

IIFT MBA IB 1st Dec 2019

Application No	
Candidate Name	
Roll No.	
Test Date	01/12/2019
Test Time	10:00 AM - 12:00 PM
Subject	IIFT MBA IB

Section : Section- I Quantitative Analysis

Q.1 A man standing on the line joining the two poles finds that the top of the poles make an angle of elevation of 60° and 45° respectively. After walking for sometime towards the other pole, the angles change to 30° and 60° respectively. The ratio of the height of the poles is :

- (1) $\frac{\sqrt{3}-1}{2}$
 (2) $\frac{\sqrt{3}+1}{2}$
 (3) $\frac{\sqrt{3}-1}{4}$
 (4) $\frac{\sqrt{3}+1}{4}$

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464544

Option 1 ID : 4774641853

Option 2 ID : 4774641854

Option 3 ID : 4774641855

Option 4 ID : 4774641856

Status : Not Answered

Chosen Option : --

Q.2 KBC restaurant chain regularly conducts survey of its customers. The customers are asked to rate the food quality, service and price as Excellent, Good and Fair. Customers are also asked whether they would come back. It was found that 76% of customers say that they will come back. Amongst those who say that they will come back, 57% rate the restaurant as Excellent, 36% rate it as Good and remainder rate it as Fair. Of those who say that they will not return, the respective values are 14%, 32% and 54%. What percentage of customers rated the restaurant as good ?

- (1) 27.4%
 (2) 35%
 (3) 51%
 (4) 30.7%

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464538

Option 1 ID : 4774641829

Option 2 ID : 4774641830

Option 3 ID : 4774641831

Option 4 ID : 4774641832

Status : Not Answered

Chosen Option : --

Q.3 Four couples are to be seated in a circular table such that each couple sits together. In how many ways they can sit such that two males sit to the right of their female partners and the other two males sit to the left of their female partners ?

- (1) 144
- (2) 288
- (3) 1440
- (4) 720

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 477464528

Option 1 ID : 4774641789

Option 2 ID : 4774641790

Option 3 ID : 4774641791

Option 4 ID : 4774641792

Status : Not Answered

Chosen Option : --

Q.4 Ms. Debjani after her MBA graduation wants to have a start-up of her own. For this, she uses ₹ 8,00,000 of her own savings and borrows ₹ 12,00,000 from a public sector bank under MUDRA Scheme. As per the agreement with the bank, she is supposed to repay the principle of this loan equally over the period of the loan which is 25 years. Two years after taking the first loan, she borrowed an additional loan of ₹ 8,00,000 to finance expansion plan of her start-up. If Ms. Debjani clears all her loans in 25 years from the date of taking the first loan, how much total interest she has to pay on her initial borrowing ? Assume simple interest rate at 8 percent per annum.

- (1) ₹ 12,48,000
- (2) ₹ 12,84,000
- (3) ₹ 14,20,000
- (4) ₹ 12,96,000

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 477464524

Option 1 ID : 4774641773

Option 2 ID : 4774641774

Option 3 ID : 4774641775

Option 4 ID : 4774641776

Status : Not Answered

Chosen Option : --

Q.5

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

- (1) $\frac{16}{25}x^2$
- (2) $\frac{64}{81}y^2$
- (3) $\frac{25}{16}y^2$
- (4) $\frac{81}{64}x^2$

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **477464536**

Option 1 ID : **4774641821**

Option 2 ID : **4774641822**

Option 3 ID : **4774641823**

Option 4 ID : **4774641824**

Status : **Not Answered**

Chosen Option : --

Q.6

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

- (1) 137
- (2) 141
- (3) 145
- (4) 148

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **477464526**

Option 1 ID : **4774641781**

Option 2 ID : **4774641782**

Option 3 ID : **4774641783**

Option 4 ID : **4774641784**

Status : **Not Answered**

Chosen Option : --

Q.7

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

- (1) $\sqrt{3}$ cm
- (2) $\sqrt{3} - 1$ cm
- (3) 2 cm
- (4) 1 cm

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464537

Option 1 ID : 4774641825

Option 2 ID : 4774641826

Option 3 ID : 4774641827

Option 4 ID : 4774641828

Status : Not Answered

Chosen Option : --

Q.8 400 students were admitted to the 2018-19 MBA batch. 200 of them did not choose "Business Statistics", 100 of them did not choose "International Management". There were 80 students who did not choose any of the two subjects. Find the number of students who chose both Business Statistics and International Management.

(1) 180

(2) 220

(3) 280

(4) 300

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464532

Option 1 ID : 4774641805

Option 2 ID : 4774641806

Option 3 ID : 4774641807

Option 4 ID : 4774641808

Status : Not Answered

Chosen Option : --

Q.9 A motorboat takes the passengers from Rishikesh to Haridwar and back. Both the cities, Rishikesh and Haridwar are located on the banks of River Ganga. During Kumbh Mela, to earn more money, the owner of the motorboat decided to have more trips from Rishikesh to Haridwar and back, so he increased the speed of the motorboat in still water, by 50%. By increasing the speed, he was able to cut down the travel time from Rishikesh to Haridwar and back, by 60%. What is the ratio of the speed of motorboat in still water to that of the speed of river Ganga ?

(1) $\sqrt{\frac{11}{6}}$ (2) $\frac{\sqrt{11}}{6}$ (3) $\sqrt{\frac{3}{2}}$ (4) $\frac{\sqrt{3}}{2}$

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464540

Option 1 ID : 4774641837

Option 2 ID : 4774641838

Option 3 ID : 4774641839

Option 4 ID : 4774641840

Status : Not Answered

Chosen Option : --

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

(1) 23%

(2) 25%

(3) 27%

(4) 29%

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464534

Option 1 ID : 4774641813

Option 2 ID : 4774641814

Option 3 ID : 4774641815

Option 4 ID : 4774641816

Status : Not Answered

Chosen Option : --

Q.11 Monika buys a Samsung's 360 litre refrigerator from M/s Coldrush Agencies for ₹ 42,000. She makes a down payment of ₹ 12,000 and the remaining amount in 4 equal half yearly instalments. If M/s Coldrush Agencies charge an interest of 10% per annum, approximately what amount Monika has to pay every six month?

(1) ₹ 8230

(2) ₹ 8600

(3) ₹ 8460

(4) ₹ 8620

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464541

Option 1 ID : 4774641841

Option 2 ID : 4774641842

Option 3 ID : 4774641843

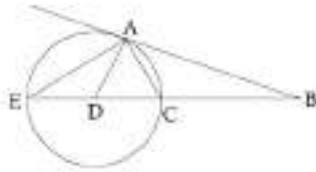
Option 4 ID : 4774641844

Status : Not Answered

Chosen Option : --

Q.12

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



- (1) 40°
- (2) 60°
- (3) 30°
- (4) None of the options

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464530

Option 1 ID : 4774641797

Option 2 ID : 4774641798

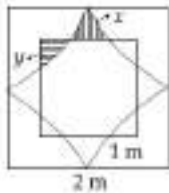
Option 3 ID : 4774641799

Option 4 ID : 4774641800

Status : Not Answered

Chosen Option : --

Q.13 A square of length 1 m is inside a square of length 2 m and four quarter circles are joined as shown in the figure. The value of $y - x$ is given by,



- (1) $\frac{8-\pi}{10}$
- (2) $\frac{4-\pi}{5}$
- (3) $\frac{2\pi-1}{8}$
- (4) $\frac{\pi-3}{4}$

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464531

Option 1 ID : 4774641801

Option 2 ID : 4774641802

Option 3 ID : 4774641803

Option 4 ID : 4774641804

Status : Not Answered

Chosen Option : --

Q.14

Consider the equation :

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

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

- (1) 2
- (2) 3
- (3) 8
- (4) 10

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 477464521

Option 1 ID : 4774641761

Option 2 ID : 4774641762

Option 3 ID : 4774641763

Option 4 ID : 4774641764

Status : Answered

Chosen Option : 4

Q.15

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

- (1) $1800/7^5$
- (2) $1600/7^7$
- (3) $2100/7^7$
- (4) $2400/7^5$

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 477464522

Option 1 ID : 4774641765

Option 2 ID : 4774641766

Option 3 ID : 4774641767

Option 4 ID : 4774641768

Status : Not Answered

Chosen Option : --

Q.16

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

- (1) 1.25%
- (2) 1.33%
- (3) 1.5%
- (4) 1.66%

Options 1. 1

- 2. 2

3. 3
4. 4

Question Type : **MCQ**Question ID : **477464533**Option 1 ID : **4774641809**Option 2 ID : **4774641810**Option 3 ID : **4774641811**Option 4 ID : **4774641812**Status : **Not Answered**

Chosen Option : --

Q.17 An E-rickshaw owner makes 24 trips a month with 4 passengers per trip. If his interest cost for purchase of E-rickshaw is ₹ 120/month, he earns 15 percent profit a month (Profit is the difference between revenue and cost). What will be the approximate percentage profit for the same month if the owner undertakes 20 trips a month with 5 passengers and his interest cost is reduced by 10 percent for the month ?

