

SAMPLE QUESTION PAPER-I
POST GRADUATE PROGRAMME IN
FASHION TECHNOLOGY
MANAGERIAL ABILITY TEST — PAPER-II

Time Allowed : 2 Hours

Max. Marks : 120
Total Questions : 120

It is a test to judge the managerial effectiveness and inter personnel skills of the candidates.

This test comprises the following sub-tests.

- (1) Case Study
- (2) Business Domain Test
- (3) Logical Ability

- (i) This paper contains 120 questions of one mark each.
- (ii) Answers are required to be marked only on the OMR/ICR Answer-Sheet, which shall be provided separately.
- (iii) For each question, four alternative answers have been provided out of which only one is correct. Darken the appropriate circle in the Answer-Sheet by using Ball Pen only on the best alternative amongst (a), (b), (c) or (d).

SAMPLE QUESTIONS

CASE-I—Direction (Q. Nos. 1-10): Study the situation given below and answer questions.

A company 'y' is engaged in the manufacture and selling of instant breakfast foods. It has a long standing in the consumer market and has captured a good market share of instant packed foods. As the company enjoys a long standing, and a quality oriented, it has over the years increased its overhead expenses substantially. However, as it has a good market share, it is surviving with good monetary results. The factory is situated in Sikandarabad which is away from the main consumer market of Delhi. This distance from the main consumer market further attribute to higher cost of the product being marketed by company 'y'.

Another company 'x' came up a few years back, with its factory situated near Ghaziabad, a few km from Delhi. The product being manufactured by this company was more or less same in taste, flavour etc. as that of company 'y'. 'x' spends comparatively less on transportation. Furthermore, it has controlled overhead expenses. With this advantage, they priced their product little less than that of company 'y'. They slowly penetrated in the market share of company 'y' and in a short span of time took a good slice from company 'y's business.

The company 'y' neither wants to degrade the quality of the product nor reduce its price as it lowers the image of the company in the market. The chief executive of company 'y' is faced with the problem of competing with company 'x' without lowering market reputation of his company and influencing profits. The chief executive undertook a survey of the market and studied all types of instant breakfast foods in the country. He came to know that the product being marketed by company 'y' is of the highest quality, quick consumption items having much longer shelf-life as compared to other products available in the market. This product was packed in tin container which after consumption of the contents become scrap without any resale value. He, therefore, decided to make a project study to go in for some different type of packing. The study revealed that they can either go in for glass jars or flexi-packs or both. As the product enjoys high quality and has a longer shelf-life, it can withstand climatic conditions in flexi-packs and thereby drastically reduce expenditure on packaging costs from 38 percent to 15 percent. The saving made in packaging cost can be released to the consumer by way of reducing the price of the product and this reduction in price will not lower the image of the company as the price reduction will be given with the background of change in packaging.

1. Company 'y' cannot reduce the price of their product because
 - I. of the company's policy
 - II. it lowers their image in the market
 - III. it will reduce their profit

(a) I only (b) III only (c) II and III only (d) I and II only

2. Company 'x' was able to secure good business because
 - I. Their advertisement efforts were more powerful
 - II. They maintained good quality product
 - III. They sell at a lesser price than their competitors

(a) I only (b) II and III only (c) III only (d) I, II and III

3. Selling price of company 'x' was lower because
 - I. of less transportation costs
 - II. they had less overheads as compared to company 'y'
 - III. the quantity per unit was less than that of their competitors.

(a) I only (b) II and III only (c) I and III only (d) I and II only

4. The main objective of the chief-executive of company 'y' was
 - I. to compete with company 'x'
 - II. to reduce price without degrading quality
 - III. to reduce price without damaging company's reputation and lowering profits

(a) I only (b) III only (c) I and II only (d) II and III only

5. Why did company 'y' go for flexi-packs?
 - I. To be in tune with marketing Trends
 - II. Easy to handle on filling lines
 - III. To save on packaging costs

(a) I only (b) III only (c) I and II only (d) II and III only

6. What was the correlation between climatic conditions, longer shelf-life and flexipacks?
 - I. Flexipacks being cheap reduce shelf-life of the product which is influenced by atmospheric conditions.
 - II. Longer shelf-life and good climatic conditions are antonyms
 - III. Flexipacks are economical for products of longer shelf-life.

