of these
116. Average weight of 19 men is 74 kgs. and the average weight of 38 women is 63 kgs. What is the average weight (rounded off to the nearest integer) of all the men and the women together?  
 (1) 59 kgs. (2) 65 kgs.  
 (3) 69 kgs (4) 67 kgs.  
 (5) 71 kgs.
117. What should come in place of the question mark so that it satisfies equality of the equation?  
 $32\% \text{ of } 750 < ?$   
 (1) 23% of 600 (2) 46% of 207  
 (3) 98% of 250 (4) 75% of 320  
 (5) None of these
118. Mathew scored 42 marks in biology, 51 marks in chemistry, 58 marks mathematics, 35 marks in physics and 48 marks in English. The maximum marks a student can score in each subject are 60. How much overall percentage did Mathew get in this exam?  
 (1) 76 (2) 82  
 (3) 68 (4) 78  
 (5) None of these
119. Bus fare between Raipur and Mirpur for one adult is six times the fare for one child. If an adult's bus fare is ₹ 114/-, how much amount will be paid by 4 adults and 5 children together for travelling the same distance?  
 (1) ₹ 505/- (2) ₹ 551/-  
 (3) ₹ 572/- (4) ₹ 560/-  
 (5) None of these
120. A truck covers a distance of 368 km at a certain speed in 8 hours. How much time would a car take at an average speed which is 18 km/hr more than that of the speed of the truck to cover a distance which is 16 km more than that travelled by the truck?  
 (1) 7 hrs (2) 5 hrs  
 (3) 6 hrs (4) 8 hrs  
 (5) None of these

**Directions (121-125):** In these questions, relationships between different elements is shown in the statements. These statements are followed by two conclusions.

Give answer (1) if **only** conclusion I follows

Give answer (2) if **only** conclusion II follows

Give answer (3) if **either** conclusion I or conclusion II follows

Give answer (4) if **neither** conclusion I nor conclusion II follows

Give answer (5) if **both** conclusions I and II follow

121. Statement :  $R \geq S \geq T > U > X$ ;  $T < V < W$

Conclusions : I.  $R > X$  II.  $X < W$

122. Statement :  $E = F < G < H$ ;  $G \geq I$

Conclusions : I.  $H > I$  II.  $E \geq I$

123. Statement :  $A > B > F > C$ ;  $D > E > C$

Conclusions : I.  $C < A$  II.  $B > D$

124. Statement :  $K \leq L \leq M = N$ ;  $P \geq O \geq N$

Conclusions : I.  $K < P$  II.  $K = P$

125. Statement :  $D < E < F < G$ ;  $K > F$

Conclusions : I.  $K \leq G$  II.  $K > D$

126. Which of the following will come next in the following series ?

0 9 0 1 9 0 1 2 9 0 1 2 3 9 0 1 2 3 4 9 0 1 2 3 4 5

(1) 0 (2) 6

(3) 7 (4) 7 (5) 4

**Directions (127-129):** Study the given information carefully and answer the given questions :

Among six people - A, B, C, D, E and F each of a different age, A is younger than only D. Only three people are younger than C. F is younger than E. F is not the youngest.

127. Who amongst the following is the youngest ?

(1) B (2) A

(3) E (4) C

(5) None of these

128. If E's age 16 years, then which of the following may be B's age ?

(1) 19 years (2) 22 years

(3) 18 years (4) 17 years

(5) 12 years

129. How many people are younger than E ?

(1) One (2) Two

(3) Three (4) Four

(5) More than four

130. 'Talk' is related to 'Speak' in a certain way. Similarly, 'Honest' is related to 'Truthful'. Following the same logic, 'Listen' is related to '.....'.

(1) Music (2) Ears

(3) Hear (4) Ignore

(5) Sound

131. How many such pairs of letters are there in the word WONDERS, each of which has as many letters between them in the word (in both forward and backward directions) as they have between them in the English alphabetical series ?

(1) One (2) Two

(3) Three (4) More than three

(5) None

132. In a certain code language, 'DRINK' is coded as 'JMHQC' and 'BLOTS' is coded as 'RSNKA'. In the same code language, 'HONEY' will be coded as '.....'.