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

- (1) 33.33
(2) 66.67
(3) 72
(4) 100

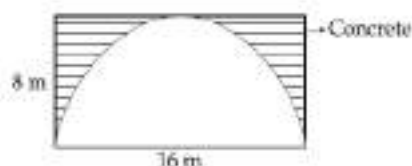
Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**Question ID : **477464527**Option 1 ID : **4774641785**Option 2 ID : **4774641786**Option 3 ID : **4774641787**Option 4 ID : **4774641788**Status : **Not Answered**

Chosen Option : --

Q.18 Consider a cuboidal underground tunnel of length 500 m whose cross-section is given in the figure. If 1 m^2 of concrete costs 1000 rupees, find the amount of money needed to build the tunnel.



- (1) $8(4 - \pi)10^6$ rupees
(2) $64(4 - \pi)10^6$ rupees
(3) $16(4 - \pi)10^6$ rupees
(4) $32(4 - \pi)10^6$ rupees

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**Question ID : **477464535**Option 1 ID : **4774641817**Option 2 ID : **4774641818**Option 3 ID : **4774641819**

Option 4 ID : 4774641820

Status : Not Answered

Chosen Option : --

Q.19 At what time between 2.00 pm and 3.00 pm, the two arms of a watch are completely opposite to each other ?

- (1) 2.40 pm
- (2) 2.44 pm
- (3) 2.45 pm
- (4) 2.47 pm

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 477464542

Option 1 ID : 4774641845

Option 2 ID : 4774641846

Option 3 ID : 4774641847

Option 4 ID : 4774641848

Status : Not Answered

Chosen Option : --

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

- (1) 49
- (2) 41
- (3) 43
- (4) 45

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 477464523

Option 1 ID : 4774641769

Option 2 ID : 4774641770

Option 3 ID : 4774641771

Option 4 ID : 4774641772

Status : Not Answered

Chosen Option : --

Q.21 Rohit purchased a cistern which had a leakage. The cistern can be filled by two inlet pipes, which can individually fill the cistern in 12 min and 15 min respectively. Despite leakage, the two inlet pipes together can fill the cistern in 20 min. How long will it take to empty the completely full the cistern due to leakage ?

- (1) 10 min,
- (2) 12 min,
- (3) 15 min,
- (4) 16 min,

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**Question ID : **477464539**Option 1 ID : **4774641833**Option 2 ID : **4774641834**Option 3 ID : **4774641835**Option 4 ID : **4774641836**Status : **Not Answered**

Chosen Option : --

Q.22 You travel by Delhi Metro everyday from Botanical Garden, Noida to Hauz Khas, Delhi. At Hauz Khas metro station, you use an escalator to get out from the station. The escalator takes 80 seconds. One day, escalator was not working and you walk up the escalator in 50 seconds. How many minutes does it approximately take you to walk down the working escalator ?

- (1) 1.5 minutes
- (2) 2.2 minutes
- (3) 2.8 minutes
- (4) 2.6 minutes

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**Question ID : **477464525**Option 1 ID : **4774641777**Option 2 ID : **4774641778**Option 3 ID : **4774641779**Option 4 ID : **4774641780**Status : **Not Answered**

Chosen Option : --

Q.23 The number $37^{371} - 26^{371}$ is divisible by :

- (1) 10
- (2) 11
- (3) 12
- (4) 15

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**Question ID : **477464529**Option 1 ID : **4774641793**Option 2 ID : **4774641794**Option 3 ID : **4774641795**Option 4 ID : **4774641796**Status : **Not Answered**

Chosen Option : --

Q.24

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

- (1) $(25, 1)$
- (2) $(10, 4)$
- (3) $(-5, 2)$
- (4) $(0, 6)$

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **477464543**

Option 1 ID : **4774641849**

Option 2 ID : **4774641850**

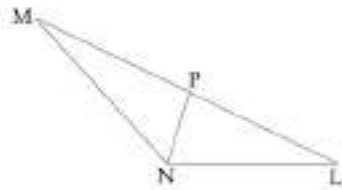
Option 3 ID : **4774641851**

Option 4 ID : **4774641852**

Status : **Not Answered**

Chosen Option : --

Q.25 In $\triangle MNL$, line NP bisects the angle MNL. If $NP : NL = 2 : 3$ and angle $MNL = 120^\circ$. Then $NP : NL : MN$ is :



- (1) $2 : 3 : 4$
- (2) $2 : 3 : 6$
- (3) $2 : 3 : 5$
- (4) $2 : 3 : 9$

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **477464545**

Option 1 ID : **4774641857**

Option 2 ID : **4774641858**

Option 3 ID : **4774641859**

Option 4 ID : **4774641860**

Status : **Not Answered**

Chosen Option : --

Section : **Section- II Reading Comprehension and Verbal Ability**

Comprehension:

Direction : Read the passage and answer the questions.

Sustaining Versus Disruptive Innovation

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

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

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

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

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

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

SubQuestion No : 1

Q.1

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

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464550

Option 1 ID : 4774641873

Option 2 ID : 4774641874

Option 3 ID : 4774641875

Option 4 ID : 4774641876

Status : Not Answered

Comprehension:

Direction : Read the passage and answer the questions.

Sustaining Versus Disruptive Innovation

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

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

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

SubQuestion No : 2**Q.2**

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

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**Question ID : **477464548**

Option 1 ID : 4774641865

Option 2 ID : 4774641866

Option 3 ID : 4774641867

Option 4 ID : 4774641868

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Read the passage and answer the questions.

Sustaining Versus Disruptive Innovation

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

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

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

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

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

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

SubQuestion No : 3

Q.3

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

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464547

Option 1 ID : 4774641861

Option 2 ID : 4774641862

Option 3 ID : 4774641863

Option 4 ID : 4774641864

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Read the passage and answer the questions.

Sustaining Versus Disruptive Innovation

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

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

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

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

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

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

SubQuestion No : 4

Q.4

The disadvantages of DI are that :

- (1) The changes caused due to DI are not useful and do not address the needs of the customers.
- (2) The product introduced due to DI have lower profit margins and small markets.
- (3) The product introduced due to DI require large investment and resources and change in policies.
- (4) The changes caused due to DI can only be carried out by LARGE companies entering new markets.

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **477464549**

Option 1 ID : **4774641869**

Option 2 ID : **4774641870**

Option 3 ID : **4774641871**

Option 4 ID : **4774641872**

Status : **Not Answered**

Chosen Option : --

Comprehension:

Direction : Read the passage and answer the questions.

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

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

"Uncovering the riptide," Keenon said.

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

"Somewhere more productive," Keenon said.

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

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

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

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

"Oh," I said, my face going red as Keenon began to laugh.

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

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

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

Just like Keenon did.

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

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

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

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

SubQuestion No : 5

Q.5

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

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464555

Option 1 ID : 4774641889

Option 2 ID : 4774641890

Option 3 ID : 4774641891

Option 4 ID : 4774641892

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Read the passage and answer the questions.

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

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

"Uncovering the riptide," Keenon said.

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

"Somewhere more productive," Keenon said.

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

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

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

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SubQuestion No : 6

Q.6

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

- (1) The Analysts
- (2) The Accommodators
- (3) The Assertives
- (4) None of the options

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464554

Option 1 ID : 4774641885

Option 2 ID : 4774641886

Option 3 ID : 4774641887

Option 4 ID : 4774641888

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Read the passage and answer the questions.

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

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

"Uncovering the riptide," Keenon said.

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

"Somewhere more productive," Keenon said.