(a) I only (b) III only (c) I and II only (d) I, II, III

7. Savings made in cost of packaging
 - I. helped reduce cost of production
 - II. helped reduce selling price
 - III. allow more production

(a) I only (b) III only (c) I and II only (d) II and III only

8. How was location of company 'y' less favourable?
 - I. It is far from the main consumer market
 - II. It adds to the extra transportation costs
 - III. It is in a remote place and the problem of communication exists.

(a) I only (b) III only (c) II and III only (d) I and II only

9. Why was the company 'y' selling the same type of product at higher rate than that of company 'x'?
 - I. Before company 'x' entered the market, company 'y' enjoyed a monopoly in the market and took advantage of the same.
 - II. As company 'y' had a long standing, its overhead expenses were comparatively higher.
 - III. Their grand total cost of production was higher.

(a) I only (b) III only (c) I and II only (d) I, II and III

10. The market survey conducted by company 'y' revealed that their product was of a high quality, quick consumption, having longer shelf-life. What was the conclusion drawn from the survey?
- I. Being a quick consumption item, it can have a cheap packaging, as the problem of aging will not be there.
 - II. Longer shelf-life shows that the product has durability.
 - III. Their product enjoyed better reputation than that of company 'x'.
- (a) I only (b) I and II only (c) I and III only (d) II and III only

CASE-II—Direction (Q. Nos. 11-20): Study the situation given below and answer questions.

Joti, a gardener's son, was once invited to attend the marriage ceremony of a Brahmin friend. As he loved his friend dearly, he attended the function. The bridegroom was being led in a procession to the bride's house. This procession consisted of men, women and children mostly Brahmin. Joti was also walking along with the procession.

One orthodox Brahmin recognized him and was annoyed at the sight of a low caste boy walking with the Brahmins in the marriage procession. Unable to contain himself, he shouted "How dare you walk along with us? You are not our equal. Get behind! Otherwise go away." Joti felt insulted. He left the procession and returned home.

He narrated the whole incident to his father with anger in his eyes. However, his father advised him to observe old customs. That night Joti could not sleep. What could he do for the equality of human beings? Caste system was deep rooted. As the lower caste people were not educated, they had accepted this mental slavery for ages. Joti, therefore, resolved to revolt against this mental slavery and educate the lower caste people. He became the first Indian to start a school for the untouchables as well as a girls' school in Maharashtra. We recognize him as Mahatma Phule.

11. According to the author, what has made low caste people accept mental slavery?
- (a) Poverty (b) Old customs (c) Apathy of change (d) Lack of education
12. What kind of man was Joti's father?
- (a) A man of revolutionary ideas
(b) One who advised him to start a school for the untouchables
(c) A man not in favour of Joti attending the marriage ceremony
(d) A man who did not want Joti to break old traditions.
13. What did Joti do after his insult?
- (a) Left the procession and went to his friend
(b) Involved himself actively in the social service
(c) Decided not to join any such marriage procession in future
(d) Tried to take a revenge on his friend
14. Why did Joti attend the marriage?
- (a) He was advised by his father accordingly. (b) He was invited by the father of the bride.
(c) The bridegroom was a good friend of Joti. (d) He was invited by the Brahmin Community.
15. Why could Joti not sleep that night?
- (a) He had to attend the marriage of his friend.
(b) He wanted to do something for the lower caste people.
(c) His father was sick.
(d) The Brahmin insulted his friend.
16. Why was the Brahmin annoyed with Joti?
- (a) He left the marriage procession abruptly.
(b) He insulted his friend.
(c) He was an uninvited guest.
(d) He was walking along with other Brahmins in the marriage procession.

17. Why did Joti quit the marriage procession?
(a) He was asked accordingly by his friend.
(b) He could not tolerate his insult.
(c) He had to see his ailing father.
(d) He had no faith in such customary rituals.
18. What does the author highlight in this situation?
(a) Joti's contribution to the upliftment of the people of lower classes.
(b) Poverty of lower class people in India.
(c) Need for separate school for girls.
(d) Need for unity among different sections of people in India.
19. Which of the following statement is true?
(a) Mahatma Phule started a school for the untouchables.
(b) The bridegroom was Joti's classmate.
(c) Joti's father was also invited to the marriage.
(d) The Brahmin who insulted Joti was the bride's father.
20. Who do you think is the right for solving the problem of untouchability?
(a) To make reservation for them.
(b) To make appropriate legislation.
(c) To educate people about its bad efforts.
(d) Penalise those who treat the lower caste people differently.

