

**Directions of Test**

| Test Name | Actual IIFT 2019 Paper | Total Questions | 110 | Total Time | 120 Mins |
|-----------|------------------------|-----------------|-----|------------|----------|
|-----------|------------------------|-----------------|-----|------------|----------|

| Section Name                         | No. of Questions | Marks per Question | Negative Marking |
|--------------------------------------|------------------|--------------------|------------------|
| Quantitative Ability                 | 25               | 3                  | 1/3              |
| Verbal Usage & Reading Comprehension | 35               | 3                  | 1/3              |
| DI & Reasoning                       | 30               | 3                  | 1/3              |
| GK                                   | 20               | 1.5                | 1/2              |

**Section : Quantitative Ability**

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 1**

Consider the equation:

$$|x-5|^2 + 5|x-5| - 24 = 0$$

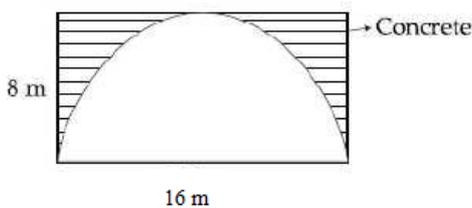
The sum of all the real roots of the above equation is :

- A) 2    B) 3    C) 8    D) 10

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 2**

Consider a cuboidal underground tunnel of length 500 m whose cross-section is given in the figure, if 1 m<sup>3</sup> of concrete costs 1000 rupees, find the amount of money needed to build the tunnel.



- A)  $8(4-\pi) 10^6$  rupees    B)  $64(4-\pi) 10^6$  rupees    C)  $16(4-\pi) 10^6$  rupees    D)  $32(4-\pi) 10^6$  rupees

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 3**

An E-rickshaw owner makes 24 trips a month with 4 passengers per trip. If his interest cost for purchaser of E- rickshaw is Rs. 120/month, he earns 15 percent profit a month (Profit is the difference between revenue and cost). What will be the approximate percentage profit for the same month if the owner undertakes 20 trips a month with 5 passengers and his interest cost is reduced by 10 percent for the month?

- Assume- : (a) Total cost to be proportional to the interest cost;  
 (b) Revenue per passenger is the same in both cases.

- A) 33.33    B) 66.67    C) 72    D) 100

**DIRECTION for the question:** Solve the following question and mark the best possible option.

**Question No. : 4**

Joseph is in a dilemma. He has been offered a job which would pay him Rs. 80,000 per month for first three years and Rs. 1,20,000 per month for the next three years, and Rs. 1,50,000 per month for the remaining four years. He has also been offered an MBA at a prestigious place and he is considering whether to accept the job or go for the MBA. The first year tuition fee for the MBA program is Rs. 16,00,000 and the second year tuition fee for the MBA program is Rs. 20,00,000. After MBA, he'll get a salary of Rs. 2,00,000 per month for the first four years and then Rs. 2,50,000 per month for the remaining four years. What will be the approximate percentage gain for Joseph in opting for the MBA instead of the job in the 10 years horizon considering no discounting of money?

- A) 23%   B) 25%   C) 27%   D) 29%

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 5**

A group of women in a society decided to execute interior and exterior decoration of the society in a week's time. Since 11 women dropped out every day from the second day, the entire decoration was completed on 12<sup>th</sup> day. How many women participated at the beginning? (Answer to the nearest integer)

- A) 137   B) 141   C) 145   D) 148

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 6**

Rohit purchased a cistern which had a leakage. The cistern can be filled by two inlet pipes which can individually fill the cistern in 12 min and 15 min respectively. Despite leakage, the two inlet pipes together can fill the cistern in 20 min. How long will it take to completely full the cistern due to Leakage?

- A) 10 min   B) 12 min   C) 15 min   D) 16 min

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 7**

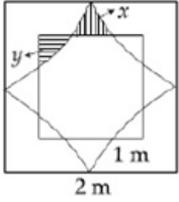
Ms. Debjani after her MBA graduation wants to have a start-up of her own. For this, she uses Rs. 8,00,000 of her own savings and borrows Rs. 12,00,000 from a public sector bank under MUDRA Scheme. As per the agreement with the bank, she is supposed to repay the principle of this loan equally over the period of the loan which is 25 years. Two years after taking the first loan, she borrowed an additional loan of Rs. 8,00,000 to finance expansion plan of her start-up. If Ms. Debjani clears all her loans in 25 years from the date of taking the first loan, how much total interest she has to pay on her initial borrowing? Assume simple interest rate at 8 percent per annum.

- A) 12,48,000   B) 12,84,000   C) 14,20,000   D) 12,96,000

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 8**

A square of Length 1 m is inside a square of length 2 m and four quarter elides are joined as shown in the figure. The value, of  $y-x$  is given by.



- A)  $\frac{8-\pi}{10}$    B)  $\frac{4-\pi}{5}$    C)  $\frac{2\pi-1}{8}$    D)  $\frac{\pi-3}{4}$

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 9**

The number  $37^{371} - 26^{371}$  is divisible by:

- A) 10   B) 11   C) 12   D) 15

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 10**

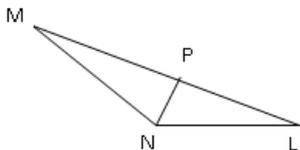
You travel by Delhi Metro everyday from Botanical Garden, Noida to Hauz Khas, Delhi. At Hauz Khas metro station, you use an escalator to get out from the station. The escalator takes 80 seconds. One day, escalator was not working and you walk up the escalator in 50 seconds. How many minutes does it approximately take you to walk down the working escalator?

- A) 1.5 minutes   B) 2.2 minutes   C) 2.8 minutes   D) 2.6 minutes

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 11**

In  $\triangle MNL$ , line  $NP$  bisects the angle  $MNL$ . If  $NP : NL = 2 : 3$  and angle  $MNL = 120^\circ$ . Then  $NP : NL : MN$  is:



- A) 2 : 3 : 4   B) 2 : 3 : 6   C) 2 : 3 : 5   D) 2 : 3 : 9

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 12**

A motorboat takes the passengers from Rishikesh to Haridwar and back. Both the cities, Rishikesh and Haridwar are located on the banks of River Ganga. During Kumbh Mela, to earn more money, the owner of the motorboat decided to have more trips from Rishikesh to Haridwar and back, so he increased the speed of the motorboat in still water, by 50%. By increasing the speed, he was able to cut down the travel time from Rishikesh to Haridwar and back, by 60%. What is The ratio of the speed of motorboat in still water to that of the speed of river Ganga?

- A)  $\frac{\sqrt{11}}{\sqrt{6}}$     B) 11/6    C)  $\frac{\sqrt{3}}{\sqrt{2}}$     D)  $\frac{\sqrt{3}}{\sqrt{2}}$

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 13**

Nawab has two sons Saif and Amir who have export businesses. Nawab's satisfaction/utility level is given by adding twice of the satisfaction level of Saif with the satisfaction level of Amir. If Saif makes a profit of Rs.100, his satisfaction level goes up by 10% and if he suffers a loss of Rs.100, his satisfaction level goes down by 10%. If Amir makes a profit of Rs. 100, his satisfaction level goes up by 5% and if he suffers a loss of Rs. 100, his satisfaction level goes down by 15%. Currently, Nawab's satisfaction level is 24 and the satisfaction level of Saif is same as the satisfaction level of Amir. If Saif makes a profit of Rs.100 and Amir suffers a loss of Rs. 100, what is the approximate percentage change in Nawab's satisfaction level?

- A) 1.25%    B) 1.33 %    C) 1.5%    D) 1.66%

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 14**

Monika buys a Samsung's 360 litre refrigerator from M/ s Cold rush Agencies for Rs. 42,000. She makes a down payment of Rs. 12,000 and the remaining amount in 4 equal half yearly installments. If M/s Coldrush Agencies charge an interest of 10% per annum, approximately what amount Monika has to pay every six month?

- A) Rs. 8130    B) Rs. 8600    C) Rs. 8460    D) Rs. 8620

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 15**

A man standing on the line joining the two poles finds that The top of the poles make an angle of elevation of 60° and 45° respectively. After walking for some time towards the other pole, the angles change to 30° and 60° respectively. The ratio of the height of the poles is:

- A)  $\frac{\sqrt{3}-1}{2}$     B)  $\frac{\sqrt{3}+1}{2}$     C)  $\frac{\sqrt{3}-1}{4}$     D)  $\frac{\sqrt{3}+1}{4}$

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 16**

According to birth registration data available with the South Delhi Municipal Corporation, 7 babies were born in a particular week in a private hospital. What is the probability that three babies were born on the same day of the week?

- A)  $1800/7^5$     B)  $1600/7^7$     C)  $2100/7^7$     D)  $2400/7^5$

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 17**

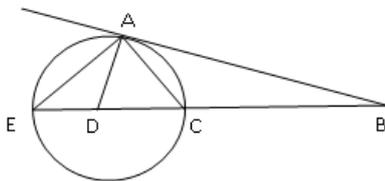
If  $x=8-\sqrt{32}$  and  $y=2+\sqrt{2}$ , then  $\left(x+\frac{1}{y}\right)^2$  is given by :

- A)  $\frac{16}{25}x^2$    B)  $\frac{64}{81}y^2$    C)  $\frac{25}{16}y^2$    D)  $\frac{81}{64}x^2$

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 18**

AB is the tangent on the circle at point A. The line BC meets the circle at points C and E. Line AD bisects the angle EAC. If angle EAC = 60° and angle BAC : angle ACB = 2 : 5. Find angle ABC:



- A) 40°   B) 60°   C) 30°   D) None of the options

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 19**

KBC restaurant chain regularly conducts survey of its customers. The customers are asked to rate the food quality, service and price as Excellent, Good and Fair. Customers are also asked whether they would come back. It was found that 76% of customers say that they will come back. Amongst those who say that they will come back, 57% rate the restaurant as Excellent, 36% rate it at Good and remainder rate it as Fair. Of those who say that they will not return, the respective values are 14%, 32% and 54%. What approximate percentage of customers rated the restaurant as good?

- A) 27.4%   B) 35 %   C) 51 %   D) 30.7%

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 20**

A cricket team has 11 players and each of them has played 20 matches till date. Vital, Rohit, Mahendra, Rahul and Shikhar have scored runs at an average of 60, 55, 50, 45 and 40 respectively. Rest of the players have scored at an average of 25 each. In the next 10 matches, Vital and Rohit each scored 900 runs whereas Mahendra scored twice that of Rahul. After 30 matches, if Virat's new average score is twice that of Rahul, what is the approximate average score of Mahendra?

- A) 49   B) 41   C) 43   D) 45

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 21**

In a triangle, the two longest side are 13 cm and 12 cm. The angles of the triangle are in arithmetic progression. The radius of the circle inscribed in this triangle is approximately :

- A)  $\sqrt{3}$  cm   B)  $(\sqrt{3}-1)$  cm   C) 2 cm   D) 1 cm

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 22**

If the co-ordinates of orthocentre and the centroid of a triangle ABC are  $(-5, 7)$  and  $(5, 5)$ , then the circumcentre of the triangle ABC is:

- A)  $(25, 1)$  B)  $(10, 4)$  C)  $(-5, 2)$  D)  $(0, 6)$

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 23**

400 students were admitted to the 2018-19 MBA batch. 200 of them did not choose "Business Statistics". 100 of them did not choose "International Management". There were 80 students who did not choose any of the two subjects. Find the number of students who chose both Business Statistics and International Management.

- A) 180 B) 220 C) 280 D) 300

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 24**

Four couples are to be seated in a circular table such that each couple sits together. In how many ways they can sit such that two males sit to the right of their female partners and the other two males sit to the left of their female partners?

- A) 36 B) 288 C) 1440 D) 720

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 25**

At what time between 2.00 pm and 3.00 pm, the two arms of a watch are completely opposite to each other?

- A) 2.40 pm B) 2.44 pm C) 2.45 pm D) 2.47 pm

**Section : Verbal Usage & Reading Comprehension**

**DIRECTIONS for the question:** Read the passage and answer the question based on it.

**Question No. : 26**

**Sustaining Versus Disruptive Innovation**

Successful companies, no matter what the source of their capabilities, are pretty good at responding to evolutionary changes in their markets-what in 'fire *Innovator's Dilemma* (Harvard business School, 1997), Clayton Christensen referred to as sustaining innovation. Where they run into trouble is in handling or initiating revolutionary changes in their markets or dealing with *disruptive innovation* (DI).

Sustaining technologies are innovations that make a product or service perform better in ways that customers in the mainstream market already value. Compaq's early adoption of Intel's 32-bit 386 microprocessor instead of the 16-bit 286 chip was a sustaining innovation. So was Merrill Lynch's introduction of its Cash Management Account, which allowed customers to write checks against their equity accounts. Those were breakthrough innovations that sustained the best customers of these companies by providing something better than had previously been available.

Disruptive innovations create an entirely new market through the introduction of a new kind of product or service, one that's actually worse, initially, as judged by the performance metrics that mainstream customers value. Charles Schwab's initial entry as a bare-bones discount broker was a disruptive innovation relative to the offerings of full-service brokers like Merrill Lynch. Merrill Lynch's best customers wanted more than Schwab-like services. Early personal computers were a disruptive innovation relative to mainframes and minicomputers. PCs were not powerful enough to run the computing applications that existed at the time they were introduced. These innovations were disruptive in that they didn't address the next-generation needs of leading customers in existing markets. They had other attributes, of course, that enabled new market applications to emerge-and the disruptive innovations improved so rapidly that they ultimately could address the needs of customers in the mainstream of the market as well.

Sustaining innovations are nearly always developed and introduced by established industry leaders, but those same companies never introduce-or cope well with-disruptive innovations. Why? Our resources-processes-values framework holds the answer. Industry leaders are organized to develop and introduce sustaining technologies. Month after month, year after year, they launch new and improved products to gain an edge over the competition. 'They do so by developing processes for evaluating the technological potential of sustaining innovations and for assessing their customers' needs for alternatives. Investment in sustaining technology also fits in with the values of leading companies in that they promise higher margins from better products sold to leading-edge customers.

Disruptive innovations occur so intermittently that no company has a routine process for handling them. Furthermore, because disruptive products nearly always promise lower profit margins per unit sold and are not attractive to the company's best customers, they're inconsistent with the established company's values. Merrill Lynch had the resources-the people, money and technology -required to succeed at the sustaining innovations (Cash Management Account) and the disruptive innovations (bare-bones discount brokering) that it has confronted in recent history). But its processes and values supported only the sustaining innovation : they became disabilities when the company needed to understand and confront the discount and on-line brokerage businesses.

