

**M.B.A. ENTRANCE EXAMINATION, 2009**

REGISTER No. :	CENTRE :
NAME :	QUESTION BOOKLET No. :
SIGNATURE :	ANSWER SHEET No. :

1. Please write your Register Number, Name, Centre and Answer Sheet No. in the space provided in the Question Booklet.
2. Please do not open the Question Booklet till you are asked to do so.
3. This test has **150** questions. These questions will have to be answered in **2 hours**.
4. Please make sure that your Question Booklet contains all the 150 questions. In case your Question Booklet is defective, please get it exchanged with a non-defective booklet from the Invigilator.
5. For each question in this test, there are several suggested answers, given against **(A)**, **(B)**, **(C)**, and **(D)** out of which, only one response is the MOST APPROPRIATE. Your task is to find out the most appropriate response and indicate this on the OMR answer sheet.
6. Do not mark two answers to any questions. If more than one answer is given for any question, it will be counted as wrong.
7. SCORING : Each right answer carries : 1 Mark
Negative mark will be given for wrong answer (0.25 Mark)
8. Please do your rough work in the pages meant for Rough work attached to the Question Booklet. Scrap paper is not permitted.
9. This Question Booklet along with the OMR Sheet should be handed over to the Invigilator at the end of the test. Any candidate who does not return the Question Booklet and / OMR Sheet will be disqualified.
10. No calculators, books, slide - rulers, foot-rulers, note-books or written notes, etc., will be allowed inside the examination hall.
11. You should follow the instructions given by the Test Administrators and by Invigilators at the examination hall. If you violate the instructions you will be disqualified.
12. Candidates found not eligible at any stage shall be debarred from the test.
13. Any candidate found copying or receiving or giving assistance in the examination shall be debarred from the test.

ROUGH WORK



Entrance Examination of M.B.A. Degree

Direction : *(Question 1-20). Read passages and answer the questions given under each passage.*

PASSAGE – I

Management is a set of processes that can keep a complicated system of people and technology running smoothly. The most important aspects of management include planning, organizing, staffing, controlling and problem solving. Leadership is a set of process that creates organizations in the first place or adapts them to significantly changing circumstances. Leadership defines what the future should look like, aligns people with that vision and inspires them to make it happen despite the obstacles. This distinction is absolutely crucial for our purposes here. Successful transformation is 70 to 90 percent leadership and only 10 to 30 percent management. Yet for historical reasons, many organisations today don't have much leadership. Almost everyone thinks about the problem here as one of managing change.

For most of this century, as we created thousands and thousands of large organisations for the first time in human history, we didn't have enough good managers to keep all those bureaucracies functioning. So many companies and universities developed management programmes and hundreds and thousands of people were encouraged to learn management on the job. And they did. But, people were taught little about leadership. To some degree, management was the main item on the twentieth - century agenda because that's what was needed. For every entrepreneur or business builder who was a leader, we needed hundreds of managers to run their evergrowing enterprises.

Unfortunately for us today, this emphasis on management has often been institutionalized in corporate cultures that discourage employees from learning how to lead. Ironically, past success is usually the key ingredient in producing this outcome. The syndrome, as I have observed it on many occasions, goes like this : success creates some degree of marked dominance, which in turn produces much growth. After a while keeping the



ever larger organisation under control becomes the primary challenge. So attention turns inward, and managerial competencies are nurtured. With a strong emphasis on management but not leadership, bureaucracy and an inward focus take over. But with continued success, the result mostly of market dominance, the problem often goes unaddressed and an unhealthy arrogance begins to evolve. All of these characteristics then make any transformation effort much more difficult. Arrogant managers can over evaluate their current performance and competitive position, listen poorly, and learn slowly. Inwardly focussed employees can smother those who respond to shifting conditions. And the lack of leadership leaves no force inside these organizations to break out of the morass.

1. What is the main topic of the passage ?
 - A) Importance of management schools in the present context
 - B) Good managers
 - C) Importance of leadership in an organization
 - D) Management and success of an organisation

2. Why did companies and universities develop programmes to prepare managers in large numbers ?
 - A) Companies and universities wanted to generate funds through these programmes
 - B) Organisations wanted to create communication network through trained managers
 - C) Large number of organisations were created and they needed managers in good numbers
 - D) Only trained managers could lead an organisation to success

3. Which of the following statements is not true according to the passage ?
 - A) Bureaucratic culture smothers those who want to change conditions
 - B) Leadership involves carrying out important functions such as budgeting and planning
 - C) Pressure on managers comes mostly from within
 - D) Leadership has the potential to establish direction



4. Management education was emphasized in the management programmes because :
 - A) Motivating employees was thought to be done by managers
 - B) Organisations wanted to create a powerful guiding coalition
 - C) Establishing direction was the main force of organizations
 - D) Management was the main item of agenda in organizations

5. What is the historical reason for many organisations not having leadership ?
 - A) Leaders allow too much complacency in organizations
 - B) Leaders are not adept in carrying out managerial functions and organisations need good managers only
 - C) The view that leaders are born and not made
 - D) Socio - political pressure

6. Which of the following is similar in meaning to the word ‘nurtured’ as used in the passage ?
 - A) Created
 - B) Developed
 - C) Surfaced
 - D) Thwarted

7. What according to the author is leadership ?
 - A) Inspiring people to realise the vision
 - B) Planning and budgeting resources
 - C) Carrying out the crucial function of manager
 - D) Keep the technology running smoothly