CASE-III—Direction (Q. Nos. 21-25): Study the situation given below and answer questions.

Mr. Rohit Kumar, the young Vice-President (Operation) of Salvano Group (SG) was lost in his thoughts after returning from the meeting of the Board of Directors. He was wondering what course of action, if any, he should take to examine the gains out of the opportunity which he had come across that morning.

SG was a small scale company, which was engaged in the manufacture of consumer durables with an annual turnover of around Rs. 18 crores. Mr. Kumar had joined this company three years ago and during this period he had been able to increase the turnover from Rs. 6 crores per annum to the present level. He was finding himself in a situation where the growth of SG seemed stagnant in times to come. Before going to the meeting, Mr. Kumar had met Mr. Ashish Paul, a college-mate, who had settled in Australia. Mr. Paul was working for a reputed electronic goods company, in collaboration with Japan, manufacturing FAX machines with the brand name GFAX. The product of Mr. Paul's Company was successfully competing with the products of multinational giants, like SONY and CANON. As the Japanese technology was comparatively less cost oriented, GFAX machines were better priced and as such they became very popular in Australia. Mr. Paul was now looking for a market in India who could sell the GFAX machines and he had told Mr. Kumar that, if he wanted, a contract could easily be drawn up in favour of SG, giving sole distributorship. Once the GFAX machines become popular in India, the distributorship could be phased out gradually and turned into a contract giving manufacturing rights to SG to manufacture and market GFAX machines in India. Mr. Paul had promised to provide the technical know-how and also his company's assistance to jointly set up a manufacturing unit in India.

Initially, SG had to invest only in promotional and advertisement campaigns as the GFAX machines would be supplied on attractive credit terms. Mr. Kumar found the offer very attractive. He also thought that setting up an after-sales service network would be crucial. He was not sure how it could be established, because skilled electronic technicians were not easily available in India. The setting up of permanent after-sales service centres in metropolitan cities, which were expected to be the potential buyers, required substantial investment which had to be incurred by SG alone. The cash position of the company was already constrained because of the rapid growth which SG had maintained during Mr. Kumar's tenure. Availability of funds was crucial for entering into new venture. Mr. Kumar was confident that if funds could be managed, the offer of Mr. Paul was attractive for the term survival of his company.

21. The crucial elements of strategy in case Mr. Kumar decided to accept the offer would be
- I. Promotion
 - II. After-sales service backup
 - III. Quality
- (a) I only (b) II only (c) I and II only (d) I and III only
22. The decision-maker is faced with the task of
- I. deciding whether he should tie up his company with the foreign collaboration.
 - II. reducing the risks involved in the new venture.
 - III. deciding how he should promote the GFAX machines in India.
- (a) I only (b) II only (c) I and III only (d) I and II only
23. The factors attributable to the high risk associated with new venture are
- I. dependence on supplies from Australia.
 - II. High promotional and advertisement investment.
 - III. heavy expenses involved in setting up of after-sales service network.
- (a) I only (b) I and II only (c) I and III only (d) I, II and III
24. The factor which contributes to making this opportunity attractive for Mr. Kumar are
- I. Less cost oriented Japanese technology.
 - II. Growing market of office machines.
 - III. Profitability due to cost factor.
- (a) I only (b) II only (c) I and III only (d) I, II and III
25. What is/are the weakness(es) of the SG company which are hindering it from finalizing the deal?
- I. Constrained cash flow position.
 - II. Mr. Kumar has no experience in this industry.
 - III. Growth of the company is stagnant.
- (a) I only (b) I and II only (c) II and III only (d) I, II and III

CASE-IV—Direction (Q. Nos. 26-30): Study the situation given below and answer questions.

Vanita was the only daughter of her parents who had come to Pune from Dharwar many decades ago. The family ran 'Rupali Cafe' in front of the Wadia group of colleges. The cafe was open from 7 a.m. to 10 a.m. and again from 12 noon to 5 p.m. It provided clean, high quality, vegetarian items to its clients, who were mostly the students and staff of the 4 colleges located in the complex. During her MBA studies, Vanita fell in love with her class fellow Vilas. Vilas' family came from Madhya Pradesh and his family was not very rich. Vanita's parents, though conservative, agreed to the marriage on the condition that their horoscopes matched. Besides, they wanted a son-in-law who would help Vanita run 'Rupali Cafe'. Victor, Vanita and Vilas' class fellow, having a fund of bright, modern and innovative ideas, had impressed both Vanita and Vilas. They felt that business could really flourish if the three Vs joined as partners for running 'Rupali Cafe'. Victor was quick to point out that the contemporary concept of a cafe had changed. He advocated the introduction of non-vegetarian items, addition of a beer bar and keeping the cafe open from 7 a.m. to 11 p.m.