The reason, therefore, that large companies often surrender emerging growth markets is that smaller, disruptive companies are actually more capable of pursuing them. Start-ups lack resources, but that doesn't matter. Their values can embrace small markets, and their cost structures can accommodate low margins. Their market research and resource allocation processes allow managers to proceed intuitively; every decision need not be backed by careful research and analysis. All these advantages add up to the ability to embrace and even initiate disruptive change.

How does the author differentiate between Sustaining Innovation (SI) and Disruptive Innovation (DI) ?

- A) SI is mainly for IT companies while DI is for banking sector
- B) SI requires companies to change at a faster pace while DI requires companies to move at a moderate pace.
- C) SI is a continuous process with incremental changes while DI occurs intermittently with larger consequences.
- D) SI can be managed only by companies having smaller workforce while DI can be managed by companies having large workforce.

**DIRECTIONS for the question:** Read the passage and answer the question based on it.

**Question No. : 27**

### **Sustaining Versus Disruptive Innovation**

Successful companies, no matter what the source of their capabilities, are pretty good at responding to evolutionary changes in their markets-what in 'fire *Innovator's Dilemma* (Harvard business School, 1997), Clayton Christensen referred to as sustaining innovation. Where they run into trouble is in handling or initiating revolutionary changes in their markets or dealing with *disruptive innovation* (DI).

Sustaining technologies are innovations that make a product or service perform better in ways that customers in the mainstream market already value. Compaq's early adoption of Intel's 32-bit 386 microprocessor instead of the 16-bit 286 chip was a sustaining innovation. So was Merrill Lynch's introduction of its Cash Management Account, which allowed customers to write checks against then equity accounts. Those were breakthrough innovations that sustained the best customers of these companies by providing something better than had previously been available.

Disruptive innovations create an entirely new market through the introduction of a new kind of product or service, one that's actually worse, initially, as judged by the performance metrics that mainstream customers value. Charles Schwab's initial entry as a bare-bones discount broker was a disruptive innovation relative to the offerings of full-service brokers like Merrill Lynch. Merrill Lynch's best customers wanted more than Schwab-like services. Early personal computers were a disruptive innovation relative to mainframes and minicomputers. PCs were not powerful enough to run the computing applications that existed at the time they were introduced. These innovations were disruptive in that they didn't address the next-generation needs of leading customers in existing markets. They had other attributes, of course, that enabled new market applications to emerge-and the disruptive innovations improved so rapidly that they ultimately could address the needs of customers in the mainstream of the market as well.

Sustaining innovations are nearly always developed and introduced by established industry leaders, but those same companies never introduce-or cope well with-disruptive innovations. Why? Our resources-processes-values framework holds the answer. Industry leaders are organized to develop and introduce sustaining technologies. Month after month, year after year, they launch new and improved products to gain an edge over the competition. 'They do so by developing processes for evaluating the technological potential of sustaining innovations and for assessing their customers' needs for alternatives. Investment in sustaining technology also fits in with the values of leading companies in that they promise higher margins from better products sold to leading-edge customers.

Disruptive innovations occur so intermittently that no company has a routine process for handling them. Furthermore, because disruptive products nearly always promise lower profit margins per unit sold and are not attractive to the company's best customers, they're inconsistent with the established company's values. Merrill Lynch had the resources-the people, money and technology -required to succeed at the sustaining innovations (Cash Management Account) and the disruptive innovations (bare-bones discount brokering) that it has confronted in recent history). But its processes and values supported only the sustaining innovation : they became disabilities when the company needed to understand and confront the discount and on-line brokerage businesses.

The reason, therefore, that large companies often surrender emerging growth markets is that smaller, disruptive companies are actually more capable of pursuing them. Start-up s lack resources, but that doesn't matter. Their values can embrace small markets, and their cost structures can accommodate low margins. Their market research and resource allocation processes allow managers to proceed intuitively; every decision need not be backed by careful research and analysis. All these advantages add up to the ability to embrace and even initiate disruptive change.

According to the author, smaller companies are better suited to pursue DI because:

- A) They can come up with better products and services in shorter duration of time.
- B) They have better trained workforce to pursue DI
- C) They are more enterprising and cost effective due to their size.
- D) New markets prefer start-ups as their products and services are cheaper

**DIRECTIONS for the question:** Read the passage and answer the question based on it.

**Question No. : 28**

### **Sustaining Versus Disruptive Innovation**

Successful companies, no matter what the source of their capabilities, are pretty good at responding to evolutionary changes in their markets-what in 'fire *Innovator's Dilemma* (Harvard business School, 1997), Clayton Christensen referred to as sustaining innovation. Where they run into trouble is in handling or initiating revolutionary changes in their markets or dealing with *disruptive innovation* (DI).

Sustaining technologies are innovations that make a product or service perform better in ways that customers in the mainstream market already value. Compaq's early adoption of Intel's 32-bit 386 microprocessor instead of the 16-bit 286 chip was a sustaining innovation. So was Merrill Lynch's introduction of its Cash Management Account, which allowed customers to write checks against then equity accounts. Those were breakthrough innovations that sustained the best customers of these companies by providing something better than had previously been available.

Disruptive innovations create an entirely new market through the introduction of a new kind of product or service, one that's actually worse, initially, as judged by the performance metrics that mainstream customers value. Charles Schwab's initial entry as a bare-bones discount broker was a disruptive innovation relative to the offerings of full-service brokers like Merrill Lynch. Merrill Lynch's best customers wanted more than Schwab-like services. Early personal computers were a disruptive innovation relative to mainframes and minicomputers. PCs were not powerful enough to run the computing applications that existed at the time they were introduced. These innovations were disruptive in that they didn't address the next-generation needs of leading customers in existing markets. They had other attributes, of course, that enabled new market applications to emerge-and the disruptive innovations improved so rapidly that they ultimately could address the needs of customers in the mainstream of the market as well.

Sustaining innovations are nearly always developed and introduced by established industry leaders, but those same companies never introduce-or cope well with-disruptive innovations. Why? Our resources-processes-values framework holds the answer. Industry leaders are organized to develop and introduce sustaining technologies. Month after month, year after year, they launch new and improved products to gain an edge over the competition. 'They do so by developing processes for evaluating the technological potential of sustaining innovations and for assessing their customers' needs for alternatives. Investment in sustaining technology also fits in with the values of leading companies in that they promise higher margins from better products sold to leading-edge customers.

Disruptive innovations occur so intermittently that no company has a routine process for handling them. Furthermore, because disruptive products nearly always promise lower profit margins per unit sold and are not attractive to the company's best customers, they're inconsistent with the established company's values. Merrill Lynch had the resources-the people, money and technology -required to succeed at the sustaining innovations (Cash Management Account) and the disruptive innovations (bare-bones discount brokering) that it has confronted in recent history). But its processes and values supported only the sustaining innovation : they became disabilities when the company needed to understand and confront the discount and on-line brokerage businesses.

The reason, therefore, that large companies often surrender emerging growth markets is that smaller, disruptive companies are actually more capable of pursuing them. Start-up s lack resources, but that doesn't matter. Their values can embrace small markets, and their cost structures can accommodate low margins. Their market research and resource allocation processes allow managers to proceed intuitively; every decision need not be backed by careful research and analysis. All these advantages add up to the ability to embrace and even initiate disruptive change.

The disadvantages of DI are that:

- A) The changes caused due to DI are not useful and do not address the needs of the customers,
- B) The product introduced due to DI have lower profit margins and small markets
- C) The product introduced due to DI require large investment and resources and change in policies.
- D) The changes caused due to DI can only be earned out of by large companies entering new markets.

**DIRECTIONS for the question:** Read the passage and answer the question based on it.

**Question No. : 29**

### **Sustaining Versus Disruptive Innovation**

Successful companies, no matter what the source of their capabilities, are pretty good at responding to evolutionary changes in their markets-what in 'fire *Innovator's Dilemma* (Harvard business School, 1997), Clayton Christensen referred to as sustaining innovation. Where they run into trouble is in handling or initiating revolutionary changes in their markets or dealing with *disruptive innovation* (DI).

Sustaining technologies are innovations that make a product or service perform better in ways that customers in the mainstream market already value. Compaq's early adoption of Intel's 32-bit 386 microprocessor instead of the 16-bit 286 chip was a sustaining innovation. So was Merrill Lynch's introduction of its Cash Management Account, which allowed customers to write checks against then equity accounts. Those were breakthrough innovations that sustained the best customers of these companies by providing something better than had previously been available.

Disruptive innovations create an entirely new market through the introduction of a new kind of product or service, one that's actually worse, initially, as judged by the performance metrics that mainstream customers value. Charles Schwab's initial entry as a bare-bones discount broker was a disruptive innovation relative to the offerings of full-service brokers like Merrill Lynch. Merrill Lynch's best customers wanted more than Schwab-like services. Early personal computers were a disruptive innovation relative to mainframes and minicomputers. PCs were not powerful enough to run the computing applications that existed at the time they were introduced. These innovations were disruptive in that they didn't address the next-generation needs of leading customers in existing markets. They had other attributes, of course, that enabled new market applications to emerge-and the disruptive innovations improved so rapidly that they ultimately could address the needs of customers in the mainstream of the market as well.

Sustaining innovations are nearly always developed and introduced by established industry leaders, but those same companies never introduce-or cope well with-disruptive innovations. Why? Our resources-processes-values framework holds the answer. Industry leaders are organized to develop and introduce sustaining technologies. Month after month, year after year, they launch new and improved products to gain an edge over the competition. 'They do so by developing processes for evaluating the technological potential of sustaining innovations and for assessing their customers' needs for alternatives. Investment in sustaining technology also fits in with the values of leading companies in that they promise higher margins from better products sold to leading-edge customers.

Disruptive innovations occur so intermittently that no company has a routine process for handling them. Furthermore, because disruptive products nearly always promise lower profit margins per unit sold and are not attractive to the company's best customers, they're inconsistent with the established company's values. Merrill Lynch had the resources-the people, money and technology -required to succeed at the sustaining innovations (Cash Management Account) and the disruptive innovations (bare-bones discount brokering) that it has confronted in recent history). But its processes and values supported only the sustaining innovation : they became disabilities when the company needed to understand and confront the discount and on-line brokerage businesses.

The reason, therefore, that large companies often surrender emerging growth markets is that smaller, disruptive companies are actually more capable of pursuing them. Start-up s lack resources, but that doesn't matter. Their values can embrace small markets, and their cost structures can accommodate low margins. Their market research and resource allocation processes allow managers to proceed intuitively; every decision need not be backed by careful research and analysis. All these advantages add up to the ability to embrace and even initiate disruptive change.

According to the passage, DI is more difficult for companies to adopt because :

- A) There is shortage of talented leaders who can implement DI successfully in their companies,
- B) There is lack of understanding in companies regarding advantages of DI particularly with regard to emerging markets.
- C) Duo to the geographical location of companies it becomes difficult to implement DI and coordinate with different divisions.
- D) The companies do not want to move out of their comfort zone and incur additional cost on implementing DI,

**DIRECTIONS for the question:** Read the passage and answer the question based on it.

**Question No. : 30**

A few years ago I was on ray boat with one of my employees, a great guy named Keenon; I was supposed to be giving him pep talk and performance review.

"When I think of what we do, I describe it as uncovering the riptide", I said.

"Uncovering the riptide," Keenon said.

"Yes, the idea is that we -you and I and everyone here -have the skills to identify the psychological forces that ate pulling us away from shore and use them to get somewhere more productive."

'Somewhere more productive,' Keenon said.

"Exactly'." I said. "To a place where we can .."

We had talked for about forty-five minutes when my son Brandon, who runs operations for the Black Swan Group, broke out laughing.

"I can't Take it anymore! Don't! you see ? Really, Dad, don't you see?" I blinked. Did I see what?

I asked him.

"All Keenon is doing is mirroring you. And he's been doing it for almost an hour"

"Oh," I said, mv face going red as Kccnon began to laugh.

He was totally right. Keenon had been playing with me the entire Time, using The psychological tool that works most effectively with assertive guys like me : the mirror.

Your personal negotiation style - and that of you counterpart - is formed through childhood, schooling, family, culture and a million other factors; by recognizing it you can identify your negotiating strengths and weaknesses (and those of your counterpart) and adjust your mind-set and strategies accordingly.

Negotiation style is a crucial variable in bargaining. If you don't know what instinct will tell you or the other side to do in various circumstances, you'll have massive trouble gaming out effective strategies and tactics. You and your counterpart have habits of mind and behaviour, and once you identify them you can leverage them in a strategic manner.

Just like Keenon did.

There's an entire library unto itself of research into the archetypes and behavioral profiles of all the possible people you're bound to meet at the negotiating table. It's flat-out overwhelming, so much so that it loses its utility. Over the last few years, in an effort primarily led by mv son Brandon, we've consolidated and simplified all that research, cross-referencing it with our experiences in the field and the case studies of our business school students, and found that people fall into three broad categories. Some people are Accommodators; others —like me —are basically Assertive; and the rest arc data-loving Analysts.

Accommodators think that as long as there is a free-flowing continuous exchange of information time is being well spent. They will yield a concession to appease or acquiesce and hope the other side reciprocates. The Assertive type believes time is money. For them, potting the solution perfect isn't as important as getting it done. Assertives are fiery people who love winning above all else, often at the expense of others. Analysts are methodical and diligent. They are not in a big rush. Instead, they believe that as long as they are working toward the best result in a thorough and systematic way, time is of little consequence. Their self-image is linked to minimizing mistakes.

Their motto is : As much time as it takes to get it right

A study of American lawyer-negotiators found that 65 percent of attorneys from two major U.S. cities used a cooperative style while only 24 percent were truly assertive. And when these lawyers were graded for effectiveness, more than 75 percent of the effective group came from the cooperative type; only 12 percent were Assertive. So if you're not Assertive, don't despair. Blunt assertion is actually counterproductive most of the time.

Remember, your personal negotiating style is not a straitjacket No one is exclusively one style. Most of us have the capacity to throttle up our non-dominant styles should the situation call for it. But there is one basic truth about a successful bargaining style: To be good, you have to learn to be yourself at the bargaining table. To be great you have to add to your strengths, not replace them.