(1) XDMOG (2) GNMDX

(3) XDMNG (4) DXMGN

(5) Cannot be determined

**Directions (133-134):** Study the given information carefully and answer the given questions :

Twenty students are standing in a straight line facing north. Rina is standing sixth from the left end. There are only three students between Rina and Shweta. Radha is standing exactly between Shweta and Rina. Tina is standing sixth to the right of Radha. Anita is standing fourth from the right end of the line. There are more than four students between Rina and Tina.

133. How many people are standing between Anita and Tina ?

(1) One (2) Two (3) Three

(4) None (5) More than three

134. What is Shweta's position with respect to Anita ?

(1) Sixth to the left

(2) Eighth to the left

(3) Seventh to the left

(4) Ninth to the left

(5) None of these

135. Which of the following will come in the place of the question mark (?) in the following series based on the English alphabetical order ?

ZYW VUS RQD ? JIG

(1) KMN (2) MNK (3) NLK

(4) NMK (5) NML

**Directions (136-140):** Study the given information carefully and answer the given questions :

Eight people - J, K, L, M, N, O, P and Q are sitting around a circular table facing the centre, not necessarily in the same order. O is sitting third to the right of M. There is only one person sitting between M and J. There are only three people between J and K. P is an immediate neighbour of J. There are only three people between P and L. N is second to the right of P.

136. Which of the following is true regarding the given arrangement ?



- (1) M is an immediate neighbour of K  
 (2) N is an immediate neighbour of J  
 (3) P is second to the left of O  
 (4) There are four people between N and O  
 (5) None is true.

137. Who is sitting second to the left of the one who is sitting second to the left of Q ?

- (1) M (2) K (3) N  
 (4) L (5) J

138. Four of the following five are alike in a certain way based on their seating positions in the above arrangement and so form a group. Which one does **not** belong to the group ?

- (1) PQ (2) KL (3) MN  
 (4) QO (5) KO

139. What is N's position with respect to K ?

- (1) Second to the left  
 (2) Second to the right  
 (3) Third to the left  
 (4) Third to the right  
 (5) Fourth to the left

140. How many people are sitting between K and P when counted from the right side of K ?

- (1) One (2) Two (3) Three  
 (4) None (5) More than three

**Directions (141-145):** In each of the questions below, two statements are given followed by two conclusions numbered I and II. You have to take the two statements to be true even if they seem to be at variance from the commonly known facts and then decide which of the given conclusions logically follows from the given statements disregarding the commonly known facts.

**Give answer :**

- (1) if **only** conclusion I follows  
 (2) if **only** conclusion II follows  
 (3) if **either** conclusion I or conclusion II follows  
 (4) if **neither** conclusion I nor conclusion II follows  
 (5) if **both** conclusions I and II follow

141. **Statements :** Some rings are circles.

**No circle is a square.**

**Conclusions :** I. No ring is a square.  
 II. All rings are squares.

142. **Statements :** All rows are lines.

**All lines are queues.**

**Conclusions :** I. All rows are queues.  
 II. At least some queues are lines.

143. **Statements :** All laptops are computers.

**Some laptops are notebooks.**

**Conclusions :** I. Some notebooks are computers.  
 II. All notebooks are computers.

144. **Statements :** Some participants are students.

**Some students are boys.**

**Conclusions :** I. No boy is a participant.  
 II. All boys are participants.

145. **Statements :** All sparrows are birds.

**No bird is a reptile.**

**Conclusions :** I. No sparrow is a reptile.  
 II. Some reptiles are sparrows.

**Directions (146-150):** Study the given information carefully and answer the given questions :

Auditions for a show were held in seven different cities of India - Chennai, Bangalore, Cochin, Mumbai, Delhi, Bhopal and Kolkata, not necessarily in the same order, during the first seven months of the year 2011 (starting in January and ending in July). The auditions were held only in one city during a month. Auditions in only four cities were held between the Kolkata audition and the Cochin audition. The Kolkata audition was not held in June. Only one audition was held between the Kolkata audition and the Bangalore audition. The Chennai audition was held immediately after the Kolkata audition. The Delhi audition was held immediately before the Bhopal audition. The Bhopal audition was not held in May.

146. How many auditions were held between the Mumbai audition and the Chennai audition ?

- (1) One (2) Two (3) Three  
 (4) None (5) More than three

147. Which of the following statements is **true** according to the given sequence ?

- (1) The Mumbai audition was held in July  
 (2) Delhi audition was held in April  
 (3) Cochin audition was held before May  
 (4) Kolkata audition was held in January  
 (5) None is true

148. Four of the following five are alike in a certain way based on the given sequence and hence form a group. Which one does **not** belong to the group ?

