

106. What is the area of the circle whose circumference is 264 cms.?  
 (1) 5544 sq. cms. (2) 5454 sq. cms.  
 (3) 5540 sq. cms. (4) 5548 sq. cms.  
 (5) None of these

107. Kiran sold an item for ₹ 8,160/- and incurred a loss of 15%. At what price should she have sold the item to have gained a profit of 25%?  
 (1) ₹ 12,200/- (2) ₹ 12,300/-  
 (3) ₹ 13,000/- (4) Cannot be determined  
 (5) one of these

108. What will come in place of both the question marks (?) in the following question?  

$$\frac{(? )^{1.2}}{45} = \frac{75}{(? )^{1.2}}$$

- (1) 25 (2) -15  
 (3) -25 (4) 17  
 (5) None of these

109. There are 360 students in a class out of which 35% are day scholars. How many days scholars are there in the class?  
 (1) 128 (2) 122  
 (3) 124 (4) 126  
 (5) None of these

110. In an examination it is required to get 55% of the aggregate marks to pass. A student got 340 and was declared failed by 5% marks. What are the maximum aggregate marks a student can get?  
 (1) 650 (2) 660  
 (3) 680 (4) cannot be determined  
 (5) None of these

**Directions (111-115):** What should come in place of the question mark (?) in the following number series?

111. 9 41 57 65 69 ?

- (1) 73 (2) 75  
 (3) 72 (4) 76  
 (5) None of these

112. 7 10 16 25 37 ?

- (1) 55 (2) 52  
 (3) 51 (4) 57  
 (5) None of these

113. 430 422 395 331 ?

- (1) 208 (2) 210  
 (3) 209 (4) 206  
 (5) None of these

114. 9 15 27 51 99 ?

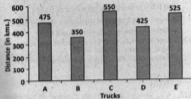
- (1) 165 (2) 195  
 (3) 180 (4) 190  
 (5) None of these

115. 13 21 36 58 87 ?

- (1) 122 (2) 128  
 (3) 133 (4) 123  
 (5) None of these

**Directions (116-120):** Study the following graph carefully to answer the questions that follow:

Distance (in km.) traveled by five different trucks in day



116. What is the respective ratio of the distance travelled by Truck A to the distance travelled by Truck D?

- (1) 17:19 (2) 11:15  
 (3) 19:17 (4) 15:11  
 (5) None of these

117. What is the average distance travelled by all the Trucks together?

- (1) 510 km (2) 515 km  
 (3) 425 km (4) 475 km  
 (5) None of these

118. If Truck A covered the given distance at the average speed of 47.5 km/hr, what is the time taken by it to cover this distance?

- (1) 12 hrs (2) 10 hrs  
 (3) 8 hrs (4) 6 hrs  
 (5) None of these

119. The distance travelled by Truck E is approximately what percent of the total distance travelled by Truck B and C together?

- (1) 58 (2) 60  
 (3) 52 (4) 62  
 (5) 55

120. If the time taken by Truck C to cover the given distance was 8 hours, what was the average speed of the truck?

- (1) 54.75 km/hr (2) 65.25 km/hr  
 (3) 52.25 km/hr (4) 68.75 km/hr  
 (5) None of these

**Directions (121-125) :** Study the following information carefully and answer the given questions.

A, B, C, D, E, F, G and H are sitting around a circular table facing the centre but not necessarily in the same order.

- C sits third to right of E
- G sits second to left of H
- H is not an immediate neighbour of E and C
- F and A are immediate neighbours of each other
- Only one person sits between F and B

121. Four of the following five are similar in a certain way based on their position in the seating arrangement. Which of the following does not belong to that group?  
 (1) EH (2) CF  
 (3) AG (4) BD  
 (5) HG
122. Who amongst the following represent the immediate neighbours of O?  
 (1) E, H (2) C, G  
 (3) F, B (4) H, G  
 (5) C, B
123. What is the position of A with respect to G in the above arrangement?  
 (1) Third to the right (2) Second to the left  
 (3) Fifth to the right (4) Immediate right  
 (5) Third to the left
124. What will come in place of the question mark (?) according to the above seating arrangement?  
 EF CG HB FA ?  
 (1) GD (2) CG  
 (3) GH (4) BH  
 (5) CD
125. Who sits to the immediate right of A ?  
 (1) E (2) C  
 (3) G (4) F  
 (5) D

**Directions (126-130) :** Study the following arrangement carefully and answer the questions given below:

64 25285264139181258635149473272  
 59

126. How many 4s are there in the above arrangement, each of which is immediately preceded by a digit which has a numerical value of more than four?  
 (1) None (2) One  
 (3) Two (4) Three  
 (5) More than three
127. Which of the following is seventh to the left of the twentieth from the left end of the above arrangement?  
 (1) 2 (2) 9