'Even' wasted minute is a wasted dollar' is best associated with :

- A) The Analysts   B) The Accommodators   C) The Assertives   D) None of the options

**DIRECTIONS for the question:** Read the passage and answer the question based on it.

**Question No. : 31**

A few years ago I was on ray boat with one of my employees, a great guy named Keenon; I was supposed to be giving him pep talk and performance review.

"When I think of what we do, I describe it as uncovering the riptide", I said.

"Uncovering the riptide," Keenon said.

"Yes, the idea is that we -you and I and everyone here -have the skills to identify the psychological forces that ate pulling us away from shore and use them to get somewhere more productive."

'Somewhere more productive,' Keenon said.

"Exactly'." I said. "To a place where we can .."

We had talked for about forty-five minutes when my son Brandon, who runs operations for the Black Swan Group, broke out laughing.

"I can't Take it anymore! Don't! you see ? Really, Dad, don't you see?" I blinked. Did I see what?

I asked him.

"All Keenon is doing is mirroring you. And he's been doing it for almost an hour"

"Oh," I said, mv face going red as Kccnon began to laugh.

He was totally right. Keenon had been playing with me the entire Time, using The psychological tool that works most effectively with assertive guys like me : the mirror.

Your personal negotiation style - and that of you counterpart - is formed through childhood, schooling, family, culture and a million other factors; by recognizing it you can identify your negotiating strengths and weaknesses (and those of your counterpart) and adjust your mind-set and strategies accordingly.

Negotiation style is a crucial variable in bargaining. If you don't know what instinct will tell you or the other side to do in various circumstances, you'll have massive trouble gaming out effective strategies and tactics. You and your counterpart have habits of mind and behaviour, and once you identify them you can leverage them in a strategic manner.

Just like Keenon did.

There's an entire library unto itself of research into the archetypes and behavioral profiles of all the possible people you're bound to meet at the negotiating table. It's flat-out overwhelming, so much so that it loses its utility. Over the last few years, in an effort primarily led by mv son Brandon, we've consolidated and simplified all that research, cross-referencing it with our experiences in the field and the case studies of our business school students, and found that people fall into three broad categories. Some people are Accommodators; others —like me —are basically Assertive; and the rest arc data-loving Analysts.

Accommodators think that as long as there is a free-flowing continuous exchange of information time is being well spent. They will yield a concession to appease or acquiesce and hope the other side reciprocates. The Assertive type believes time is money. For them, potting the solution perfect isn't as important as getting it done. Assertives are fiery people who love winning above all else, often at the expense of others. Analysts are methodical and diligent. They are not in a big rush. Instead, they believe that as long as they are working toward the best result in a thorough and systematic way, time is of little consequence. Their self-image is linked to minimizing mistakes.

Their motto is : As much time as it takes to get it right

A study of American lawyer-negotiators found that 65 percent of attorneys from two major U.S. cities used a cooperative style while only 24 percent were truly assertive. And when these lawyers were graded for effectiveness, more than 75 percent of the effective group came from the cooperative type; only 12 percent were Assertive. So if you're not Assertive, don't despair. Blunt assertion is actually counterproductive most of the time.

Remember, your personal negotiating style is not a straitjacket No one is exclusively one style. Most of us have the capacity to throttle up our non-dominant styles should the situation call for it. But there is one basic truth about a successful bargaining style: To be good, you have to learn to be yourself at the bargaining table. To be great you have to add to your strengths, not replace them.

With respect to the passage, identify which of the following statement is correct:

- A) One's personal negotiation style and that of one's counterpart is genetically transmitted
- B) Bargaining style is the outcome of interaction between a person and his/her counterpart
- C) Successful negotiators are good at 'mirroring' others
- D) To negotiate effectively, one has to understand his/her counterpart's 'normal'

**DIRECTIONS for the question:** Read the passage and answer the question based on it.

**Question No. : 32**

A few years ago I was on ray boat with one of my employees, a great guy named Keenon; I was supposed to be giving him pep talk and performance review.

"When I think of what we do, I describe it as uncovering the riptide", I said.

"Uncovering the riptide," Keenon said.

"Yes, the idea is that we -you and I and everyone here -have the skills to identify the psychological forces that ate pulling us away from shore and use them to get somewhere more productive."

'Somewhere more productive,' Keenon said.

"Exactly'." I said. "To a place where we can .."

We had talked for about forty-five minutes when my son Brandon, who runs operations for the Black Swan Group, broke out laughing.

"I can't Take it anymore! Don't! you see ? Really, Dad, don't you see?" I blinked. Did I see what?

I asked him.

"All Keenon is doing is mirroring you. And he's been doing it for almost an hour"

"Oh," I said, mv face going red as Kccnon began to laugh.

He was totally right. Keenon had been playing with me the entire Time, using The psychological tool that works most effectively with assertive guys like me : the mirror.

Your personal negotiation style - and that of you counterpart - is formed through childhood, schooling, family, culture and a million other factors; by recognizing it you can identify your negotiating strengths and weaknesses (and those of your counterpart) and adjust your mind-set and strategies accordingly.

Negotiation style is a crucial variable in bargaining. If you don't know what instinct will tell you or the other side to do in various circumstances, you'll have massive trouble gaming out effective strategies and tactics. You and your counterpart have habits of mind and behaviour, and once you identify them you can leverage them in a strategic manner.

Just like Keenon did.

There's an entire library unto itself of research into the archetypes and behavioral profiles of all the possible people you're bound to meet at the negotiating table. It's flat-out overwhelming, so much so that it loses its utility. Over the last few years, in an effort primarily led by mv son Brandon, we've consolidated and simplified all that research, cross-referencing it with our experiences in the field and the case studies of our business school students, and found that people fall into three broad categories. Some people are Accommodators; others —like me —are basically Assertive; and the rest arc data-loving Analysts.

Accommodators think that as long as there is a free-flowing continuous exchange of information time is being well spent. They will yield a concession to appease or acquiesce and hope the other side reciprocates. The Assertive type believes time is money. For them, potting the solution perfect isn't as important as getting it done. Assertives are fiery people who love winning above all else, often at the expense of others. Analysts are methodical and diligent. They are not in a big rush. Instead, they believe that as long as they are working toward the best result in a thorough and systematic way, time is of little consequence. Their self-image is linked to minimizing mistakes.

Their motto is : As much time as it takes to get it right

A study of American lawyer-negotiators found that 65 percent of attorneys from two major U.S. cities used a cooperative style while only 24 percent were truly assertive. And when these lawyers were graded for effectiveness, more than 75 percent of the effective group came from the cooperative type; only 12 percent were Assertive. So if you're not Assertive, don't despair. Blunt assertion is actually counterproductive most of the time.

Remember, your personal negotiating style is not a straitjacket No one is exclusively one style. Most of us have the capacity to throttle up our non-dominant styles should the situation call for it. But there is one basic truth about a successful bargaining style: To be good, you have to learn to be yourself at the bargaining table. To be great you have to add to your strengths, not replace them.

Select the most appropriate title for this passage :

- A) Hard Bargaining Tactics    B) What Type of a Negotiator Are You?  
C) Punching Back: Using Assertion Without Getting Used    D) The Three Types of Leverage

**DIRECTIONS for the question:** Read the passage and answer the question based on it.

**Question No. : 33**

A few years ago I was on ray boat with one of my employees, a great guy named Keenon; I was supposed to be giving him pep talk and performance review.

"When I think of what we do, I describe it as uncovering the riptide", I said.

"Uncovering the riptide," Keenon said.

"Yes, the idea is that we -you and I and everyone here -have the skills to identify the psychological forces that ate pulling us away from shore and use them to get somewhere more productive."

'Somewhere more productive,' Keenon said.

"Exactly'." I said. "To a place where we can .."

We had talked for about forty-five minutes when my son Brandon, who runs operations for the Black Swan Group, broke out laughing.

"I can't Take it anymore! Don't! you see ? Really, Dad, don't you see?" I blinked. Did I see what?

I asked him.

"All Keenon is doing is mirroring you. And he's been doing it for almost an hour"

"Oh," I said, mv face going red as Kccnon began to laugh.

He was totally right. Keenon had been playing with me the entire Time, using The psychological tool that works most effectively with assertive guys like me : the mirror.

Your personal negotiation style - and that of you counterpart - is formed through childhood, schooling, family, culture and a million other factors; by recognizing it you can identify your negotiating strengths and weaknesses (and those of your counterpart) and adjust your mind-set and strategies accordingly.

Negotiation style is a crucial variable in bargaining. If you don't know what instinct will tell you or the other side to do in various circumstances, you'll have massive trouble gaming out effective strategies and tactics. You and your counterpart have habits of mind and behaviour, and once you identify them you can leverage them in a strategic manner.

Just like Keenon did.

There's an entire library unto itself of research into the archetypes and behavioral profiles of all the possible people you're bound to meet at the negotiating table. It's flat-out overwhelming, so much so that it loses its utility. Over the last few years, in an effort primarily led by mv son Brandon, we've consolidated and simplified all that research, cross-referencing it with our experiences in the field and the case studies of our business school students, and found that people fall into three broad categories. Some people are Accommodators; others —like me —are basically Assertive; and the rest arc data-loving Analysts.

Accommodators think that as long as there is a free-flowing continuous exchange of information time is being well spent. They will yield a concession to appease or acquiesce and hope the other side reciprocates. The Assertive type believes time is money. For them, potting the solution perfect isn't as important as getting it done. Assertives are fiery people who love winning above all else, often at the expense of others. Analysts are methodical and diligent. They are not in a big rush. Instead, they believe that as long as they are working toward the best result in a thorough and systematic way, time is of little consequence. Their self-image is linked to minimizing mistakes.

Their motto is : As much time as it takes to get it right

A study of American lawyer-negotiators found that 65 percent of attorneys from two major U.S. cities used a cooperative style while only 24 percent were truly assertive. And when these lawyers were graded for effectiveness, more than 75 percent of the effective group came from the cooperative type; only 12 percent were Assertive. So if you're not Assertive, don't despair. Blunt assertion is actually counterproductive most of the time.

Remember, your personal negotiating style is not a straitjacket No one is exclusively one style. Most of us have the capacity to throttle up our non-dominant styles should the situation call for it. But there is one basic truth about a successful bargaining style: To be good, you have to learn to be yourself at the bargaining table. To be great you have to add to your strengths, not replace them.

Finishing the negotiation is more important than 'getting it right' for:

- A) The Analysts   B) The Accommodators   C) The Assertives   D) None of the options

**DIRECTIONS for the question:** Read the passage and answer the question based on it.

**Question No. : 34**

Much debate surrounds which kind of political system best achieves a functioning market economy with strong protection for property rights. People in the west tend to associate a representative democracy with a market economic system, strong property rights protection, and economic progress. Building on this, we tend to argue that democracy is good for growth. However, some totalitarian regimes have fostered a market economy and strong property rights protection and have experienced rapid economic growth. Five of the fastest-growing economies of the past 30 years - China, South Korea, Taiwan, Singapore, and Hong Kong - had one thing in common at the start of their economic growth: undemocratic governments. At the same time, countries with stable democratic governments, such as India, experienced sluggish economic growth for long periods. In 1992, Lee Kuan Yew, Singapore's leader for many years, told an audience, "I do not believe that democracy necessarily leads to development, I believe that a country needs to develop discipline more than democracy. The exuberance of democracy leads to undisciplined and disorderly conduct which is inimical to development."

However, those who argue for the value of a totalitarian regime miss an important point: If dictators made countries rich, then much of Africa, Asia, and Latin America should have been growing rapidly during 1960 to 1990, and this was not the case. Only a totalitarian regime that is committed to a market system and strong protection of property rights is capable of promoting economic growth. Also, there is no guarantee that a dictatorship will continue to pursue such progressive policies. Dictators are rarely benevolent. Many are tempted to use the apparatus of the state to further their own private ends, violating property rights and stalling economic growth. Given this, it seems likely that democratic regimes are far more conducive to long-term economic growth than are dictatorships, even benevolent ones. Only in a well-functioning, mature democracy are property rights truly secure. Nor should we forget Amartya Sen's arguments where he says that states, by limiting human freedom, also suppress human development and therefore are detrimental to progress.

While it is possible to argue that democracy is not a necessary precondition for a free market economy in which property rights are protected, subsequent economic growth often leads to establishment of a democratic regime. Several of the fastest-growing Asian economies adopted more democratic governments during the past three decades, including South Korea and Taiwan. Thus, although democracy may not always be the cause, of initial economic progress, it seems to be one consequence of that progress.

East Asian economic growth model exhibits the following sequence :

- A) Democratic regime in the beginning followed by a totalitarian regime
- B) Undemocratic regime in the beginning succeeded by a relatively more democratic regime
- C) Undemocratic regimes in the beginning as well as in the subsequent stages
- D) Malevolent dictatorship followed by benevolent dictatorship

**DIRECTIONS for the question:** Read the passage and answer the question based on it.

**Question No. : 35**

Much debate surrounds which kind of political system best achieves a functioning market economy with strong protection for property rights. People in the west tend to associate a representative democracy with a market economic system, strong property rights protection, and economic progress. Building on this, we tend to argue that democracy is good for growth. However, some totalitarian regimes have fostered a market economy and strong property rights protection and have experienced rapid economic growth. Five of the fastest-growing economies of the past 30 years - China, South Korea, Taiwan, Singapore, and Hong Kong - had one thing in common at the start of their economic growth: undemocratic governments. At the same time, countries with stable democratic governments, such as India, experienced sluggish economic growth for long periods. In 1992, Lee Kuan Yew, Singapore's leader for many years, told an audience, "I do not believe that democracy necessarily leads to development, I believe that a country needs to develop discipline more than democracy. The exuberance of democracy leads to undisciplined and disorderly conduct which is inimical to development."

However, those who argue for the value of a totalitarian regime miss an important point: If dictators made countries rich, then much of Africa, Asia, and Latin America should have been growing rapidly during 1960 to 1990, and this was not the case. Only a totalitarian regime that is committed to a market system and strong protection of property rights is capable of promoting economic growth. Also, there is no guarantee that a dictatorship will continue to pursue such progressive policies. Dictators are rarely benevolent. Many are tempted to use the apparatus of the state to further their own private ends, violating property rights and stalling economic growth. Given this, it seems likely that democratic regimes are far more conducive to long-term economic growth than are dictatorships, even benevolent ones. Only in a well-functioning, mature democracy are property rights truly secure. Nor should we forget Amartya Sen's arguments where he says that states, by limiting human freedom, also suppress human development and therefore are detrimental to progress.