8. Which of the following characteristics help organisations in their transformations efforts ?
 - A) Bureaucratic and inward looking approach
 - B) A strong and dogmatic culture
 - C) Emphasis on leadership rather than management
 - D) Emphasis on customer satisfaction



9. Why were people taught little about leadership in management programmes ?
- A) Enough study material was not available
 - B) Leadership was considered a political phenomenon
 - C) Focus of these programmes was on developing managers
 - D) None of the above
10. Which of the following statements is false according to the passage ?
- A) Bureaucracy fosters arrogant culture
 - B) Leadership competencies are nurtured only in very large size organisations
 - C) Successful transformation in organisation is largely possible because of leadership
 - D) Managers tend to stifle innovation

PASSAGE – II

We call a man irrational when he acts in a passion, when he cuts off his nose to spite his face. He is irrational because he forgets that, by indulging the desire which he happens to feel most strongly at the moment, he will thwart other desires which in the long run are more important to him. If men were rational, they would take a more correct view of their own interest than they do at present; and if all men acted from enlightened self-interest, the world would be a paradise in comparison to what it is. I do not maintain that there is nothing better than self-interest as a motive to action, but I do maintain that self-interest, like altruism, is better when it is enlightened than when it is unenlightened. In an ordered community it is very rarely to a man's interest to do anything which is very harmful to others. If a man is less rational, he will fail to perceive how what injures others also injures him, because hatred or envy will blind him. Therefore, although I do not pretend that enlightened self-interest is the highest morality, I do maintain that, if it became common, it would make the world an



immeasurably better place than it is. Rationality in practice may be defined as the habit of remembering all our relevant desires and not only the one which happens at the moment to be strongest. Like rationality in opinion, it is a matter of degree. Complete rationality is no doubt an unattainable ideal, but so long as we continue to classify some men as lunatics it is clear that we think some men more rational than others. I believe that all solid progress in the world consists of an increase in rationality, both practical and theoretical. To preach an altruistic morality appears to me somewhat useless, because it will appeal only to those who already have altruistic desires. But to preach rationality is somewhat different, since rationality helps us to realise our own desire on the whole, whatever they may be. A man is rational in proportion as his intelligence informs and controls his desires. I believe that the control of our acts by our intelligence is ultimately what is of most importance, and that alone will make social life remain possible as science increases the means at our disposal for injuring each other. Education, the press, politics, religion - in a word, all the great forces in the world - are at present on the side of irrationality, they are in the hands of men who flatter King Demos in order to lead him astray. The remedy does not lie in anything heroically cataclysmic, but in the efforts of individuals towards a more sane and balanced view of our relations to our neighbours and to the world. It is to intelligence, increasingly side-spread, that we must look for the solution of the ills from which our world is suffering.

11. What is the central idea of the passage ?

- A) The problems of the world can best be solved by rationality and enlightened self-interest
- B) Altruism and rationality are the main indicators of intelligence
- C) Altruism can make this world a heaven
- D) Man is absolutely irrational



12. What is the author's attitude to modern development in science and communications ?
- A) Cynical about their use
 - B) One of cautious avoidance
 - C) One of cautious acceptance
 - D) One of concern about their harmful potential
13. Rationality, according to the passage, means mainly :
- A) Having regard for others
 - B) Intelligent control of one's desires
 - C) The ability to cultivate a balanced view of surroundings
 - D) Power to resist yielding to strong passions
14. The author feels that it is impractical to appeal to altruism because :
- A) Not all people are altruistic by nature
 - B) Altruism is weaker than rationality
 - C) Altruism is more refined than rationality
 - D) None of the above

PASSAGE – III

The public sector is at the cross roads ever since the launch of economic reforms programme in India. The pendulum has been swinging between survival and surrender. It is the result of a confluence of several factors : a shift in global economic environment, the emergence of the market economy and myths surrounding the performance of the public sector. So virulent has been the onslaught that it is becoming axiomatic that by the very concept, the public sector is inefficient and resource waster whereas private



enterprise is resource efficient. The reform programme in India commenced with the policy of restricting the public sector supported by greater public participation. With the passage of time, the liberalization has shifted to privatization in a disguised form couched as strategic role. In the wake of the recent hot pursuit of the wholesale privatisation programme a lively and poignant debate has emerged. It provides a golden opportunity to introspect and revisit the issue.

At the very outset, it must be made clear that in the worldwide liberalized economic environment and very high stake of the state in most public sector undertakings disinvestment policy seeks to differentiate closed or bankrupt enterprises from the private sector, a fact deliberately overlooked by the champions of privatization. These undertakings need immediate attention. They are an unnecessary drain on the public exchequer. A high priority area for the disinvestment programme ought to be these enterprises but under one or the other argument these remain unattended, may be it involves a tough task. If these cannot be sold lock, stock and barrel asset stripping is the only option. Obviously the Government cannot realise good price from these assets but their disposal will help to stop the drain. If the assets are depreciated or become obsolete, then there is no point in holding on to them indefinitely and take to softer option of selling the vibrant and highly profit - making organisations to reduce the budgetary deficit. Non performers exist both in public and private sectors.

Why condemn the public sector as a whole ? Better option will be closure or privatisation of loss-making and nonviable units, supporting PSUs which could be turned around and made to become healthy and viable and providing autonomy to the boards of PSUs which the performing well and have potential to be globally competitive be welcomed. With public participation in the PSUs, there will be a good dose of accountability in the system. What needs to be reviewed are some basic issues : the priorities allocated to the enterprises selected for disinvestment, a comprehensive road map delineating the route, the modes and modalities, timing and its consequences.



