

NIACL Assistant Model/ Previous Paper

(Based on memory)

Test - I: General Awareness

- Which of the following countries has decided to purchase 126 Rafale fighter aircrafts from France?
 - 1) Iraq
 - 2) China
 - 3) Bangladesh
 - 4) Afghanistan
 - 5) India
- Which of the following diseases is considered as completely eradicated from India, as no case of the same has been reported in last one year?
 - 1) Polio
 - 2) Tuberculosis
 - 3) Cancer
 - 4) Swine flu
 - 5) Asthma
- Which of the following countries in India's neighbourhood is facing charges of violation of human rights of Tamilians living there?
 - 1) Sri Lanka
 - 2) Myanmar
 - 3) Afghanistan
 - 4) Pakistan
 - 5) Nepal
- Which of the following is NOT an important function of Reserve Bank of India?
 - 1) Management of Foreign Exchange Reserves
 - 2) Foreign Exchange related current and capital account management
 - 3) Devising Foreign Trade policy of India
 - 4) Debt and Cash Management for State Govts
 - 5) Regulation of Govt. Securities
- Ms. Kamla Persad Bissessar who was on a visit to India recently is the
 - 1) President of Trinidad & Tobago
 - 2) Prime Minister of Trinidad & Tobago
 - 3) President of Fiji
 - 4) Prime Minister of Fiji
 - 5) None of these
- Which of the following statements pertaining to present economic situation of the world is/are true?
 - 1) China and India are making very good progress on the economic front, though India is a little slower than China
 - 2) UK and almost all European nations are now out of economic crisis
 - 3) US has decided to give 3 lakh thousand US dollars to Iraq as a compensation for its unnecessary attack on it

- 4) As WTO is abolished, countries are free to make their own economic cooperation treaties
- 5) All are true
- 7. India recently signed a Multilateral Convention on Mutual Administrative Assistance in Tax Matters. This will help India in having a strict check on which of the following issues?**
- 1) Nuclear safety of its plants
 - 2) Illegal supply of narcotics and drugs
 - 3) Balance of trade
 - 4) Black money stashed abroad
 - 5) Border trade among SAARC nations
- 8. Which of the following organisations of countries, at one of its crucial meetings in Belgium, in December 2011, had agreed to sign an Inter-governmental Fiscal Treaty?**
- 1) OPEC
 - 2) SAARC
 - 3) European Union
 - 4) BRICS
 - 5) NATO
- 9. Business Correspondent Framework launched by the Reserve Bank of India is a step in achieving which of the following?**
- 1) Financial inclusion
 - 2) Transparency in banking transactions
 - 3) Better control over cooperative/small banks
 - 4) Providing direct subsidy to consumers of Public Distribution System (PDS)
 - 5) None of these
- 10. Immediately prior to Sri Mukul Roy who among the following was the Railway Minister of India?**
- 1) Dr. Manmohan Singh
 - 2) Sri Kamal Nath
 - 3) Ms. Mamta Banerjee
 - 4) Sri Rajiv Shukla
 - 5) Sri Dinesh Trivedi
- 11. Nuclear Threat Initiative, the organisation which has compiled first ever index of security materials globally, is an agency based in**
- 1) India
 - 2) USA
 - 3) Japan
 - 4) Germany
 - 5) China
- 12. Who among the following was the Chief Guest at India's 63rd Republic Day (2012) function?**
- 1) Kamla Persad Bissessar
 - 2) Yingluck Shinawatra
 - 3) David Cameron
 - 4) Hamid Karzai
 - 5) Sheikh Hasina

- 33. Which of the following books is written by Kiran Desai?**
 1) A Brush With Life 2) A Fortune Teller Told Me 3) Black Arrow
 4) Catch-22 5) The Inheritance of Loss
- 34. Which of the following cups/trophies is associated with the game of cricket?**
 1) Davis Cup 2) Agha Khan Cup 3) Wimbledon Cup
 4) Nehru Cup 5) Ranji Trophy
- 35. Russia is now a member of which of the following organisations and will be inducted formally from 15th July 2012?**
 1) G-20 2) G-8 3) UN Security Council
 4) World Trade Organisation 5) OPEC
- 36. Total Gross National Product divided by the total population is known as which of the following in economics?**
 1) Statutory Liquidity Ratio 2) Inflation
 3) National Income 4) Deflation 5) Per Capita Income
- 37. Which of the following is a highlight of the Union Budget 2012-13?**
 1) GDP growth projected at 9% level
 2) Direct Tax Bill to be introduced in 2014-15
 3) FDI in retail will be allowed from 2015
 4) Marginal increase in personal income tax limits
 5) No new scheme in health sector will be launched
- 38. Which of the following terms is used in the game of football?**
 1) Penalty 2) Cover Point 3) Cox
 4) Bull's Eye 5) Half Nelson
- 39. Which of the following combinations of the name of countries and their capitals is NOT correct?**
 1) Bangladesh - Dhaka 2) Afghanistan - Kabul 3) Canada - Ottawa
 4) China - Beijing 5) Italy - Milan
- 40. Which of the following instruments is used to measure intensity of earthquakes?**
 1) Seismograph 2) Periscope 3) Manometer
 4) Galvano meter 5) Dynamometer