While it is possible to argue that democracy is not a necessary precondition for a free market economy in which property rights are protected, subsequent economic growth often leads to establishment of a democratic regime. Several of the fastest-growing Asian economies adopted more democratic governments during the past three decades, including South Korea and Taiwan. Thus, although democracy may not always be the cause, of initial economic progress, it seems to be one consequence of that progress.

The necessary condition for economic growth is:

- A) Democracy and market economy    B) Totalitarian regime and protection of property rights    C) Benevolent dictatorship
- D) Market economy and protection of property rights

**DIRECTIONS for the question:** Read the passage and answer the question based on it.

**Question No. : 36**

Much debate surrounds which kind of political system best achieves a functioning market economy with strong protection for property rights. People in the west tend to associate a representative democracy with a market economic system, strong property rights protection, and economic progress. Building on this, we tend to argue that democracy is good for growth. However, some totalitarian regimes have fostered a market economy and strong property rights protection and have experienced rapid economic growth. Five of the fastest-growing economies of the past 30 years - China, South Korea, Taiwan, Singapore, and Hong Kong - had one thing in common at the start of their economic growth: undemocratic governments. At the same time, countries with stable democratic governments, such as India, experienced sluggish economic growth for long periods. In 1992, Lee Kuan Yew, Singapore's leader for many years, told an audience, "I do not believe that democracy necessarily leads to development, I believe that a country needs to develop discipline more than democracy. The exuberance of democracy leads to undisciplined and disorderly conduct which is inimical to development."

However, those who argue for the value of a totalitarian regime miss an important point: If dictators made countries rich, then much of Africa, Asia, and Latin America should have been growing rapidly during 1960 to 1990, and this was not the case. Only a totalitarian regime that is committed to a market system and strong protection of property rights is capable of promoting economic growth. Also, there is no guarantee that a dictatorship will continue to pursue such progressive policies. Dictators are rarely benevolent. Many are tempted to use the apparatus of the state to further their own private ends, violating property rights and stalling economic growth. Given this, it seems likely that democratic regimes are far more conducive to long-term economic growth than are dictatorships, even benevolent ones. Only in a well-functioning, mature democracy are property rights truly secure. Nor should we forget Amartya Sen's arguments where he says that states, by limiting human freedom, also suppress human development and therefore are detrimental to progress.

While it is possible to argue that democracy is not a necessary precondition for a free market economy in which property rights are protected, subsequent economic growth often leads to establishment of a democratic regime. Several of the fastest-growing Asian economies adopted more democratic governments during the past three decades, including South Korea and Taiwan. Thus, although democracy may not always be the cause, of initial economic progress, it seems to be one consequence of that progress.

The author believes that:

- A) Democracy is neither the cause nor the consequence of growth
- B) Democracy is only the cause and not the consequence of growth
- C) Democracy can be both the cause and the consequence of economic progress
- D) Democracy is only the consequence and can never be the cause of growth

**DIRECTIONS for the question:** Read the passage and answer the question based on it.

**Question No. : 37**

Much debate surrounds which kind of political system best achieves a functioning market economy with strong protection for property rights. People in the west tend to associate a representative democracy with a market economic system, strong property rights protection, and economic progress. Building on this, we tend to argue that democracy is good for growth. However, some totalitarian regimes have fostered a market economy and strong property rights protection and have experienced rapid economic growth. Five of the fastest-growing economies of the past 30 years - China, South Korea, Taiwan, Singapore, and Hong Kong - had one thing in common at the start of their economic growth: undemocratic governments. At the same time, countries with stable democratic governments, such as India, experienced sluggish economic growth for long periods. In 1992, Lee Kuan Yew, Singapore's leader for many years, told an audience, "I do not believe that democracy necessarily leads to development, I believe that a country needs to develop discipline more than democracy. The exuberance of democracy leads to undisciplined and disorderly conduct which is inimical to development."

However, those who argue for the value of a totalitarian regime miss an important point: If dictators made countries rich, then much of Africa, Asia, and Latin America should have been growing rapidly during 1960 to 1990, and this was not the case. Only a totalitarian regime that is committed to a market system and strong protection of property rights is capable of promoting economic growth. Also, there is no guarantee that a dictatorship will continue to pursue such progressive policies. Dictators are rarely benevolent. Many are tempted to use the apparatus of the state to further their own private ends, violating property rights and stalling economic growth. Given this, it seems likely that democratic regimes are far more conducive to long-term economic growth than are dictatorships, even benevolent ones. Only in a well-functioning, mature democracy are property rights truly secure. Nor should we forget Amartya Sen's arguments where he says that states, by limiting human freedom, also suppress human development and therefore are detrimental to progress.

While it is possible to argue that democracy is not a necessary precondition for a free market economy in which property rights are protected, subsequent economic growth often leads to establishment of a democratic regime. Several of the fastest-growing Asian economies adopted more democratic governments during the past three decades, including South Korea and Taiwan. Thus, although democracy may not always be the cause, of initial economic progress, it seems to be one consequence of that progress.

The argument in the passage is built on the premise:

- A) Neither the democracy nor a totalitarian regime in itself ensures economic growth
- B) Democratic regime alone is conducive to economic growth
- C) Only a totalitarian regime is conducive to economic growth
- D) None of the options

**DIRECTIONS for the question :** Read the passage and answer the question based on it.

**Question No. : 38**

Japan presents an interesting case study of how culture can influence competitive advantage. Some scholars have argued that the culture of modern Japan lowers the costs of doing business relative to the costs in most Western nations. Japan's emphasis on group affiliation, loyalty, reciprocal obligations, honesty, and education all boost the competitiveness of Japanese companies. The emphasis on group affiliation and loyalty encourage individuals to identify strongly with the companies in which they work. This tends to foster an ethic of hard work and cooperation between management and Labour "for the good of the company." Similarly, reciprocal obligation and honesty help foster an atmosphere of trust between companies and their suppliers. This encourages them to enter into long-term relationships with each other to work on inventory reduction, quality control, and design - all of which have been lacking in West, where The relationship between a company and its suppliers tends to be a short-term one structured around competitive bidding rather than one based on long-term mutual commitments. In addition, the availability of a pool of highly skilled labor, particularly engineers, has helped Japanese enterprises develop cost-reducing process innovations that have boosted their productivity. Thus, cultural factors may help explain the success enjoyed by many Japanese businesses in the global market place. Most notably, it has been argued that the rise of Japan is an economic power during the second half of the twentieth century may be in part attributed to the economic consequences of its culture

It also has been argued that the Japanese culture is less supportive of entrepreneurial activity than, say American society. In many ways entrepreneurial activity is a product of an Individualistic mind-set, not a classic characteristic of the Japanese. This may explain why American enterprises, rather than Japanese corporations, dominate industries where entrepreneurship and innovation are highly valued, such as computer software and biotechnology. Of course, obvious and significant exceptions to this generalization exist Masayoshi Son recognized the potential of software far faster Than any of Japan's corporate giants; set up his company, Softbank, in 1981; and over the past 30 years has built it into Japan's top software distributor. Similarly, dynamic entrepreneurial individuals established major Japanese companies such as Sony and Matsushita. Bui these examples may be the exceptions that prove the rule, for as yet there has been no surge in entrepreneurial high-technology enterprises in Japan equivalent to what has occurred in the United States.

Japanese business practices emphasize :

- A) Relationship built on market transactions    B) Relationship relying on legal contracts  
C) Relationship based on industrial norms    D) Relationship built on trust and mutual commitment

**DIRECTIONS for the question :** Read the passage and answer the question based on it.

**Question No. : 39**

Japan presents an interesting case study of how culture can influence competitive advantage. Some scholars have argued that the culture of modern Japan lowers the costs of doing business relative to the costs in most Western nations. Japan's emphasis on group affiliation, loyalty, reciprocal obligations, honesty, and education all boost the competitiveness of Japanese companies. The emphasis on group affiliation and loyalty encourage individuals to identify strongly with the companies in which they work. This tends to foster an ethic of hard work and cooperation between management and Labour "for the good of the company." Similarly, reciprocal obligation and honesty help foster an atmosphere of trust between companies and their suppliers. This encourages them to enter into long-term relationships with each other to work on inventory reduction, quality control, and design - all of which have been lacking in West, where The relationship between a company and its suppliers tends to be a short-term one structured around competitive bidding rather than one based on long-term mutual commitments. In addition, the availability of a pool of highly skilled labor, particularly engineers, has helped Japanese enterprises develop cost-reducing process innovations that have boosted their productivity. Thus, cultural factors may help explain the success enjoyed by many Japanese businesses in the global market place. Most notably, it has been argued that the rise of Japan is an economic power during the second half of the twentieth century may be in part attributed to the economic consequences of its culture

It also has been argued that the Japanese culture is less supportive of entrepreneurial activity than, say American society. In many ways entrepreneurial activity is a product of an Individualistic mind-set, not a classic characteristic of the Japanese. This may explain why American enterprises, rather than Japanese corporations, dominate industries where entrepreneurship and innovation are highly valued, such as computer software and biotechnology. Of course, obvious and significant exceptions to this generalization exist Masayoshi Son recognized the potential of software far faster Than any of Japan's corporate giants; set up his company, Softbank, in 1981; and over the past 30 years has built it into Japan's top software distributor. Similarly, dynamic entrepreneurial individuals established major Japanese companies such as Sony and Matsushita. Bui these examples may be the exceptions that prove the rule, for as yet there has been no surge in entrepreneurial high-technology enterprises in Japan equivalent to what has occurred in the United States.

Masayoshi Son represents:

- A) a typical Japanese cultural stereotype    B) typical Confucian traits    C) an exception to the Japanese cultural stereotype  
D) none of the options

**DIRECTIONS for the question :** Read the passage and answer the question based on it.

**Question No. : 40**

Japan presents an interesting case study of how culture can influence competitive advantage. Some scholars have argued that the culture of modern Japan lowers the costs of doing business relative to the costs in most Western nations. Japan's emphasis on group affiliation, loyalty, reciprocal obligations, honesty, and education all boost the competitiveness of Japanese companies. The emphasis on group affiliation and loyalty encourage individuals to identify strongly with the companies in which they work. This tends to foster an ethic of hard work and cooperation between management and Labour "for the good of the company." Similarly, reciprocal obligation and honesty help foster an atmosphere of trust between companies and their suppliers. This encourages them to enter into long-term relationships with each other to work on inventory reduction, quality control, and design - all of which have been lacking in West, where The relationship between a company and its suppliers tends to be a short-term one structured around competitive bidding rather than one based on long-term mutual commitments. In addition, the availability of a pool of highly skilled labor, particularly engineers, has helped Japanese enterprises develop cost-reducing process innovations that have boosted their productivity. Thus, cultural factors may help explain the success enjoyed by many Japanese businesses in the global market place. Most notably, it has been argued that the rise of Japan is an economic power during the second half of the twentieth century may be in part attributed to the economic consequences of its culture

It also has been argued that the Japanese culture is less supportive of entrepreneurial activity than, say American society. In many ways entrepreneurial activity is a product of an Individualistic mind-set, not a classic characteristic of the Japanese. This may explain why American enterprises, rather than Japanese corporations, dominate industries where entrepreneurship and innovation are highly valued, such as computer software and biotechnology. Of course, obvious and significant exceptions to this generalization exist Masayoshi Son recognized the potential of software far faster Than any of Japan's corporate giants; set up his company, Softbank, in 1981; and over the past 30 years has built it into Japan's top software distributor. Similarly, dynamic entrepreneurial individuals established major Japanese companies such as Sony and Matsushita. Bui these examples may be the exceptions that prove the rule, for as yet there has been no surge in entrepreneurial high-technology enterprises in Japan equivalent to what has occurred in the United States.

In the passage the author mainly tries to:

- A) find cultural roots of competitive advantage of a nation    B) find the reason for not so good labour relations in Japan  
C) find the reason for entrepreneurial zeal of the Japanese    D) find the reason for the sluggishness of American firms

**DIRECTIONS for the question :** Read the passage and answer the question based on it.

**Question No. : 41**

Japan presents an interesting case study of how culture can influence competitive advantage. Some scholars have argued that the culture of modern Japan lowers the costs of doing business relative to the costs in most Western nations. Japan's emphasis on group affiliation, loyalty, reciprocal obligations, honesty, and education all boost the competitiveness of Japanese companies. The emphasis on group affiliation and loyalty encourage individuals to identify strongly with the companies in which they work. This tends to foster an ethic of hard work and cooperation between management and Labour "for the good of the company." Similarly, reciprocal obligation and honesty help foster an atmosphere of trust between companies and their suppliers. This encourages them to enter into long-term relationships with each other to work on inventory reduction, quality control, and design - all of which have been lacking in West, where The relationship between a company and its suppliers tends to be a short-term one structured around competitive bidding rather than one based on long-term mutual commitments. In addition, the availability of a pool of highly skilled labor, particularly engineers, has helped Japanese enterprises develop cost-reducing process innovations that have boosted their productivity. Thus, cultural factors may help explain the success enjoyed by many Japanese businesses in the global market place. Most notably, it has been argued that the rise of Japan is an economic power during the second half of the twentieth century may be in part attributed to the economic consequences of its culture

It also has been argued that the Japanese culture is less supportive of entrepreneurial activity than, say American society. In many ways entrepreneurial activity is a product of an Individualistic mind-set, not a classic characteristic of the Japanese. This may explain why American enterprises, rather than Japanese corporations, dominate industries where entrepreneurship and innovation are highly valued, such as computer software and biotechnology. Of course, obvious and significant exceptions to this generalization exist Masayoshi Son recognized the potential of software far faster Than any of Japan's corporate giants; set up his company, Softbank, in 1981; and over the past 30 years has built it into Japan's top software distributor. Similarly, dynamic entrepreneurial individuals established major Japanese companies such as Sony and Matsushita. Bui these examples may be the exceptions that prove the rule, for as yet there has been no surge in entrepreneurial high-technology enterprises in Japan equivalent to what has occurred in the United States.