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

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SubQuestion No : 7

Q.7

Select the most appropriate title for this passage :

- (1) Hard Bargaining Tactics
- (2) What Type of a Negotiator Are You ?
- (3) Punching Back : Using Assertion Without Getting Used By It
- (4) The Three Types of Leverage

Options 1. 1

2. 2

3. 3

Question Type : MCQ

Question ID : 477464552

Option 1 ID : 4774641877

Option 2 ID : 4774641878

Option 3 ID : 4774641879

Option 4 ID : 4774641880

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Read the passage and answer the questions.

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

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

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

SubQuestion No : 8

Q.8

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

- (1) The Analysts
- (2) The Accommodators
- (3) The Assertives
- (4) None of the options

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**Question ID : **477464553**Option 1 ID : **4774641881**Option 2 ID : **4774641882**Option 3 ID : **4774641883**Option 4 ID : **4774641884**Status : **Not Answered**

Chosen Option : --

Comprehension:

Direction : Read the passage and answer the questions.

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

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

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

SubQuestion No : 9

Q.9

The argument in the passage is built on the premise :

- (1) Neither the democracy nor a totalitarian regime in itself ensures economic growth
- (2) Democratic regime alone is conducive to economic growth
- (3) Only a totalitarian regime is conducive to economic growth
- (4) None of the options

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**Question ID : **477464557**Option 1 ID : **4774641893**Option 2 ID : **4774641894**Option 3 ID : **4774641895**Option 4 ID : **4774641896**

Status : **Not Answered**

Chosen Option : --

Comprehension:

Direction : Read the passage and answer the questions.

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

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SubQuestion No : 10

Q.10

The necessary condition for economic growth is :

- (1) Democracy and market economy
- (2) Totalitarian regime and protection of property rights
- (3) Benevolent dictatorship
- (4) Market economy and protection of property rights

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**Question ID : **477464558**Option 1 ID : **4774641897**Option 2 ID : **4774641898**Option 3 ID : **4774641899**Option 4 ID : **4774641900**Status : **Not Answered**

Chosen Option : --

Comprehension:

Direction : Read the passage and answer the questions.

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

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

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

SubQuestion No : 11

Q.11

The author believes that :

- (1) Democracy is neither the cause nor the consequence of growth
- (2) Democracy is only the cause and not the consequence of growth
- (3) Democracy can be both the cause and the consequence of economic progress
- (4) Democracy is only the consequence and can never be the cause of growth

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464559

Option 1 ID : 4774641901

Option 2 ID : 4774641902

Option 3 ID : 4774641903

Option 4 ID : 4774641904

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Read the passage and answer the questions.

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

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

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

SubQuestion No : 12

Q.12

East Asian economic growth model exhibits the following sequence :

- (1) Democratic regime in the beginning followed by a totalitarian regime
- (2) Undemocratic regime in the beginning succeeded by a relatively more democratic regime
- (3) Undemocratic regimes in the beginning as well as in the subsequent stages
- (4) Malevolent dictatorship followed by benevolent dictatorship

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464560

Option 1 ID : 4774641905

Option 2 ID : 4774641906

Option 3 ID : 4774641907

Option 4 ID : 4774641908

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Read the passage and answer the questions.

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

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

SubQuestion No : 13

Q.13

Masayoshi Son represents :

- (1) a typical Japanese cultural stereotype
- (2) typical Confucian traits
- (3) an exception to the Japanese cultural stereotype
- (4) none of the options

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464564

Option 1 ID : 4774641917

Option 2 ID : 4774641918

Option 3 ID : 4774641919

Option 4 ID : 4774641920

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Read the passage and answer the questions.

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

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SubQuestion No : 14

Q.14

Japanese business practices emphasize :

- (1) Relationship built on market transactions
- (2) Relationship relying on legal contracts
- (3) Relationship based on industrial norms
- (4) Relationship built on trust and mutual commitment

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464563

Option 1 ID : 4774641913

Option 2 ID : 4774641914

Option 3 ID : 4774641915

Option 4 ID : 4774641916

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Read the passage and answer the questions.

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

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

SubQuestion No : 15

Q.15 Japanese culture is supportive of :

- (1) Collaborative attitude
- (2) Entrepreneurial Spirit
- (3) Product Innovation
- (4) Short-term relationships

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464562

Option 1 ID : 4774641909

Option 2 ID : 4774641910

Option 3 ID : 4774641911

Option 4 ID : 4774641912

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Read the passage and answer the questions.

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

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

SubQuestion No : 16

Q.16

In the passage the author mainly tries to :

- (1) find cultural roots of competitive advantage of a nation
- (2) find the reason for not so good labour relations in Japan
- (3) find the reason for entrepreneurial zeal of the Japanese
- (4) find the reason for the sluggishness of American firms

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464565

Option 1 ID : 4774641921

Option 2 ID : 4774641922

Option 3 ID : 4774641923

Option 4 ID : 4774641924

Status : Not Answered

Chosen Option : --

Comprehension:

Use the table for answering the following questions :

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

SubQuestion No : 17

Q.17

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

(a) Idealistic but impractical

(b) Extremely thorough

(1) (a) - (ix) ; (b) - (ii)

(2) (a) - (xiii) ; (b) - (xviii)

(3) (a) - (xiii) ; (b) - (viii)

(4) (a) - (xii) ; (b) - (viii)

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464568

Option 1 ID : 4774641929

Option 2 ID : 4774641930

Option 3 ID : 4774641931

Option 4 ID : 4774641932

Status : Not Answered

Chosen Option : --

Comprehension:

Use the table for answering the following questions :

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

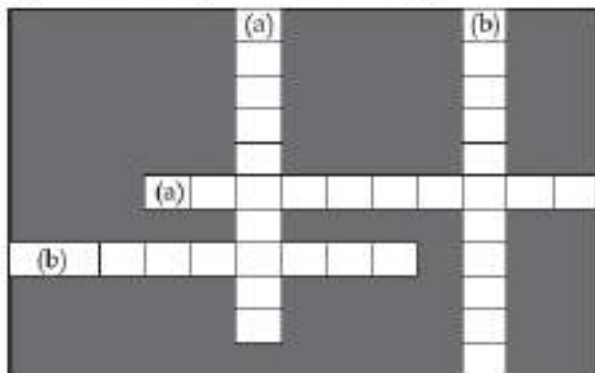
SubQuestion No : 18

Q.18

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

Hint :

- (a) Across : Producing tears (b) Across : Mocking
(a) Down : Unpredictable (b) Down : Resembling a caveman



- (1) (a) - Across - (ii) ; (b) - Across - (iii) ;
(a) - Down - (xv) ; (b) - Down - (xvi)
(2) (a) - Across - (vii) ; (b) - Across - (iv) ;
(a) - Down - (xv) ; (b) - Down - (xvi)
(3) (a) - Across - (ii) ; (b) - Across - (xvii) ;
(a) - Down - (ix) ; (b) - Down - (x)
(4) (a) - Across - (vii) ; (b) - Across - (iv) ;
(a) - Down - (ix) ; (b) - Down - (vi)

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **477464567**

Option 1 ID : **4774641925**

Option 2 ID : **4774641926**

Option 3 ID : **4774641927**

Option 4 ID : **4774641928**

Status : **Not Answered**

Chosen Option : --

Comprehension:

Use the table for answering the following questions :

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

SubQuestion No : 19

Q.19

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

- (a) Change of fortune
(b) Unruly

- (1) (a) - (xi) ; (b) - (ii)
(2) (a) - (vi) ; (b) - (i)
(3) (a) - (i) ; (b) - (xiv)
(4) (a) - (vi) ; (b) - (xi)

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **477464569**

Option 1 ID : **4774641933**

Option 2 ID : **4774641934**

Option 3 ID : **4774641935**

Option 4 ID : **4774641936**

Status : **Not Answered**

Chosen Option : --

Comprehension:

Direction : Select the option which expresses a relationship similar to the one expressed in the italicized pair.

SubQuestion No : 20

Q.20

PERTINACIOUS : ASTUTE : :

- (1) FOIBLE : WEAKNESS
(2) DEMURE : INDECOROUS
(3) CHAFFING : SERIOUS
(4) GRANDIOSE : SIMPLE

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **477464573**

Option 1 ID : **4774641945**

Option 2 ID : **4774641946**

Option 3 ID : **4774641947**

Option 4 ID : **4774641948**

Status : **Not Answered**

Chosen Option : --

Comprehension:

Direction : Select the option which expresses a relationship similar to the one expressed in the italicized pair.