These basic issues require greater discussion and participative decision-making. In any event, the disinvestment programme in respect of the closed and non-revivable units is a must if the drain of further resources is to be prevented. Let it be understood that PSUs are a big repository of value and it will take quite some time for privatisation programme to materialise despite the desire to expedite the process. Until then if a vacuum emerges attended by uncertainty, it will do a great harm to the investments which were made with such great dedication although desired now. The Government has withdrawn a budgetary support over the last decade. If some support is extended, it is largely directed to closed or losing enterprise which have no fortune.

15. The basic issue(s) requiring greater discussion and participative decision making regarding the disinvestment programme is/are :
- A) The priorities allocated to the enterprises selected for disinvestment
 - B) A comprehensive road - map delineating the route
 - C) The modes and modalities, timings and its consequence
 - D) All of these
16. "The public sector is inefficient and resources waster whereas private enterprise is resource-efficient". This opinion is due to :
- A) A shift in global economic environment
 - B) The emergence of market economy
 - C) The myths surrounding the performance of the public sector
 - D) All of these
17. The reform programme in India, started with the policy of restructuring of PSUs, has got shifted to :
- A) Liberalization
 - B) Privatisation
 - C) Globalization
 - D) None of these



18. What were made with great dedication earlier, but now derided ?
- A) Disinvestment
 - B) Investments in PSUs
 - C) Wholesale privatisation programme
 - D) Strategic plans
19. According to the author, non-performers exist in :
- A) Government
 - B) Public sector
 - C) Private sector
 - D) Public and private sectors
20. An appropriate title to the passage will be :
- A) Disinvestment of PSUs
 - B) Economic Reforms Programmes in India
 - C) Liberalised Economic Environment
 - D) Non-performing Assets

Direction : (*Question 21-30*). *The first two items of each of the following questions bear, some relationship. Discover that relation and on the basis of that relation, pick up one item from choices which bears the same relation with the third word.*

21. CONFERENCE : CHAIRMAN :: NEWSPAPER : ?
- A) Reporter
 - B) Distributor
 - C) Printer
 - D) Editor
22. BOOK : LIBRARY :: ANIMAL : ?
- A) Domestic
 - B) Hunter
 - C) Wild
 - D) Zoo
23. CELL : CYTOLOGY :: BIRDS : ?
- A) Odontology
 - B) Mycology
 - C) Ornithology
 - D) Etymology



24. MUTE : MOUNTAIN :: ROARING : ?
 A) Reflection B) Ocean
 C) Sound D) Affection
25. COIN : MINT :: WINE : ?
 A) Brewery B) Stable
 C) Publisher D) Dictionary
26. SKIRMISH : WAR :: DISEASE : ?
 A) Infection B) Patient
 C) Epidemic D) Medicine
27. HEALTH : SICKNESS :: HAPPINESS : ?
 A) Medicine B) Treatment C) Cheerfulness D) Misery
28. SINISTRAL : DEXTRAL :: LEFT HANDED : ?
 A) Right handed B) By hand C) Short hand D) Through hand
29. OCEAN : POND :: KILOMETER : ?
 A) Volt meter B) Millimeter C) Meter D) Ammeter
30. COW : GOAT :: DOG : ?
 A) Rhino B) Elephant C) Lion D) Cat

Direction : (Question 31 – 35). Fill in the blanks.

31. A D G
 D I N
 I P —
 A) V B) W C) X D) Y
32. B E I N T _ _
 A) A B) S C) U D) V
33. Z W S P L I E
 A) D B) F C) K D) B



34. In a certain code, if *SUGAR* is written as *PKLTN* and *TEA* is written as *QGT*, the word *GREAT* can be written in that code as _____
A) ENGTP B) LNGTQ C) FNGTR D) None of these
35. In a certain code, *PRODUCTS* is written as *NPMBSARQ*, the word *COMPREHENSION* is written as _____
A) AMKNCPFGOKMLI B) AMKNPCFGLQMNO
C) AMKNPCFCLQGML D) None of these

Direction : (Questions 36 – 40). Find the odd one from the four options given in each question.

36. A) T B) Z
C) Q D) H
37. A) 5 8 7 8 B) 6 4 8 2
C) 5 7 8 8 D) 9 7 4 8
38. A) CIRE B) ANIR
C) LOUDSC D) RNUTHDE
39. A) NITK B) TIK
C) TIH D) ITS
40. A) LITYAQU B) TITYUANQ
C) ETAUBY D) DTEUCAED

Direction : (Questions 41 – 50). Each of the numbered words given below is followed by four words. For each numbered word select the word which is most nearly defines it.

41. DISPASSIONATE
A) Immoral B) Sensual C) Impartial D) Scientific
42. PUISSANT
A) Weak B) Articulate C) Healthy D) Powerful



43. HIATUS

- A) Atrocious B) Gap C) Dominance D) Obscure

44. FOMENT

- A) Instigate B) Shield C) Frustrate D) Waver

45. LOQUACIOUS

- A) Verbose B) Taciturn C) Rational D) Alluring

46. CATERWAUL

- A) Serve B) Howl C) Scribble D) Salute

47. REFERENCE

- A) Disdain B) Remuneration C) Opposite D) Retrospection

48. GIST

- A) Contribution B) Substance C) Prestige D) Accessory

49. WAIVE

- A) Restrict B) Relax C) Permit D) Admit

50. ENCOMIUM

- A) Verve B) Eulogy C) Doggerel D) Force

Direction : (Questions 51 – 60). In each of the following questions, one word is followed by four words. Choose the word that has most nearly the opposite meaning.