There was a brainstorming session in the MBA marketing class when the professor was absent. While Nitin, Basant, Sandeep and Asha pleaded for status quo, Bindu, Subashish, Danny and Sachin sided with Victor. Eventually, professionalism prevailed and it was decided that the 3 Vs should carry out an appropriate marketing research. They should segment the market and test market their products before taking any drastic step. There was also a suggestion to invest in proper advertising. All these ideas were put to Vanita's parents. Her father exhibited clear vision, associated with an intelligent and enterprising businessman. He accepted Victor's views, in principle, but insisted that a clear plan be prepared. The plan should give the rationale behind each step, the cost and time required for implementing that step, anticipated income from that activity, etc., before Victor's proposals could be considered for implementation/or were rejected.

26. Rupali Cafe is located in front of Wadia group of colleges because?
 (a) only students are the customers
 (b) both staff and students are customers
 (c) demand for high quality clean vegetarian food items in the locality is high
 (d) by chance
27. Vanita's parents agreed to her marriage with vilas because?
 (a) he belongs to a good family
 (b) he will be able to run the family business
 (c) their horoscopes may not match
 (d) Vanita is in love with Vilas
28. Vanita & Vilas invited victor to join their family business because of?
 (a) his innovative ideas
 (b) they believed that three Vs can work wonders
 (c) they could smell success
 (d) their desperation to hire him
29. Victor's plan to introduce non-vegetarian items, beer & extended timing is based on?
 (a) changing traditions
 (b) modern outlook
 (c) market potential
 (d) only theory lacking practical wisdom
30. Vanit's father reacted to victor's proposal-
 (a) as a true professional
 (b) only not to discourage the kids
 (c) to stall for more time
 (d) to test the capability of a wishful idea
-
31. The fashion designer Giorgio Armani belongs to
 (a) Italy (b) U.S.A. (c) Japan (d) France
32. Which of the following pairs of owners of auctioning company's of Indian paintings and their business names is incorrect?
 (a) Neville Tuli—Osian
 (b) Patrick Bowring—Bowrings
 (c) Jujhar Singh and Ramona Sood—Celebration
 (d) Dinesh and Minal Vazirani—Saffronart. com
33. Which painter's painting was bought by a Japanese collector in 2002 for Rs. 1.5 crore?
 (a) Tyeb Mehta (b) M.F. Husain (c) Raja Ravi Varma (d) Jamini Roy
34. 'Yashoda and Krishna', an oil on canvas, which fetched Rs. 56 lakhs at a Bowring's auction in 2002, is made by
 (a) Tyeb Mehta (b) Anjolie Ela Menon (c) Vasudeo S. Gaitonde (d) Raja Ravi Varma
35. Which of the following is not a major brand in casual, formal and sports wear?
 (a) Calico (b) Giovani (c) Provouge (d) Dockers

36. Proportion of crystalline material present in cotton is about
 (a) $\frac{3}{4}$ (b) $\frac{1}{2}$ (c) $\frac{1}{3}$ (d) $\frac{2}{3}$
37. The resistance offered by filter used in a fabric filter
 (a) varies directly as the particle size as well as the dust concentration
 (b) varies inversely as the dust concentration and directly as the particle size
 (c) varies inversely as the particle size and directly as the dust concentration
 (d) varies inversely as the particle size as well as the dust concentration
38. During finishing lustre is obtained by
 (a) Calendering (b) Cylinder drying
 (c) Stenter drying (d) Heat-setting
39. The main raw materials for the production of soap are
 (a) vegetable oils and caustic soda (b) tallow and 20% oleum
 (c) vegetable oils and 98.7% sulfuric acid (d) tallow and soda ash
40. Dissolving of cellulose from PET/cotton fabrics is known as
 (a) mercerization (b) carbonization
 (c) parchmentization (d) dissolution
41. Both temporary and permanent hardness of water can be removed by
 (a) boiling (b) filtration
 (c) distillation (d) decantation
42. Disperse dyes are so called because
 (a) they dye polyester (b) they form dispersion in aqueous medium
 (c) they are dyed from acid medium (d) they are soluble in organic solvents
43. CAD/CAM is the interrelationship between
 (a) marketing and design (b) manufacturing and marketing
 (c) engineering & manufacturing (d) engineering and marketing
44. The chemical name of bleaching powder is
 (a) calcium hypochlorite (b) calcium chlorate
 (c) calcium chloro hypochlorite (d) calcium perchlorate
45. If 10 cm of yarn produces 9 cm of fabric, yarn crimp is
 (a) 10% (b) 11.1% (c) 9% (d) Data incomplete
46. In ISO standards the traveller number is defined as the mass in grams of
 (a) 1 traveller (b) 10 travellers (c) 100 travellers (d) 1000 travellers
47. Which of the following spun yarns is the strongest?
 (a) Combed ring yarn (b) Rotor yarn (c) Friction yarn (d) None of the above
48. Cotton clothes are cooler as compared to woolen ones because
 (a) thermal conductivity of cotton fibre is moderately low
 (b) thermal resistivity of cotton fibre is very low
 (c) these do not normally entrap air in the interstices
 (d) the wetting of cotton is an endothermic process