- (1) January-Kolkata (2) March-Bangalore  
 (3) June-Cochin (4) May-Delhi  
 (5) February-Chennai

149. During March, the audition was held in which of the following cities ?

- (1) Bangalore (2) Kolkata  
 (3) Mumbai (4) Chennai  
 (5) None of these

150. The audition in Mumbai was held in which of the following months ?

- (1) July (2) May  
 (3) February (4) March  
 (5) None of these



# TEST - V : MARKETING APPTITUDE / COMPUTER KNOWLEDGE

161. The target group for a Car Loan is :  
(1) All persons owning a car  
(2) A family with more than 2 members  
(3) Car designers  
(4) Car garages  
(5) Car showrooms
162. Standard marketing practices include :  
(1) Poaching  
(2) Unhealthy competition  
(3) Lowering the selling price  
(4) Unhealthy discount schemes  
(5) Flushing
163. Market Segmentation means dividing :  
(1) The marketing teams into small groups  
(2) The employees as per their grades  
(3) The products, as per their usage  
(4) The products, as per their life cycles  
(5) The market, as per the tastes and needs of different groups
164. The process of discovering patterns and relationships using the available customer data to reveal what customers want and how they act is known as :  
(1) Data Warehousing (2) Data Base  
(3) Data Mining (4) Data building  
(5) Data matching
165. Telemarketing means :  
(1) Internet Marketing  
(2) Selling telephones  
(3) Door-to-door contacts  
(4) Sending and receiving SMS messages  
(5) Marketing through telephone calls
166. Motivating customers to buy upgraded products when they had intended to buy something of lower value is known as :  
(1) Cross Selling (2) Forward Selling  
(3) Marketing (4) Channel Marketing  
(5) Up Selling
167. The modern marketing concept asserts that 'marketing' starts with the product idea and ends with :  
(1) Production of Quality Product  
(2) Advertisement Campaign  
(3) Customer Satisfaction  
(4) Sale of the Product  
(5) Exchange of Money
168. A situation in which consumer purchases are unplanned is called :  
(1) Latent demand (2) Impulse buying  
(3) Irregular demand (4) Unwholesome buying  
(5) None of these
169. One of the following is NOT required in a good sales person. Find the same :  
(1) Sympathetic approach  
(2) Good communication skills  
(3) Cosarteous nature  
(4) Persuasion skills  
(5) Perseverance
170. List of people who do not wish to receive telemarketing calls is :  
(1) Dare Not Call List (2) Do Not Call List  
(3) Do Not Dial List (4) Do Never Call List  
(5) None of these
171. Marketing of goods experimentally in several carefully selected areas before releasing them on a wide scale is known as :  
(1) Sampling (2) Segmentation  
(3) Segregation (4) Test Marketing  
(5) Grading
172. Motivation in Marketing means :  
(1) Inspiring sales persons to talk more  
(2) Inspiring sales persons to sell more  
(3) Inspiring counter staff to talk more  
(4) Market size  
(5) Market place
173. Setting Price of a product based on the buyer's perceptions of value rather than on the seller's cost is known as :  
(1) Break Even Pricing (2) Target Profit Pricing  
(3) Cost plus Pricing (4) Value based pricing  
(5) None of these
174. Which one of the following best describes the term 'Negative Demand' ?  
(1) Consumers begin to buy a product less frequently  
(2) Consumers do not at all buy a product  
(3) Consumers are unaware or uninterested in a product  
(4) Consumer purchases vary on a seasonal basis  
(5) Consumers dislike a product and may even pay to avoid it
175. Leads for canvassing Home Loan accounts can be obtained from :  
(1) Builders  
(2) Individuals building one's own house  
(3) Audit Departments  
(4) Brick manufacturers  
(5) Cement suppliers
176. Internet Banking can be popularized by way of :  
(1) Reduced prices (2) Higher prices  
(3) Wide Area Network (4) Better technology  
(5) More ATMs
177. Uncertain outcomes involving the market for goods and services; such as the possibility of price declines or increases, changes in consumer preferences, and/or changes in the nature of competition is called :  
(1) Market Scope (2) Market Risk  
(3) Market Outlook (4) Market Outcome  
(5) Market Design