SubQuestion No : 21

Q.21

SERENE : AGITATED : :

- (1) REVERBERATE : ECHO
- (2) FATIGUE : WEARY
- (3) ODIIOUS : PLEASANT
- (4) DETHRONE : DEPOSE

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 477464574

Option 1 ID : 4774641949

Option 2 ID : 4774641950

Option 3 ID : 4774641951

Option 4 ID : 4774641952

Status : Answered

Chosen Option : 2

Comprehension:

Direction : Select the option which expresses a relationship similar to the one expressed in the italicized pair.

SubQuestion No : 22

Q.22

SAVAGE : BARBARIC : :

- (1) LUCID : TURBID
- (2) SWALLOW : REJECT
- (3) PEURILE : SENILE
- (4) VENOMOUS : VIRULENT

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 477464571

Option 1 ID : 4774641937

Option 2 ID : 4774641938

Option 3 ID : 4774641939

Option 4 ID : 4774641940

Status : Answered

Chosen Option : 4

Comprehension:

Direction : Select the option which expresses a relationship similar to the one expressed in the italicized pair.

SubQuestion No : 23

Q.23

DILATE : CONTRACT ::

- (1) WAX : WANE
- (2) HOCK : PAWN
- (3) SCRIBBLE : WRITE
- (4) CONTAMINATE : SPREAD

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **477464572**

Option 1 ID : **4774641941**

Option 2 ID : **4774641942**

Option 3 ID : **4774641943**

Option 4 ID : **4774641944**

Status : **Answered**

Chosen Option : 4

Comprehension:

Direction : Fill in the blank with appropriate preposition given in the options :

SubQuestion No : 24

Q.24 Only the blood-stained road was a witness _____ his assassination.

- (1) at
- (2) on
- (3) over
- (4) to

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **477464576**

Option 1 ID : **4774641953**

Option 2 ID : **4774641954**

Option 3 ID : **4774641955**

Option 4 ID : **4774641956**

Status : **Answered**

Chosen Option : 3

Comprehension:

Direction : Fill in the blank with appropriate preposition given in the options :

SubQuestion No : 25

Q.25 The peasant refused to grovel _____ the feet of his master.

- (1) on
- (2) by
- (3) upon
- (4) at

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**Question ID : **477464577**Option 1 ID : **4774641957**Option 2 ID : **4774641958**Option 3 ID : **4774641959**Option 4 ID : **4774641960**Status : **Answered**Chosen Option : **4****Q.26**

Identify the correct sentence from the given options :

- (1) When fishing you can always tell when you lose a fish because the line feels loose.
- (2) When fishing you can always tell when you loose a fish because the line feels lose.
- (3) When fishing you can always tell when you loose a fish because the line feels loose.
- (4) When fishing you can always tell when you lose a fish because the line feels lose.

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**Question ID : **477464579**Option 1 ID : **4774641965**Option 2 ID : **4774641966**Option 3 ID : **4774641967**Option 4 ID : **4774641968**Status : **Answered**Chosen Option : **1****Q.27**

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

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

Choose the correct option :

- (1) (a) - (iv) ; (b) - (ii) ; (c) - (iii) ; (d) - (i) ; (e) - (v)
- (2) (a) - (v) ; (b) - (iii) ; (c) - (ii) ; (d) - (i) ; (e) - (iv)
- (3) (a) - (i) ; (b) - (iv) ; (c) - (v) ; (d) - (ii) ; (e) - (iii)
- (4) (a) - (iii) ; (b) - (v) ; (c) - (iv) ; (d) - (ii) ; (e) - (i)

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 477464578

Option 1 ID : 4774641961

Option 2 ID : 4774641962

Option 3 ID : 4774641963

Option 4 ID : 4774641964

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Choose the option that best describes the meaning of each of the following idioms and phrases :

SubQuestion No : 28

Q.28

Ante meridiem :

- (1) Between midnight and noon
- (2) An old mother
- (3) A great mother
- (4) None of these

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464582

Option 1 ID : 4774641973

Option 2 ID : 4774641974

Option 3 ID : 4774641975

Option 4 ID : 4774641976

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Choose the option that best describes the meaning of each of the following idioms and phrases :

SubQuestion No : 29

Q.29

A pipe dream :

- (1) A bad dream
- (2) A pleasant dream
- (3) An impracticable plan
- (4) A foolish idea

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464581

Option 1 ID : 4774641969

Option 2 ID : 4774641970

Option 3 ID : 4774641971

Option 4 ID : 4774641972

Status : **Answered**
Chosen Option : **3**

Comprehension:

Direction : Choose the option that best describes the meaning of each of the following idioms and phrases :

SubQuestion No : 30

Q.30

To flog a dead horse :

- (1) To do a thing in vain
- (2) To act in a foolish way
- (3) To criticize strongly
- (4) Try to revive interest in a subject that is out of date

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**
Question ID : **477464583**
Option 1 ID : **4774641977**
Option 2 ID : **4774641978**
Option 3 ID : **4774641979**
Option 4 ID : **4774641980**
Status : **Answered**
Chosen Option : **3**

Comprehension:

Direction : Fill in the blanks with appropriate words given in the options :

SubQuestion No : 31

Q.31

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

- (1) case; whatever
- (2) spite; whatever
- (3) many; doing
- (4) spite; whichever

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**
Question ID : **477464585**
Option 1 ID : **4774641981**
Option 2 ID : **4774641982**
Option 3 ID : **4774641983**
Option 4 ID : **4774641984**
Status : **Answered**
Chosen Option : **1**

Comprehension:

Direction : Fill in the blanks with appropriate words given in the options :

SubQuestion No : 32

Q.32

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

- (1) performance; money
- (2) excellence; dividends
- (3) won; appreciation
- (4) failure; appointment

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 477464586

Option 1 ID : 4774641985

Option 2 ID : 4774641986

Option 3 ID : 4774641987

Option 4 ID : 4774641988

Status : Answered

Chosen Option : 2

Comprehension:

Direction : Each question comprises four sentences (A), (B), (C) and (D). Arrange the sentences in a correct and meaningful order.

SubQuestion No : 33

Q.33

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

Choose the correct option :

- (1) ADCB
- (2) BADC
- (3) BDAC
- (4) ABDC

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 477464589

Option 1 ID : 4774641993

Option 2 ID : 4774641994

Option 3 ID : 4774641995

Option 4 ID : 4774641996

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Each question comprises four sentences (A), (B), (C) and (D). Arrange the sentences in a correct and meaningful order.

SubQuestion No : 34

Q.34

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

Choose the correct option :

- (1) BDAC
- (2) CBDA
- (3) DBAC
- (4) ABDC

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464590

Option 1 ID : 4774641997

Option 2 ID : 4774641998

Option 3 ID : 4774641999

Option 4 ID : 4774642000

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Each question comprises four sentences (A), (B), (C) and (D). Arrange the sentences in a correct and meaningful order.

SubQuestion No : 35

Q.35

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

Choose the correct option :

- (1) BDAC
- (2) DCBA
- (3) ADCB
- (4) CBAD

Options 1. 1

2. 2

3. 3

4. 4

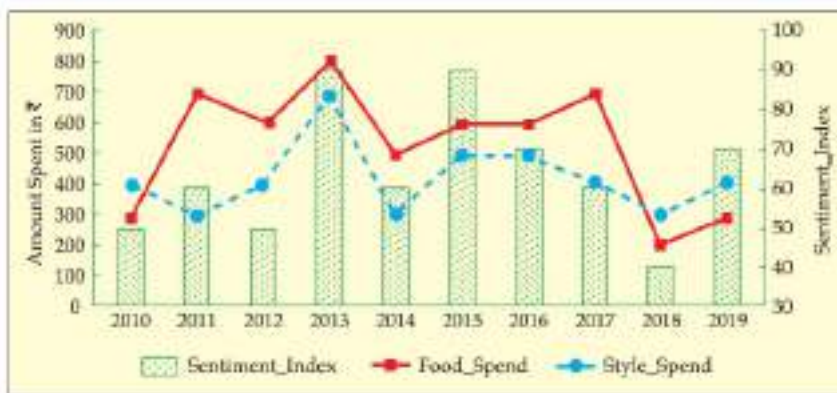
Question Type : **MCQ**Question ID : **477464588**Option 1 ID : **4774641989**Option 2 ID : **4774641990**Option 3 ID : **4774641991**Option 4 ID : **4774641992**Status : **Not Answered**

Chosen Option : --

Section : **Section- III Data Interpretation and Logical Reasoning****Comprehension:**

Direction : Answer the questions with the given information and the graph.