49. Silk and Art Silk Mill's Research institute is situated at
 (a) Ahmedabad (b) Kanpur (c) Mumbai (d) Hyderabad
50. Salar Jung Museum of India Art and Archaeology is situated at
 (a) Hyderabad (b) Mumbai (c) Kolkata (d) New Delhi
51. The most preferred beater for processing man made fibres is
 (a) Shirley opener (b) Three-bladed beater
 (c) Kirschner beater (d) Step cleaner
52. A good spliced joint of ring spun cotton yarn is
 (a) as strong as parent yarn (b) stronger than the parent yarn
 (c) half as strong as parent yarn (d) 80 to 90% as strong as parent yarn
53. Washing soda is
 (a) Na_2CO_3 (b) $\text{Na}_2\text{CO}_3 \cdot \text{H}_2\text{O}$
 (c) $\text{Na}_2\text{CO}_3 \cdot 5\text{H}_2\text{O}$ (d) $\text{Na}_2\text{CO}_3 \cdot 10\text{H}_2\text{O}$
54. A sheeting fabric having 30 tex in warp and 20 tex in weft, having 40 x 30 ends and picks per centimeter will weigh
 (a) 250 g/m² (b) 180 g/m²
 (c) 170 g/m² (d) 90 g/m²
55. Density of polyester fibres is
 (a) 1.14 (b) 1.26
 (c) 1.39 (d) 1.51
56. What is an organisation?
 (a) A social unit with specific purposes (b) A managerial activity
 (c) Activity involving two or more persons (d) A factory
57. If you fail to manage,
 (a) find somebody else to blame (b) blame yourself
 (c) find the cause for the failure (d) never mind
58. Good salesmanship is the result of
 (a) training (b) experience
 (c) good public relationship (d) friendly contacts
59. A manager's credibility depends on
 (a) the contracts being honoured (b) on timely delivery of goods
 (c) easy bank credits (d) public praise
60. Workers often avoid hard work because
 (a) They have no stakes involved (b) They are irresponsible
 (c) They are disinterested (d) They have poor leadership
61. Staffing function deals with:
 (a) Machines (b) Materials
 (c) Men (d) None of the above
62. Forward planning stands for:
 (a) Selection of people (b) Establishing plans for future
 (c) Budgetary control (d) None of the above

63. Co-ordination is one of the functions of a:
 (a) Manager (b) Employee
 (c) Foreman (d) None of the above
64. Planning wears the following:
 (a) Forecasting (b) Looking back
 (c) Departmentation (d) None of the above
65. Management is:
 (a) an art (b) a science
 (c) both (d) None of the above
66. Which of the following can be delegated in management?
 (a) Authority (b) Responsibility
 (c) Both (d) None of the above
67. Which of the following is not an example of input
 (a) Patients in a Hospital (b) Customer in a bank
 (c) Discharged patient (d) Programmes to be sun in a Computer Centre

Direction (Q. Nos. 68-72): These questions consist of a question and two statements numbered I and II given below it. You have to decide whether the data provided in the statements are sufficient to answer the question.

Read both the statements and give your answer as follows:

- (a) If the data in statement I alone is sufficient to answer the question.
 (b) If the data in statement II alone is sufficient to answer the question.
 (c) If the data in statement I and II together are not sufficient to answer the question.
 (d) If the data in statement I and II together are necessary to answer the question.