51. NEBULOUS

- A) Concrete B) Unkind C) Undramatic D) Uninteresting

52. PERFUNCTORY

- A) Quick B) Slow C) Careful D) Loud



53. MANSION

- A) Castle B) Hovel C) House D) Hotel

54. PRIMITIVE

- A) Polite B) Naive C) Weak D) Sophisticated

55. NEOPHYTE

- A) Veteran B) Violence C) Desperado D) Prodigal

56. PROLIFIC

- A) Barren B) Backward C) Reckless D) Profound

57. RESTIVE

- A) Buoyant B) Placid C) Resistant D) Insolent

58. BOISTEROUS

- A) Serene B) Tumultuous C) Brazen D) Opaque

59. REPRIMAND

- A) Reward B) Appreciate C) Encourage D) Praise

60. OBLOQUY

- A) Praise B) Cruel C) Slander D) Dialogue

Direction : (Question 61 – 65). Pick up the words that fills the blank space correctly.

61. Seeing the pictures of our old home made me feel _____ and nostalgic.

- A) fastidious B) conciliatory C) indignant D) wistful

62. The cost of this operation has _____ our small store of money.

- A) destroyed B) damaged C) depleted D) affected



63. The _____ successfully repelled every _____ on the city.
 A) defenders-comment B) citizens-onslaught
 C) thieves-robbery D) judge-criticism
64. Genetic engineering in humans should be used to _____ diseases, not to _____ genetic uniformity.
 A) treat-foster B) eradicate-cater
 C) cure-generate D) avoid-promote
65. Part of the confusion in our societies _____ from our pursuit of efficiency and economic growth, in the _____ that these are the necessary ingredients of progress.
 A) stems – conviction B) derives – evaluation
 C) emerges – consideration D) extends – planning

Direction : (Questions 66 – 70). Each of these questions has an idiomatic expression followed by four options. Choose the one closest to its meaning.

66. Talk shop
 A) Talk about one's profession B) Talk about shopping
 C) Ridicule D) Treat lightly
67. In the blues
 A) Being colourful B) Sad and depressed
 C) Behave like a Lord D) Cheerful and happy
68. See eye to eye
 A) See each other B) Agree
 C) Depend on D) Make an effort
69. Wear one's heart on one's sleeve
 A) Lure passionately B) Do the right thing
 C) Show the feelings D) Be intimate



70. To have the gift of the gab

A) Talent for speaking

B) Do exactly the right thing

C) To be cheerful

D) To get lots of gifts

Direction : (Questions 71 – 75). In each of the following questions two statements are followed by two conclusions numbered I and II. Assume the given statements to be true even if they are at variance with commonly known facts. Decide which of the given conclusion(s) is/are definitely drawn from the given statements.

A) – If only conclusion I follows

B) – If only conclusion II follows

C) – If neither I nor II follows

D) – If both follow

71. Statements : When it rains, usually Ramesh does not go out. Ramesh has gone out.

Conclusions : I. It is not raining.

II. Ramesh has some urgent business to transact.

72. Statements : Some businessmen are rich. Sreekumar is rich.

Conclusions : I. Sreekumar is a business man.

II. Sreekumar has a big farm.

73. Statements : Without rains the crops will not be good. The crops were good.

Conclusions : I. There were rains.

II. Crops were good due to the use of good fertilizers.

74. Statements : According to the Evolution theory, man evolved from a monkey
X is a monkey.

Conclusions : I. X can become a man.

II. Man can become a monkey.



75. Statements : In a Golf Club, all the members are not active players of the game but all of them are rich. X is a member.

Conclusions : I. He is a golfer.
II. He is rich.

Direction : (Questions 76-80). In each of the following questions a statement is followed by two conclusions numbered I and II. Assume the given statement to be true even if it is at variance with commonly known facts. Decide which of the given conclusion (s) is/are definitely drawn from the given statements.

- (A) – If only conclusion I follows
- (B) – If only conclusion II follows
- (C) – If neither I nor II follows
- (D) – If both follow

76. Statement : The greatest need in India today is not for sophisticated gadgets but for programmes which will provide employment to large number of people.

Conclusions : I. There is an adequate number of sophisticated gadgets in India.
II. Emphasis is being laid on procuring sophisticated gadgets.

77. Statement : It is almost impossible to survive and prosper in this world without sacrificing ethics and morality.

Conclusions : I. Word appreciates some concepts but may not uphold it.
II. Concept of ethics and morality are not practicable in life.

78. Statement : Until our country achieves economic quality and political freedom, democracy would be meaningless.

Conclusions : I. Political freedom and democracy go hand in hand.
II. Economic equality leads to political freedom and democracy.



79. Statement : The majority of Indian labourers belong to unorganized sector and most of them earn very low.

Conclusions : I. The labourers belonging to organized sector have better benefits and stability.

II. Some labourers belonging to unorganized sector have regular income.

80. Statement : Any student who does not behave properly while in the school, brings bad name to himself and also to the school.

Conclusions : I. Such students should be removed from the school.

II. Strict discipline does not improve behaviour of students.

Direction : (Questions 81-90). One interrogative sentence is followed by two arguments, one beginning with 'yes' and the other with 'no'. Pick up the correct answer choice from the choices given below for each of the following questions :

(A) – Only argument I is forceful

(B) – Only argument II is forceful

(C) – Neither I nor II is forceful

(D) – Both I and II are forceful

81. Should there be a ceiling on the salary of top executives of multinationals in our country ?

Arguments : I. Yes, otherwise it would lead to unhealthy competition and comparison, and our industry would not be able to withstand it.