- (3) 2 (4) 7  
 (5) 1

128. If all the even digits are deleted from the above arrangement, which of the following will be tenth from the right end of the arrangement?  
 (1) 9 (2) 5  
 (3) 1 (4) 3  
 (5) 7
129. How many such 5s are there in the above arrangement each of which is immediately preceded by an odd digit and immediately followed by an even digit?  
 (1) None (2) One  
 (3) Two (4) Three  
 (5) More than three
130. How many such 1s are there in the above arrangement, each of which is immediately preceded by a perfect square?  
 (1) None (2) One  
 (3) Two (4) Three  
 (5) More than three

**\* Directions (131-135):** Study the following information to answer the given questions :

In a certain code 'ring a bell' is written as '5 8 2', 'did not ring' is written as '3 5 9' and 'not a reason' is written as '7 2 9'.

131. Which of the following represents 'did not' ?  
 (1) '2 3' (2) '2 9'  
 (3) '3 5' (4) '5 2'  
 (5) '9 3'
132. What is the code for 'bell' ?  
 (1) 5 (2) 8  
 (3) 2 (4) 7  
 (5) None of these
133. What does '2' stand for ?  
 (1) ring (2) a  
 (3) bell (4) reason  
 (5) not
134. What does '7' stand for ?  
 (1) not (2) a  
 (3) ring (4) reason  
 (5) Either 'a' or 'not'
135. What is the code for 'ring' ?  
 (1) 8 (2) 2  
 (3) 5 (4) 3  
 (5) 9

**Directions (136-140) :** Following questions are based on the five three digit numbers given below:

219 742 936 587 853

136. If all the numbers are arranged in descending order from left to right, which of the following will be the

product of the first and the second digits of the number which is exactly in the middle of the new arrangement?

- (1) 18 (2) 28  
(3) 54 (4) 21  
(5) 45

137. One is subtracted from the first digit and two is subtracted from third digit of each of the numbers. What will be the difference between the first digit of the highest number and the third digit of the lowest number?

- (1) 3 (2) 4  
(3) 5 (4) 2  
(5) 1

138. What will be the resultant if third digit of the highest number is divided by the first digit of the lowest number?

- (1) 1.5 (2) 2  
(3) 3 (4) 4  
(5) 1

139. If the positions of the first and the third digits of each of the numbers are interchanged, what will be sum of all the digits of the second highest number thus formed?

- (1) 20 (2) 16  
(3) 18 (4) 13  
(5) 12

140. If all the digits in each of the numbers are arranged in descending order within the number, which of the following will form the lowest number in the new arrangement of numbers?

- (1) 219 (2) 742  
(3) 936 (4) 587  
(5) 853

**Directions (141-145):** Study the following information carefully and answer the given questions.

- P, Q, R, S, T, V and W are sitting in a straight line facing North but not necessarily in the same order.
- Q sits third to right of T. W sits second to right of Q.
- V and R are immediate neighbours of each other. V is not an immediate neighbour of T.
- Only one person sits between S and P.
- S is not an immediate neighbour of Q.

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

- (1) QW (2) TV  
(3) RQ (4) VW  
(5) PS

142. How many persons sit between Rand P?

- (1) None (2) One  
(3) Two (4) Three  
(5) Four

143. Which of the following pairs sits at the extreme corners of the line?

- (1) R, W (2) S, T  
(3) W, Q (4) T, R  
(5) S, W

144. What is the position of T with respect to V?

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

145. If all the persons are made to sit in alphabetical order from right to left, the positions of how many will remain unchanged as compared to the original seating positions?

- (1) None (2) One  
(3) Two (4) Three  
(5) Four

**Directions (146-150):** In each question below are two statements followed by two conclusions numbered I and II. You have to take the two given statements to be true even if they seem to be at variance from commonly known facts and then decide which of the given conclusions logically follows from the given statements disregarding commonly known facts.

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

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

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

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

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

146. **Statements:** No house is an apartment. Some apartments are bungalows.

**Conclusions:**

- I. No house is a bungalow.  
II. All bungalows being houses is a possibility.

147. **Statements:** All plants are animals. All insects are plants.

**Conclusions:**

- I. All insects being animals is a possibility.  
II. There is a possibility that some animals are neither insects nor plants.

148. **Statements:** All pens are inks. No ink is an eraser.

**Conclusions:**

- I. No pen is an eraser.  
II. Some erasers are pens.

149. **Statements:** Some trains are buses. All trains are ships.

**Conclusions:**

- I. All ships are buses.  
II. All those trains if these are buses are also ships.

