

MBR 24**SECTION – I****BUSINESS ANALYSIS**

Brooks and Company was a food manufacturer established in 1850. Until 1977, its major product lines had consisted of tomato specialties, such as catsup, pickles and barbecue sauces. Its consumer products business accounted for 40% of sales; the balance consisted of institutional sales to restaurants, hospitals, and the armed forces. The company had advertised to the institutional market but never to final (household) consumers.

In 1977, the company introduced a new line of Italian specialty products aimed at the final consumer market. The line was composed of a number of prepared pasta dishes, such as spaghetti, lasagna, and ravioli. Each package contained all of the necessary ingredients (except meat) including seasoned tomato sauce, cheese, and noodles.

The idea for the line of Italian pasta products had been conceived by Joe Brooks, son of the company president. Joe's enthusiasm for the product idea was quickly picked up by other executives. The president had married an Italian woman after World War I and their only child, Joe, had been born in Naples, Italy. Because they lacked a Neapolitan (a native of Naples) background, William Johnson, production manager, and Carl Voght, treasurer, approved of the idea on less emotional grounds. Johnson saw in the Italian line certain production possibilities that fitted well with the company's existing facilities, Mr. Voght had long argued for some type of expansion which would enable the company to solve a number of financial problems associated with its inability to attract outside capital.

Many planning meetings were held throughout the summer. These meetings were attended by both the Brookes, Johnson and Voght. Charles Welch, an administrative assistant to the president, was instructed to sit in on the sessions after he returned from vacation on August 1. He acted as informal secretary for the group. The original thinking of the committee was that the product line should be introduced at the beginning of the fall food merchandising season, which started about October 1. This deadline, however, subsequently proved to be unrealistic. Production of the first items in the line did not get underway until September 30 and packaging difficulties prohibited introducing the product before mid-December.

In July, the problems involved in the product introduction were not foremost in the planner's thought. Many hours were spent discussing the name of the product line. Finally, the name Velsuvio was adopted as a compromise, but without enthusiasm from Joe Brooks, who believed that the name such as Valencia better described the gourmet image, he thought the line should express. With the exception of the name, the younger Brooks directed most of the decisions related to the marketing program. From the beginning he argued that there were already plenty of "middle class" spaghetti products on the grocers' shelves. What was needed, he believed, was a prestige – even a "gourmet" line. The popularity of higher-priced Italian restaurants in many cities convinced young Brooks of the opportunity to market a prestige line of Italian food specialties.

Early in the planning it was decided not to limit distribution to those regional markets in which Brooks had previously established its reputation. National distribution would be undertaken from the beginning. It was planned that the Velsuvio line would be marketed in all major food chains except those handling only private or controlled brands. Sales to chain headquarters would be made by food brokers handling gourmet products rather than by brokers used to the handling of high-volume canned goods.

For the first time in its experience, Brooks planned to undertake an extensive consumer advertising program. A small Los Angeles advertising agency with slight experience in handling food products was appointed. However, by the time the agency had been selected and oriented to the marketing program, the time remaining before the scheduled introduction did not allow for the preparation of magazine advertisements or filmed television commercials. In order to break into the consumer market at the time of the scheduled product introduction on October 1, a consumer advertising program using newspapers, live television commercials, and radio was prepared. Except for the product introduction period, however, relatively little thought was given during the summer planning sessions to the total amount of money required to support the new product with consumer advertising.

A number of circumstances combined to prevent the introduction of the product in October as originally planned. No one had assumed personal responsibility for package design and production was held up three weeks while the company waited for supplies of packaging materials. Brooks was forced to move very rapidly to obtain a package, and he was the first to admit that the result was neither very well designed functionally nor attractive from a promotional point of view. Time was short, however, and there was no choice but to use this package or abandon the project for the present season and possibly altogether, depending on competitive conditions.

A hastily put together advertising campaign was introduced in November. However, advertising costs had been greatly underestimated, so that the intensity of the campaign was much lower than Brooks had anticipated, even with the limited budget. As a result, most of the budget was allocated to newspapers and radio. Moreover, problems with the scripting of the TV commercials delayed broadcasting until the beginning of December. Newspaper advertisements and radio commercials did commence, however, as planned.