68. Are two triangles congruent?
 I. Both triangles are right angled. II. Both triangles have the same perimeter
69. Is y larger than 1?
 I. y is larger than 0 II. $y^2 - 4 = 0$
70. A fly crawls around the outside of a circle once. A second fly crawls around the outside of a square once. Which fly travels faster?
 I. The diagonal of the square is equal to the diameter of the circle.
 II. The fly crawling around the circle took more time to complete his journey than the fly crawling around the square.
71. A car was originally sold for Rs. 30,000. After a month, the car was discounted $x\%$, and a month later the car's price was discounted $y\%$. Is the car's price after the discount less than Rs. 26,000?
 I. $y = 10$ II. $x = 15$
72. Is the integer x divisible by 3?
 I. The last digit in x is 3 II. $x + 5$ is divisible by 6

Direction (Q. Nos. 73-77): Following is the criteria of numbers given which has to be rearranged by using a particular rule in each step. Understand the logic and solve the question. Nothing has to assume more than given input steps.

Input	70	10	39	45	40	
Step-1	7	1	12	9	4	
Step-2	36	0	121	64	9	
Step-3	41	4	124	66	10	
Step-4	36	25	64	169	4	and so on
Step-5	9	7	10	16	4	

73. Which will be the third step for the following input?

Input 49 67 27 18

- (a) 169 144 121 81 (b) 158 147 66 64 (c) 148 147 66 65 (d) None of the above

74. If 5 8 19 38 65 is the third step then which will be the 6th step?

- (a) Cannot be determined (b) 104 96 81 64 225
(c) 64 9 64 64 225 (d) 64 64 9 64 225

75. If the given input is fourth step, then find out the 2nd step.

Step-4 16 25 121 361 81

- (a) 1 7 5 8 11 (b) 4 5 11 19 9 (c) 6 1 13 18 8 (d) Cannot be determined

76. If the given input is third step, then find out the second step.

Step-3 20 52 83 26

- (a) Cannot be determined (b) 5 8 10 6
(c) 23 54 83 27 (d) 16 49 81 25

77. If the given input is first step then find out the third step.

Step-1 6 2 12 9 7

- (a) 25 1 121 64 36 (b) 30 5 124 66 37 (c) 3 5 7 12 10 (d) 16 36 64 169 121

Direction (Q. Nos. 78-82): These questions are based on a wooden cube. The cube is painted red, yellow and blue on opposite sides. This cube is to be cut into 27 small cubes of equal size.

78. What is the minimum number of cuts that are needed to cut this cube into 27 small cubes of equal size?

- (a) 4 (b) 6 (c) 8 (d) 9

79. How many cubes will have three different colours on three of their sides?

- (a) 4 (b) 6 (c) 7 (d) 8

80. How many cubes will have only two different colours on two of their sides?

- (a) 4 (b) 8 (c) 12 (d) 16

81. How many cubes will have only one side pointed with any one of the colours mentioned?

- (a) 4 (b) 6 (c) 8 (d) 12

82. How many cubes will have no paint on any of their sides?

- (a) 1 (b) 3 (c) 4 (d) 6

Direction (Q. Nos. 83-87): Refer to the data below and answer the questions that follow. The data below gives us an insight into various aspects of an MNC manufacturing different products. Each figure gives a percentage of products representation in that particular aspect of the company.

Product	Capacity (units)	Workforce	Capital Investment	Promotion Cost	Sales Value	Profit (Net)
Soaps	9	4	8	28	17	12
Cosmetics	18	13	11	18	18	27
Cotton textiles	42	54	31	24	30	36
Silk textiles	17	16	28	9	14	8
Washing machines	8	10	20	13	15	9
Others	6	3	2	8	6	8
Totals	100	100	100	100	100	100

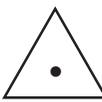
83. If the total capital is 5100 crores and net profit 100 crores, which items gave maximum return for capital investment?
 (a) Soaps (b) Cotton textiles (c) Silk textiles (d) Others
84. In brand 'X', one of the soaps form 25% of the share of sales at 34 crores, what is the sales per capital ratio for washing machines?
 (a) 3 : 102 (b) 2 : 17 (c) 1 : 12 (d) None of the above.
85. The workforce for soaps suffered a major set back when 120 people (i.e. 50% of them) left last year. Find sales in Rupees/worker ratio for cosmetics?
 (a) 36,900 lakhs (b) 3.7 lakhs (c) 37 lakhs (d) None of the above
86. If promotion cost was 13 crores for washing machines, how much money did the company spend on promotion of cotton textiles through wardrobes if it forms 70% of its promotional cost?
 (a) 16.8 crores (b) 16.8 lakhs (c) 70 crores (d) None of the above
87. If there are 51 silk textile units, how many workers per unit are there for others?
 (a) 90 (b) 18 (c) 5 (d) 0.2

Direction (Q. Nos. 88-91): Find the missing figure of the series from the given answer figures.

