MODEL QUESTION PAPER

WRITTEN TEST FOR THE POST OF
SR. ASSISTANT (COMMERCIAL & OPERATION)

Max. Marks: 170   **Duration: 3 Hrs.**

Part I (Max. Marks: 70)
All questions are Compulsory.

1. List the three modes of transporting goods between the two countries separated by sea. What are the main factors which determine the mode of transportation of the movement of goods? (20)
2. "Railways is the Life Line of the Nation". Explain the phrase with special relevance to Indian Economy. (15)
3. Write short notes on the following (3X5=15)
(a) Supply Chain Management
(b) Direct Marketing
(c) Product Branding

4. Choose the correct answer (5x4=20)

(i) A physical concrete product you can touch is:

(1) A Service	(2) A Good
(3) An Idea	(4) A Concept
(5) A Philosophy	

(ii) Why are marketers interested in the level of disposable income?

(1) it accurately represents future buying power	(2) it increases current buying power
(3) it is what is left after taxes to buy luxuries with	(4) It is a ready source of buying power
(5) None of these	

(iii) McDonald's and KFC satisfy hungry consumers in every hemisphere. This is an example of:

(1) Globalization	(2) Customization
(3) Internationalization	(4) Regionalization
(5) None of these	

(iv) Which of the following is often used to raise revenue for a country and / or to protect domestic products?

(1) A quota	(2) A warning label
(3) An embargo	(4) An import tariff

(5) None of these	

(v) Body Shop and Benetton are examples of companies which have employed as a market entry strategy.

(1) franchising	(2) exporting
(3) joint ventures	(4) licensing
(5) None of these	

Part II (Max. Marks: 100)

1. Choose the correct answer of the questions mentioned below: (15x2=30)

Study the following arrangement carefully and answer the questions given below:
R % E 5 D 2 # 9 A F B @ J 31 K M 4 1 W U 8 V © N * G Z & 6 7

1. Which of the following is the fifth to the left of the sixteenth from the left end of the above arrangement?

(1)	B	(2)	U
(3)	W	(4)	N
(5)	None of these.		

2. How many such symbols are there in the above arrangement, each of which is immediately followed by a consonant and immediately preceded by a number?

(1)	None	(2)	One
(3)	Two	(4)	Three
(5)	More than three.		

3. How may such consonants are there in the above arrangement, each of which is immediately preceded by a number and immediately followed by a letter?

(1)	None	(2)	One
(3)	Two	(4)	Three
(5)	More than three.		

4. Which of the following is the seventh to the right of the fourteenth from the right end?

(1)	B	(2)	#
(3)	N	(4)	U
(5)	None of these.		

5. What should come in the place of question mark (?) in the following series based on the given arrangement?
ED2   9FB   3KM   ?

(1)	W8©	(2)	UV©
(3)	WUV	(4)	WSV
(5)	None of these.		

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

(1)	D # E	(2)	© * 8
(3)	B J A	(4)	M I W
(5)	G & N		

7. How many such Vowels are there in the given arrangement, each of which is immediately preceded by a number but not immediately followed by a number?

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

8. A is the son of B. C is the mother of B. B is only child of C. D is the son of son-in-law of C. How is 'A' related to D.

(1)	Father	(2)	Brother
(3)	Son	(4)	Husband
(5)	Daughter		

Input	: basket 83 32 all turn 76 51 now
Step I	: turn basket 83 32 all 76 51 now
Step II	: turn 32 basket 83 all 76 51 now
Step III	: turn 32 now basket 83 all 76 51
Step IV	: turn 32 now 51 basket 83 all 76
Step V	: turn 32 now 51 basket 83 all 76
Step VI	: turn 32 now 51 basket 76 all 83

and Step VI is the last step of the rearrangement of the above input.

As per the rules followed in the above steps, find out in each of the following questions the appropriate step for the given input.

9. Input: 20 ask never 35 62 84 tall grass
   Which of the following steps will be the last but one?

(1)	V	(2)	VI
(3)	IV	(4)	VII
(5)	More than three.		

10. Step II of an input is : window 14 victory 63 52 24 task for
    Which of the following is definitely the input?

   a. Victory 63 window 14 52 24 task for
   b. 63 victory window 14 52 24 task for
   c. Victory 63 window 52 14 24 task for
   d. Cannot be determined
   e. None of these.

11. Step III of an input is: yes 15 ultra 96 73 52 home rest
How many more steps will be required to complete the rearrangement?