Test - II: General English

Directions (Q. 41 - 55): Read the following passage carefully and answer the questions given below it. Certain words/phrases have been printed in bold to help you locate them while answering some of the questions.

The kingdom of Vijaynagar had not been enjoying good relations with its neighbouring state, Mahanagar, for a very long time. Jealous opponents of Rama, the king's favourite minister, found the perfect opportunity to damage his reputation. So they went about poisoning the king's mind against him. One day, when the king was in his chamber pondering over the affairs of the state, one of his courtiers came in and said, "Your Majesty, have you heard the latest?" The king was surprised and exclaimed, "No, I have not! What's going on?" In his gravest voice, the courtier answered, "Your Majesty, I will tell you only after you promise not to harm me." "Don't be silly," laughed the king, "Say whatever you want to; you need not be afraid of me." "Your majesty, Rama is on the payroll of the king of Mahanagar. He has been spying on us for them". "What are you talking about?" asked the king angrily". This has been going on for a long time. But you would not believe a word against Rama. He has **cast such a spell** on you that you refuse to even think that he might betray you." "Rama is faithful to the kingdom. He cannot do this. You have been misinformed", the king replied with confidence. But the courtier convinced the king to regard the statement with some gravity and not **dismiss** it outright. "Your majesty, I am fully confident about the truth of my information. Do you think I would have spoken to you without verifying the information?" said the courtier. The king promised to get the matter investigated and said that if Rama was found guilty, he would be punished. The king sent for Rama the following day and without wasting time on preliminaries, he asked him whether he was in league with Mahanagar. The question shocked Rama so much that he could not say anything. Rama's silence angered the king and he thundered, "Your silence say that you accept the charge!" Deeply hurt that the king could doubt his loyalty, Rama refused to answer to such a **preposterous** charge. This angered the king even more. He ordered Rama to leave his kingdom.

Rama did not say a single word in his defence and went away with his head bowed. When his enemies heard that Rama had been expelled from the kingdom their joy knew no bounds. Meanwhile, Rama went to Mahanagar and met the king there. He pleased the king with his wit. The king asked Rama who he was and when he revealed his name, the king welcomed him warmly. He had heard much about Rama's sagacity. But the king was surprised to see Rama in his court. "Your king considers me his enemy. So what are you doing here?" Rama replied, "Your Majesty, you are a learned man. You have great strength. You are a good administrator and wish your people well. Our king also possesses all these virtues. He regards you as a friend and he has sent me to resolve the existing misunderstanding between us. "The king was surprised, "Your king considers me a friend? But our spies warned us that your king was thinking of

attacking us," said the king. Rama said, "Our spies have **fed** our king the same pack of lies. That is why he has sent me to you. Has war ever benefitted anybody?" The king was impressed by this statement. He said, "I do not want war, either. But how can I believe that your king really wants peace?" Rama suggested that the king send a messenger with gifts and a message of peace to Vijaynagar. And if the king accepts the gifts, it would mean that he, too, wants to be friends. But if he returns the gifts, then obviously, he wants war. The king had one doubt. "Won't it be an insult to me if I send the message first?" Rama had a ready answer. "I have come with the message of peace and so it is us who have made the first move". The king liked the sound of that and sent his special messenger to Vijaynagar the next day. Meanwhile, the king of Vijaynagar had come to know that Rama was **innocent** and that the courtiers had conspired against him. As soon as the messenger from Mahanagar reached him with the gifts, he was delighted. He was full of praise for Rama's wisdom and sent his own minister with gifts to Mahanagar, with a request that the king send Rama back. When Rama returned to Vijaynagar, the King warmly welcomed him. He also promised to punish the clique of courtiers who had poisoned his mind against his favourite minister.