Japanese culture is supportive of:

- A) Collaborative attitude    B) Entrepreneurial Spirit    C) Product Innovation    D) Short-term relationships

**DIRECTIONS for the question:** Solve the question and mark the appropriate answer.

**Question No. : 42**

Comprehension: Use the table for answering the following questions

|                  |                   |                    |
|------------------|-------------------|--------------------|
| (i) Boisterous   | (viii) Scrupulous | (xv) Capricious    |
| (ii) Evanescent  | (ix) Iconoclast   | (xvi) Troglodytic  |
| (iii) Obdurate   | (x) Peccadillos   | (xvii) Unctuous    |
| (iv) Sardonic    | (xi) Loquacious   | (xviii) Obsequious |
| (v) Tendentious  | (xii) Avaricious  | (xix) Lugubrious   |
| (vi) Vicissitude | (xiii) Quixotic   | (xx) Vociferous    |
| (vii) Lachrymose | (xiv) Proselytize |                    |

Below given (a) and (b) explain the meaning/synonym of the two words from the above table. Identify the correct matching option from the choices given below:

(a) Change of fortune

(b) Unruly

A) (a) – (xi) ; (b) – (ii)    B) (a) – (vi) ; (b) – (i)    C) (a) – (i) ; (b) – (xiv)    D) (a) – (vi) ; (b) – (xi)

**DIRECTIONS for the question:** Solve the question and mark the appropriate answer.

**Question No. : 43**

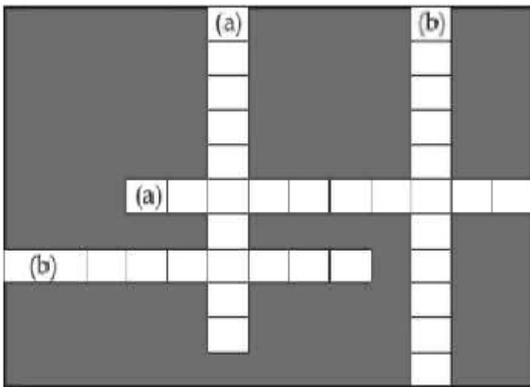
Comprehension: Use the table for answering the following questions

|                  |                   |                    |
|------------------|-------------------|--------------------|
| (i) Boisterous   | (viii) Scrupulous | (xv) Capricious    |
| (ii) Evanescent  | (ix) Iconoclast   | (xvi) Troglodytic  |
| (iii) Obdurate   | (x) Peccadillos   | (xvii) Unctuous    |
| (iv) Sardonic    | (xi) Loquacious   | (xviii) Obsequious |
| (v) Tendentious  | (xii) Avaricious  | (xix) Lugubrious   |
| (vi) Vicissitude | (xiii) Quixotic   | (xx) Vociferous    |
| (vii) Lachrymose | (xiv) Proselytize |                    |

Complete the crosswords using words from the above table. There are more words than required.

**Hint:**

- A. Across : Producing tears
- B. Across : Mocking
- A. Down : Unpredictable
- B. Down : Resembling a caveman



- A) (a) - Across - (ii); (b) - Across - (iii);  
(a) - Down - (xv) ; (b) - Down - (xvi)
- B) (a) - Across - (vii) ; (b) - Across - (iv);  
(a) - Down - (xv) ; (b) - Down - (xvi)
- C) (a) - Across - (ii) ; (b) - Across - (xvii);  
(a) - Down - (ix); (b) - Down - (x)
- D) (a) - Across - (vii); (b) - Across - (iv);  
(a) - Down - (ix); (b) - Down - (vi)

**DIRECTIONS for the question:** Solve the question and mark the appropriate answer.

**Question No. : 44**

Comprehension: Use the table for answering the following questions:

|                  |                   |                    |
|------------------|-------------------|--------------------|
| (i) Boisterous   | (viii) Scrupulous | (xv) Capricious    |
| (ii) Evanescent  | (ix) Iconoclast   | (xvi) Troglodytic  |
| (iii) Obdurate   | (x) Peccadillos   | (xvii) Unctuous    |
| (iv) Sardonic    | (xi) Loquacious   | (xviii) Obsequious |
| (v) Tendentious  | (xii) Avaricious  | (xix) Lugubrious   |
| (vi) Vicissitude | (xiii) Quixotic   | (xx) Vociferous    |
| (vii) Lachrymose | (xiv) Proselytize |                    |

Below given (a) and (b) explain the meaning/synonym of two words from the above table. Identify the correct matching option from the choices given below:

- (a) Idealistic but impractical  
 (B) Extremely thorough

- A) (a) - (ix) ; (b) - (ii)    B) (a) - (xiii); (b) - (xviii)    C) (a) - (xiii) ; (b) - (viii)    D) (a) - (xii) ; (b) - (viii)

**DIRECTIONS for the question:** Choose the pair of words which best expresses the relationship similar to that expressed in the capitalized pair.

**Question No. : 45**

DILATE : CONTRACT ::

- A) WAX: WANE    B) HOCK : PAWN    C) SCRIBBLE : WRITE    D) CONTAMINATE : SPREAD

**DIRECTIONS for the question:** Choose the pair of words which best expresses the relationship similar to that expressed in the capitalized pair.

**Question No. : 46**

SERENE : AGITATED ::

- A) REVERBERATE : ECHO    B) FATIGUE : WEARY    C) ODIOUS : PLEASANT    D) DETHRONE : DEPOSE

**DIRECTIONS for the question:** Choose the pair of words which best expresses the relationship similar to that expressed in the capitalized pair.

**Question No. : 47**

PERTINACIOUS : ASTUTE ::

- A) FOIBLE : WEAKNESS    B) DEMURE : INDECOROUS    C) CHAFFING : SERIOUS    D) GRANDIOSE : SIMPLE

**DIRECTIONS for the question:** Choose the pair of words which best expresses the relationship similar to that expressed in the capitalized pair.

**Question No. : 48**

SAVAGE : BARBARIC ::

- A) LUCID : TURBID    B) SWALLOW : REJECT    C) PEURILE : SENILE    D) VENOMOUS : VIRULENT

**DIRECTIONS for the question:** Fill in the blank with the right options provided.

**Question No. : 49**

The peasant refused to grovel \_\_\_\_\_ the feet of his master.

- A) On B) By C) Upon D) at

**DIRECTIONS for the question:** Fill in the blank with the right options provided.

**Question No. : 50**

Only the blood-stained road was a witness \_\_\_\_\_ his assassination.

- A) at B) on C) over D) to

**DIRECTIONS for the question:** Choose the option which is grammatically correct and expresses the meaning of sentence correctly.

**Question No. : 51**

Identify the correct sentence from the given options :

- A) When fishing you can always tell when you lose a fish because the line feels loose.  
B) When fishing you can always tell when you loose a fish because the line feels lose.  
C) When fishing you can always tell when you loose a fish because the line feels loose.  
D) When fishing you can always tell when you lose a fish because the line lose.

**DIRECTIONS for the question:** Solve the question and mark the appropriate answer.

**Question No. : 52**

Match each word in the left hand column with the description in the right hand column which best describes its meaning/synonym:

- |                |   |
|----------------|---|
| (a) Schism     | (i) Mollifying; Placating; Placebo; Sop   |
| (b) Torsion    | (ii) A soft gentle wind   |
| (c) Zephyr     | (iii) Twisting or turning something especially one end of something while the other end is held fixed |
| (d) Palliative | (iv) Courageous; Fearless; Bold; Valiant  |
| (e) Intrepid   | (v) Split; Division; Faction  |

A) (a) - (iv); (b) - (ii) ; (c) - (iii); (d) - (i); (e) - (v)    B) (a) - (v); (b) - (iii); (c) - (ii); (d) - (i); (e) - (iv)

C) (a) - (i); (b) - (iv); (c) - (v); (d) - (ii); (e) - (iii)    D) (a) - (iii); (b) - (v) ; (c) - (iv); (d) - (ii) ; (e) - (i)

**DIRECTIONS for the question:** Choose the appropriate idiom/phrase from the options.

**Question No. : 53**

Ante meridiem :

- A) Between midnight and noon    B) An old mother    C) A great mother    D) None of these

**DIRECTIONS for the question:** Choose the appropriate idiom/phrase from the options.

**Question No. : 54**

To flog a dead horse:

- A) To do a thing in vain    B) To act in a foolish way    C) To criticize strongly  
D) Try to revive interest in a subject that is out of date

**DIRECTIONS for the question:** Choose the appropriate idiom/phrase from the options.

**Question No. : 55**

A pipe dream :

- A) A bad dream    B) A pleasant dream    C) An impracticable plan    D) A foolish idea

**DIRECTIONS for the question:** Complete the sentence by filling in the appropriate blank/blanks from the options provided.

**Question No. : 56**

In \_\_\_\_\_ of international matters, there is always an element of risk in \_\_\_\_\_ one might do.

- A) case; whatever    B) spite; whatever    C) many; doing    D) spite; whichever

**DIRECTIONS for the question:** Complete the sentence by filling in the appropriate blank/blanks from the options provided.

**Question No. : 57**

Sunita's \_\_\_\_\_ in athletics yielded rich \_\_\_\_\_ as she got a scholarship.

- A) performance; money    B) excellence; dividends    C) won; appreciation    D) failure; appointment

**DIRECTIONS for the question:** The question consists of four statements labelled A, B, C and D which when logically ordered form a coherent passage. Choose the option that represents the most logical order.

**Question No. : 58**

- (A) The commission also wants insurers to be legally bound to provide compulsory cover for pedestrians and cyclists involved in accidents with cars.  
(B) A shake up of the law governing the industry across Europe will make it far easier for individuals to switch insurance companies.  
(C) Plans were announced by the European Commission that should lead to greater competition in the vehicle insurance market.  
(D) It should mean that companies are no longer able to restrict the length of time motorists may keep their vehicles in EU states other than the ones in which they are registered.

- A) BDAC    B) CBDA    C) DBAC    D) ABDC

**DIRECTIONS for the question:** The question consists of four statements labelled A, B, C and D which when logically ordered form a coherent passage. Choose the option that represents the most logical order.

**Question No. : 59**

- (A) Some people are born with greater possibilities or 'potential intelligence' than others.  
(B) Intelligence is improved by learning.  
(C) It is no longer thought that intelligence is a general quality, underlying all behaviour and inherited wholly from our parents.  
(D) However, this potential may not develop unless it is encouraged and stimulated by influences surrounding the child from birth.

- A) BDAC    B) DCBA    C) ADCB    D) CBAD

**DIRECTIONS for the question:** The question consists of four statements labelled A, B, C and D which when logically ordered form a coherent passage. Choose the option that represents the most logical order.

**Question No. : 60**

- (A) Particular finger positions or gestures of the hand, common to their age and civilization, delivered a message that was instantly recognized by those who understood the symbolism.
- (B) Since ancient times hands have been used in cave paintings, drawings, sculpture and line art as symbols of communication.
- (C) European religious paintings represented the Holy Trinity by the extended thumb, index and middle fingers of a hand.
- (D) Ancient Egyptian and Semitic art, for example, depicted celestial power by a hand painted in the sky.

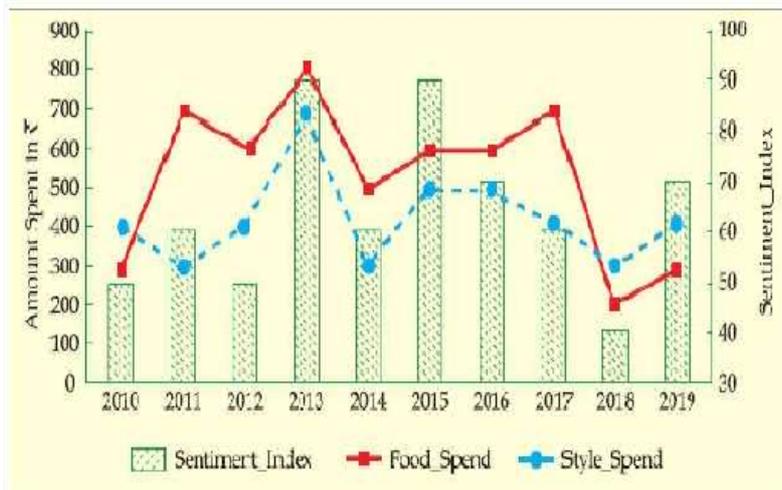
- A) ADCB    B) BADC    C) BDAC    D) ABDC

**Section : DI & Reasoning**

**DIRECTIONS for the question:** Analyse the graph/s given below and answer the question that follows.

**Question No. : 61**

The analyst at a retail giant has modeled the consumer spending and consumer sentiment to prepare a strategy on product offers in the upcoming festive season. The data given in the figure are form last 10 years on 3 parameters namely, food spending (Food\_Spend), style spending ( Style\_Spend), and sentiment index ( Sentiment\_index). Study the figure below and answer the following questions:



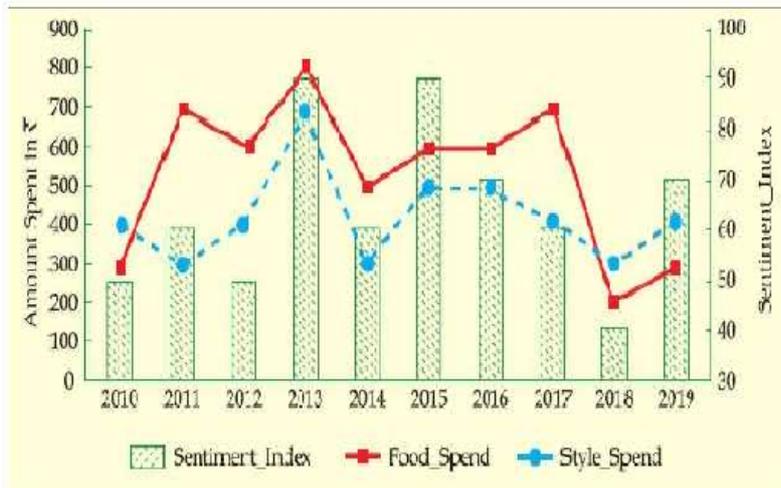
From the years mentioned below, in which year Food\_Spend as a proportion of Style\_Spend is lowest?