II. No, with the liberalisation of economy, any such move would be counter productive.

82. Should we impart sex education in schools ?

Arguments : I. Yes, all the progressive nations do so.

II. No, we cannot impart it in co-educational school.



83. Should small States be formed out of bigger States in India ?

- Arguments : I. Yes, there will be administrative convenience.
II. No, it will be a danger to national integration.

84. Should the organisations like the UNO be abolished ?

- Arguments : I. Yes, the Cold War is going to an end, so there is no role of such Organizations.
II. No, in the absence of these Organisations, there will be a World War.

85. Should school education be made free in India ?

- Arguments : I. Yes, this is the only way to improve the level of literacy.
II. No, it will add to the already heavy burden on the exchequer.

86. Should age of retirement be brought down ?

- Arguments : I. Yes, such a decision on the part of the Government would open new job opportunities to youngsters.
II. No, people often marry late and their children don't get settled early.

87. Should hunting be banned ?

- Arguments : I. Yes, it has been proved to be a definite environmental hazard.
II. No, what will hunters do ?

88. Should religion be taught in our schools ?

- Arguments : I. No, ours is a secular State.
II. Yes, teaching religion helps inculcate moral values among children.

89. Can the young enjoy the old movies ?

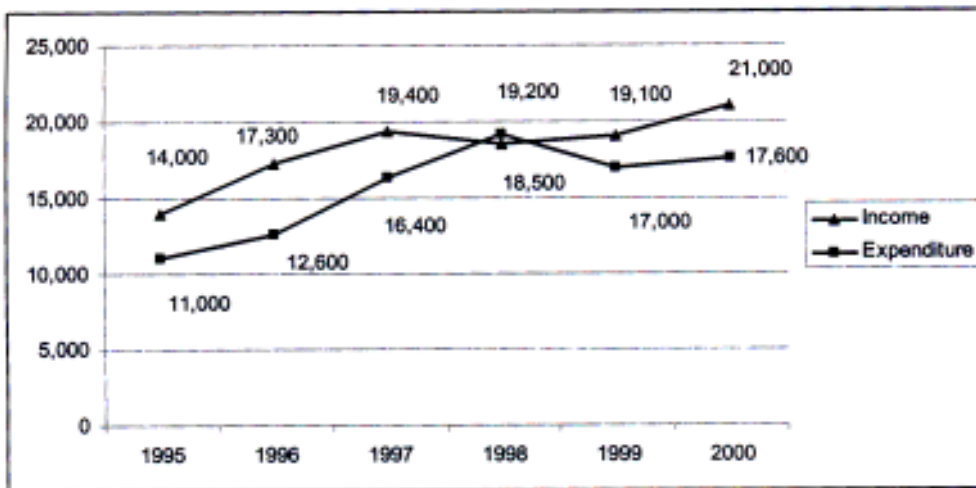
- Arguments : I. Yes, the movies of those days have no proper story.
II. No, the old movies lack the glamour and fastness of modern movies.



90. Should adulteration in foodstuff be considered serious crime ?

- Arguments : I. Yes, the stuff may cause ill health and sometimes result in the death of the poor victims.
- II. No, the things that are mixed with foodstuff are not really poisonous.

Direction : (Questions 91-95). The following graph gives the average monthly income and expenditure of a person over six years. Analyse the graph and answer the questions based on it.



91. In the year 1998, by how much did the person's saving get depleted ?
A) Rs. 700 B) Rs. 1,200 C) Rs. 300 D) Rs. 8,400
92. What is average increase in expenditure of the person between 1995 and 2000 ?
A) 60% B) 12% C) 10% D) 18.5%
93. What was the percentage increase in income between 1996 and 1998 ?
A) 3.46% B) 6% C) 7% D) 52.38%
94. What was the cumulative savings of the person over the period 1995-2000 ?
A) Rs. 1.30 lacs B) Rs. 1.86 lacs C) Rs. 1.62 lacs D) Rs. 1.50 lacs



95. Which year is the best year for the person in terms of savings as a percentage of income ?
- A) 1995 B) 1996 C) 1997 D) 1998

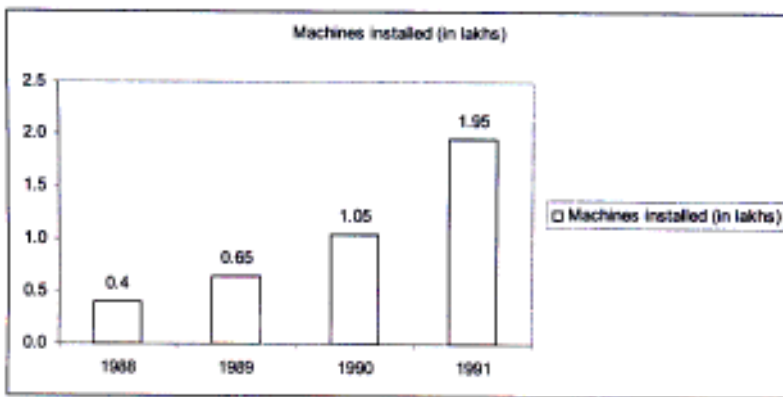
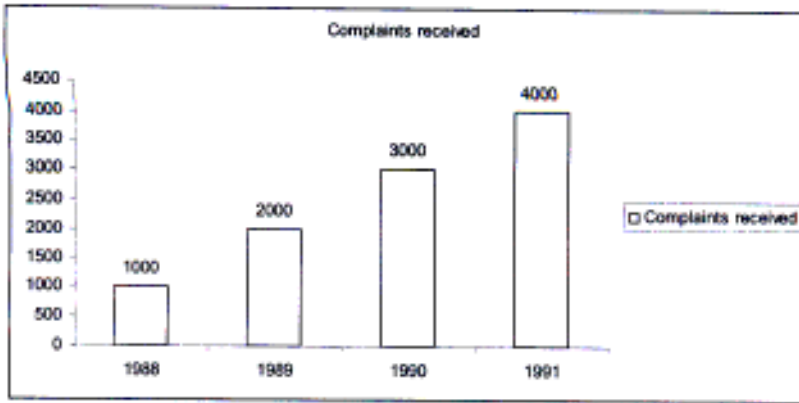
Direction : (Questions 96-99). The following table gives the sales in kilograms of various precious stones in India for the period from 1995-96 to 1999-2000. Analyse the data and answer the questions based on it.