The analyst at a retail giant has modelled the consumer spending and consumer sentiment to prepare a strategy on product offers in the upcoming festive season. The data given in the figure are from last 10 years on 3 parameters namely, food spending (Food_Spend), style spending (Style_Spend), and sentiment index (Sentiment_Index). Study the figure below and answer the following questions :

**SubQuestion No : 1**

Q.1

From the years mentioned below, in which year total of Food_Spend and Style_Spend as a proportion of Sentiment_Index is lowest ?

- (1) 2011
- (2) 2013
- (3) 2016
- (4) 2017

Options 1. 1

2. 2

3. 3

4. 4

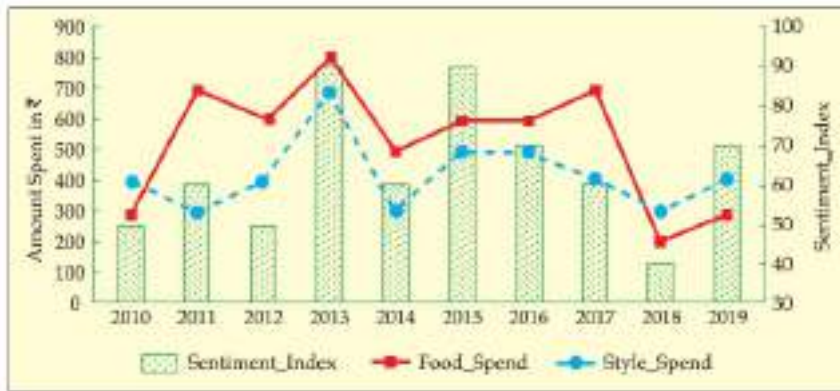
Question Type : **MCQ**Question ID : **477464595**Option 1 ID : **4774642013**Option 2 ID : **4774642014**Option 3 ID : **4774642015**Option 4 ID : **4774642016**Status : **Not Answered**

Chosen Option : --

Comprehension:

Direction : Answer the questions with the given information and the graph.

The analyst at a retail giant has modelled the consumer spending and consumer sentiment to prepare a strategy on product offers in the upcoming festive season. The data given in the figure are from last 10 years on 3 parameters namely, food spending (Food_Spend), style spending (Style_Spend), and sentiment index (Sentiment_Index). Study the figure below and answer the following questions :



SubQuestion No : 2

Q.2

In which year, highest annual percentage change in Style_Spend is recorded ?

- (1) 2015
- (2) 2014
- (3) 2013
- (4) 2011

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464592

Option 1 ID : 4774642001

Option 2 ID : 4774642002

Option 3 ID : 4774642003

Option 4 ID : 4774642004

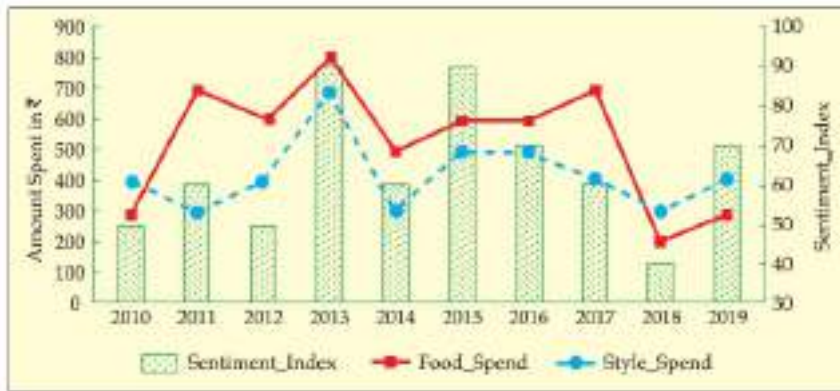
Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Answer the questions with the given information and the graph.

The analyst at a retail giant has modelled the consumer spending and consumer sentiment to prepare a strategy on product offers in the upcoming festive season. The data given in the figure are from last 10 years on 3 parameters namely, food spending (Food_Spend), style spending (Style_Spend), and sentiment index (Sentiment_Index). Study the figure below and answer the following questions :



SubQuestion No : 3

Q.3 In which year, ratio of annual change in Style_Spend to annual change in Sentiment_Index is highest ?

- (1) 2011
- (2) 2012
- (3) 2014
- (4) 2017

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464593

Option 1 ID : 4774642005

Option 2 ID : 4774642006

Option 3 ID : 4774642007

Option 4 ID : 4774642008

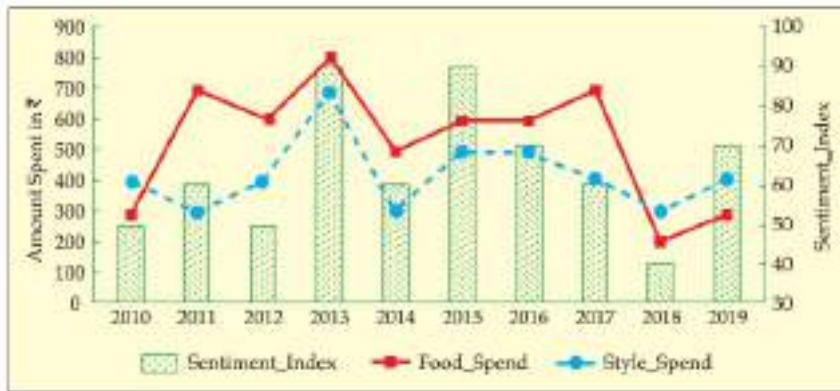
Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Answer the questions with the given information and the graph.

The analyst at a retail giant has modelled the consumer spending and consumer sentiment to prepare a strategy on product offers in the upcoming festive season. The data given in the figure are from last 10 years on 3 parameters namely, food spending (Food_Spend), style spending (Style_Spend), and sentiment index (Sentiment_Index). Study the figure below and answer the following questions :



SubQuestion No : 4

Q.4

From the years mentioned below, in which year Food_Spend as a proportion of Style_Spend is lowest ?

- (1) 2012
- (2) 2013
- (3) 2015
- (4) 2016

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464594

Option 1 ID : 4774642009

Option 2 ID : 4774642010

Option 3 ID : 4774642011

Option 4 ID : 4774642012

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Answer the questions with the given information and the data.

Given below are transactions of 17 customers who brought products available from a range of 5 products namely Product A, Product B, Product C, Product D and Product E, on a particular day. "1" means product was purchased and "0" means product was not purchased on that day. The retail manager wants to study the product purchase behaviour based on customer transactions. Example of Paired Product purchase, there are three paired product purchases made by customer with Customer_ID : 102 - (1) Product A and Product C, (2) Product A and Product D and (3) Product C and Product D.

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

SubQuestion No : 5

Q.5

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

- (1) 2
- (2) 0
- (3) 1
- (4) 3

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464598

Option 1 ID : 4774642021

Option 2 ID : 4774642022

Option 3 ID : 4774642023

Option 4 ID : 4774642024

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Answer the questions with the given information and the data.

Given below are transactions of 17 customers who brought products available from a range of 5 products namely Product A, Product B, Product C, Product D and Product E, on a particular day. "1" means product was purchased and "0" means product was not purchased on that day. The retail manager wants to study the product purchase behaviour based on customer transactions. Example of Paired Product purchase, there are three paired product purchases made by customer with Customer_ID : 102 - (1) Product A and Product C, (2) Product A and Product D and (3) Product C and Product D.

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

SubQuestion No : 6

Q.6 How many paired product purchases were done with Product A as one product ?

- (1) 16
- (2) 17
- (3) 18
- (4) 19

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464597

Option 1 ID : 4774642017

Option 2 ID : 4774642018

Option 3 ID : 4774642019

Option 4 ID : 4774642020

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Answer the questions with the given information and the data.