- A) 2012    B) 2013    C) 2015    D) 2016

**DIRECTIONS for the question:** Analyse the graph/s given below and answer the question that follows.

**Question No. : 62**

The analyst at a retail giant has modeled the consumer spending and consumer sentiment to prepare a strategy on product offers in the upcoming festive season. The data given in the figure are form last 10 years on 3 parameters namely, food spending (Food\_Spend), style spending ( Style \_ Spend), and sentiment index ( Sentiment \_ index). Study the figure below and answer the following questions:



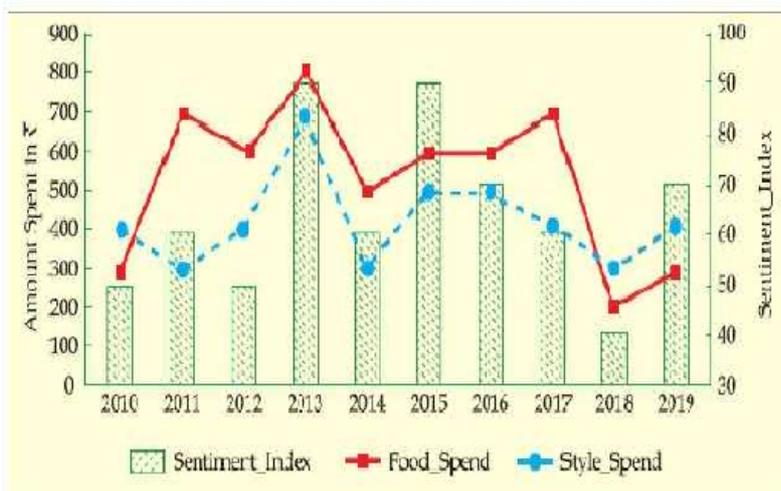
In which year, ratio of absolute annual change in Style Spend to absolute annual change in Sentiment Index is highest?

- A) 2011    B) 2012    C) 2014    D) 2017

**DIRECTIONS for the question:** Analyse the graph/s given below and answer the question that follows.

**Question No. : 63**

The analyst at a retail giant has modeled the consumer spending and consumer sentiment to prepare a strategy on product offers in the upcoming festive season. The data given in the figure are form last 10 years on 3 parameters namely, food spending (Food\_Spend), style spending ( Style \_ Spend), and sentiment index ( Sentiment \_ index). Study the figure below and answer the following questions:



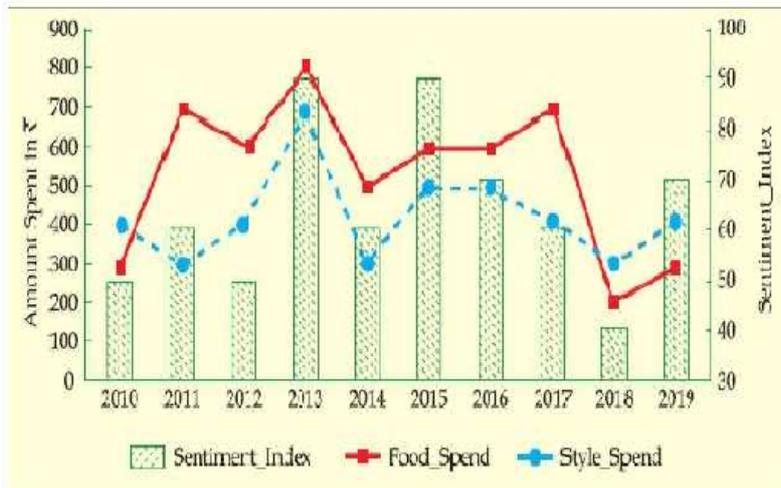
In which year, highest annual percentage change in Style\_Spend is recorded?

- A) 2015    B) 2014    C) 2013    D) 2011

**DIRECTIONS for the question:** Analyse the graph/s given below and answer the question that follows.

**Question No. : 64**

The analyst at a retail giant has modeled the consumer spending and consumer sentiment to prepare a strategy on product offers in the upcoming festive season. The data given in the figure are form last 10 years on 3 parameters namely, food spending (Food\_Spend), style spending ( Style \_ Spend), and sentiment index ( Sentiment \_ index). Study the figure below and answer the following questions:



From the years mentioned below, in which year total of Food\_Spend and Style\_Spend as a proportion of Sentiment\_Index is lowest ?

- A) 2011
- B) 2013
- C) 2016
- D) 2017

**DIRECTIONS for the question:** Study the following Graph & table given below and answer the question that follows.

**Question No. : 65**

Given below are transactions of 17 customers who bought products available from a range of 5 products namely Product A, Product B, Product C, Product D and Product E, on a particular day. "1" means product was purchased and "0" means product was not purchased on that day. The retail manager wants to study the product purchase behavior based on customer transactions. Example of Paired Product purchase : There are three paired product purchases made by the customer with Customer\_ID : 101 - (i) Product A and Product D, (ii) Product A and Product E and (iii) Product D and Product E.

| Customer_ID | Product A | Product B | Product C | Product D | Product E |
|-------------|-----------|-----------|-----------|-----------|-----------|
| 101         | 1         | 0         | 0         | 1         | 1         |
| 102         | 1         | 0         | 0         | 1         | 0         |
| 103         | 0         | 1         | 1         | 1         | 0         |
| 104         | 1         | 1         | 0         | 0         | 0         |
| 105         | 0         | 1         | 0         | 1         | 0         |
| 106         | 1         | 1         | 0         | 1         | 1         |
| 107         | 0         | 0         | 1         | 0         | 1         |
| 108         | 0         | 1         | 1         | 0         | 0         |
| 109         | 0         | 0         | 1         | 0         | 1         |
| 110         | 0         | 1         | 0         | 1         | 1         |
| 111         | 0         | 1         | 0         | 0         | 0         |
| 112         | 1         | 0         | 1         | 1         | 1         |
| 113         | 0         | 1         | 0         | 1         | 1         |
| 114         | 0         | 0         | 0         | 1         | 0         |
| 115         | 1         | 1         | 1         | 1         | 1         |
| 116         | 0         | 1         | 0         | 1         | 0         |
| 117         | 1         | 1         | 0         | 1         | 1         |

Assuming profit margin of the products is as follows : Product A – Rs. 50 , Product B – Rs. 45, Product C – Rs. 60, Product D – Rs. 40 and Product E – Rs. 70, which of the following paired product purchases generates highest profit margin given the existing buying frequency ?

- A) Product A and Product D    B) Product A and Product E    C) Product B and Product D    D) Product B and Product E

**DIRECTIONS for the question:** Study the following Graph & table given below and answer the question that follows.

**Question No. : 66**

Given below are transactions of 17 customers who bought products available from a range of 5 products namely Product A, Product B, Product C, Product D and Product E, on a particular day. "1" means product was purchased and "0" means product was not purchased on that day. The retail manager wants to study the product purchase behavior based on customer transactions. Example of Paired Product purchase : There are three paired product purchases made by the customer with Customer\_ID : 101 - (i) Product A and Product D, (ii) Product A and Product E and (iii) Product D and Product E.

| Customer_ID | Product A | Product B | Product C | Product D | Product E |
|-------------|-----------|-----------|-----------|-----------|-----------|
| 101         | 1         | 0         | 0         | 1         | 1         |
| 102         | 1         | 0         | 0         | 1         | 0         |
| 103         | 0         | 1         | 1         | 1         | 0         |
| 104         | 1         | 1         | 0         | 0         | 0         |
| 105         | 0         | 1         | 0         | 1         | 0         |
| 106         | 1         | 1         | 0         | 1         | 1         |
| 107         | 0         | 0         | 1         | 0         | 1         |
| 108         | 0         | 1         | 1         | 0         | 0         |
| 109         | 0         | 0         | 1         | 0         | 1         |
| 110         | 0         | 1         | 0         | 1         | 1         |
| 111         | 0         | 1         | 0         | 0         | 0         |
| 112         | 1         | 0         | 1         | 1         | 1         |
| 113         | 0         | 1         | 0         | 1         | 1         |
| 114         | 0         | 0         | 0         | 1         | 0         |
| 115         | 1         | 1         | 1         | 1         | 1         |
| 116         | 0         | 1         | 0         | 1         | 0         |
| 117         | 1         | 1         | 0         | 1         | 1         |

How many paired product purchases were done with Product A as one product?

- A) 16 B) 17 C) 18 D) 19

**DIRECTIONS for the question:** Study the following Graph & table given below and answer the question that follows.

**Question No. : 67**

Given below are transactions of 17 customers who bought products available from a range of 5 products namely Product A, Product B, Product C, Product D and Product E, on a particular day. "1" means product was purchased and "0" means product was not purchased on that day. The retail manager wants to study the product purchase behavior based on customer transactions. Example of Paired Product purchase : There are three paired product purchases made by the customer with Customer\_ID : 101 - (i) Product A and Product D, (ii) Product A and Product E and (iii) Product D and Product E.

| Customer_ ID | Product A | Product B | Product C | Product D | Product E |
|--------------|-----------|-----------|-----------|-----------|-----------|
| 101          | 1         | 0         | 0         | 1         | 1         |
| 102          | 1         | 0         | 0         | 1         | 0         |
| 103          | 0         | 1         | 1         | 1         | 0         |
| 104          | 1         | 1         | 0         | 0         | 0         |
| 105          | 0         | 1         | 0         | 1         | 0         |
| 106          | 1         | 1         | 0         | 1         | 1         |
| 107          | 0         | 0         | 1         | 0         | 1         |
| 108          | 0         | 1         | 1         | 0         | 0         |
| 109          | 0         | 0         | 1         | 0         | 1         |
| 110          | 0         | 1         | 0         | 1         | 1         |
| 111          | 0         | 1         | 0         | 0         | 0         |
| 112          | 1         | 0         | 1         | 1         | 1         |
| 113          | 0         | 1         | 0         | 1         | 1         |
| 114          | 0         | 0         | 0         | 1         | 0         |
| 115          | 1         | 1         | 1         | 1         | 1         |
| 116          | 0         | 1         | 0         | 1         | 0         |
| 117          | 1         | 1         | 0         | 1         | 1         |

Given the profit margins of the products as follows : Product A – Rs. 50, Product B – Rs. 45, Product C – Rs. 60, Product D – Rs. 40 and Product E – Rs. 70, and the retailer decides to offer discount in case customer buys more than two products. The discount is equal to 10% of the margin of highest margin product in the combination of products purchased, then how many customer in the sample data generate profit margin of Rs. 150 or more?

- A) 4   B) 5   C) 6   D) 7

**DIRECTIONS for the question:** Study the following Graph & table given below and answer the question that follows.

**Question No. : 68**

Given below are transactions of 17 customers who bought products available from a range of 5 products namely Product A, Product B, Product C, Product D and Product E, on a particular day. "1" means product was purchased and "0" means product was not purchased on that day. The retail manager wants to study the product purchase behavior based on customer transactions. Example of Paired Product purchase : There are three paired product purchases made by the customer with Customer\_ID : 101 - (i) Product A and Product D, (ii) Product A and Product E and (iii) Product D and Product E.

| Customer_ ID | Product A | Product B | Product C | Product D | Product E |
|--------------|-----------|-----------|-----------|-----------|-----------|
| 101          | 1         | 0         | 0         | 1         | 1         |
| 102          | 1         | 0         | 0         | 1         | 0         |
| 103          | 0         | 1         | 1         | 1         | 0         |
| 104          | 1         | 1         | 0         | 0         | 0         |
| 105          | 0         | 1         | 0         | 1         | 0         |
| 106          | 1         | 1         | 0         | 1         | 1         |
| 107          | 0         | 0         | 1         | 0         | 1         |
| 108          | 0         | 1         | 1         | 0         | 0         |
| 109          | 0         | 0         | 1         | 0         | 1         |
| 110          | 0         | 1         | 0         | 1         | 1         |
| 111          | 0         | 1         | 0         | 0         | 0         |
| 112          | 1         | 0         | 1         | 1         | 1         |
| 113          | 0         | 1         | 0         | 1         | 1         |
| 114          | 0         | 0         | 0         | 1         | 0         |
| 115          | 1         | 1         | 1         | 1         | 1         |
| 116          | 0         | 1         | 0         | 1         | 0         |
| 117          | 1         | 1         | 0         | 1         | 1         |

How many customers buy the lowest selling product pair as well as the highest selling product pair?

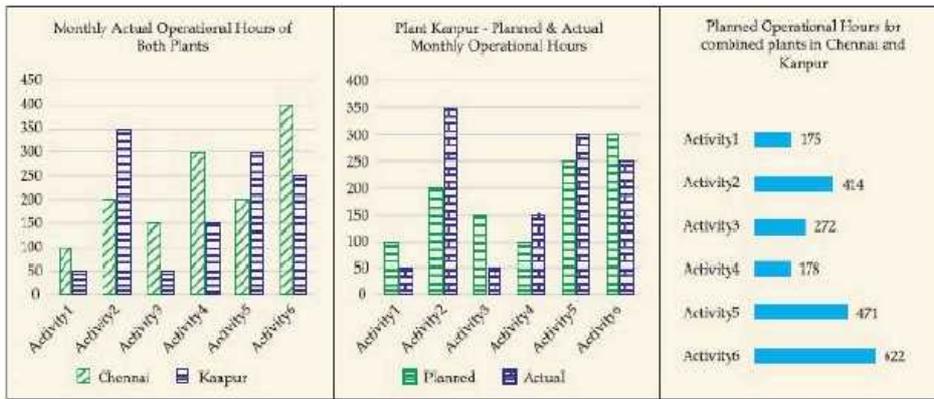
- A) 2   B) 0   C) 1   D) 3

**DIRECTIONS for the question:** Analyse the graph/s given below and answer the question that follows.

**Question No. : 69**

The figures given below show the amount of work distribution (in operational hours) for a toy manufacturing company having manufacturing plants in Chennai and Kanpur. Each plant carries out six activities. Planned operational cost per hour of Chennai and Kanpur plants are Rs. 250 and Rs. 300 respectively. However, the actual operational cost per hour is Rs. 270 in Chennai and Rs. 315 in Kanpur.

$$\text{Cost Difference (in \%)} = \text{Absolute } (( \text{Actual Cost} - \text{Planned Cost} ) / \text{Planned Cost}) \times 100$$



Which of following activities has maximum cost difference in Kanpur Plant?