Year	Sales of precious stones (in Kilograms)				
	A	B	C	D	E
1995-96	200	300	200	200	100
1996-97	100	200	100	300	100
1997-98	400	400	200	200	200
1998-99	300	300	200	200	100
1999-2000	200	200	200	100	200

96. What is the total sales of stone 'C' as a per cent of the total sales of precious stones for the given period ?
- A) 17.3% B) 19.23% C) 23.1% D) None of the above
97. By what per cent is the average annual sales of stone 'B' for the given period more than the sales of stone 'D' in 1998-99 ?
- A) 120% B) 50% C) 25% D) 40%
98. For how many years is the sales of stone 'E' as a percentage of the total sales of precious stones less than that of stone 'A' ?
- A) One B) Two C) Three D) Four
99. Which of the given precious stones experienced the highest percentage (growth in its sales in any year over that of the previous year for the period 1996-97 to 1999-2000 ?
- A) stone 'A' B) stone 'B' C) stone 'C' D) stone 'E'



Direction : (Questions 100-104). The following chart shows the number of washing machines of ABC Ltd. installed and the number of complaints received during the period from 1988 to 1991. Analyse the chart and answer the questions based on it.



100. In which year was the number of complaints per 1000 washing machines in service, the maximum for ABC Ltd. (calculated on the end-of-the-year figures) ?
- A) 1989 B) 1988 C) 1990 D) 1991
101. If 10% of the washing machines at the end of every year is scrapped from service, what is the approximate number of washing machine in service at the end of 1991 ? (Assume that 1988 was the first year of operations for ABC Ltd.)
- A) 3.84 lakhs B) 3.65 lakhs C) 3.5 lakhs D) 3.34 lakhs



102. In which two years was the percentage increase in the number of complaints received over the previous year the same ?
- A) 1989 and 1990 B) 1989 and 1991
C) 1990 and 1991 D) No such occurrence
103. If 10% of the complaints received in 1991 were not actual complaints but were because of the wrong operation of the washing machines by customers, then what is the approximate number of actual complaints per 1000 washing machines in 1991 (as calculated at the end of the year) ?
- A) 21 B) 10 C) 23 D) 12
104. If it was found that “fuse blowing” formed 50% of the complaints in 1988 and the number of such complaints was increasing at 20% per year, then what percentage of complaints in 1991 was due to “fuse blowing” ?
- A) 19.2% B) 4.9% C) 2.1% D) 6.1%

Direction : (Questions 105-109). The following table gives the demand and availability for steel (in '000 tonnes) for the period 1994-1995 and 1999-2000. Analyse the data and answer the questions based on it.

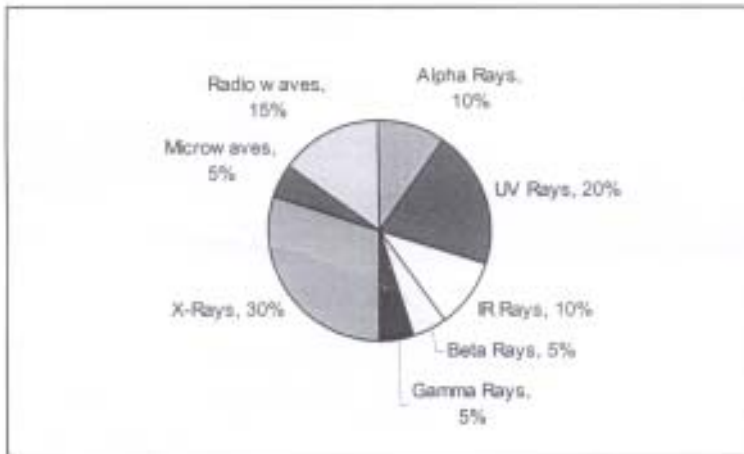
Category	1994-1995		1999-2000	
	Demand	Availability	Demand	Availability
Flats	4360	5020	6300	6600
Shapes	6960	5725	9745	9360
Other materials	400	550	450	560