The new product was finally launched in mid-December. However, by February, two major competitors began marketing similar products. Shortly thereafter, a market research survey was sponsored by Brooks to determine whether the Velsuvio name made a favorable impression on housewives. The results of the survey were negative. Only twenty-two percent of the housewives interviewed could recall the Velsuvio name and of those, only twelve percent had tried the products. Consumer evaluation of the product line was far from encouraging. Of those who had tried the product for the first time, only four percent stated that they would buy it again.

Another indication that worried Brook's management was that few major food chains showed interest in the line. By mid-year, Brook's product sales were so poor that management established a special committee to determine without delay what immediate steps might be taken to reverse the poor sales record of Velsuvio.

DIRECTIONS: The questions that follow relate to the preceding passage. Evaluate, in terms of the passage, each of the items given. Then select your answer from one of the following classifications and blacken the corresponding space on the answer sheet.

- (a) A MAJOR OBJECTIVE in making the decision: one of the goals sought by the decision maker.
- (b) A MAJOR FACTOR in making the decision: an aspect of the problem, specifically mentioned in the passage, that fundamentally affects and/or determines the decisions.
- (c) A MINOR FACTOR in making the decision: a less important element bearing on or affecting a Major Factor, rather than a Major Objective directly.
- (d) A MAJOR ASSUMPTION in making the decision: a projection or supposition arrived at by the decision maker before considering the factors and alternatives.

Questions:

1. Possibility of using existing production facilities in manufacturing *Velsuvio* products.
2. Likelihood of achieving wide consumer acceptance of the *Velsuvio* line.
3. Company growth and expansion.
4. The name Valencia better described the gourmet image.
5. The popularity of high-priced Italian restaurants in the U.S.
6. Depth of Brooks' expertise in the sale of consumer products.
7. Market survey results.
8. Estimated cost of advertising campaign.
9. National distribution of the *Velsuvio* line.
10. Brook's inability to attract outside capital.
11. Delay in launching *Velsuvio* line.
12. Difficulties with new package design.

13. Need for a "gourmet" Italian food line.
14. Market entry of competitors.
15. Obtaining packaging materials.
16. Introducing the new product on October 1.
17. Interest of major food chains in *Velsuvio*.
18. Scripting of TV commercials.
19. Consumer's preference of media of advertisement.
20. Target segment would perceive Velsuvia as a gourmet range of products.

SECTION – II

PASSAGE COMPREHENSION

PASSAGE I

A sanctuary may be defined as a place where Man is passive and the rest of Nature active. Till quite recently Nature had her own sanctuaries, where man either did not go at all or only as a tool-using animal in comparatively small numbers. But now, in this machinery age, there is no place left where man cannot go with overwhelming forces at his command. He can strangle to death all the nobler wild life in the world to-day. To-morrow he certainly will have done so, unless he exercises due foresight and self-control in the mean time.

There is not the slightest doubt that birds and mammals are now being killed off much faster than they can breed. And it is always the largest and noblest forms of life that suffer most. The whales and elephants, lions and eagles, go. The rats and flies, and all mean parasites, remain. This is inevitable in certain cases. But it is wanton killing off that I am speaking of to-night. Civilized man begins by destroying the very forms of wild life he learns to appreciate most when he becomes still more civilized. The obvious remedy is to begin conservation at an earlier stage, when it is easier and better in every way, by enforcing laws for close seasons, game preserves, the selective protection of certain species, and sanctuaries.

I have just defined a sanctuary as a place where man is passive and the rest of Nature active. But this general definition is too absolute for any special case. The mere fact that man has to protect a sanctuary does away with his purely passive attitude. Then, he can be beneficially active by destroying pests and parasites, like bot-flies or mosquitoes, and by finding antidotes for diseases like

the epidemic which periodically kills off the rabbits and thus starves many of the carnivora to death. But, except in cases where experiment has proved his intervention to be beneficial, the less he upsets the balance of Nature the better, even when he tries to be an earthly Providence.