178. Good competition helps in :
- (1) Improved customer service
  - (2) Reduced sales
  - (3) Improved brand image
  - (4) More market share
  - (5) Better customer profile
179. The systematic gathering, recording and analyzing of data with respect to a particular market is known as :
- (1) Market Share
  - (2) Market Segmentation
  - (3) Market Profile
  - (4) Market Research
  - (5) Marketing Research
180. The most common source for leads generation for any company is :
- (1) House magazines
  - (2) Audit guidelines
  - (3) Yellow Pages
  - (4) Dictionary
  - (5) Vision Document
181. Kilobyte equals to how many bytes ?
- (1) 1000
  - (2) 1035
  - (3) 100
  - (4) 1008
  - (5) 1024
182. The central processing unit is an example of :
- (1) peripheral
  - (2) an output unit
  - (3) software
  - (4) a program
  - (5) hardware
183. CD-ROM stands for :
- (1) Compactable Read Only Memory
  - (2) Compact Data Read Only Memory
  - (3) Compactable Disk Read Only Memory
  - (4) Compact Disk Read Only Memory
  - (5) Connected Disk Read Only Memory
184. Which of the following terms refers to the ability of a computer to automatically configure a new hardware component that is added to it ?
- (1) Formatting
  - (2) Multiprocessing
  - (3) Multiprogramming
  - (4) Multitasking
  - (5) Plug and play
185. Free hard-disk space used to extend the capacity of RAM is termed :
- (1) Cache
  - (2) Flash memory
  - (3) ROM
  - (4) Virtual memory
  - (5) Volatile
186. Making illegal copies of copyrighted software is called :
- (1) collaboration
  - (2) software piracy
  - (3) electronic distribution
  - (4) bowwing
  - (5) software legacy
187. What is loading the operating system into a personal computer called ?
- (1) Booting
  - (2) Prompting
  - (3) Paging
  - (4) Interrupting
  - (5) Readying
188. Which of the following is **not** an example of application software ?
- (1) Database software
  - (2) Graphics software
  - (3) Operating system software
  - (4) Spreadsheet software
  - (5) Word processing software
189. Pie charts are typically created by using which of the following ?
- (1) browser software
  - (2) database software
  - (3) desk-top publishing software
  - (4) word-processing software
  - (5) spreadsheet software
190. The computer to which a user's computer connects in order to access the Internet is called a :
- (1) notebook
  - (2) PDA
  - (3) supercomputer
  - (4) server
  - (5) laptop
191. Which of the following domains is used by for-profit businesses ?
- (1) .com
  - (2) .edu
  - (3) .mil
  - (4) .net
  - (5) .org
192. WAN stands for :
- (1) Wired Area Network
  - (2) Wide Area Network
  - (3) Wide Array Net
  - (4) Wireless Area Network
  - (5) Wanted Area Network
193. What are lists of programs waiting to be run called ?
- (1) Shells
  - (2) The background
  - (3) Queues
  - (4) Page frames
  - (5) Lists
194. An example of peripheral equipment is the :
- (1) printer
  - (2) CPU
  - (3) spreadsheet
  - (4) microcomputer
  - (5) ALU
195. Which of the following commercial software products are examples of operating system software and application software, respectively ?
- (1) Microsoft Windows XP and Microsoft Word
  - (2) Microsoft Office XP and Microsoft Windows XP
  - (3) MS DOS and Microsoft Windows XP
  - (4) UNIX and LINUX
  - (5) UNIX and Java
196. MS Excel is used for ?
- (1) Letter writing
  - (2) Spread Sheet Calculation
  - (3) Presentation
  - (4) Painting
  - (5) None of these
197. Computer users who are not computer professionals are sometimes called :
- (1) peripheral users
  - (2) programmers
  - (3) librarians
  - (4) information officers
  - (5) end-users
198. Desktop and personal computers are also known as :
- (1) supercomputers
  - (2) servers
  - (3) mainframes
  - (4) peripheral equipment
  - (5) microcomputers
199. The ability to exchange information through the use of computer equipment and software is :
- (1) Data entry
  - (2) The Internet
  - (3) Data retrieval
  - (4) Electronic communication
  - (5) None of these
200. A computer professional who writes and tests software is called a(n) :
- (1) hardware consultant
  - (2) librarian
  - (3) programmer
  - (4) computer operator
  - (5) data entry operator