

SECTION I
TEST OF REASONING

Direction (Q.1 to Q.5)The following table shows the wages to employees. Interest, rent and dividend in a public sector undertaking during 1983-86. Study it carefully and answer the questions.

(Rupees in core)

Item	Year			
	1983	1984	1985	1986
Wages	433	833	1651	3355
Interest	120	299	594	864
Rent	4	18	48	80
Dividend	130	226	354	689
Total	687	1376	2647	4988

1. Interest during the period 1984 to 1985 increased how many times

- a) 2 b) 3 c) 4 d) 5

2. Percentage increase in rent during 1985-86 was

- a) 63 b) 65 c) 67 d) 69

3. Ratio of wages in 1984 and 1986 was

- a) 1:2 b) 2:3 c) 3:4 d) 4:5

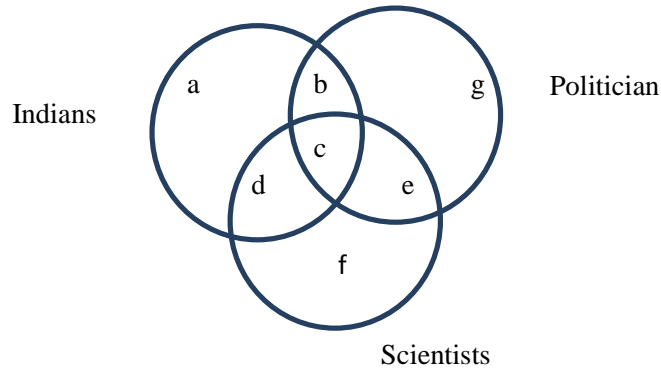
4. Ratio of dividend in 1984 and 1986 was

- a) 1:2 b) 1:3 c) 2:3 d) 3:4

5. Percentage of wages to total disbursement in 1986

- a) 37 b) 47 c) 57 d) 67

Direction (from Q 6 to Q 10) Given below a diagram in which the figures are interlocking each other. Each figure represents a certain section of people as indicated there on. Different regions of the diagram are lettered from 'a' through 'g'. Read the statements of the questions given and answer which region represents the statements.



Q.6.- Scientists who are politicians but not Indians

- a) a b) c c) f d) c

Q.7.- Indians who are politicians but not scientists

- a) b b) c c) d d) g

Q.8. Scientists who are Indians but not politicians

- a) f b) b c) c d) d

Q.9. Non-Indians scientists who are not politicians

- a) f b) b c) e d) c

Q.10. Indians who are scientists as well as politicians

- a) a b) b c) c d) d

Q.11. A walks 10 meters in front and 10 meters to the right every time teaching to his left he walk 5, 15 and 5 meters respectively. How far is he from the starting point?

- a) 10 meters b) 20 meters c) 5 meters d) 15 meters

Q.12. If DATE is codes as WZGV how will you code COME?

- a) XNLV b) XLNV c) VNLX d) NXLV

Q 13. Six boys PQRSTU are marching in a line, they are arranged according to their height, the tallest being at the back and shortest in front. U is between Q and P. T is shorter than S but taller than R. Who is taller than P. P and U have two boys between them. P is not the shortest among them.

Where is T

- a) Between P and Q b) Between R and P c) Between S and R d) In front of R

Q14. Five books are marked ABCD & E are lying on a table. D is to the left of C, B is to the left of E, A is to the right of C. If A is to the left of B, then the book in the middle will be

- a) A b) B c) C d) D

Q.15. From his house lokesh went 15 kms to the north. Then he turned west and covered 10 kms then he turned south and covered 5 kms finally, turning to east he covered 10 kms in which directions is he from his house.

- a) East b) West c) North d) South

SECTION II

ARITHMETIC ABILITY

Q1. Sum of two numbers is 103. If the greater number is divided by smaller number then the quotient is 2 and the remainder is 19. Then find the number.

- a. 75 and 28
b. 57 and 52
c. 62 and 26
d. 26 and 62

Q2. Salil's age is 23 years more than half of the sangram's age, Five years ago the sum of their ages was 55 years. Find the present ages.

- a. 36 and 29
b. 35 and 30
c. 37 and 28
d. 38 and 31

Q3. A two digit number is 4 times the sum of its digits. If we interchange the digits, the number obtained is 9 less than 4 times the original number. Then find the number.