Questions:

21. The author implies that his first definition of a sanctuary is
- | | |
|------------------|------------------------|
| a. Totally wrong | b. Somewhat idealistic |
| c. unhelpful | d. indefensible |
22. The author's argument that destroying bot-flies and mosquitoes would be a beneficial action is most weakened by all of the following except
- | |
|---|
| a. parasites have an important role to play in the regulation of populations |
| b. the elimination of any species can have unpredictable effects on the balance of nature |
| c. the pests themselves are part of the food chain |
| d. these insects have been introduced to the area by human activities |
23. It can be inferred that the passage is
- | |
|---|
| a. part of an article in a scientific journal |
| b. extracted from the minutes of a nature club |
| c. part of a speech delivered to an educated audience |
| d. a speech delivered in a court of law |
24. What should be the most appropriate central idea of this passage
- | |
|--|
| a. Author argues that man kills big animals but saves mosquitoes and other parasites. |
| b. Man is selfish by nature so he is up against the wild life which is harmful for his survival |
| c. Ecological balance, if not maintained by man will be harmful in long run. |
| d. Author proposes a programme for not disturbing the balance of nature as it is beneficial for mankind. |
25. Tone of the Author as expressed in the passage can be best described
- | | |
|------------------------------|---|
| a. Descriptive to analytical | b. Sarcastically humorous |
| c. Objective to narrative | d. Sarcastically critical to suggestive |

PASSAGE II

Care should be taken when submitting manuscripts to book publishers. A suitable publisher should be chosen, by a study of his list of publications or an examination in the bookshops of the type of books in which he specializes. It is a waste of time and money to send the typescript of a novel to a publisher who publishes no fiction, or poetry to one who publishes no verse, though all too often this is done. A preliminary letter is appreciated by most publishers, and this should outline the nature and extent of the typescript and enquire whether the publisher would be prepared to read it (writers have been known to send out such letters of enquiry in duplicated form, an approach not calculated to stimulate a publisher's interest). It is desirable to enclose the cost of return postage when submitting the typescript and finally it must be understood that although every reasonable care is taken of material in the Publishers' possession, responsibility cannot be accepted for any loss or damage thereto.

Authors are strongly advised not to pay for the publication of their work. A reputable publisher will undertake its publication at his own expense, except possibly for works of an academic nature.

Questions:

26. In view of the writer –
- The publisher will stick to his line of publication only.
 - The publisher who does not publish the other books, may not understand the ingredients and pattern of publication.
 - Publisher will not devote time to the Editing and reading the material which is not of its line of publication.
 - Any publisher, not publishing the stuff of other type will not be able to do justice with the manuscript.
27. As per the passage
- Introductory letter, as it helps in publication, must be invariably sent.
 - The letters must have the contents in detail, to make the publisher read the same while devoting sufficient time.
 - A well worded and concise letter must be sent with manuscript to enable the publisher to have a glimpse of the manuscript.
 - More than one copy of the Preliminary/introductory letter must be submitted.

28. According to the writer
- Paying for the publication expenses will help in publication of the manuscript.
 - Although the publisher would pay for the return expenses, no publication expenses will be borne by the publisher.
 - Reputed publisher would publish the manuscript on its own expenses.
 - Good publishers sometimes defer the publication according to the demand.
29. Give the suitable Central idea of the passage
- Manuscripts when sent for publication must have preliminary letter in more than one copy with cost of publication.
 - Manuscripts must be submitted to reputed publisher, who publishes the material of that kind with a brief letter and cost of return expenses.
 - The manuscripts before submission, must be personally discussed with the publishers, along with a letter and making it clear with him that only a part of publication expenses will be borne by the writer.
 - While submitting the manuscripts for publication, all the details are to be made abundantly clear with the publisher in writing along with the share of expenses. Any reputed publisher can be selected who may publish the manuscript.

PASSAGE III

Some observers have attributed the dramatic growth in temporary employment that occurred in the United States during the 1980s to increased participation in the workforce by certain groups, such as first-time or reentering workers, who supposedly prefer such arrangements. However, statistical analyses reveal that demographic changes in the workforce did not correlate with variations in the total number of temporary workers. Instead, these analyses suggest that factors affecting employers account for the rise in temporary employment. One factor is product demand: temporary employment is favored by employers who are adapting to fluctuating demand for products while at the same time seeking to reduce overall labor costs. Another factor is labor's reduced bargaining strength, which allows employers more control over the terms of employment. Given the analyses, which reveal that growth in temporary employment now far exceeds the level explainable by recent workforce entry rates of groups said to prefer temporary jobs, firms should be discouraged from creating excessive numbers of temporary positions. Government policymakers should consider mandating benefit coverage for temporary employees, promoting pay equity between temporary and permanent workers, assisting labor unions in organizing temporary workers, and encouraging firms to assign temporary jobs primarily to employees who explicitly indicate that preference.