(1)	Three	(2)	Five
(3)	Four	(4)	Two
(5)	None of these.		

12. Input : 49 box store 84 63 on door 37.
Which of the following will be Step V of the above input?

   a. Store 37 on 49 door 63 box 84.
   b. Store 37 on 49 door box 84 63.
   c. Store 37 on 49 box 84 63 door.
   d. There will be no such step.
   e. None of these.

13. Input : slow wheel 32 57 high lake 12 46
How many steps will be required to complete the rearrangement?

(1)	Five	(2)	Six
(3)	Seven	(4)	Eight
(5)	None of these.		

14. Step IV of an input is : year 14 team 22 63 54 goal house
Which of the following steps will be the last?

(1)	IX	(2)	VIII
(3)	VII	(4)	VI
(5)	None of these.		

15. Input : bag full 32 84 27 coin new 56

(1)	Seven	(2)	Eight
(3)	Five	(4)	Six
(5)	None of these		

2. **Choose the correct answer of the questions mentioned below: (15x2=30)**

1. Tanvi started a business investing Rs.45,000. After 8 months Anisha joined her with a capital of Rs.52,000. At the end of the year the total profit was Rs.56,165. What is the share of profits of Anisha?

(1)	Rs.21,450	(2)	Rs.24,440
(3)	Rs.27,635	(4)	Rs.31,765
(5)	None of these		

2. By how much is 1/4th of 428 smaller than 5/6th of 216?

(1)	61	(2)	67

(3)	73	(4)	79
(5)	None of these		

3.   One third of a number is 96. What will 67% of that number be?

(1)	192.96	(2)	181.44
(3)	169.92	(4)	204.88
(5)	None of these		

4.   In a class of 35 students and 6 teachers, each student got sweets that are 20% of the total number of students and each teacher got sweets that are 40% of the total number of students. How many sweets were there?

(1)	245	(2)	161
(3)	406	(4)	84
(5)	None of these.		

5.   Prithvi spent Rs. 89,745/- on his college fees, Rs. 51,291/- on Personality Development Classes and the remaining 27% of the total amount he had as cash with him. What was the total amount?

(1)	Rs.1,85,400	(2)	Rs.1,89,600
(3)	Rs.1,91,800	(4)	Rs.1,93,200
(5)	None of these		

6.   The compound interest accrued on an amount of Rs.22,000 at the end of two years is Rs.5,596.8. What would be the simple interest accrued on the same amount at the same rate in the same period?

(1)	Rs.5,420	(2)	Rs.5,360
(3)	Rs.5,280	(4)	rs.5,140
(5)	None of these		

7.   The product of two successive numbers is 4032. Which is the greater of two numbers?

(1)	63	(2)	64
(3)	65	(4)	66
(5)	None of these.		

8.   The ages of Sonal and Nitya are in the ratio of 9 : 5 respectively. After 8 years the ratio of their ages will be 13 : 9. What is the difference in years between their ages?

(1)	4 years	(2)	12 years
(3)	6 years	(4)	14 years
(5)	None of these.		

9.   30 men can do a piece of work in 16 days. How many men would be required to do the same work in 20 days?

(1)	12	(2)	36
(3)	48	(4)	24
(5)	None of these		

10. The profit earned after selling an article for Rs.1,516 is the same as loss incurred after selling the article for Rs. 1,112. What is the cost price of the article?

(1)	Rs.1,314	(2)	Rs.1,343
(3)	Rs.1,414	(4)	Rs.1,434
(5)	None of these		

Directions:

Each Question below is followed by two statements A and B. You are to determine whether the data given in the statement is sufficient for answering the question. You should use the data and your knowledge of Mathematics to choose between the possible answers.

Give answer (1) of the statement A alone is sufficient to answer the question, but the statement B alone is sufficient.

Give answer (2) if the statement B alone is sufficient to answer the question, but the statement A alone is sufficient.

Give answer (3) if both statements A and B together are needed to answer the question.

Give answer (4) if neither the Statement A alone or statement B alone is sufficient to answer the question.

Give answer (5) if you cannot get the answer from the Statements A and B together but need even more data.

11. Is X an even number ?
    A. X is divisible by 2.
    B. X + an odd number is an odd number.

12. What is the three digit number?

    A. One-third of that number is less by 27 of the half of that number.
    B. One-fifth of that number is 20% of that number.