41. The opponents of Rama used which of the following as an opportunity to poison the king's mind against him?

- 1) The fact that Rama had visited mahanagar
- 2) The fact that Vijaynagar was not on good terms with Mahanagar
- 3) The fact that the king of Mahanagar had sent a messenger to Vijaynagar
- 4) The fact that Rama was the king's favourite minister
- 5) The fact that Rama did not defend himself when he was accused of spying

42. Why were Rama's opponents happy?

- 1) The king had appointed someone else in place of Rama as the minister
- 2) The king had forgiven them for poisoning his mind
- 3) The king had banished Rama from Vijaynagar as a punishment
- 4) Rama had taken a job in Mahanagar
- 5) The messenger had brought costly gifts from the king of Mahanagar

43. What did the king do the when he heard that his favourite minister, Rama, was a spy?

- 1) He ordered his soldiers to behead Rama
- 2) He banished Rama from Vijayanagar without asking for an explanation
- 3) He punished the minster who came to him with the information
- 4) He declared a war on Mahanagar
- 5) He sent for Rama and asked him to tell the truth

44. How did the king of Vijaynagar find out that Rama was innocent?

- 1) The king of Mahanagar told him
- 2) The opponents of Rama confessed
- 3) The messenger from Mahanagar told him
- 4) The spies informed him
- 5) Not mentioned in the passage

45. What was Rama's reaction when he was accused of spying?

- 1) He was so shocked and hurt that he remained silent and refused to defend himself
- 2) He accepted the charge against him and left Vijaynagar
- 3) He simply resigned from his post and approached the king of Mahanagar for a job
- 4) He made sure that his opponents were punished before he left Vijaynagar
- 5) He was so embarrassed that he refused to meet anyone

46. Arrange the following incidents in a chronological order as they occurred in the passage

- A) The king of Vijaynagar welcomed Rama
- B) The king was pondering over the affairs of his state
- C) The king of Vijaynagar shouted at Rama
- D) The king of Mahanagar was doubtful about sending his messenger to Vijaynagar

- | | | |
|---------|---------|---------|
| 1) BDCA | 2) BCAD | 3) BCDA |
| 4) CBDA | 5) BADC | |

47. Which of the following qualities can be attributed to Rama as inferred from the passage?

- | | | |
|----------------|-------------|---------|
| 1) Punctual | 2) Disloyal | 3) Rude |
| 4) Intelligent | 5) Arrogant | |

48. Why was the king of Mahanagar skeptical about Rama's presence in his court?

- 1) He had heard that Rama was a spy from Vijaynagar
- 2) He believed that the king of Vijayanagar considered him as an enemy
- 3) He did not like the way Rama went on praising him
- 4) He knew that Rama had been banished from Vijaynagar for spying
- 5) His spies had already poisoned his mind against Rama

49. Why did Rama ask the king Mahanagar to send a messenger with gifts to Vijaynagar?

- 1) In order to ensure that the king of Vijaynagar did not want war

- 2) Because the king of Vijaynagar liked gifts
- 3) It was his way of apologising for being disloyal to Vijaynagar
- 4) In order to show the king of Vijaynagar that Mahanagar was a wealthy state
- 5) In order to please Rama's opponents

50. Which of the following is true according to the passage?

- 1) Rama's opponents were jealous of him
- 2) The king of Mahanagar sent a messenger to Vijaynagar
- 3) The king of Vijaynagar welcomed Rama back to his kingdom
- 4) Rama succeeded in improving the relations between Vijaynagar and Mahanagar
- 5) All are true

Directions (Q.51 - 53): Choose the word/group of words which is most similar in the meaning to the word/group of words printed in bold as used in the passage.

51. Preposterous

- | | | |
|---------------|-------------|-------------------|
| 1) Believable | 2) Cunning | 3) Understandable |
| 4) Absurd | 5) Accurate | |

52. Fed

- | | | |
|------------|-----------|--------------|
| 1) Told | 2) Ate | 3) Sentenced |
| 4) Covered | 5) Taught | |

53. Cast a spell on

- | | | |
|---------------|--------------|-------------|
| 1) Hypnotised | 2) Impressed | 3) Arrested |
| 4) Caught | 5) Cheated | |

Directions (Q.51 - 53): Choose the word/group of words which is most opposite in meaning to the word/group of words printed in bold as used in the passage.

54. Innocent

- | | | |
|---------------|-----------|----------------|
| 1) Suspicious | 2) Clear | 3) Intelligent |
| 4) Loyal | 5) Guilty | |

55. Dismiss

- | | | |
|-------------|-------------|-----------|
| 1) Ignore | 2) Overlook | 3) Forget |
| 4) Remember | 5) Accept | |

Directions (Q.56 - 60): Each sentence below has two blanks, each blank indicating that something has been omitted. Choose the set of words for each blank which best fits the meaning of the sentence as a whole.