150. **Statements:** Some numbers are digits. All digits are words.

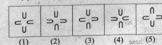
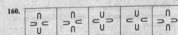
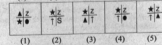
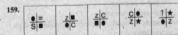
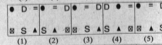
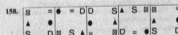
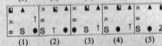
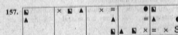
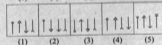
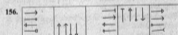
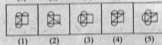
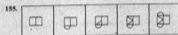
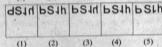
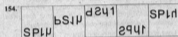
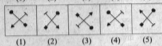
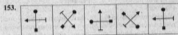
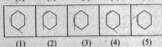
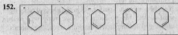
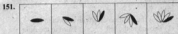
**Conclusions:**

- I. All numbers being words is a possibility.  
II. All digits being numbers is a possibility.

**Directions (151-160) :** In each of the questions given below which one of the five answer figures on the right should come after the problem figures on the left, if the sequence were continued?

**Problem Figures**

**Answer Figures**



161. The term "marketing mix" describes:
- (1) A composite analysis of all environmental factors inside and outside the firm
  - (2) A series of business decisions that aid in selling a product
  - (3) The relationship between a firm's marketing strengths and its business weaknesses
  - (4) A blending of four strategic elements to satisfy specific target markets
  - (5) The range of products that is offered for sale
162. A value chain in marketing is:
- (1) an operator of discount stores with many branches
  - (2) a factory outlet store
  - (3) a process by which goods gain value as they pass through different levels of intermediaries
  - (4) a process by which companies target value conscious customers
  - (5) None of these
163. Which of the following is **NOT** part of an organisation's micro-environment?
- (1) Customers
  - (2) Suppliers
  - (3) Competitors
  - (4) Government legislation
  - (5) None of these
164. Which of the following is an element of an organisation's internal-environment?
- (1) Competitors
  - (2) Employees
  - (3) Wholesalers
  - (4) Retailers
  - (5) None of these
165. Delivery Channel means—
- (1) maternity wards
  - (2) handing over the products to the buyers
  - (3) places where products are made available to the buyers
  - (4) All of these
  - (5) None of these
166. One of the following is a target group for the marketing of educational loan.
- (1) All the customers
  - (2) Students
  - (3) Only poor students
  - (4) Students having promising educational track record
  - (5) All of these
167. Service after sale is not the function of—
- (1) Marketing staff
  - (2) Seller
  - (3) Director of the company
  - (4) Employees of the company
  - (5) All of the above are wrong
168. A good seller should have the following quality/qualities?
- (1) Devotion to the work
  - (2) Submissive
  - (3) Sympathy
  - (4) All of these
  - (5) None of these
169. Internet marketing means—
- (1) Self-marketing
  - (2) Core Groups monitoring
  - (3) Employees marketing
  - (4) All of these
  - (5) None of these
170. The networking becomes..... through networking.
- (1) very difficult
  - (2) dull
  - (3) easy
  - (4) has no role in marketing
  - (5) None of these
171. Which of the following is the best definition of value?
- (1) A technical measure of a company's selling price relative to its production costs.
  - (2) A measure of the mark-up charged by companies
  - (3) The lowest price available to consumers
  - (4) The best ratio of benefits to costs available to buyers
  - (5) None of these
172. A physical, concrete product you can touch is—
- (1) a service
  - (2) a good
  - (3) an idea
  - (4) a concept
  - (5) a philosophy
173. The marketing concept is a way of thinking or a management philosophy that affects—
- (1) only marketing activities
  - (2) most efforts of the organization
  - (3) mainly the efforts of sales personnel
  - (4) mainly customers relations
  - (5) Only business organizations