- a. 35
b. 36
c. 32
d. 48

Q4. $2 \times 13 \frac{3}{4} \times 5 \frac{1}{4} \times 5 \frac{1}{4} \times 5 \frac{1}{4} + 13 \frac{3}{4} \times 13 \frac{3}{4} = ?$

- a. 311
b. 316
c. 361
d. 380

Q5. What is the value of

$$\frac{P+Q}{P-Q} \text{ if } \frac{P}{Q} = 7$$

- a. $\frac{4}{3}$
- b. $\frac{2}{3}$
- c. $\frac{2}{6}$
- d. $\frac{7}{8}$

Q6. What should come in the place of question mark.

$$\frac{48^2 \times 32^2}{192^2} = ?$$

- a. 64
- b. 24
- c. 8
- d. 4096

Q7. A batsman makes a score of 98 runs in the 19th inning and thus increases his average by 4. What is his average 19th inning?

- a. 22
- b. 24
- c. 28
- d. 26

Q8. The average monthly salary of 30 employees is Rs 650. If the managers salary is added, then the average monthly salary increases by Rs. 50, The salary of the manager is ----

- a. Rs. 2200
- b. Rs. 700
- c. Rs. 1500
- d. Rs. 3200

Q9. The sum of the present age of the father and that of the son is 88 years. 8 years ago, the age of the father was 3 times the age of the son. Find the present age of the father.

- a. 60 years
- b. 64 years
- c. 62 years
- d. 66 years

Q10. A girl is twice as old as her brother and half as old as her father. In 22 years her brother will be half as old as his father. How old is the daughter now.

- a. 20
- b. 21
- c. 22
- d. 23

- Q11. IF the selling price of 20 articles is the same as the cost price is 23 article. What will be the profit percentage?
- 14%
 - 15%
 - 16%
 - 17%
- Q12. A scored 30% marks and failed by 15 marks, B scored 40% marks and obtained 35 more marks than the pass marks. The percentage necessary for passing is ----
- 43%
 - 46%
 - 38%
 - 33%
- Q13. A man takes 2 hours to row 9 km upstream and ago 2 hours to row 17 km.downstream. The speed of the current (in km per hour) is ----
- 1
 - 2
 - 3
 - 4
- Q14. The volume of a hemisphere is 19404 cubic cm. the total surface area is ----
- 2772 sq.cm.
 - 4158 sq.cm.
 - 5544 sq.cm.
 - 1386 sq.cm.
- Q15. The length and breadth of a square are increased by 40% and 30% respectively. The area of the resulting rectangle exceed the area of the square by ----
- 42%
 - 62%
 - 82 %
 - 80%

SECTION III

ENGLISH

Direction: (Q.1 to Q.5) Read the Following Passage carefully and answer the questions given below it. Certain words/phrases are given in the italics to help you to locate them while answering some of the questions.

In *Raisin in the sun*, Lorraine Hansberry does not reject integration or the economic and moral promise of the American dream; rather, she remains loyal to this dream while looking, realistically, at its incomplete realization. Once we recognize this dual vision, we can accept the play's ironic nuances as deliberate social commentaries by Hansberry rather than as the "unintentional" irony that bigs by attributes to the work. Indeed, a curiously persistent refusal to credit Hansberry with a capacity for intentional irony has led some critics to interpret the play's thematic conflicts as mere confusion, contradiction, or eclecticism. Isaacs, for example, cannot easily reconcile Hansberry's intense concern for her race with her ideal of Human reconciliation. But the play's complex view of black self-esteem and human solidarity, as compatible is no more "contradictory" than Du Bios famous, well-considered ideal of ethnic self-awareness coexisting with human unity, or Fanon's emphasis on an ideal Internationalism that also accommodates national identities and roles.

Q.1. The author's primary purpose in this passage is to:

- a) Explain some critics refusal to consider *Raisin in the sun* a deliberately ironic play.
- b) Affirm the thematic coherence underlying *Raisin in the sun*.
- c) Analyse the fundamental dramatic conflicts in *Raisin in the sun*.
- d) Justify the inclusion of contradictory elements in *Raisin in the sun*.

Q.2. It can be inferred from the passage that the author believes which of the following about Hansberry's use of irony in *Raisin in the Sun*?

- a) It reflects Hansberry's reservations about the extent to which the American dream has been realized.
- b) It derives from Hansberry's eclectic approach to dramatic structure.
- c) It is justified by Hansberry's loyalty to a favourable depiction of American life.
- d) It is influenced by the themes of works by DU Bios and fanon.

Q.3. In which of the following does the author of the passage reinforce his criticism of responses such as Isaacs to *Raisin in the sun*?

- a) The statement that Hansberry's is "loyal" to the American dream.
- b) The description of Hansberry's concern for black Americans as "intense".
- c) The assertion that Hansberry is concerned with "Human solidarity".
- d) The description of Du Bios ideal as "well-considered".

Q.4. The author of the passage would probably consider which of the following judgements to be most similar to the reasoning of critics described:

- a) The world is certainly flat; therefore, the person proposing to sail around it is unquestionably foolhardy.
- b) Radioactivity cannot be directed perceived; therefore, a scientist could not possibly control it in a laboratory.
- c) The painter of this picture could not intend it to be funny; therefore, its humor must result from a lack of skill.
- d) Traditional social mores are beneficial to culture; therefore, anyone who deviates from them acts destructively.