56. The artist had to --- a lot before --- recognised for his talent.

- | | | |
|--------------------|----------------|-------------------------|
| 1) struggle, being | 2) toil, he | 3) practise, performing |
| 4) effort, he was | 5) strive, the | |

57. Most of the committee members --- in favour of the --- of a new dam in that vil-
lage.

- 1) was, building 2) are, proposing 3) Were, construction
4) not, assembly 5) still, breaking

58. She --- to learn basic German as she will be --- for Germany next month.

- 1) likes, reaching 2) wants, leaving 3) intends, visiting
4) tries, touring 5) knows, going

59. They a sound infrastructure in order to with the new challenges.

- 1) want, handle 2) got, meets 3) have, give
4) need, cope 5) had, reach

60. As soon as she .
..... the branch office, she was asked to to the head-office
immediately

- 1) came, go 2) went, attend 3) reached, report
4) found, look 5) saw, remind

**Directions (Q 61 - 65): Read each sentence to find out whether there is any gram-
matical error or idiomatic error in it. The error, if any, will be in one part of the
sentence. The number of that part is the answer. If there is 'No Error' the answer
is (5). (Igone errors of punctuation if any)**

61. The temple is at located / such a high altitude that it is /

- (1) (2)

Impossible to go there / during the winter season / No Error

- (3) (4) (5)

62. On reaching the / lake, the leader realised / that two elephant from /

- (1) (2) (3)

his herd were missing / No Error

- (4) (5)

63. The buiders have / promised a customers / that the construction willl be /

- (1) (2) (3)

completed as soon as possible / No Error

- (4) (5)

64. Pratik was extremely/ happy when he / saw his favourite /

- (1) (2) (3)

actor at near the mall / No Error

- (4) (5)

65. Vanita managed to / answers all the questions /

(1)

(2)

whereas her friend could / answer only a few / No Error

(3)

(4)

(5)

Directions (Q. 66 - 70): Which of the phrases (1), (2) (3) and (4) given below should replace the phrase given in bold in the following sentence to make the sentence grammatically meaningful and correct? If the sentence is correct as it is and 'No correction is required', mark (5) as the answer.

66. My friends tried **play a tricks** on me on April Fools Day.

1) tricked

2) Played a trick

3) Playing the trick

4) Play a trick

5) No correction required

67. His business has been **gone downhill** ever since his brother left.

1) went downhill

2) go downhill

3) going downhill

4) going downhills

5) No correction required

68. The thief finally **decide to confess** his crime just before the trial started.

1) decision to confess

2) decided to confessed

3) decide to confession

4) decided to confess

5) No correction required

69. They had registered a complaint against her as **she have violated** the contract.

1) had violence

2) had violated

3) has violate

4) have violate

5) No correction required

70. Last evening, the actor **throw a party** at his residence.

1) threw a party

2) threw the parties

3) thrown a party

4) throw the party

4) No correction required

Directions (Q. 71 - 80): In the following passage there are blanks, each of which has been numbered. These numbers are printed below the passage, against each, five words are suggested, one of which fits the blank appropriately. Find out the appropriate word in each case.

Once there was a lake which was (71) for using the lake. Every six months, the swans would leave a golden feather as a (72) for using the lake. The soldiers of the kingdom in which the lake was, would collect the feathers and deposit them in the royal treasury

One day, a homeless bird saw the lake. "The water in this lake (73) so cool and soothing. I will (74) my nest here", thought the bird. As soon as the bird settled down near the lake, the golden swans noticed her. They shouted, "This lake belongs to us! We pay a golden feather to the King for using it. You can not live here."

"I am homeless, brothers. I too will pay the rent. Please give me **(75)**," the bird pleaded. "How will you pay the rent? , You do not have golden feathers," said the swans, laughing. They further added, "Stop dreaming and leave at once". The humble bird pleaded many times. But the arrogant swans **(76)** her away. "I will teach them a lesson!" decided the humiliated bird. She went to the King and said, "O King! The swans in your lake are impolite and unkind. I begged for shelter but they said they had rented the lake."

The King was angry with the arrogant swans for **(77)** insulted the homeless bird. He ordered his soldiers to bring the arrogant swans to his court. In no time, all the golden swans were brought to the King's court. "Do you think the royal treasury depends upon your golden feathers? You cannot decide who lives by the lake. Leave the lake at once or you all will be beheaded!" shouted the King. The swans shivered with **(78)** on hearing the King. They flew away and never **(79)**. The bird built her home near the lake and lived there happily forever. The bird gave shelter to all other birds who **(80)** to stay near the lake.