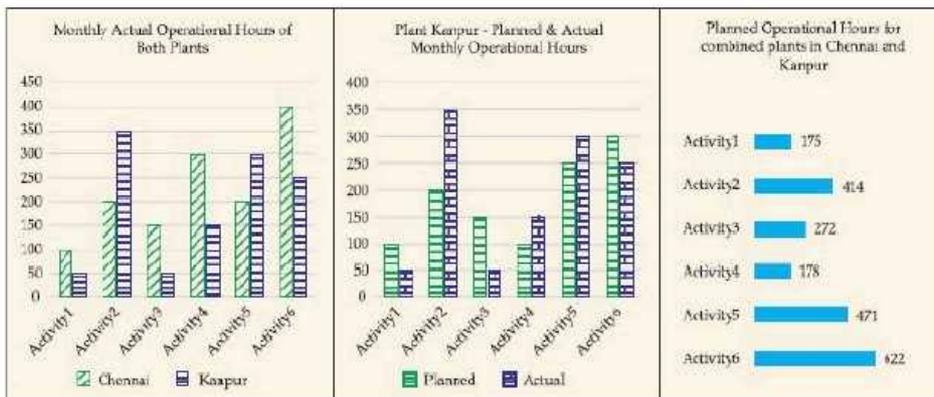
- A) Activity 1   B) Activity 3   C) Activity 4   D) Activity 5

**DIRECTIONS for the question:** Analyse the graph/s given below and answer the question that follows.

**Question No. : 70**

The figures given below show the amount of work distribution (in operational hours) for a toy manufacturing company having manufacturing plants in Chennai and Kanpur. Each plant carries out six activities. Planned operational cost per hour of Chennai and Kanpur plants are Rs. 250 and Rs. 300 respectively. However, the actual operational cost per hour is Rs. 270 in Chennai and Rs. 315 in Kanpur.

$$\text{Cost Difference (in \%)} = \text{Absolute } (( \text{Actual Cost} - \text{Planned Cost} ) / \text{Planned Cost}) \times 100$$



How many activity plants in Chennai could meet at least 50% shortfall in the actual operational hours compared to planned operational hours of the corresponding activity plant in Kanpur?

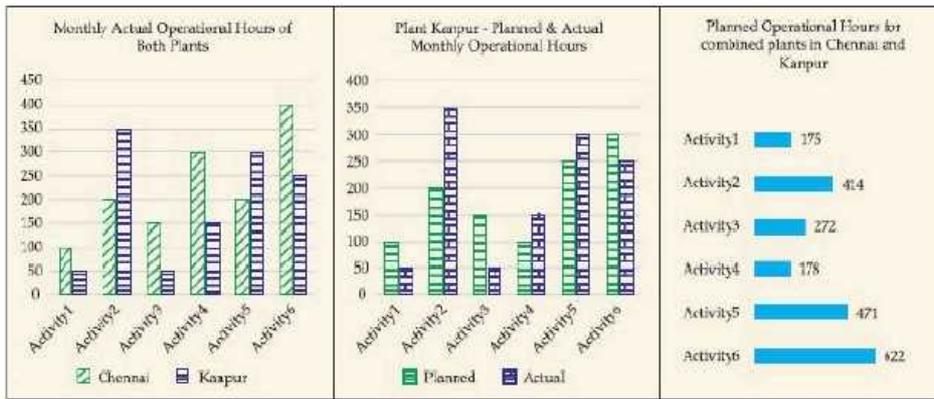
- A) 1   B) 2   C) 3   D) 4

**DIRECTIONS for the question:** Analyse the graph/s given below and answer the question that follows.

**Question No. : 71**

The figures given below show the amount of work distribution (in operational hours) for a toy manufacturing company having manufacturing plants in Chennai and Kanpur. Each plant carries out six activities. Planned operational cost per hour of Chennai and Kanpur plants are Rs. 250 and Rs. 300 respectively. However, the actual operational cost per hour is Rs. 270 in Chennai and Rs. 315 in Kanpur.

$$\text{Cost Difference (in \%)} = \text{Absolute } (( \text{Actual Cost} - \text{Planned Cost} ) / \text{Planned Cost}) \times 100$$



In how many activity plants, Chennai has higher planned operational hours as compared to the corresponding activity plant in Kanpur ?

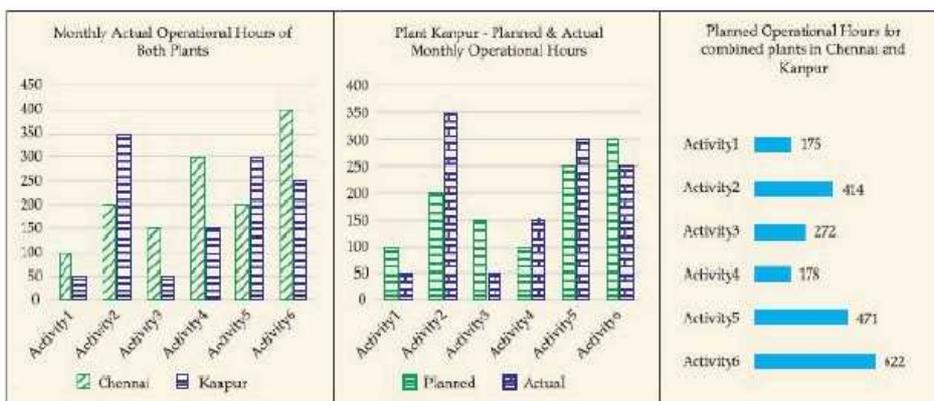
- A) 1    B) 2    C) 3    D) 4

**DIRECTIONS for the question:** Analyse the graph/s given below and answer the question that follows.

**Question No. : 72**

The figures given below show the amount of work distribution (in operational hours) for a toy manufacturing company having manufacturing plants in Chennai and Kanpur. Each plant carries out six activities. Planned operational cost per hour of Chennai and Kanpur plants are Rs. 250 and Rs. 300 respectively. However, the actual operational cost per hour is Rs. 270 in Chennai and Rs. 315 in Kanpur.

$$\text{Cost Difference (in \%)} = \text{Absolute } (( \text{Actual Cost} - \text{Planned Cost} ) / \text{Planned Cost}) \times 100$$



Overall Cost difference in Chennai plant is approximately:

- A) 39%    B) 41%    C) 65%    D) 70%

**DIRECTIONS for the question:** Study the following Graph & table given below and answer the question that follows.

**Question No. : 73**

The following table gives number of T-Shirts sold (in thousand units) in Delhi and Mumbai. The T-Shirts are sold in different styles (S1,S2,S3 and S4) with different colours as shown in the table.

| Colour | Delhi Style |    |    |    | Mumbai Style |    |    |    |
|--------|-------------|----|----|----|--------------|----|----|----|
|        | S1          | S2 | S3 | S4 | S1           | S2 | S3 | S4 |
| Pink   | 61          | 60 | 69 | 55 | 65           | 95 | 66 | 92 |
| Red    | 76          | 70 | 70 | 95 | 76           | 89 | 65 | 81 |
| Green  | 71          | 89 | 92 | 65 | 61           | 70 | 60 | 72 |
| Yellow | 50          | 63 | 76 | 94 | 69           | 60 | 69 | 66 |
| Blue   | 98          | 99 | 54 | 82 | 94           | 64 | 75 | 74 |
| White  | 61          | 74 | 75 | 54 | 92           | 89 | 85 | 72 |
| Black  | 90          | 51 | 76 | 51 | 86           | 93 | 94 | 97 |

From the combinations given below, which one has the minimum difference in units sold across cities of Delhi and Mumbai ?

- A) Red-S2    B) Green - S2    C) Yellow – S1    D) Black - S3

**DIRECTIONS for the question:** Study the following Graph & table given below and answer the question that follows.

**Question No. : 74**

The following table gives number of T-Shirts sold (in thousand units) in Delhi and Mumbai. The T-Shirts are sold in different styles (S1,S2,S3 and S4) with different colours as shown in the table.

| Colour | Delhi Style |    |    |    | Mumbai Style |    |    |    |
|--------|-------------|----|----|----|--------------|----|----|----|
|        | S1          | S2 | S3 | S4 | S1           | S2 | S3 | S4 |
| Pink   | 61          | 60 | 69 | 55 | 65           | 95 | 66 | 92 |
| Red    | 76          | 70 | 70 | 95 | 76           | 89 | 65 | 81 |
| Green  | 71          | 89 | 92 | 65 | 61           | 70 | 60 | 72 |
| Yellow | 50          | 63 | 76 | 94 | 69           | 60 | 69 | 66 |
| Blue   | 98          | 99 | 54 | 82 | 94           | 64 | 75 | 74 |
| White  | 61          | 74 | 75 | 54 | 92           | 89 | 85 | 72 |
| Black  | 90          | 51 | 76 | 51 | 86           | 93 | 94 | 97 |

If the profit margin of T-Shirts of various styles S1, S2, S3 and S4 are Rs. 100, Rs. 100, Rs. 120 and Rs. 120 respectively, then among the colour and city combinations given below, which combination has the maximum profit ?

- A) Red-Mumbai    B) Red-Delhi    C) Green-Delhi    D) Blue-Mumbai

**DIRECTIONS for the question:** Study the following Graph & table given below and answer the question that follows.

**Question No. : 75**

The following table gives number of T-Shirts sold (in thousand units) in Delhi and Mumbai. The T-Shirts are sold in different styles (S1,S2,S3 and S4) with different colours as shown in the table.

| Colour | Delhi Style |    |    |    | Mumbai Style |    |    |    |
|--------|-------------|----|----|----|--------------|----|----|----|
|        | S1          | S2 | S3 | S4 | S1           | S2 | S3 | S4 |
| Pink   | 61          | 60 | 69 | 55 | 65           | 95 | 66 | 92 |
| Red    | 76          | 70 | 70 | 95 | 76           | 89 | 65 | 81 |
| Green  | 71          | 89 | 92 | 65 | 61           | 70 | 60 | 72 |
| Yellow | 50          | 63 | 76 | 94 | 69           | 60 | 69 | 66 |
| Blue   | 98          | 99 | 54 | 82 | 94           | 64 | 75 | 74 |
| White  | 61          | 74 | 75 | 54 | 92           | 89 | 85 | 72 |
| Black  | 90          | 51 | 76 | 51 | 86           | 93 | 94 | 97 |

Which style T-Shirt has highest difference in number of units sold between two cities of Delhi and Mumbai ?

- A) S1 B) S2 C) S3 D) S4

**DIRECTIONS for the question:** Study the following Graph & table given below and answer the question that follows.

**Question No. : 76**

The following table gives number of T-Shirts sold (in thousand units) in Delhi and Mumbai. The T-Shirts are sold in different styles (S1,S2,S3 and S4) with different colours as shown in the table.

| Colour | Delhi Style |    |    |    | Mumbai Style |    |    |    |
|--------|-------------|----|----|----|--------------|----|----|----|
|        | S1          | S2 | S3 | S4 | S1           | S2 | S3 | S4 |
| Pink   | 61          | 60 | 69 | 55 | 65           | 95 | 66 | 92 |
| Red    | 76          | 70 | 70 | 95 | 76           | 89 | 65 | 81 |
| Green  | 71          | 89 | 92 | 65 | 61           | 70 | 60 | 72 |
| Yellow | 50          | 63 | 76 | 94 | 69           | 60 | 69 | 66 |
| Blue   | 98          | 99 | 54 | 82 | 94           | 64 | 75 | 74 |
| White  | 61          | 74 | 75 | 54 | 92           | 89 | 85 | 72 |
| Black  | 90          | 51 | 76 | 51 | 86           | 93 | 94 | 97 |

The average sales of which colour T-Shirt sold is same in both the cities ?

- A) Yellow B) Blue C) Black D) Red

**DIRECTIONS for the question:** Read the information given below and answer the question that follows.

**Question No. : 77**

In Gargi's family there are 7 members A, B, C, D, E, F and G other than her consisting of Mother, Father, Brother, Sister, Uncle, Grandfather and Grandmother. They are Doctor, Professor, Director, Actor, Minister, Business Person and Artist by profession not necessarily in the same order. Gargi is a Manager of a leading restaurant and invites the family to her restaurant having round tables for seating to have dinner. The family members select a table for dinner while Gargi is on duty.

Few other details are:

- (a) The mother and father do not sit together.
- (b) C is seated on the immediate left of Professor and A sits with B.
- (c) The artist is either the sister or grandmother and sits to the immediate right of Father.
- (d) The grandmother is seated on the immediate left of D who is an actor.
- (e) G who is an artist sits with the Business person, F who is a female.
- (f) E sits one place away to the left of Director.
- (g) There is one family member between Grandmother and C who is a Director.
- (h) Father is a doctor and sits between Professor and Sister.
- (i) Brother is not a Professor and sits with Grandmother.

Who sits three places to the right of Mother ?

- A) Director   B) Uncle   C) Grandfather   D) Brother

**DIRECTIONS for the question:** Read the information given below and answer the question that follows.

**Question No. : 78**

In Gargi's family there are 7 members A, B, C, D, E, F and G other than her consisting of Mother, Father, Brother, Sister, Uncle, Grandfather and Grandmother. They are Doctor, Professor, Director, Actor, Minister, Business Person and Artist by profession not necessarily in the same order. Gargi is a Manager of a leading restaurant and invites the family to her restaurant having round tables for seating to have dinner. The family members select a table for dinner while Gargi is on duty.

Few other details are:

- (a) The mother and father do not sit together.
- (b) C is seated on the immediate left of Professor and A sits with B.
- (c) The artist is either the sister or grandmother and sits to the immediate right of Father.
- (d) The grandmother is seated on the immediate left of D who is an actor.
- (e) G who is an artist sits with the Business person, F who is a female.
- (f) E sits one place away to the left of Director.
- (g) There is one family member between Grandmother and C who is a Director.
- (h) Father is a doctor and sits between Professor and Sister.
- (i) Brother is not a Professor and sits with Grandmother.

If B is a Doctor, then who is A?

- A) Father   B) Uncle   C) Professor   D) Mother

**DIRECTIONS for the question:** Read the information given below and answer the question that follows.

**Question No. : 79**

In Gargi's family there are 7 members A, B, C, D, E, F and G other than her consisting of Mother, Father, Brother, Sister, Uncle, Grandfather and Grandmother. They are Doctor, Professor, Director, Actor, Minister, Business Person and Artist by profession not necessarily in the same order. Gargi is a Manager of a leading restaurant and invites the family to her restaurant having round tables for seating to have dinner. The family members select a table for dinner while Gargi is on duty.

Few other details are:

- (a) The mother and father do not sit together.
- (b) C is seated on the immediate left of Professor and A sits with B.
- (c) The artist is either the sister or grandmother and sits to the immediate right of Father.
- (d) The grandmother is seated on the immediate left of D who is an actor.
- (e) G who is an artist sits with the Business person, F who is a female.
- (f) E sits one place away to the left of Director.
- (g) There is one family member between Grandmother and C who is a Director.
- (h) Father is a doctor and sits between Professor and Sister.
- (i) Brother is not a Professor and sits with Grandmother.

How many minimum/ least number of people are between the Business person and Professor ?