30. The primary purpose of the passage is to
- present the results of statistical analyses and propose further studies.
 - explain a recent development and predict its eventual consequences.
 - identify the reasons for a trend and recommend measures to address it.
 - outline several theories about a phenomenon and advocate one of them describe the potential consequences of implementing a new policy and argue in favour of that policy.
31. According to the passage, which of the following is true of the “factors affecting employers” that are mentioned in lines 9-10?
- Most experts cite them as having initiated the growth in temporary employment that occurred during the 1980’s.
 - They may account for the increase in the total number of temporary workers during the 1980’s.
 - They were less important than demographic change in accounting for the increase of temporary employment during the 1980’s.
 - They included a sharp increase in the cost of labor during the 1980’s.
32. The passage suggests which of the following about the use of temporary employment by firms during the 1980’s?
- It enabled firms to deal with fluctuating product demand far more efficiently than they before the 1980’s.
 - It increased as a result of increased participation in the workforce by certain demograp groups.
 - It was discouraged by government-mandated policies.
 - It increased partly as a result of workers’ reduced ability to control the terms of their employment.
33. The passage suggests which of the following about the workers who took temporary jobs during the 1980’s?
- Their jobs frequently led to permanent positions within firms.
 - They constituted a less demographically diverse group than has been suggested.
 - They did not necessarily prefer temporary employment to permanent employment
 - Their pay declined during the decade in comparison with the pay of permanent employees.

34. The first sentence in the passage suggests that the observers mentioned in line 1 would be most likely to predict which of the following?
- a. That the number of new temporary positions would decline as fewer workers who preferred temporary employment entered the workforce.
 - b. That the total number of temporary positions would increase as fewer workers were able to find permanent positions
 - c. That employers would have less control over the terms of workers' employment as workers increased their bargaining strength.
 - d. That more workers would be hired for temporary positions as product demand increased.
35. In the context of the passage, the word "excessive" (line 21) most closely corresponds to which of the following phrases?
- a. Far more than can be justified by worker preferences
 - b. Far more than can be explained by fluctuations in product demand.
 - c. Far more than can be beneficial to the success of the firms themselves.
 - d. Far more than can be accounted for by an expanding national economy.
36. The passage mentions each of the following as an appropriate kind of governmental action except
- a. getting firms to offer temporary employment primarily to a certain group of people.
 - b. encouraging equitable pay for temporary and permanent employees
 - c. facilitating the organization of temporary workers by labor unions.
 - d. establishing guidelines on the proportion of temporary workers that firms should employ

PASSAGE IV

In nearly all human populations a majority of individuals can taste the artificially synthesized chemical phenylthiocarbonyl (PTC). However, the percentage varies dramatically from as low as 60% in India to as high as 95% in Africa. That this polymorphism is observed in non-human primates as well indicates a long evolutionary history which, although obviously not acting on PTC, might reflect evolutionary selection for taste discrimination of other, more significant bitter substances, such as certain toxic plants.

A somewhat more puzzling human polymorphism is the genetic variability in earwax, or cerumen, which is observed in two varieties. Among European populations 90% of individuals have a sticky yellow variety rather than a dry, gray one, whereas in northern China these numbers are approximately the reverse. Perhaps like PTC variability, cerumen variability is an incidental expression of something more adaptively significant. Indeed, the observed relationship between cerumen and odorous bodily secretions, to which non-human primates and, to a lesser extent humans, pay attention suggests that during the course of human evolution genes affecting body secretions, including cerumen, came under selective influence.