- | | | | |
|------------|------------------------------|---------------------------|------------|
| 71. | 1) local
4) home | 2) helping
5) water | 3) liked |
| 72. | 1) treasure
4) charging | 2) interest
5) money | 3) fee |
| 73. | 1) sees
4) seems | 2) acts
5) finds | 3) look |
| 74. | 1) keeps
4) find | 2) draw
5) built | 3) make |
| 75. | 1) rent
4) lake | 2) feathers
5) shelter | 3) nest |
| 76. | 1) took
4) drove | 2) send
5) flew | 3) walked |
| 77. | 1) having
4) saying | 2) showing
5) doing | 3) giving |
| 78. | 1) happiness
4) amusement | 2) delight
5) fear | 3) nervous |
| 79. | 1) lived
4) insulted | 2) returned
5) stayed | 3) flew |
| 80. | 1) paid
4) likes | 2) wished
5) hope | 3) demand |

90. $9786 - 4321 + 5053 = ? - 3727$

1) 14245

2) 14524

3) 14452

4) 14254

5) None of these

91. $\frac{17}{24} \div \frac{68}{24} \times \frac{380}{95} = (?)^2$

1) 4

2) 8

3) 6

4) 9

5) None of these

92. $\sqrt{324} + \sqrt{1296} = ?$

1) 52

2) 44

3) 54

4) 42

5) None of these

93. $23 + 636 \div 12 - 14 = ?$

1) 41

2) 53

3) 62

4) 78

5) None of these

94. $\frac{9}{5}$ of $\frac{265}{513}$ of $? = 159$

1) 171

2) 198

3) 215

4) 143

5) None of these

95. $6.5 \div 0.5 \times 2 - 4 = ?$

1) 31

2) 19

3) 22

4) 27

5) None of these

96. At what rate of simple interest will ₹ 4800 amount of ₹ 6480 in a span of 7 years?

1) 5

2) 6

3) 3

4) 4

5) None of these

97. How much will a sum of ₹6,300 amount to in a span of 2 years, at 5 pcpa rate of compound interest (rounded off to the nearest integer)?

1) ₹ 6946

2) ₹ 6876

3) ₹ 6521

4) ₹ 6790

5) ₹ 6492

98. In how many different ways can the letters of the word BAKERY be arranged?

1) 2400

2) 2005

3) 720

4) 5040

5) None of these

113. What is the ratio the total sales values of Book P across all the bookstores and Book S across all the bookstores?

- 1) 83 : 55 2) 85 : 53 3) 83 :53
4) 89 : 55 5) None of these

114. The sale of the book R from Bookstore H is what per cent of the total sale of Book R across all the bookstores (rounded off to two places after the decimal)?

- 1) 21.12 2) 17.19 3) 7.43
4) 3.04 5) 10.79

115. What is the average sale (in lakh) of Bookstore E?

- 1) 502 2) 504 3) 512
4) 540 5) None of these

116. Book Q constituted **approximately** what per cent of the total sales of Bookstore C?

- 1) 34 2) 39 3) 32
4) 23 5) 28

117. What is the total sales value (in lakh) of Bookstore D?

- 1) 2510 2) 2670 3) 2900
4) 2070 5) None of these

118. The cost price of an article is ₹480. If it is to be sold at a profit of 6.25 per cent, what would its selling price be?

- 1) ₹510 2) ₹530 3) ₹503
4) ₹519 5) None of these

119. 13 articles were bought for ₹5,980 and sold for ₹6,656. What was the **approximate** profit percentage per article?

- 1) 15% 2) 11% 3) 9%
4) 19% 5) 13%

120. A and B together can complete a particular task in 4 days. If A alone can complete the same task in 6 days, how many days will B take to complete the task if he works alone?

- 1) 8 2) 7 3) 14
4) 12 5) None of these

Test-IV: Reasoning Ability

Directions (Q. 121-125): In each question given below are two/three statements followed by two conclusions numbered I and II. You have to take the two/three given statements to be true even if they seem to be at variance with commonly known facts and then decide which of the given conclusions logically follow from the given statements, disregarding commonly known facts. Give answer

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

121. Statements: No corner is a side
All sides are ends.

Conclusions: I. No end is a corner
II. All ends are sides

122. Statements: All questions are answers.
All answers are replies.
All replies are inquiries.

Conclusions: I. All answers are inquiries.
II. All replies are questions.

123. Statements: All planets are stars.
No star is a moon

Conclusions: I. Some moons are planets.
II. No planet is a moon

124. Statements: Some laws are rules
All rules are sentences.

Conclusions: I. At least some sentences are laws.
II. At least some rules are laws.

125. Statements: Some kites are birds
Some birds are animals

Conclusions: I. No animal is a kite
II. Some animals are definitely not birds

Directions (Q. 126-130): Study the following information to answer the given questions:

In a certain code 'answer it right' is written as 'baja nu',
'where is it' is written as 'fi ba to',
'right from here' is written as 'sa vi ja'; and
'here she is' is written as 'fi sa ho'.