105. If the demand of each category of Steel is to be met in 1999-2000, the additional quantity of Steel that is to be produced is
- A) 110 thousand tonnes of 'Other materials'
 - B) 300 thousand tonnes of Flats
 - C) 385 thousand tonnes of Shapes
 - D) None of these
106. In 1994-95, approximately, what percentage of the total demand for steel, is the demand for Flats ?
- A) 37.2
 - B) 35
 - C) 25.4
 - D) 27.2
107. The percentage growth in the demand for 'Other materials' over the five year period from 1994-95 to 1999-2000 is approximately
- A) 15%
 - B) 20%
 - C) 22%
 - D) 12.5%
108. The percentage change in shortfall of Shapes over the five year period from 1994-95 to 1999-2000 is expected to be approximately
- A) 70%
 - B) 65%
 - C) 72%
 - D) 69%
109. Which of the following statement is necessarily true ?
- A) The demand for Shapes as a percentage of the total demand for Steel was almost the same for 1994-95 and 1999-2000
 - B) The shortage of Shapes is only due to excess availability of Flats and 'Other materials'
 - C) The rate of growth in demand for Shapes is greater than the rate of growth in supply of Shapes
 - D) The total demand as a percentage of total availability of Steel (all categories) in 1999-2000 is expected to be 125%



Direction : (Questions 110-114). The following chart shows the constituents of sun rays received in one minute. Analyse the chart and answer the questions based on it.



Total Sunrays received in 1 minute = 3600 units

110. If the human body can withstand a maximum of 9720 units of IR rays, when exposed to the sun continuously, then what is the maximum time (in minutes) that any person could stand in the sun without crossing the threshold limit of IR rays ?
 A) 19 B) 23 C) 27 D) 29
111. The amount of Beta rays in 10 minutes of sunrays is how many times the amount of IR rays in 3 minutes of sunrays ?
 A) 1.33 B) 1.44 C) 1.66 D) 1.55
112. How many minutes of exposure to the sun in a day would be enough to ensure the body receives enough amount of Vitamin D, given that the body requires 40 units of Vitamin D every day and that 30 units of Beta rays generate in 1 unit of Vitamin D ?
 A) $17/3$ B) $16/3$ C) $19/3$ D) $20/3$
113. The amount of Alpha rays received in 2 minutes is how much more/less than the amount of radio waves received in 4 minutes ?
 A) 1200 units less B) 1320 units more
 C) 1440 units less D) 1600 units more



114. If presently the Ozone layer in the atmosphere reflects away 60% of the sun's rays then what would be the amount of Gamma rays received in one minute, if the Ozone layer were to completely disappear ?
A) 100 units B) 200 units C) 300 units D) 450 units
115. The price of a product of a company increases by 10% and the turnover increases by 10%. What is the change in quantity sold ?
A) 10% B) 8% C) 20% D) No change
116. A class has girls and boys in the ratio 4 : 5. Among the girls, the ratio of Mathematics to physics students is 3 : 1. If the ratio of Mathematics and physics students in the entire class is 3 : 2, what percentage of class comprises girls studying mathematics ?
A) 33.3% B) 30% C) 25% D) 18%
117. In an examination, 80% of the students passed in English, 85% in Mathematics and 75% in both English and Mathematics. If 40 students failed in both the subjects, the total number of students is
A) 200 B) 400 C) 600 D) 800
118. A 20% hike in bus fare resulted in a 10% fall in the passenger traffic. Still the daily collection at the bus depot increased by Rs. 150. The daily collection at the depot after the fare hike is
A) Rs. 1,600 B) Rs. 1,750 C) Rs. 2,025 D) Rs. 1,875
119. Profit earned by selling an article for Rs. 1,060 is 20% more than the loss incurred by selling the article for Rs. 950. At what price should the article be sold to earn 20% profit ?
A) Rs. 1,000 B) Rs. 1,150 C) Rs. 1,250 D) Rs. 1,200



120. A grocer purchased 80 kg of rice at Rs. 13.50 per kilogram and mixed it with 120 kg of rice at Rs. 16 per kilogram. At what rate per kilogram should he sell the mixture to gain 16% ?
- A) Rs. 14.50 B) Rs. 17.40 C) Rs. 11.50 D) Rs. 9.50
121. 'A' bought an article and spent Rs. 110 on its repair. He then sold it to 'B' at 20% profit, 'B' sold it to 'C' at a loss of 10% and 'C' sold it for Rs. 1188 at a profit of 10%. What is the amount for which 'A' bought the article ?
- A) Rs. 850 B) Rs. 950 C) Rs. 930 D) Rs. 890
122. If a commission of 10% is given on the listed price of an article, the gain is 20%. If the commission is increased to 20%, the gain is
- A) $20\frac{2}{3}\%$ B) $29\frac{1}{4}\%$ C) $25\frac{1}{2}\%$ D) $40\frac{2}{3}\%$
123. A fruit seller has 24 kg of apples. He sells a part of these at 20% gain and the balance at a loss of 5%. If on the whole he earns a profit of 10%, the amount of apples sold at a loss is
- A) 6 kg B) 4.6 kg C) 9.6 kg D) 11.4 kg
124. Three years ago, the average age of a family of 5 members was 17 years. A baby having been born, the average age of the family is the same today. The present age of the baby is
- A) 2 years B) 2.4 years C) 3 years D) 1.5 years
125. Five years ago, the average age of P and Q was 15 years. Average age of P, Q and R today is 20 years. How old will R be after 10 years ?
- A) 35 years B) 40 years C) 30 years D) 50 years