Questions:

37. It can be inferred from the passage that human populations vary considerably in their
- sensitivity to certain bodily odors
 - ability to assimilate artificial chemicals
 - vulnerability to certain toxins found in plants
 - ability to discern bitterness in taste
38. Which of the following provides the most reasonable explanation for the assertion in the first paragraph that evolutionary history "obviously" did not act on PTC?
- PTC is not a naturally occurring chemical but rather has been produced only recently by scientists.
 - Most humans lack sufficient taste sensitivity to discriminate between PTC and bitter chemicals occurring naturally.
 - Variability among humans respecting PTC discrimination, like variability respecting earwax, cannot be explained in terms of evolutionary adaptivity.
 - Unlike non-human primates, humans can discriminate intellectually between toxic and non-toxic bitter substances.
39. Which of the following best expresses the main idea of the passage?
- Artificially synthesized chemicals might eventually serve to alter the course of evolution by desensitizing humans to certain tastes and odors.
 - Some human polymorphisms might be explained as vestigial evidence of evolutionary adaptations that still serve vital purposes in other primates.
 - Sensitivity to taste and to odors have been subject to far greater natural selectivity during the evolution of primates than previously thought.
 - Polymorphism among human populations varies considerably from region to region throughout the world.

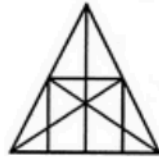
40. It can be inferred from the passage that
- The amount of bodily odours and secretion that take place reduce at each stage of evolution.
 - The extent of attention paid by non-human primates to body secretions is much higher than that of the more evolved human species.
 - Artificially synthesized chemicals have impaired the extent of sensitivity that human beings have to body secretions.
 - All of these

SECTION – III

ANALYTICAL REASONING

41. If $A + B$ means A is the mother of B; $A - B$ means A is the brother B; $A \% B$ means A is the father of B and $A \times B$ means A is the sister of B, which of the following shows that P is the maternal uncle of Q?
- $Q - N + M \times P$
 - $P + S \times N - Q$
 - $P - M + N \times Q$
 - $Q - S \% P$
42. 138, 142, 146, 150, ?, 142, 138
- 148
 - 140
 - 146
 - 144
43. A, P, R, X, S and Z are sitting in a row. S and Z are in the centre. A and P are at the ends. R is sitting to the left of A. Who is to the right of P ?
- A
 - X
 - S
 - Z
44. Pointing to a man, a woman said, "His mother is the only daughter of my mother." How is the woman related to the man?
- Mother
 - Daughter
 - Sister
 - Grand Mother
45. Satish starts from his house and takes two right turns and then one left turn. Now he is moving towards south. In which direction Satish started from his house?
- North
 - West
 - South
 - East
46. If PUNCTUAL can be written as 47819765, how can LUNA be written in that code?
- 7586
 - 5678
 - 5786
 - 5867

47. Which is odd?
Tortoise, Crab, Frog, Fish
- a. Tortoise b. Crab
c. Frog d. Fish
48. What is the number of straight lines and the number of triangles in the given figure.



- a. 10 straight lines and 34 triangles
b. 9 straight lines and 34 triangles
c. 9 straight lines and 36 triangles
d. 10 straight lines and 36 triangles
49. Answer the following questions based on information given below:
The proportion of male students and the proportion of vegetarian students in a school are given below. The school has a total 800 of students, 80% of whom are in the secondary section and rest equally divided between class 11 and 12

	Male (M)	Vegetarian (V)
Class 12	0.60	–
Class 11	0.55	0.50
Secondary Section	–	0.55
Total	0.475	0.53

What is the percentage of vegetarian students in class 12?

- a. 40 b. 45
- c. 50 d. 55
50. Which is odd?
- Jeevan Raksha Padak, ParamVir Chakra, Padma Bhusan, Bharat Ratna
- a. Jeevan Raksha Padak b. ParamVir Chakra
- c. Padma Bhusan d. Bharat Ratna
51. If DARE is coded as 1083 and FATE is coded as 2093, then FARE is coded as?
- a. 2083 b. 8320
- c. 2038 d. 3802

52. A, B, C and D are to be seated in a row. But C and D cannot be together. Also B cannot be at the third place.

Which of the following must be false?

- | | |
|----------------------------|-----------------------------|
| a. A is at the first place | b. A is at the second place |
| c. A is at the third place | d. A is at the fourth place |

Read the information given below and then answer the questions 53 to 56. There is a family of six persons P, Q, R, S, T and U. Their professions are Engineer, Doctor, Teacher, Salesman, Manager and Lawyer.