126. Which of the following may represent 'absolutely right answer'?

- | | | |
|-------------|-------------|-------------|
| 1) ja nu vi | 2) ko zi nu | 3) nu ko ja |
| 4) nu ja fi | 5) zi ba nu | |

127. What is the code for 'from'?

- | | | |
|-------|------------------------|-------|
| 1) sa | 2) vi | 3) ja |
| 4) ba | 5) Either 'vi' or 'ba' | |

128. What is the code for 'is'?

- | | | |
|-------|--------------------------|-------|
| 1) ba | 2) to | 3) fi |
| 4) ho | 5) can not be determined | |

129. What is the code for 'she'?

- | | | |
|-------|-------------------------|-------|
| 1) fi | 2) sa | 3) ho |
| 4) ja | 5) Cannot be determined | |

130. What does the code 'sa' stand for?

- | | | |
|----------|--------------------------|--------|
| 1) here | 2) from | 3) she |
| 4) right | 5) Either 'from' or 'is' | |

Directions (Q. 131-135): 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 is an immediate neighbour of both G and A. E sits second to the left of C.
- ★ Two people sit between E and H
- ★ B is an immediate neighbour of G. Only one person sits between B and F.

131. What is the position of D with respect to H in the above arrangement?

- | | | |
|----------------------|------------------------|-----------------------|
| 1) Third to the left | 2) Immediate left | 3) Fifth to the right |
| 4) Immediate right | 5) Second to the right | |

140. Statements: $P > Q \geq A < R = I$

Conclusions: I. $A < P$ II. $I > A$

Directions (Q. 141-145): Study the following information to 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. R sits third to the left of W. Neither R nor W sits at extreme ends of the line. Only one person sits between R and T. S is not an immediate neighbour of either R or W. Two people sit between T and P. Q is an immediate neighbour of S.

141. Who amongst the following sits exactly between R and T?

- | | | |
|------|------------------|------|
| 1) P | 2) Q | 3) V |
| 4) S | 5) None of these | |

142. How many persons are sitting between P and W?

- | | | |
|---------|-------------------|----------|
| 1) One | 2) Two | 3) Three |
| 4) Four | 5) More than four | |

143. What is the position of T with respect to Q?

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

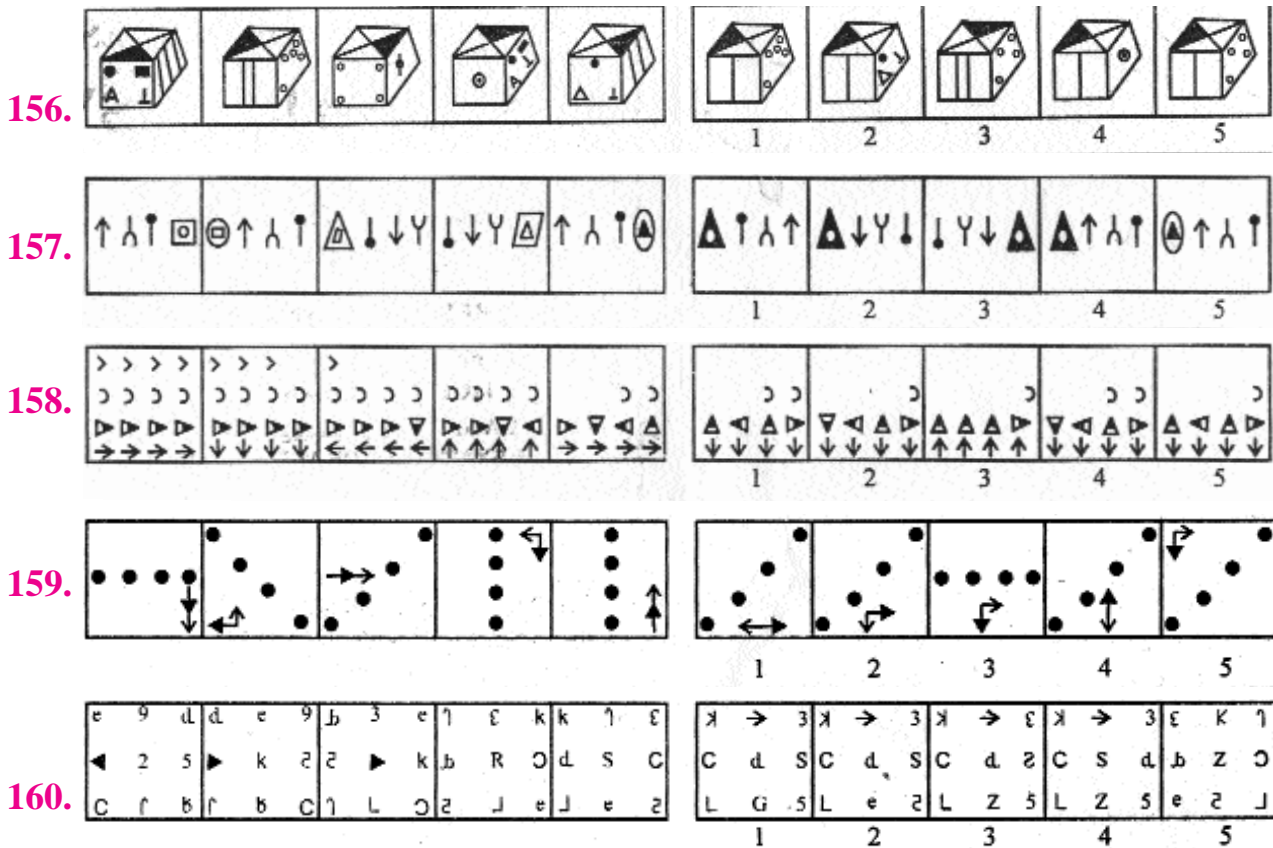
144. Which of the following pairs represents persons sitting at two extreme ends of the line?