Given below are transactions of 17 customers who brought products available from a range of 5 products namely Product A, Product B, Product C, Product D and Product E, on a particular day. "1" means product was purchased and "0" means product was not purchased on that day. The retail manager wants to study the product purchase behaviour based on customer transactions. Example of Paired Product purchase, there are three paired product purchases made by customer with Customer_ID : 102 - (1) Product A and Product C, (2) Product A and Product D and (3) Product C and Product D.

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

SubQuestion No : 7

Q.7

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

- (1) Product A and Product D
- (2) Product A and Product E
- (3) Product B and Product D
- (4) Product B and Product E

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464599

Option 1 ID : 4774642025

Option 2 ID : 4774642026

Option 3 ID : 4774642027

Option 4 ID : 4774642028

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Answer the questions with the given information and the data.

Given below are transactions of 17 customers who brought products available from a range of 5 products namely Product A, Product B, Product C, Product D and Product E, on a particular day. "1" means product was purchased and "0" means product was not purchased on that day. The retail manager wants to study the product purchase behaviour based on customer transactions. Example of Paired Product purchase, there are three paired product purchases made by customer with Customer_ID : 102 - (1) Product A and Product C, (2) Product A and Product D and (3) Product C and Product D.

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

SubQuestion No : 8

Q.8

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

- (1) 4
- (2) 5
- (3) 6
- (4) 7

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464600

Option 1 ID : 4774642029

Option 2 ID : 4774642030

Option 3 ID : 4774642031

Option 4 ID : 4774642032

Status : Not Answered

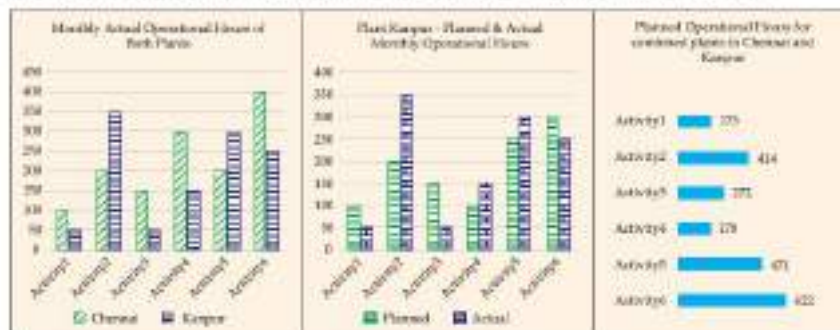
Chosen Option : --

Comprehension:

Direction : Answer the questions with the given information and the data.

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

Cost Difference (in %) = Absolute ((Actual Cost – Planned Cost) / Planned Cost) × 100



SubQuestion No : 9

Q.9

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

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464604

Option 1 ID : 4774642041

Option 2 ID : 4774642042

Option 3 ID : 4774642043

Option 4 ID : 4774642044

Status : Not Answered

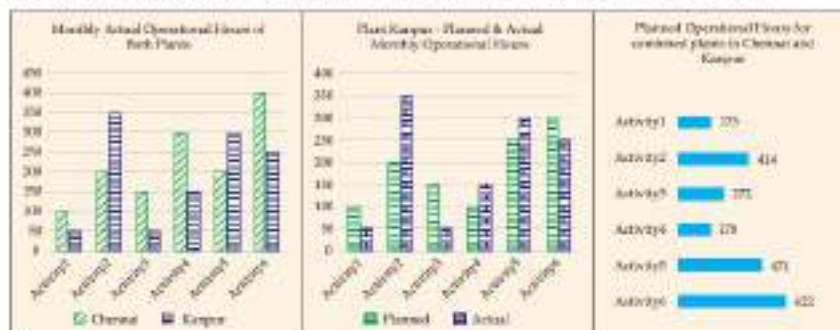
Chosen Option : --

Comprehension:

Direction : Answer the questions with the given information and the data.

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

Cost Difference (in %) = Absolute ((Actual Cost – Planned Cost) / Planned Cost) × 100



SubQuestion No : 10

Q.10

Overall Cost difference in Chennai plant is approximately :

- (1) 39 %
- (2) 41 %
- (3) 65 %
- (4) 70 %

Options 1. 1

2. 2
3. 3
4. 4

Question Type : MCQ

Question ID : 477464605

Option 1 ID : 4774642045

Option 2 ID : 4774642046

Option 3 ID : 4774642047

Option 4 ID : 4774642048

Status : Not Answered

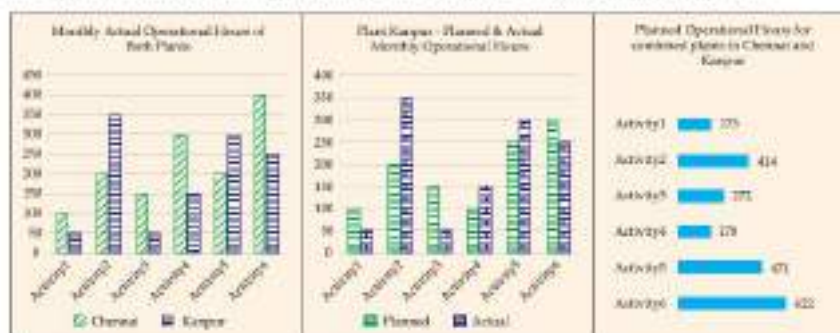
Chosen Option : --

Comprehension:

Direction : Answer the questions with the given information and the data.

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

Cost Difference (in %) = Absolute ((Actual Cost – Planned Cost) / Planned Cost) × 100



SubQuestion No : 11

Q.11

In how many activities plant in Chennai could meet at least 50% shortfall in the actual operational hours compared to planned operational hours of plant in Kanpur ?

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : MCQ

Question ID : 477464602

Option 1 ID : 4774642033

Option 2 ID : 4774642034

Option 3 ID : 4774642035

Option 4 ID : 4774642036

Status : Not Answered

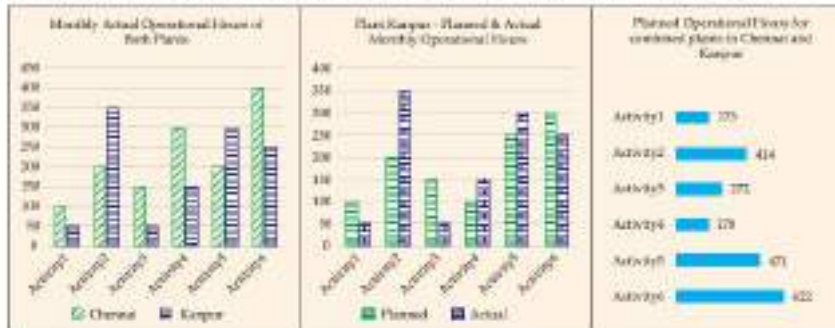
Chosen Option : --

Comprehension:

Direction : Answer the questions with the given information and the data.

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

Cost Difference (in %) = Absolute ((Actual Cost – Planned Cost) / Planned Cost) × 100

**SubQuestion No : 12**

Q.12

In how many activities plant in Chennai has higher planned operational hours as compared to plant in Kanpur ?

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464603

Option 1 ID : 4774642037

Option 2 ID : 4774642038

Option 3 ID : 4774642039

Option 4 ID : 4774642040

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Answer the questions with the given information and the data.

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

Colour	Delhi Style				Mumbai Style			
	S1	S2	S3	S4	S1	S2	S3	S4
Pink	61	60	69	55	65	95	66	92
Red	76	70	70	95	76	89	63	81
Green	71	89	92	65	61	70	60	72
Yellow	50	63	76	94	69	60	69	66
Blue	98	99	54	82	94	64	75	74
White	61	74	75	54	92	89	85	72
Black	90	51	76	31	86	93	94	97

SubQuestion No : 13

Q.13

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

- (1) Red-Mumbai
- (2) Red-Delhi
- (3) Green-Delhi
- (4) Blue-Mumbai

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464609

Option 1 ID : 4774642057

Option 2 ID : 4774642058

Option 3 ID : 4774642059

Option 4 ID : 4774642060

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Answer the questions with the given information and the data.