- (i) There are two married couples in the family.
- (ii) The Manager is the grandfather of U, who is an Engineer
- (iii) R, the Salesman, is married to the lady Teacher
- (iv) Q is the mother of U and T.
- (v) The Doctor, S is married to the Manager.

53. How many male members are there in the family?

- | | |
|---------|--------------------|
| a. Two | b. Three |
| c. Four | d. Data inadequate |

54. What is the profession of P?

- | | |
|------------|----------------------|
| a. Lawyer | b. Lawyer or Teacher |
| c. Manager | d. None of these |

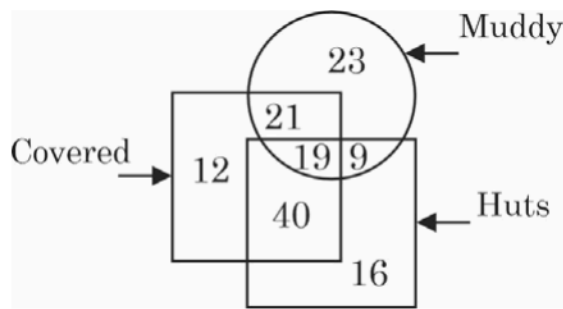
55. Who are the two married couples in the family?

- | | |
|--------------|--------------|
| a. PQ and SR | b. RU and ST |
| c. PT and SR | d. PS and RQ |

56. How P is related to T?

- | | |
|-----------|-----------------|
| a. Father | b. Grand Father |
| c. Mother | d. Grand Mother |

57. In the given figure, how many huts are covered and muddy?



- a. 28
 - b. 40
 - c. 33
 - d. 19
58. $8(6+5) - 10 = ?$
- a. 76
 - b. 78
 - c. 80
 - d. 82

59. Statements : Some ants are parrots.
 All the parrots are apples.

Conclusions: (1) All the apples are parrots.
 (2) Some ants are apples.

- a. Only (1) conclusion follows
- b. Only (2) conclusion follows
- c. Either (1) or (2) follows
- d. Neither (1) nor (2) follows

60. At dusk, Raman started walking facing the sun. After a while, he met his friend and both turned to their left. They halted for a while and started moving by turning again to their right. Finally Raman waved 'good bye' to his friend and took a left turn at a corner. At which direction is Raman moving now?

- a. South
- b. West
- c. North
- d. East

SECTION – IV**DATA SUFFICIENCY**

DIRECTIONS: Data sufficiency problems consist of a question and two statements, labelled (I) and (II), in which certain data are given. You have to decide whether the data given in the statements are sufficient for answering the question. Use the data given, plus your knowledge of mathematics and every day facts, to mark your answer as

- a. If the question can be answered with the help of statement I alone
 - b. If the question can be answered with the help of statement II, alone
 - c. If both, statement I and statement II are needed to answer the question, and
 - d. If the question cannot be answered even with the help of both the statements
61. Among P,Q,R,S,T, and U who is the heaviest?
- I. P is heavier than T and U and he is the second heaviest in the group
 - II. S is heavier than Q but not the heaviest.
62. Which direction is Raju facing at the moment?
- I. Raju took 2 consecutive right turns after covering a distance of 6m to reach the point X.
 - II. After walking 4m early morning from point X, Raju is facing opposite direction of the sun.
63. Which of the five trains A, B, C, D and E is the best?
- I. D train is better than E train, A train and C train but not as good as B train
 - II. D train is better than C train but not as good as B which is better than E train