88. 
- (a)  (b)  (c)  (d) 
89. 
- (a)  (b)  (c)  (d) 

90.



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

91.



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

Instructions (Q. 92-94) : Choose the correct answer :

92. Ramesh is the brother of Mahesh, Mahesh is the son of Suman. Suman is the wife of Shyam. What is Shyam to Ramesh ?
 (a) Son (b) Brother (c) Uncle (d) Father
93. A is the brother of B, B is the wife of C, C is the son of D, D is the wife of E. What is E to A ?
 (a) Son-in-law (b) Father-in-law (c) Brother-in-law (d) Mother-in-law
94. X and Y are two brothers. Z is the sister of D, but Z is the mother of X. What is D to Y ?
 (a) Brother (b) Uncle (c) Father (d) Daughter

Instructions (Q.95-96) : Find the missing number/numbers.

95.

0	3	8	?
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24	35	48	?
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- (a) 15, 80 (b) 11, 120 (c) 15, 224 (d) 15, 63

96.

2	4	8	16
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7	19	67	?
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- (a) 16 (b) 131 (c) 81 (d) 259

97. Mohan is older than Ram. Ram is shorter in height than Usha. Usha is younger than Sita who is older than Mohan? Usha and Mohan have the same height. Who is tallest among the Four ?
 (a) Mohan (b) Ram (c) Sita (d) none of the above

98. In a library bookshelf, to the east of books on history are the books on literature and language. Books on religion are on the east of literature books but on the west of language books. What books are on the extreme west ?
 (a) Religion (b) Literature (c) History (d) Language
99. How many E's are there in the following sequence which are not preceded by A, but followed by I ?
 AEIOEIOAIEUEIEIAEIA
 (a) 1 (b) 3 (c) 2 (d) 4
100. A is taller than B. B weighs less than C. C is younger than D who is taller than A. C and A are of the same height. Who is tallest among these four ?
 (a) A (b) B (c) C (d) D
101. Hari can walk 50 ft. in 20 seconds. Gita can swim 50 ft. in 30 seconds. How many feet will Hari walk during the time Gita swim 500 ft.
 (a) 750 ft. (b) 600 ft. (c) 900 ft. (d) 1000 ft.

Direction (Q. Nos. 102-105): In this section questions are based on the short passage or a set of conditions. Choose for each question the best answer from the choices listed.

A group of at least three townspeople is to be chosen by the mayor to accompany her on a trip to the state capital. There are seven people who are eligible to be chosen—one man, one woman, two boys and three girls. In choosing the group, the mayor must adhere to the following conditions :

- At least one adult must be chosen.
- At least one male must be chosen.
- The group selected cannot include all three males.
- The group selected cannot include all four females.
- If the woman is chosen, at least one of the girls must be chosen.

102. If all three girls are chosen, who else must be in the group?
 (a) No one else (b) The man
 (c) One of the boys (d) The man, the woman and one of the boys
103. Which of the following could be the complete make-up of the group?
 (a) The three girls (b) Both boys and two of the girls
 (c) The woman and two of the girls (d) The woman, a boy and two of the girls
104. If both adults are chosen, each of the following could be a complete list of the other members of the group EXCEPT
 (a) One boy (b) One girl and one boy
 (c) Two girls and one boy (d) Two boys and one girl
105. Each of the following statements about the composition of the group could be true EXCEPT
 (a) There are more females than males (b) There are exactly four members
 (c) There are exactly five members (d) There are exactly six members.

Direction (Q. Nos. 106-110): In this section questions are based on the short passage or a set of conditions. Choose for each question the best answer from the choices listed.

A four-person congressional committee is to be formed consisting of two senators and two representatives. The senators are to be chosen from W, X, Y and Z; the representatives are to be chosen from P, Q, R and S. The committee will be chosen by the vice-president subject to the following conditions:

S will not serve on the committee unless X does.