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

Colour	Delhi Style				Mumbai Style			
	S1	S2	S3	S4	S1	S2	S3	S4
Pink	61	60	69	55	65	95	66	92
Red	76	70	70	95	76	89	63	81
Green	71	89	92	65	61	70	60	72
Yellow	50	63	76	94	69	60	69	66
Blue	98	99	54	82	94	64	75	74
White	61	74	75	54	92	89	85	72
Black	90	51	76	31	86	93	94	97

SubQuestion No : 14

Q.14

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

- (1) S1
- (2) S2
- (3) S3
- (4) S4

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **477464608**

Option 1 ID : **4774642053**

Option 2 ID : **4774642054**

Option 3 ID : **4774642055**

Option 4 ID : **4774642056**

Status : **Not Answered**

Chosen Option : --

Comprehension:

Direction : Answer the questions with the given information and the data.

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

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

SubQuestion No : 15

Q.15

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

- (1) Red - S2
- (2) Green - S2
- (3) Yellow - S1
- (4) Black - S3

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **477464610**

Option 1 ID : **4774642061**

Option 2 ID : **4774642062**

Option 3 ID : **4774642063**

Option 4 ID : **4774642064**

Status : **Not Answered**

Chosen Option : --

Comprehension:

Direction : Answer the questions with the given information and the data.

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

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

SubQuestion No : 16

Q.16

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

- (1) Yellow
- (2) Blue
- (3) Black
- (4) Red

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**Question ID : **477464607**Option 1 ID : **4774642049**Option 2 ID : **4774642050**Option 3 ID : **4774642051**Option 4 ID : **4774642052**Status : **Not Answered**

Chosen Option : --

Comprehension:

Direction : Answer the questions based on the information provided.

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

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

SubQuestion No : 17

Q.17

If B is a Doctor, then who is A ?

- (1) Father
- (2) Uncle
- (3) Professor
- (4) Mother

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **477464612**

Option 1 ID : **4774642065**

Option 2 ID : **4774642066**

Option 3 ID : **4774642067**

Option 4 ID : **4774642068**

Status : **Not Answered**

Chosen Option : --

Comprehension:

Direction : Answer the questions based on the information provided.

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

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

SubQuestion No : 18

Q.18

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

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

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **477464615**

Option 1 ID : **4774642077**

Option 2 ID : **4774642078**

Option 3 ID : **4774642079**

Option 4 ID : **4774642080**

Status : **Not Answered**

Chosen Option : --

Comprehension:

Direction : Answer the questions based on the information provided.

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

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

SubQuestion No : 19**Q.19**

If C is the Uncle, then Professor is :

- (1) Grandfather
- (2) A
- (3) B
- (4) Mother

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**Question ID : **477464613**Option 1 ID : **4774642069**Option 2 ID : **4774642070**Option 3 ID : **4774642071**Option 4 ID : **4774642072**Status : **Not Answered**

Chosen Option : --

Comprehension:

Direction : Answer the questions based on the information provided.

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

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

SubQuestion No : 20**Q.20**

Who sits three places to the right of Mother ?

- (1) Director
- (2) Uncle
- (3) Grandfather
- (4) Brother

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **477464614**

Option 1 ID : **4774642073**

Option 2 ID : **4774642074**

Option 3 ID : **4774642075**

Option 4 ID : **4774642076**

Status : **Not Answered**

Chosen Option : --

Comprehension:

Direction : Answer the questions based on the information provided.

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

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

SubQuestion No : 21

Q.21

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

- (1) F
- (2) I
- (3) H
- (4) E

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **477464619**

Option 1 ID : **4774642089**

Option 2 ID : **4774642090**

Option 3 ID : **4774642091**

Option 4 ID : **4774642092**

Status : **Not Answered**

Chosen Option : --

Comprehension:

Direction : Answer the questions based on the information provided.

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

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

SubQuestion No : 22

Q.22

Which of the following statement is always true ?

- (1) F and I are girls
- (2) E is a boy but A is a girl
- (3) A and E stand together
- (4) C and I stand together

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **477464617**

Option 1 ID : **4774642081**

Option 2 ID : **4774642082**

Option 3 ID : **4774642083**

Option 4 ID : **4774642084**

Status : **Not Answered**

Chosen Option : --

Comprehension:

Direction : Answer the questions based on the information provided.

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

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

SubQuestion No : 23

Q.23

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

- (1) On the extreme right
- (2) Immediate left of D
- (3) Immediate right of C
- (4) Four places to the right of A

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **477464618**

Option 1 ID : 4774642085

Option 2 ID : 4774642086

Option 3 ID : 4774642087

Option 4 ID : 4774642088

Status : Not Answered

Chosen Option : --

Comprehension:**Direction :** Answer the questions based on the information provided.

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

SubQuestion No : 24

Q.24

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

- (1) 5:40 pm
- (2) 5:42 am
- (3) 5:47 pm
- (4) 5:45 pm

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464621

Option 1 ID : 4774642093

Option 2 ID : 4774642094

Option 3 ID : 4774642095

Option 4 ID : 4774642096

Status : Not Answered

Chosen Option : --

Comprehension:**Direction :** Answer the questions based on the information provided.

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

SubQuestion No : 25

Q.25

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

- (1) 9:16 am
- (2) 9:14 am
- (3) 9:11 am
- (4) 9:10 am

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464622

Option 1 ID : 4774642097

Option 2 ID : 4774642098

Option 3 ID : 4774642099

Option 4 ID : 4774642100

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Answer the questions based on the information provided.

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

SubQuestion No : 26

Q.26

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

(1) 1

(2) 2

(3) 5

(4) 7

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464624

Option 1 ID : 4774642101

Option 2 ID : 4774642102

Option 3 ID : 4774642103

Option 4 ID : 4774642104

Status : Not Answered

Chosen Option : --

Comprehension:

Direction : Answer the questions based on the information provided.

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

SubQuestion No : 27

Q.27

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

- (1) 31
- (2) 33
- (3) 28
- (4) 32

Options

- 1. 1
- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **477464625**

Option 1 ID : **4774642105**

Option 2 ID : **4774642106**

Option 3 ID : **4774642107**

Option 4 ID : **4774642108**

Status : **Not Answered**

Chosen Option : --

Comprehension:

SubQuestion No : 28

Q.28

Complete the given sequence

63, 215, 511, 999

- (1) 1330
- (2) 1727
- (3) 1335
- (4) 1735

Options

- 1. 1
- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **477464627**

Option 1 ID : **4774642109**

Option 2 ID : **4774642110**

Option 3 ID : **4774642111**

Option 4 ID : **4774642112**

Status : **Not Answered**

Chosen Option : --

Comprehension:

Direction : Answer the questions based on the information provided.

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

INPUT : one cannot but feel sorry for him

Steps/Results :

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

SubQuestion No : 29

Q.29

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

- (1) best the nation way of our promoting
- (2) our promoting the best nation way of
- (3) promoting best nation of the our way
- (4) of our best the way nation promoting

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **477464630**

Option 1 ID : **4774642117**

Option 2 ID : **4774642118**

Option 3 ID : **4774642119**

Option 4 ID : **4774642120**

Status : **Not Answered**

Chosen Option : --

Comprehension:

Direction : Answer the questions based on the information provided.

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

INPUT : one cannot but feel sorry for him

Steps/Results :

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

SubQuestion No : 30

Q.30

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

- (1) performance weeks and tepid of weak slothful
- (2) of weeks slothful tepid performance weak and
- (3) of tepid slothful performance weak and weeks
- (4) performance and tepid weeks of weak slothful

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **477464629**

Option 1 ID : **4774642113**

Option 2 ID : **4774642114**

Option 3 ID : **4774642115**

Option 4 ID : **4774642116**

Status : **Not Answered**

Chosen Option : --

Section : **Section- IV General Awareness**

Q.1

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

- (1) IMF
- (2) European Union
- (3) United Nations
- (4) WHO

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 477464645

Option 1 ID : 4774642177

Option 2 ID : 4774642178

Option 3 ID : 4774642179

Option 4 ID : 4774642180

Status : Not Answered

Chosen Option : --

Q.2 2014 Hong Kong protest was termed as :

- (1) Red Shirt
- (2) Umbrella Protest
- (3) Million man march
- (4) March for our lives

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 477464642

Option 1 ID : 4774642165

Option 2 ID : 4774642166

Option 3 ID : 4774642167

Option 4 ID : 4774642168

Status : Not Answered

Chosen Option : --

Q.3 Which of the following country is not a member of BIMSTEC ?