174. The XKL company wants to adopt the marketing concept. To be consistent with this move, it should adopt which of the following philosophies?
- (1) The customer is always right
  - (2) Making money is our business
  - (3) Sell, sell, sell
  - (4) Keep prices low
  - (5) Focus on today
175. Which of the following is an example of a problem that may arise in the implementation of the marketing concept?
- (1) By satisfying one segment in society, a firm contributes to the dissatisfaction of other segments.
  - (2) Consumers do not understand what the marketing concept is.
  - (3) Dealers do not support the marketing concept
  - (4) A product may fit the needs too many segments.
  - (5) None of these
176. All of the following are marketing management tasks EXCEPT—
- (1) marketing planning
  - (2) organizing marketing activities
  - (3) co-ordinating marketing activities
  - (4) project development and analysis
  - (5) marketing control
177. Parents Against Drunk Drivers is a group that acts to change attitudes and laws about driving under the influence of alcohol. This group primarily markets—
- (1) goods
  - (2) ideas
  - (3) services
  - (4) political messages
  - (5) None of these
178. The marketing concept is a philosophy that states that an organization should try to satisfy customers' needs and at the same time—
- (1) increase market share
  - (2) increase sales
  - (3) achieve the organization goals
  - (4) always produce high
  - (5) quality products
179. SBI implements a programme of calling its current cardholders to find out what, if any, changes they would like to see in the services provided. The firm is exhibiting characteristics associated with which of the following?
- (1) production
  - (2) sales
  - (3) marketing
  - (4) social
  - (5) None of these
180. Sony is aiming its Cool Cam camera at teenagers. Teenagers are song's—
- (1) audience
  - (2) target audience
  - (3) segmentation
  - (4) target market
  - (5) focus group
181. Easily relocatable language is :
- (1) Machine language
  - (2) Assembly language
  - (3) High level language
  - (4) Medium level language
  - (5) None of these
182. A compiler is a translating program which :
- (1) Translates instruction of a high level language into machine language
  - (2) Translates entire source program into machine language program
  - (3) It is not involved in program's execution
  - (4) All of these
  - (5) None of these
183. CD-ROM is a
- (1) Semiconductor memory
  - (2) Memory register
  - (3) Magnetic memory
  - (4) All of these
  - (5) None of these
184. A name or number used to identify a storage location devices?
- (1) A byte
  - (2) A record
  - (3) An address
  - (4) All of these
  - (5) None of these
185. Which of the following is a secondary memory device?
- (1) Keyboard
  - (2) Disk
  - (3) ALU
  - (4) All of these
  - (5) None of these

186. The difference between memory and storage is the memory is ... and storage is ...  
 (1) Temporary, permanent (2) Permanent, temporary  
 (3) Slow, fast (4) All of these  
 (5) None of these
187. The octal equivalent of 111010 is :  
 (1) 81 (2) 72  
 (3) 71 (4) All of these  
 (5) None of these
188. The first electronic computer in the world was :  
 (1) UNIVAC  
 (2) EDVAC  
 (3) ENIAC  
 (4) All of these  
 (5) None of these
189. An integrated circuit is :  
 (1) A complicated circuit  
 (2) An integrating device  
 (3) Much costlier than a single transistor  
 (4) Fabricated on a tiny silicon chip  
 (5) None of these
190. Most important advantage of an IC is its :  
 (1) Easy replacement in case of circuit failure  
 (2) Extremely high reliability  
 (3) Reduced cost  
 (4) Lower power consumption  
 (5) None of these
191. In the third generation of computers:  
 (1) Distributed data processing first became popular  
 (2) An operating system was first developed  
 (3) High-level procedural languages were first used  
 (4) On-line, real time systems first became popular  
 (5) None of these
192. A characteristic of card systems is:  
 (1) Slowness in processing data  
 (2) Using cards as records of transactions  
 (3) Needing a larger DP staff  
 (4) All of these  
 (5) None of these
193. A digital computer did not score over an analog computer in terms of :  
 (1) Speed  
 (2) Accuracy  
 (3) Cost  
 (4) Memory  
 (5) None of these
194. Which of the following are the two main components of the CPU?  
 (1) Control unit and registers  
 (2) Registers and main memory  
 (3) Control Unit and ALU  
 (4) ALU and bus  
 (5) None of these
195. Which of the following file organization is most efficient for a file with a high degree of file activity?  
 (1) Sequential  
 (2) ISAM  
 (3) VSAM  
 (4) B-Tree Index  
 (5) None of these
196. The two basic types of record-access methods are :  
 (1) Sequential and random  
 (2) Sequential and indexed  
 (3) Direct and immediate  
 (4) On-line and real time  
 (5) None of these
197. The memory which is programmed at the time it is manufactured :  
 (1) POM  
 (2) RAM  
 (3) PROM  
 (4) EPROM  
 (5) None of these
198. Registers, which are partially visible to users and used to hold conditional, are known as :  
 (1) PC  
 (2) Memory address registers  
 (3) General purpose register  
 (4) Flags  
 (5) None of these
199. One of the main feature that distinguish micro-processors from micro-computers is :  
 (1) Words are usually larger in microprocessors  
 (2) Words are shorter in microprocessors  
 (3) Microprocessor does not contain I/O devices  
 (4) Exactly the same as the machine cycle time  
 (5) None of these
200. The least significant bit of the binary number, which is equivalent to any odd decimal number, is :  
 (1) 0 (2) 1  
 (3) 1 or 0 (4) 3  
 (5) None of these