126. The average weight of 3 men A, B and C is 84 kg. Another man D joins the group and the average now becomes 80 kg. If another man E, whose weight is 3 kg more than that of D, replaces A then the average weight of B, C, D and E becomes 79 kg. The weight of A is
- A) 70 kg B) 72 kg C) 75 kg D) 80 kg
127. The average of 11 observations is 60. If the average of first five observations is 58 and that of the last five is 56, then the sixth observation is
- A) 90 B) 110 C) 85 D) 100
128. Mukesh has twice as much money as Sohan and Sohan has 50% more money than what Pankaj has. If the average money with them is Rs. 110, then Mukesh has
- A) Rs. 55 B) Rs. 60 C) Rs. 90 D) Rs. 180
129. A man spends Rs. 1,800 monthly on an average for the first four months and Rs. 2,000 monthly for the next eight months and saves Rs. 5,600 a year. His average monthly income is
- A) Rs. 2,000 B) Rs. 2,200 C) Rs. 2,400 D) Rs. 2,600
130. The average weight of a class of 29 students is 40 kg. If the weight of the teacher be included, the average rises by 500 g. What is the weight of the teacher ?
- A) 40.5 kg B) 50.5 kg C) 45 kg D) 55 kg
131. Raghav covers a distance in 40 minutes if he drives at a speed of 60 km/hour on an average. Find the speed at which he must drive to reduce the time of the journey by 25% ?
- A) 60 km/hour B) 70 km/hour C) 75 km/hour D) 80 km/hour



132. A train goes from a Station A to another Station B at a speed of 64 km/hour but returns to A at a slower speed. If its average speed for the trip is 56 km/hour, the return speed of is nearly
- A) 48 km/h B) 50 km/h C) 52 km/h D) 47.4 km/h
133. Two men A and B start from a place P walking 4 km/hour and 5 km/hour respectively. How many km will they be apart at the end of 4 hours, if they walk in same direction ?
- A) 3 km B) 4 km C) 2 km D) 4.5 km
134. Two trains of equal lengths are running on parallel lines in the same direction at the rate of 46 km/h and 36 km/h. The faster train passes the slower train in 36 seconds. The length of each train is
- A) 50 m B) 72 m C) 80 m D) 82 m
135. In a stream that is running at 2 km/hour, a man goes 10 km upstream and comes back to the starting point in 55 minutes. The speed of the man in still water is
- A) 20 km/hour B) 22 km/hour C) 24 km/hour D) 28 km/hour
136. 'A' borrowed Rs. 5,000 from 'B' at simple interest. After 4 years, 'B' received Rs. 1,000 more than the amount given to 'B' on loan. The rate of interest was
- A) 5% B) 25% C) 20% D) 4%
137. Ajith borrowed an amount from Jayan at the rate of 8% per annum simple interest for the first 4 years, 10% per annum for the next 6 years and 12% per annum for the period beyond 10 years. If he pays a total of Rs. 12,160 as interest only at the end of 15 years, how much money did he borrow ?
- A) Rs. 8,000 B) Rs. 10,000 C) Rs. 12,000 D) Rs. 9,000



138. The simple interest on a certain sum of money for 2 years at 6% per annum is Rs. 300. The compound interest at the same rate for the same time will be
A) Rs. 310 B) Rs. 308 C) Rs. 307 D) Rs. 309
139. At what rate percent will the compound interest, does a sum of money become four fold in 2 years ?
A) 150% B) 100% C) 200% D) 75%
140. The difference between the compound interest and simple interest on a certain sum at 5% for 2 years is Rs. 1.50. The sum is
A) Rs. 600 B) Rs. 500 C) Rs. 400 D) Rs. 300
141. 'A' is twice as good a workman as 'B' and together they finish a piece of work in 18 days. In how many days will 'A' alone finish the work ?
A) 20 days B) 25 days C) 23 days D) 27 days
142. Ramesh can finish a job in 20 days. He worked for 10 days alone and completed the remaining job working with Dinesh, in 2 days. How many days would both Dinesh and Ramesh together take to complete the entire job ?
A) 4 B) 5 C) 10 D) 12
143. The ratio of spirit and water in a mixture is 1 : 3. If the volume of the solution is increased by 25% by adding spirit only, what is the resultant ratio of spirit and water ?
A) 2 : 3 B) 1 : 4 C) 1 : 2 D) None of these
144. A bag contains an equal number of one rupee, 50 paisa and 25 paisa coins respectively. If the total value is Rs. 35, how many coins of each type are there ?
A) 20 B) 16 C) 18 D) 25



145. Two liquids are mixed in the ratio 3 : 5 and the mixture is sold at Rs. 120 with a profit of 20%. If the first liquid is costlier than the second by Rs. 2 per litre, find the cost of the costlier liquid per litre.
- A) Rs. 92.30 B) Rs. 74.10 C) Rs. 101.25 D) Rs. 99.25
146. A sum of Rs. 41 was divided among 50 boys and girls. Each boy gets 90 paise and a girl 65 paise. Find the number of boys and girls.
- A) 34, 16 B) 30, 20 C) 36, 14 D) None of these
147. How many three digit numbers can be formed by using 1, 2, 3, 4, 5?
- A) 30 B) 45 C) 60 D) 35
148. In how many ways can the seven letters A, B, C, D, E, F and G be arranged so that B and C are always together ?
- A) 1440 B) 1254 C) 1290 D) 2560
149. A card is drawn at random from a pack of 52 cards. What is the probability that it is neither a heart nor a king ?
- A) $\frac{4}{13}$ B) $\frac{9}{13}$ C) $\frac{2}{13}$ D) None of these
150. A bag contains 3 green balls and 7 white balls. Two balls are drawn from the bag in succession without replacement. What is the probability that both the balls are white ?
- A) $\frac{1}{7}$ B) $\frac{5}{11}$ C) $\frac{7}{11}$ D) $\frac{7}{15}$



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