- (1) Bhutan
- (2) China
- (3) India
- (4) Myanmar

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 477464638

Option 1 ID : 4774642149

Option 2 ID : 4774642150

Option 3 ID : **4774642151**
Option 4 ID : **4774642152**
Status : **Not Answered**
Chosen Option : --

Q.4 Who is the co-founder of multi-brand sneaker store "VegNonVeg" ?

- (1) Karan Johar
- (2) Aditya Birla
- (3) Anand Ahuja
- (4) Sanjay Kapoor

Options 1. 1
2. 2
3. 3
4. 4

Question Type : **MCQ**
Question ID : **477464637**
Option 1 ID : **4774642145**
Option 2 ID : **4774642146**
Option 3 ID : **4774642147**
Option 4 ID : **4774642148**
Status : **Not Answered**
Chosen Option : --

Q.5 Identify the name of ISRO Mission whose objective is to carry a three member crew to low earth orbit and return them safely to a pre-defined destination on earth ?

- (1) AstroSat
- (2) Aditya - L1
- (3) Gaganyaan
- (4) Akash

Options 1. 1
2. 2
3. 3
4. 4

Question Type : **MCQ**
Question ID : **477464646**
Option 1 ID : **4774642181**
Option 2 ID : **4774642182**
Option 3 ID : **4774642183**
Option 4 ID : **4774642184**
Status : **Not Answered**
Chosen Option : --

Q.6

With which of the following countries Afghanistan shares its border ?

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

Select the correct option :

- (1) (a), (b) and (d) only
- (2) (b), (c), (d) and (e) only
- (3) (c), (d) and (e) only
- (4) (a), (b), (c) and (d) only

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464650

Option 1 ID : 4774642197

Option 2 ID : 4774642198

Option 3 ID : 4774642199

Option 4 ID : 4774642200

Status : Not Answered

Chosen Option : --

Q.7 Scientist's plan to build an elevator between Earth and the Moon to cut down on the rocket fuel needed for a trip between the Earth and the Moon is known as :

- (1) Space Line
- (2) Space Lift
- (3) Space Elevator
- (4) Space Bridge

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464632

Option 1 ID : 4774642125

Option 2 ID : 4774642126

Option 3 ID : 4774642127

Option 4 ID : 4774642128

Status : Not Answered

Chosen Option : --

Q.8 The 2018 Winter Olympics games were held in :

- (1) South Korea
- (2) Canada
- (3) Sweden
- (4) Romania

Options 1. 1

2. 2

3. 3
4. 4

Question Type : **MCQ**
 Question ID : **477464631**
 Option 1 ID : **4774642121**
 Option 2 ID : **4774642122**
 Option 3 ID : **4774642123**
 Option 4 ID : **4774642124**
 Status : **Not Answered**
 Chosen Option : --

Q.9 Match the festivals with the states in which they are celebrated :

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

- (1) (a) - (i); (b) - (ii); (c) - (iii); (d) - (iv); (e) - (v)
 (2) (a) - (ii); (b) - (i); (c) - (iii); (d) - (v); (e) - (iv)
 (3) (a) - (v); (b) - (ii); (c) - (i); (d) - (iv); (e) - (iii)
 (4) (a) - (i); (b) - (ii); (c) - (iii); (d) - (v); (e) - (iv)

- Options** 1. 1
2. 2
3. 3
4. 4

Question Type : **MCQ**
 Question ID : **477464649**
 Option 1 ID : **4774642193**
 Option 2 ID : **4774642194**
 Option 3 ID : **4774642195**
 Option 4 ID : **4774642196**
 Status : **Not Answered**
 Chosen Option : --

Q.10 Adani Group won the bid to manage and develop which of the following airports in India ?

- (1) Nagpur
 (2) Bengaluru
 (3) Hyderabad
 (4) Lucknow

- Options** 1. 1
2. 2
3. 3
4. 4

Question Type : **MCQ**
 Question ID : **477464633**
 Option 1 ID : **4774642129**
 Option 2 ID : **4774642130**
 Option 3 ID : **4774642131**

Option 4 ID : 4774642132

Status : Not Answered

Chosen Option : --

Q.11 Which of the following is not a recipient of Ramon Magsaysay Award ?

- (1) Ravish Kumar
- (2) Arvind Kejriwal
- (3) Kiran Bedi
- (4) C.N.R. Rao

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 477464636

Option 1 ID : 4774642141

Option 2 ID : 4774642142

Option 3 ID : 4774642143

Option 4 ID : 4774642144

Status : Not Answered

Chosen Option : --

Q.12 Which ministry launched the UDAAN Scheme ?

- (1) Ministry of External Affairs
- (2) Ministry of Skill Development and Entrepreneurship
- (3) Ministry of Women and Child Development
- (4) Ministry of Defence

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 477464641

Option 1 ID : 4774642161

Option 2 ID : 4774642162

Option 3 ID : 4774642163

Option 4 ID : 4774642164

Status : Not Answered

Chosen Option : --

Q.13 The terms "Technical foul" and "Flagrant Foul" are most commonly associated with which of the following sport ?

- (1) Table Tennis
- (2) Badminton
- (3) Basket Ball
- (4) Football

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 477464643

Option 1 ID : 4774642169

Option 2 ID : 4774642170

Option 3 ID : 4774642171

Option 4 ID : 4774642172

Status : Not Answered

Chosen Option : --

Q.14 Match the Juice brands with their Company.

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

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

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

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

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464635

Option 1 ID : 4774642137

Option 2 ID : 4774642138

Option 3 ID : 4774642139

Option 4 ID : 4774642140

Status : Not Answered

Chosen Option : --

Q.15 "83" is a biopic on which famous personality ?

- (1) Sunil Gavaskar
- (2) Mohinder Amarnath
- (3) Kapil Dev
- (4) MS Dhoni

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 477464639

Option 1 ID : 4774642153

Option 2 ID : 4774642154

Option 3 ID : 4774642155

Option 4 ID : 4774642156

Status : Not Answered

Chosen Option : --

Q.16 Which company launched India's first ethanol based bike ?

- (1) HERO
- (2) HONDA
- (3) TVS
- (4) BAJAJ

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **477464640**

Option 1 ID : **4774642157**

Option 2 ID : **4774642158**

Option 3 ID : **4774642159**

Option 4 ID : **4774642160**

Status : **Not Answered**

Chosen Option : --

Q.17 He is a French Business magnate, investor and an art collector. He is the Chairman and Chief executive of LVMH, the world's largest luxury goods company. He is the second richest person in the world according to Forbes Magazine as on July 2019. Identify the Personality.

- (1) Carrie Perrodo
- (2) Francois Pinault
- (3) Patrick Drahi
- (4) Bernard Arnault

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **477464648**

Option 1 ID : **4774642189**

Option 2 ID : **4774642190**

Option 3 ID : **4774642191**

Option 4 ID : **4774642192**

Status : **Not Answered**

Chosen Option : --

Q.18

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

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

- (1) (a) - (iv), (b) - (iii), (c) - (v), (d) - (ii), (e) - (i)
 (2) (a) - (iv), (b) - (v), (c) - (ii), (d) - (iii), (e) - (i)
 (3) (a) - (iv), (b) - (v), (c) - (iii), (d) - (ii), (e) - (i)
 (4) (a) - (iv), (b) - (ii), (c) - (iii), (d) - (v), (e) - (i)

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **477464634**

Option 1 ID : **4774642133**

Option 2 ID : **4774642134**

Option 3 ID : **4774642135**

Option 4 ID : **4774642136**

Status : **Not Answered**

Chosen Option : --

Q.19 Name of which of the following shoe brand is derived from a 'wild cat' found in Americas ?

- (1) Nike
(2) Reebok
(3) Puma
(4) Fila

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **477464647**

Option 1 ID : **4774642185**

Option 2 ID : **4774642186**

Option 3 ID : **4774642187**

Option 4 ID : **4774642188**

Status : **Not Answered**

Chosen Option : --

Q.20 According to latest UN International Migrant Stock 2019 report, which country is the leading country of origin of international migrants in 2019 ?

- (1) India
(2) Mexico
(3) China
(4) Russia

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**Question ID : **477464644**Option 1 ID : **4774642173**Option 2 ID : **4774642174**Option 3 ID : **4774642175**Option 4 ID : **4774642176**Status : **Not Answered**

Chosen Option : --