64. How is W related to Y ?
I. W is the son of Y's grandfather X
II. The sister of Y is mother of W's son Z
65. Is $xy < 15$?
I. $0.5 < x < 1$, and $y^2 = 144$
II. $x < 3$, $y < 5$
66. What is the length of a running train crossing another 180 metre long train running in the opposite direction?
I. The relative speed of the two trains was 150 kmph
II. The trains took 9 seconds to cross each other
67. A man mixes two types of rice (X and Y) and sells the mixture at the rate of Rs.17 per kg. Find his profit percentage.
I. The rate of X is Rs. 20 per kg
II. The rate of Y is Rs. 13 per kg
68. How much time did X take to reach the destination?
I. The ratio between the speed of X and Y is 3 : 4
II. Y takes 36 minutes to reach the same destination
69. What is the two-digit number whose first digit is a and the second digit is b ? The number is greater than 9.
I. The number is multiple of 51
II. The sum of the digits a and b is 6
70. Raj, Anu and Vinu started a business together. In what proportion would the annual profit be distributed among them?
I. Raj got one-fourth of the profit
II. Raj and Vinu contributed 75% of the total investment
71. What is the speed of the boat in still water?
I. The boat covers a distance of 48 kms in 6 hours while running upstream
II. The boat covers the same distance in 4 hours while running downstream
72. What is the height of a circular cone?
I. The area of that cone is equal to the area of a rectangle whose length is 33 cm
II. The area of the base of that cone is 154 sq. cm

73. How many daughters does M have?
- I. P and Q are the only daughters of N.
 - II. D is brother of P and son of M
74. On which day of the week did Sanjay visit Mumbai?
- I. Sanjay returned to Hyderabad from Mumbai on Thursday.
 - II. Sanjay left Hyderabad on Monday for Mumbai
75. City M is situated in which direction with respect to city D.
- I. City K is to the south of city P.
 - II. City M is to the north of city R, which is to the west of city D.
76. In a certain code 'al ed nop' means 'We play chess'. Which code word means "chess"?
- I. 'id nimnop' means 'We are honest'.
 - II. 'gob otsaf' means 'They play cricket'.
77. The average age of P, Q, R and S is 30 years. How old is R?
- I. The sum of ages of P and R is 60 years
 - II. S is 10 years younger than R
78. A and B together can complete a task in 7 days. B alone can do it in 20 days. What part of the work was carried out by A?
- I. A completed the job alone after A and B worked together for 5 days
 - II. Part of the work done by A could have been done by B and C together in 6 days
79. What is the colour of the fresh grass?
- I. Blue is called green, red is called orange, orange is called yellow.
 - II. Yellow is called white, white is called black, green is called brown and brown is called purple.
80. What is Mala's position from the right end in a row of children?
- I. There are 10 children between Mala and Kala.
 - II. Tara is twentieth from the left end of the row of children.

SECTION – V**BUSINESS COMMUNICATION**

DIRECTIONS (81–90) : In this section you are required to spot errors in sentences. Choose and mark the part/sentence with the error.

81. With utmost respect to the Supreme Court, it is absolutely incorrect to state domestic violence is gender-neutral.
- a. With utmost respect
 - b. To the supreme court
 - c. It is absolutely incorrect to state
 - d. Domestic violence is gender neutral
82. The leadership dialogue recognized that we are living in a period of immense turbulence, disruption and even subversion.
- a. The leadership dialogue recognized
 - b. That we are living in
 - c. A period of immense turbulence
 - d. Disruption and even subversion
83. The efforts of the central government in ensuring food security should be replicated in States that are ought to fully implement the Act and reform their respective distribution systems.
- a. The efforts of the central government in ensuring food security
 - b. Should be replicated in states that
 - c. Are ought to fully implement the act
 - d. And reform their respective distribution systems
84. The committee has been given a wide-ranging mandate that included examining the feasibility of a national law to ban cow slaughter by amending the Constitution.
- a. The committee has been given a wide ranging
 - b. Mandate that included examining the feasibility
 - c. Of a national law to ban cow
 - d. Slaughter by amending the constitution

85. We are always looking for ways to operate effectively to serve our members. This requires as to review our corporate structure to ensure that we are organized in the right way to best meet the needs of our members.
- We are always looking for ways to operate
 - Effectively to serve our members
 - This requires as to review our corporate structure to ensure
 - That we are organized in the right way to best meet the needs of our members
86. The parent company have given a mandate to either turn around the business or face a massive scale down, said another person aware of Walmart's plans.
- The parent company have given a mandate
 - To either turn around the business or
 - Face a massive scale down
 - Said another person aware of Walmart's plans
87. "The government has taken a position to wait and watch and there is no need to panic," the minister said
- The government has taken
 - A position to wait and watch
 - And there is no need to panic
 - No error
88. Thousands of people were forced to evacuate their homes around Taal, one of the world's smallest active volcano which spewed ash for the second day from its crater in the middle of the lake.
- Thousands of people were forced to
 - Evacuate their homes around Taal, one of the world's smallest active volcano
 - Which spewed ash for the second day
 - From its crater in the middle of the lake