- | | | |
|---------|---------|---------|
| 1) S, V | 2) P, S | 3) T, V |
| 4) P, Q | 5) P, T | |

145. Which of the following is true with respect to the given arrangement?

- 1) Two people sit to the left of R.
- 2) S sits to the immediate left of Q.
- 3) W and V sit between T and P.
- 4) Only one person sits to the right of S.
- 5) None is true

Disrections (Q.146-148): Four of the following five are alike in a certain way based on the English alphabetical series and so form a group. Which is the one that does not belong to that group?



Test-V: Marketing Aptitude/ Computer Knowledge

161. A 'Call' in marketing jargon means

- 1) a phone call
- 2) browsing the net
- 3) to call on a prospect
- 4) a call centre
- 5) a place of worship

162. The task of marketing involves

- 1) opening new branches
- 2) buying a company
- 3) selling a company
- 4) selling products and services of a company
- 5) mergers

163. Service Marketing is the same as

- 1) relationship marketing
- 2) transaction marketing
- 3) passive marketing
- 4) internal marketing
- 5) instant marketing

164. 'Conversion' means

- 1) to convert losses in to profits
- 2) to convert profits into losses
- 3) to change a product suitably to suit each customer
- 4) to convert a prospect into a buyer

5) selling products and services of a company

165. The type of marketing involved in banks is

- | | |
|---------------------------|-----------------------|
| 1) transactions marketing | 2) service marketing |
| 3) commodity marketing | 4) ruthless marketing |
| 5) indifferent marketing | |

166. Market space means

- | | |
|-------------------------------|--------------------------------|
| 1) place where goods are sold | 2) trade fairs and meals |
| 3) road shows | 4) scope available for selling |
| 5) competition | |

167. A 'lead' means

- | | | |
|------------|----------------|------------------------|
| 1) a leash | 2) a leader | 3) an interested buyer |
| 4) ADSA | 5) a cold call | |

168. ADSA's (Direct Selling Agent's) main job is

- | | |
|------------------------|--------------------------------|
| 1) to design products | 2) to sell to the target group |
| 3) to do market survey | 4) to distribute profits |
| 5) to earn incentives | |

169. Transaction marketing involves selling of

- | | |
|--------------------------|------------------|
| 1) mere goods | 2) mere services |
| 3) ideas and thoughts | 4) repair work |
| 5) after - sales service | |

170. A 'Prospect' means

- | | | |
|---------------------------|------------------|-------------------------|
| 1) newly designed product | 2) a team leader | |
| 3) a likely buyer | 4) ATM usage | 5) internet transaction |

171. Marketing techniques include

- | | |
|---------------------------------|-----------------------|
| 1) good arguing skills | 2) good joking skills |
| 3) effective negotiation skills | 4) walking skills |
| 5) story telling skills | |

172. Service marketing implies selling of

- | | | |
|------------------------|-----------------------|----------------|
| 1) only goods | 2) only services | 3) web servers |
| 4) various commodities | 5) goods and services | |

173. Marketing channels means

- 1) outlets from where sales take place
- 2) channel financing
- 3) focusing sales on one single group
- 4) home delivery
- 5) courier service