Y will not serve on a committee with Q.

The vice-president has decided that Y or Z must be included, but neither Y nor Z is willing to serve with the other.

106. Which of the following could be the fourth member of a committee that already consists of R, W and Y?

- (a) P (b) Q (c) S (d) X

107. If neither P nor R is assigned to the committee, which two senators must be on the committee?

- (a) W and Y (b) X and Y (c) W and Z (d) X and Z

108. Which of the following could be the other three members of a committee that includes Y?

- (a) P, R, Z (b) P, S, W (c) Q, R, X (d) R, S, X

109. If the vice-president chooses S to be on the committee, which of the following CANNOT be on the committee?

- (a) P (b) Q (c) R (d) W

110. If Q is chosen to be on the committee and X is not chosen, how many different committees could be formed?

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

Instructions: Following is a list of 17 questions (Q. Nos. 111-120) with 4 alternatives each. Please mark the option that best describes your personality. There are no wrong answers. Do not spend too much time thinking of the option. Make the option that first comes to your mind.

111. You are walking on the street and your staunch opponent comes up from the opposite side. He wants to beat you up.

You

- (a) Run away
(b) Talk to him politely and try to sort out the issue amicably.
(c) Start a fight as soon as you see him.
(d) Ask passersby for help.

112. Your friend and you decide to go shopping and have a limited amount of money to spend. You

- (a) Finish all your money by buying everything in the first shop you visit.
(b) Decide to first visit various shops and then pick and choose what you want to buy and spend all the money.
(c) Buy everything your friend buys.
(d) Buy only things you need and manage to save some money for another day.

113. In your organization you have been given a certain assignment which many other people have refused to undertake.

You

- (a) Decide to go ahead and do it.
(b) First ask the others who had refused to do it, their reasons for abandoning the assignment.
(c) Realize the problems but still take it up as a challenge.
(d) Decide not to take up the difficult task.

114. You have been assigned a task, which you are not able to complete and fail to accomplish. You

- (a) Get depressed and fret over it for a long time.
(b) Introspect and find out the reasons for your failure.
(c) Get defensive and say that nobody could have done the task.
(d) Insist that you have not failed.

115. You are in the middle of an assignment which requires a lot of concentration. Suddenly someone knocks at your door. You
- (a) Shout and tell the person to go away.
 - (b) Pretend you have not heard the knock.
 - (c) Call the person in and ask him if he can wait out.
 - (d) Ask the person whether the matter is too urgent or if he can wait till you finish.
116. Your colleague at the office has a personal problem at home, which you come to know about. His work performance is suffering and the boss is getting upset with him. You
- (a) Try to talk to your colleague and tell him that things will be o.k.
 - (b) Tell everyone in office about his problem and make a mockery of it.
 - (c) Talk to the boss and tell him the problem and try to persuade the boss that your colleague is unfit for the job.
 - (d) Degrade your colleague for his performance so that your work gets more appreciated.
117. You are unable to find a job. You do not want to depend upon your parents. You would
- (a) Try to take up a menial job, which is below your standards and work norms.
 - (b) Take up a part time job and in the mean time, keep on searching for a good job.
 - (c) Ask your friends and relatives for help.
 - (d) Become an entrepreneur.
118. Everybody is against you. You do not want to mend walls with anyone. The going is tough and your work suffers. You would
- (a) Try to please everyone around you.
 - (b) Identify who would be help to you and be friendly only with them.
 - (c) Try to be friendly to all but clearly define your “inner circle” who might help you in your hour of need.
 - (d) Be hostile towards everyone who tries to prevent you from achieving your goals.
119. You are walking in the park and suddenly there is a loud bang. The electric power station starts sparking. There is a hue and cry everywhere. The burnt transformer is billowing out deadly smoke. You would
- (a) Simply run away and try to save yourself
 - (b) Try to contact the electric supply company on your mobile phone.
 - (c) Start crying loudly and become hysterical.
 - (d) Try to calm people and help them to find a way out of the park first.
120. There are 15 people in your class. The teacher gives you an assignment to be done in pairs. You are the one without a partner. You would
- (a) Feel depressed and dejected for not having a partner.
 - (b) Start crying to gain sympathy.
 - (c) Opt not to do the assignment and walk out in a huff.
 - (d) Discuss with the teacher and request her to make you incharge of the whole class.