89. The top banks are getting ready to roll out a system that gives consumers access to a wide swath of their financial data and allow them to share it instantly.
- a. The top banks are getting ready to roll out
 - b. A system that gives consumers access to
 - c. A wide swath of their financial data and
 - d. Allow them to share it instantly
90. Scientists are still trying to understand how the firestorms are created although weather, terrain, vegetation and characteristics of the fire itself play a role.
- a. Scientists are still trying to
 - b. Understand how the firestorms
 - c. Are created although weather, terrain, vegetation
 - d. And characteristics of the fire itself play a role

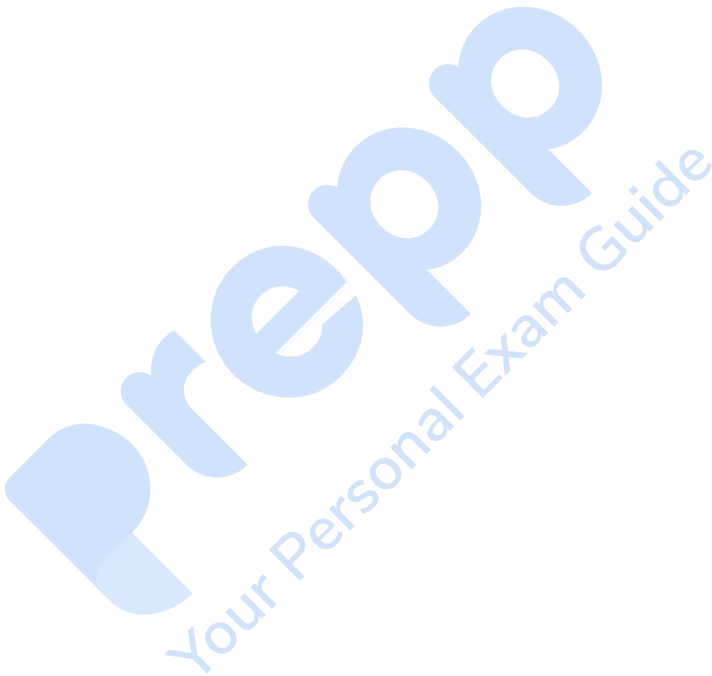
DIRECTIONS (91–95) : Choose the synonym for the words given:

91. Embers
- a. Crystal
 - b. Flakes
 - c. Frost
 - d. Coal
92. Profuse
- a. Economical
 - b. Sporadic
 - c. Abundant
 - d. Thrifty
93. Delving
- a. Inquisition
 - b. Scratch
 - c. Dabble
 - d. Skim
94. Derogatory
- a. Complimentary
 - b. Belittling
 - c. Flattering
 - d. Laudative
95. Skirmish
- a. Concorde
 - b. Truce
 - c. Hassle
 - d. Armistice

DIRECTIONS (96–100): Pick out the most effective word to make the sentence meaningfully complete

96. We are familiar with the _____ ‘A book should not be judged by its cover’.
- a. Absurdity b. Quibble
- c. Maxim d. Paradox
97. I must appreciate the extensive effort made by your staff in organizing the interview. Their attitude was highly
- a. Dishonourable b. Commendable
- c. Contemtible d. Reprehensible
98. Surveillance cameras are _____ these days. These cameras have obvious benefits.
- a. Ubiquitous b. Unique
- c. Sporadic d. Freakish
99. Jobs are stagnant from the past few years. Unemployment is a sheer waste of manpower. Corruption, bribery and _____ favour the undeserving job seekers.
- a. Fair mindedness b. Nepotism
- c. Disinterest d. Objectivity
100. Time management is a division of one's time in a proper way. We should make the best use of time because our life is transient like a morning
- a. Reverie b. Actuality
- c. Proximity d. Truth

FOR ROUGH WORK



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