Q5. Find one word substitute to the following statement:

To turn friends in enemies

- a) Exasperate
- b) Delineate
- c) Alienate
- d) Alleviate

Direction(Q6 to Q 8): Choose the appropriate word/phrase closest in meaning to the given world

Q6. DEVOVE

- a) Circle
- b) pass on
- c) develop gradually
- d) develop steadily

Q7. VINDICATE

- a) Prove one's innocence
- b) hold a grudge
- c) confirm
- d) to criticize sharply

Q8. EQUIVOCAL

- a) well-balanced
- b) worthless
- c) forceful
- d) of doubtful meaning

Direction (Q.9 to Q.11) Choose the appropriate alternative word/phrase nearly opposite in meaning to the given word

Q9. DEBONAIR

- a) awkward
- b) sportive
- c) cloudy
- d) sunny

Q10.EXTOL

- a) inward
- b) eulogise
- c) disparage
- d) depress

Q11.CALLOUS

- a)capable
- b)sympathetic
- c)careful
- d)diffident

Direction (Q12 to Q14) Choose the correct option

Q12. George Bernard Shaw said that the contemporary social values could be flippant and _____ at sometimes.

- a) important
- b) profound
- c) inane
- d) riveting

Q13. The earthquake warnings and the fragility of our houses make us certain that disaster is

- a) Available

- b) Imminent
- c) Forthcoming
- d) Catastrophic

Q14. The strike will not end because both the management and the workers are_____.

- a) insipid
- b) intransigent
- c) intricate
- d) inexplicable

Q15. Choose the right meaning of the Idiom

There is no smoke without fire

- a) There is a cause for everything that happens
- b) Smoke and fire go together
- c) Even the best kept secret comes out as time passes
- d) If winter comes, can spring be far behind

**SECTION IV
COMMERCIAL ABILITY**

Q1. Writing an organizational strategic plan is an example of _____ management function.

- a. Leading
- b. Coordinating
- c. Planning
- d. Organizing

Q2. Which of the following is not one of the Drucker's five guiding principles of management:

- a. Making people's strengths effective and their weakness irrelevant
- b. To operate the organization's status system
- c. Enhancing the ability of people to contribute
- d. Integrating people into a common venture

Q3. According to Herzberg, which of the following is a maintenance factor?

- a. Work itself
- b. Salary
- c. Responsibility
- d. Recognition

Q4. What are the decisions taken by the Government of India pertaining to the public sector in the new industrial policy of 1991.

- a. VRS to shed the load of excess workers
- b. Disinvestment of Public Sector share holding
- c. Referring sick units to BIFR
- d. All of the above

Q5. Who amongst the following is usually recognized as the father of the modern accounting?

- a. Adam Smith
- b. Karl Marx
- c. Luca Pacioli
- d. None of the above

Q6. Legal expenses incurred to defend a suit for breach of contract to supply goods will be treated as

- a. Capital expenditure
- b. Revenue expenditure
- c. Deferred Revenue expenditure
- d. None of the above

Q7. Company may pay dividend on advance calls, if it is authorised by the

- a. Company Law Board
- b. Articles of Association
- c. Registrar of Companies
- d. Memorandum of Association

Q8. The primary objective of online advertising is to:

- a. Gather consumer information
- b. Generate database of customers
- c. Generate Sales
- d. Lead buyers to transactional web sites

Q9. Job analysis provides information used for writing

- a. Organisation chart
- b. Policy
- c. Job Description
- d. Procedure

Q10. _____ is the process of deciding how to fill the company's most important executive position.

- a. Succession Planning
- b. Organisation Restructuring
- c. Self directed Teams
- d. Corporate downsizing

Q11. The Law of Diminishing Returns depends on the assumption that

- a. Land is the factor kept constant
- b. The state of technical knowledge is unchanged
- c. Total output is constant
- d. Average output declines faster than marginal output

Q12. What is NIKKEI?

- a. Share Price Index Of Tokyo share market
- b. Name of Japanese Central Bank.
- c. Japanese name of country's planning commission
- d. Foreign exchange market of Japan

Q13. Which concept of marketing is based on "customer satisfaction" key point?

- a. Modern concept of marketing
- b. Old concept of marketing
- c. Entity concept of business
- d. All of these

Q14. Marketing refers to the –

- a. Sale of product
- b. Goods and services are exchanged to each other
- c. Good distribution
- d. All of these

Q15. The investment of long term funds is made after a careful assessment of the various projects through

- a. Sales
- b. Fund Flow
- c. Capital budgeting
- d. Cost of Capital