13. The ages of Tanish and Shivay are in the ratio of 6 : 5. What is the age of Shivay?

    A. The ages of Tanish and Danish are in the ratio of 3 : 2.
    B. After 6 years the ratio of Danish's and Shivay's ages will be 6 : 7.

14. In how many days 15 men can complete a piece of work?

    A. If 16 children can complete the same piece of work in 48 days.

B.   If 9 men can complete the same piece of work in 27 days.

15. What is the salary of C, in a group of A, B, C, D, E and F whose average salary is Rs.60,600 ?

A.   Total of the salary of A and E is Rs.64,500.
B.   Total of the salary of B and F is Rs.52,600

2. Choose the correct answer of the questions mentioned below: (10x2=20)

1. The acronym 'BRIC' was first coined and prominently sued by:
(i)   Golden Sachs
(ii)   United Nations
(iii)   NATO
(iv)   World Bank

2. The current Top-3 Petroleum Producer in the world are:
(i)   Russia, USA, Saudi Arabia
(ii)   Saudi Arabia, Iran, Iraq
(iii)   Iran, Russia, Saudi Arabia
(iv)   Saudi Arabia, Russia, USA

3. The current Top-3 petroleum consuming countries in the world are:
(i)   Iran, Iraq, Kuwait
(ii)   Saudi Arabia, Canada, Iran
(iii)   Iran, UAE, Russia
(iv)   Russia, Iran, Saudi Arabia

4. According to latest FAO report, which country is home to maximum number of hungry people?
(i)   India
(ii)   China
(iii)   Bangladesh
(iv)   Congo

5. Who received the ''Bharat Ratna'' in 2009?
(i)   Amitabh Bachchan
(ii)   Atal Bihari Bajpai
(iii)   Sunil Gavaskar
(iv)   None of these

6. Who is the Director of Slumdog Millionaire?
(i)   Danny Boyle's
(ii)   Loveleen Tondon
(iii)   Gurinder Chadha
(iv)   Mira Nair

7. Who is the writer of "Dreams from my father"
(i)   Barack Obama

(ii)   Michell Obama
(iii)   Joe Biden
(iv)   Martin Luther Kind Junior

8. Duleep Trophy is related to:
(i)   Cricket
(ii)   Football
(iii)   Hockey
(iv)   Tennis

9. Which automobile manufacturer has disassociated itself from Formula One from 2009:
(i)   Ferrari
(ii)   Renault
(iii)   Toyoto
(iv)   Honda

10. Who is the writer of Tomorrow's Promise?
(i)   Bubbles Sabharwal
(ii)   Vikram Seth
(iii)   Shaheen Akhtar
(iv)   Moushumi Bhowmik

Choose the correct answer of the Question below (10x2=20)

1. SUBJECT

(1) Topic	(2) Undergo
(3) Expose	(4) Citizen
(5) Accountable	

2. PRETEXT

(1) Excuse	(2) Guess
(3) Crime	(4) Example
(5) Fraud	

3. PETRIFIED

(1) Panic	(2) Scared
(3) Feared	(4) Alarming
(5) Terror	

Choose the word which is most opposite in meaning to the word printed in bold as used in the passage.

4. RIGHT

(1) Immoral	(2) Unsuitable
(3) Inaccurate	(4) Inconvenient
(5) Terror	

5. REVEAL

(1) Secret	(2) Darken
(3) Disclose	(4) Hide
(5) Invisible	

Which of the phrases (10, (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.

6. In these circumstances, they will not be able to meet the assigned target to them.

(1) Targeted Assignment	(2) Assigned Target
(3) Assigning to Target	(4) target Assigned
(5) No Correction Required	

7. Banks must be ensured that 18 percent of their loans is given to the agriculture sector.

(1) Are ensured	(2) have to ensure
(3) being ensured	(4) should be ensured
(5) No Correction Required	

8. The government has announced several initiatives benefiting to factory workers.

(1) Beneficial	(2) for benefiting to
(3) which will benefit	(4) benefited to
(5) No Correction Required	

9. A date for the committee meeting to discuss the details of the proposal is yet to be decided.

(1) Will be yet decided	(2) It has been decided yet
(3) Have not been still decided	(4) Is not yet been decided
(5) No Correction Required	

10. With the raining heavily the multi-storey office building was badly damaged and collapsed.

(1) Owning to the heavy rains	(2) Because of the raining heavily
(3) Since heavily it rained	(4) In raining heavily
(5) No Correction Required	