- A) 3   B) 2   C) 4   D) 1

**DIRECTIONS for the question:** Read the information given below and answer the question that follows.

**Question No. : 80**

In Gargi's family there are 7 members A, B, C, D, E, F and G other than her consisting of Mother, Father, Brother, Sister, Uncle, Grandfather and Grandmother. They are Doctor, Professor, Director, Actor, Minister, Business Person and Artist by profession not necessarily in the same order. Gargi is a Manager of a leading restaurant and invites the family to her restaurant having round tables for seating to have dinner. The family members select a table for dinner while Gargi is on duty.

Few other details are:

- (a) The mother and father do not sit together.
- (b) C is seated on the immediate left of Professor and A sits with B.
- (c) The artist is either the sister or grandmother and sits to the immediate right of Father.
- (d) The grandmother is seated on the immediate left of D who is an actor.
- (e) G who is an artist sits with the Business person, F who is a female.
- (f) E sits one place away to the left of Director.
- (g) There is one family member between Grandmother and C who is a Director.
- (h) Father is a doctor and sits between Professor and Sister.
- (i) Brother is not a Professor and sits with Grandmother.

If C is the Uncle, then Professor is:

- A) Grandfather   B) A   C) B   D) Mother

**DIRECTIONS for the question:** Read the information given below and answer the question that follows.

**Question No. : 81**

A group of students A, B, C, D, E, F, G, H and I visit Sheesh Mahal in Jaipur and play a game of standing in a horizontal line in front of a mirror as per the directions seen in the reflection. The group consists of four girls and five boys and none of the boys are at the extreme end positions. All the boys stand together with no girl in between. A takes the lead and stands in the centre to give directions as per those seen in the reflection. Some other directions which A gives are:

- (a) G is on the extreme left while A is to the immediate left of D.
- (b) C stands one place to the right of A and is not a girl.
- (c) H is second to the left of B and to the immediate right of G
- (d) E is not on the extreme ends and is not a girl
- (e) B always stands between two boys.

If there are two students between F and D, then I as per reflection is:

- A) On the extreme right    B) Immediate left of D    C) Immediate right of C    D) Four places to the right of A

**DIRECTIONS for the question:** Read the information given below and answer the question that follows.

**Question No. : 82**

A group of students A, B, C, D, E, F, G, H and I visit Sheesh Mahal in Jaipur and play a game of standing in a horizontal line in front of a mirror as per the directions seen in the reflection. The group consists of four girls and five boys and none of the boys are at the extreme end positions. All the boys stand together with no girl in between. A takes the lead and stands in the centre to give directions as per those seen in the reflection. Some other directions which A gives are:

- (a) G is on the extreme left while A is to the immediate left of D.
- (b) C stands one place to the right of A and is not a girl.
- (c) H is second to the left of B and to the immediate right of G
- (d) E is not on the extreme ends and is not a girl
- (e) B always stands between two boys.

Who is three places to the right of A considering A's direction sense and not that of the reflection?

- A) F    B) I    C) H    D) E

**DIRECTIONS for the question:** Read the information given below and answer the question that follows.

**Question No. : 83**

A group of students A, B, C, D, E, F, G, H and I visit Sheesh Mahal in Jaipur and play a game of standing in a horizontal line in front of a mirror as per the directions seen in the reflection. The group consists of four girls and five boys and none of the boys are at the extreme end positions. All the boys stand together with no girl in between. A takes the lead and stands in the centre to give directions as per those seen in the reflection. Some other directions which A gives are:

- (a) G is on the extreme left while A is to the immediate left of D.
- (b) C stands one place to the right of A and is not a girl.
- (c) H is second to the left of B and to the immediate right of G
- (d) E is not on the extreme ends and is not a girl
- (e) B always stands between two boys.

Which of the following statement is always true ?

- A) F and I are girls    B) E is a boy but A is a girl    C) A and E stand together    D) C and I stand together

**DIRECTIONS for the question:** Read the information given below and answer the question that follows.

**Question No. : 84**

In a building with various offices on 12 floors there are two lifts. Lift 1 halts at even numbered floors and Lift 2 at odd numbered floors. A, B, C and D have their offices on 2,8,7 and 11 floors respectively. The office reaching time for A and C is 9:10 am while for B and D is 9:15 am and 9:20 am respectively. The attendance will be marked on the floor office. The lift takes 30 seconds to cross from one floor to another and halts on the selected floor for 30 seconds. The employees have to complete 8 hours and 30 minutes per day and are allowed to be late in the morning up to a maximum of 30 minutes which has to be compensated for in the evening. They have to enter the building from Ground i.e '0' floor and it is not necessary that the lift is always available.

D steps into lift 1 by mistake with A in it at 9:00 am at the ground floor and C is in Lift 2 at ground floor at the same time and realises only when the lift has started. Then approximately at what time will D reach office, if lift 2 halts for additional 30 seconds after D boards it?

- A) 9:16 am   B) 9:14 am   C) 9:11 am   D) 9:10 am

**DIRECTIONS for the question:** Read the information given below and answer the question that follows.

**Question No. : 85**

In a building with various offices on 12 floors there are two lifts. Lift 1 halts at even numbered floors and Lift 2 at odd numbered floors. A, B, C and D have their offices on 2,8,7 and 11 floors respectively. The office reaching time for A and C is 9:10 am while for B and D is 9:15 am and 9:20 am respectively. The attendance will be marked on the floor office. The lift takes 30 seconds to cross from one floor to another and halts on the selected floor for 30 seconds. The employees have to complete 8 hours and 30 minutes per day and are allowed to be late in the morning up to a maximum of 30 minutes which has to be compensated for in the evening. They have to enter the building from Ground i.e '0' floor and it is not necessary that the lift is always available.

If A reaches the building at 9:08 am and Lift 1 is at the 6th floor with only B in it, at what time can A at the earliest leave from office on that given day?

- A) 5:40 pm   B) 5:42 am   C) 5:47 pm   D) 5:45 pm

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 86**

In an organization with three departments i.e. Marketing, Finance and Hr, it was decided to shuffle the 70 employees between departments. To make optimum use of resources, the management assesses their capability based on their qualification. 3 employees can work in every department. 7 employees can work in Finance and Marketing only. 10 can work only in HR while the number of employees only in Marketing is double of that in only Finance. Employees in only Finance cannot be less than 10 while employees in Finance and HR only are three times of two less than that of Marketing and HR only. The organization has employees with all possible combinations of their capabilities.

How many employees at the maximum are capable to work in Finance ?

- A) 31   B) 33   C) 28   D) 32

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 87**

In an organization with three departments i.e. Marketing, Finance and Hr, it was decided to shuffle the 70 employees between departments. To make optimum use of resources, the management assesses their capability based on their qualification. 3 employees can work in every department. 7 employees can work in Finance and Marketing only. 10 can work only in HR while the number of employees only in Marketing is double of that in only Finance. Employees in only Finance cannot be less than 10 while employees in Finance and HR only are three times of two less than that of Marketing and HR only. The organization has employees with all possible combinations of their capabilities.

How many employees are capable to work in Marketing and HR only ?

- A) 1   B) 2   C) 5   D) 7

**DIRECTIONS for the question:** Solve the following question and mark the best possible option.

**Question No. : 88**

Complete the given sequence

63, 215, 511, 999

- A) 1330   B) 1727   C) 1335   D) 1735

**DIRECTIONS for the question:** Study the following information carefully and answer the question.

**Question No. : 89**

A word arrangement, when rearranged by given input follow a particular rule/logic in each step. Following is an example of input and rearrangement. Study that rule/logic and apply on given problem.

INPUT : one cannot but feel sorry for him

Steps/Results:

- (I) but cannot one sorry feel him for  
(II) cannot but feel sorry one for him  
(III) but cannot sorry feel him for one  
(IV) Sorry cannot but him feel one for

If Step VI reads, 'the best way of promoting our nation', what will be the arrangement of the input ?

- A) best the nation way of our promoting   B) our promoting the best nation way of  
C) promoting best nation of the our way   D) of our best the way nation promoting

**DIRECTIONS for the question:** Study the following information carefully and answer the question.

**Question No. : 90**

A word arrangement, when rearranged by given input follow a particular rule/logic in each step. Following is an example of input and rearrangement. Study that rule/logic and apply on given problem.

INPUT : one cannot but feel sorry for him

Steps/Results:

- (I) but cannot one sorry feel him for
- (II) cannot but feel sorry one for him
- (III) but cannot sorry feel him for one
- (IV) Sorry cannot but him feel one for

If Step V reads, 'weeks of tepid slothful and weak performance', what would step VI read ?

- A) performance weeks and tepid of weak slothful
- B) of weeks slothful tepid performance weak and
- C) of tepid slothful performance weak and weeks
- D) performance and tepid weeks of weak slothful

---

**Section : GK**

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 91**

Which of the following country is not a member of BIMSTEC?

- A) Bhutan
- B) China
- C) India
- D) My an mar

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 92**

Adani Group won the bid to manage and develop which of the following airports in India for 50 years ?

- A) Nagpur
- B) Bengaluru
- C) Hyderabad
- D) Lucknow

---

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 93**

Which of the following is not a recipient of Ramon Magsaysay Award ?

- A) Ravish Kumar
- B) Arvind Kejriwal
- C) Kiran Bedi
- D) C.N.R. Rao

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 94**

With which of the following countries Afghanistan shares its border?

- (a) Turkmenistan
- (b) Uzbekistan
- (c) Tajikistan
- (d) Iran
- (e) Kyrgyztan

Select the correct option :

- A) (a), (b) and (d) only
  - B) (b), (c), (d) and (e) only
  - C) (c), (d) and (e) only
  - D) (a), (b), (c) and (d) only
-

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 95**

According to latest UN International Migrant Stock 2019 report, which country is the leading country of origin of international migrants in 2019?

- A) India    B) Mexico    C) China    D) Russia

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 96**

The 2018 Winter Olympics games were held in :

- A) South Korea    B) Canada    C) Sweden    D) Romania

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 97**

Which ministry launched the UDAAN Scheme ?

- A) Ministry of External Affairs    B) Ministry of Skill Development and Entrepreneurship  
C) Ministry of Women and Child Development    D) Ministry of Defence

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 98**

Identify the name of ISRO Mission whose objective is to carry a three member crew to low earth orbit and return them safely to a pre-defined destination on earth?

- A) Asrosat    B) Aditya – L1    C) Gaganyaan    D) Akash

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 99**

Match the festivals with the states in which they are celebrated :

| Festivals     | States                  |
|---------------|-------------------------|
| (a) Losar     | (i) Madhya Pradesh      |
| (b) Lokrang   | (ii) Sikkim             |
| (c) Bahu Mela | (iii) Jammu and Kashmir |
| (d) Shigmo    | (iv) Nagaland           |
| (e) Sekrenyi  | (v) Goa                 |

- A) (a) - (i); (b) - (ii); (c) - (iii); (d) - (iv); (e) - (v)    B) (a) - (ii); (b) - (i); (c) - (iii); (d) - (v); (e) - (iv)  
C) (a) - (v); (b) - (ii); (c) - (i); (d) - (iv); (e) - (iii)    D) (a) - (i); (b) - (ii); (c) - (iii); (d) - (v); (e) - (iv)

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 100**

The terms "Technical foul" and "Flagrant Foul" are most commonly associated with which of the following sport ?

- A) Table Tennis    B) Badminton    C) Basket Ball    D) Football

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 101**

He is a French Business magnate, investor and an art collector. He is the Chairman and Chief executive of LVMH, the world's largest Luxury goods company. He is the second richest person in the world according to Forbes Magazine as on July 2019. Identify the Personality.

- A) Carrie Perrodo B) Francois Pinault C) Patrick Drahi D) Bernard Arnault

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 102**

"83" is a biopic on which famous personality ?

- A) Sunil Gavaskar B) Mohinder Amarnath C) Kapil Dev D) MS Dhoni

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 103**

Name of which of the following shoe brand is derived from a 'wild cat' found hi Americas?

- A) Nike B) Reebok C) Puma D) Fila

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 104**

The Gandhi Solai Park (GSP) was inaugurated at the headquarters of which international organisation ?

- A) IMF B) European Union C) United Nations D) WHO

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 105**

Which company launched India's first ethanol based bike ?

- A) HERO B) HONDA C) TVS D) BAJAJ

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 106**

Scientist's plan to build an elevator between Earth and the Moon to cut down on the rocket fuel needed for a trip between the Earth and the Moon is known as :

- A) Space Line B) Space Lift C) Space Elevator D) Space Bridge

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 107**

Who is the co-founder of multi-brand sneaker store "VegNonVeg" ?

- A) Karan Johar B) Aditya Birla C) Anand Ahuja D) Sanjay Kapoor

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 108**

Match the Sea Port with the Country where it is located :

| Sea Port      | Country             |
|---------------|---------------------|
| (a) Busan     | (i) The Netherlands |
| (b) Jebel Ali | (ii) Belgium        |
| (c) Qingdao   | (iii) U.A.E.        |
| (d) Antwerp   | (iv) South Korea    |
| (e) Rotterdam | (v) China           |

A) (a) - (iv), (b) - (iii), (c) - (v), (d) - (ii), (e) - (i)    B) (a) - (iv), (b) - (v), (c) - (ii), (d) - (iii), (e) - (i)

C) (a) - (iv), (b) - (v), (c) - (iii), (d) - (ii), (e) - (i)    D) (a) - (iv), (b) - (ii), (c) - (iii), (d) - (v), (e) - (i)

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 109**

Match the Juice brands with their Company.

| Juice           | Company               |
|-----------------|-----------------------|
| (a) Tropicana   | (i) Coca Cola         |
| (b) Real        | (ii) Hector Beverages |
| (c) Ceres       | (iii) Pioneer Foods   |
| (d) Paper Boat  | (iv) Pepsi Co. India  |
| (e) Minute Maid | (v) Dabur             |

A) (a) - (iv), (b) - (iii), (c) - (v), (d) - (ii), (e) - (i)    B) (a) - (iv), (b) - (v), (c) - (ii), (d) - (iii), (e) - (i)

C) (a) - (iv), (b) - (v), (c) - (iii), (d) - (ii), (e) - (i)    D) (a) - (iv), (b) - (ii), (c) - (iii), (d) - (v), (e) - (i)

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 110**

2014 Hong Kong Protest was termed as:

A) Red Shirt    B) Umbrella Protest    C) Million man March    D) March for our lives

[www.fundamakers.com](http://www.fundamakers.com)



# FundaMakers

**CAT-MBA I CLAT-LAW I IPM-BBA I GRE-GMAT**

Call: **9598-3333-44, 0522-4236636**

Centres : Aliganj | Indira Nagar | Alambagh