174. Market share means

- 1) share capital of the company
- 2) staff strength of the company
- 3) employees stock option
- 4) share price quoted in the market
- 5) percentage share of business of the company, as compared to peers

175. The target group for tractor loans is

- 1) cold storage plants
- 2) farmers with large landholding
- 3) farm labourers
- 4) agriculture Colleges
- 5) vegetable vendors

176. "Cross-selling" means

- 1) selling to enemies
- 2) selling new products
- 3) reversal of a sale
- 4) selling other products existing customers
- 5) public relations

177. The target group for an ATM-cum-Debit Card is

- 1) all primary school children
- 2) all prisoners
- 3) firms
- 4) all existing and prospective customers
- 5) other bank's customers

178. The target group for a car loan is

- 1) all high income individuals
- 2) all car dealers
- 3) all students
- 4) all BPL persons
- 5) blind persons

179. A Savings Account with insurance benefit is

- 1) a long term loan account
- 2) a running overdraft facility
- 3) a non-fund facility
- 4) a type of remittance facility
- 5) a value-added deposit account

180. The leads for a car loan can be had from

- 1) car manufacturing companies
- 2) car dealers
- 3) car owners
- 4) car mechanics
- 5) back office staff

181. Which type of memory gets lost when your switch off?

- 1) ROM
- 2) RAM
- 3) Cache
- 4) Dynamic
- 5) Static

182. What is the name of the program that controls the computer?

- 1) The Operating System
- 2) An Application Program
- 3) A Browser
- 4) The File Manager
- 5) The Compiler

183. Which type of network would use phone lines?

- 1) WAN
- 2) LAN
- 3) WWAN
- 4) Wireless
- 5) None of these

184. What type of devices are computer speakers or headphones?

- 1) Input
- 2) Input/Output
- 3) Software
- 4) Storage
- 5) Output

185. Which type of memory holds the program to start up the computer?

- 1) ROM
- 2) RAM
- 3) Cache
- 4) Static
- 5) None of these

186. A program for viewing web pages is called

- 1) Word Processor
- 2) Spreadsheet
- 3) Protocol
- 4) A browser
- 5) Database

187. The term used to describe the intangible instructions that tell the computer what to do is

- 1) hardware
- 2) software
- 3) storage
- 4) input/output
- 5) None of these

188. A computer tower is not

- 1) a CPU
- 2) Hardware
- 3) the "Heart" of the computer
- 4) a peripheral
- 5) None of these

189. A computer cannot perform which of the following functions?

- 1) Addition
- 2) Subtraction
- 3) Bake a cake
- 4) Division
- 5) None of these

190. Which of the following has the smallest storage capacity

- 1) zip disk
- 2) hard disk
- 3) floppy disk
- 4) data cartridge
- 5) CD

191. What type of devices are CDs or DVDs?

- 1) Input
- 2) Output
- 3) Software
- 4) Storage
- 5) Input/Output

192. Why has RAM been named like this?

- 1) Because it is read and write memory
- 2) Because it is volatile memory
- 3) Because any of the locations in chip can directly be selected for storing and retrieving data and instructions.
- 4) Because it is non-volatile memory

193. What is the full form of URL

- 1) Uniform Reverse Location
- 2) Universal Resolution Location
- 3) Universal Resource Locator
- 4) Universal Re-engineering Location
- 5) United Resource Locator

194. Easily relocatable language is

- 1) Machine language
- 2) Assembly language
- 3) Low-level language
- 4) Medium Level language
- 5) High Level language

195. Which of the following describes the characteristic features of SRAM?

- 1) Cheap but slow
- 2) More consumption of power and much costly
- 3) Based on transistor - capacitor combinations
- 4) Low consumption of power
- 5) None of these

196. Free of cost repair of software bug available at internet is called

- 1) Version
- 2) Ad-on
- 3) Tutorial
- 4) FAR
- 5) Patch

197. Which of the following is READ only disc

- 1) DVD-R
- 2) DVD-ROM
- 3) DVD-RW
- 4) CD-R
- 5) None of these

198. Which of the following is not a computer language?

- 1) High level language
- 2) Machine language
- 3) Low level language
- 4) Medium level language
- 5) None of these

199. The speed of clock frequency of a micro processor is measured in

- 1) Hertz
- 2) Baud rate
- 3) CPS
- 4) Bits
- 5) Bytes

200. Normally which of the following is costlier?

- 1) Server
- 2) Notebook computer
- 3) Personal computer
- 4) Laptop computer
- 5) Main frame computer

Answers

1-5; 2-1; 3-1; 4-3; 5-2; 6-1; 7-4; 8-3; 9-1; 10-5; 11-2; 12-2; 13-3; 14-1; 15-3;
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