

VERBAL PAPER -V

Read the given passage carefully and answer the questions that follow. Speaking and Listening are two sides of the same coin. Both form an integral part in the process of communication. Communication involves speaking and listening simultaneously. However, there is a fine distinction between the two processes of speaking and listening. The process of speaking necessarily involves repetition and reinforcement of what you already know, it remains a process which barely adds to the existing knowledge of the speaker. On the other hand, the process of listening results in the acquisition of new knowledge. The more you listen, the more knowledge you gain. Steven R. Covey rightly points out that **“most people do not listen with the intent to understand; they listen with the intent to reply.”** This is what ails modern communication between individuals, communities as well as countries. People tend to harbor the false belief that they know everything about everything, that whatever they speak is the ultimate truth, and that listening and acknowledging others' point of view will hurt their ego. By adopting such an attitude, such people shut the doors to potential knowledge that might flow from others and lose out on opportunities to grow. In the light of fierce competition that characterizes the world of today, dialogue has given way to intense arguments, conversation has given way to debates. People no longer indulge in the art of listening to gain something but are always on the lookout for points that can help them pin down their opponent and give them a sense of achievement and victory. However, by not opening up their ears and being receptive to various opinions, they come out as losers and remain oblivious to newer perspectives. The problem, today, is that people prefer to live in their own comfortable cocoons and avoid things that challenge them. Nobody seems to have the time to listen intently to someone. To add to this, the growing culture of intolerance and taking offence easily that we see around us ensures that we listen only to refute or reply rather than understand. The art of listening, as a medium to gain knowledge and perspective, should, thus, be resuscitated.

1. According to the passage which of the following are considered as two sides of the same coin?

- a. Speaking and learning
- b. Listening and learning
- c. Communication and speaking
- ☒ d. Speaking and listening

2. According to the passage Steven R. Covey insisted that?

- ☒ a. most people do not listen with the intent to understand
- b. People no longer indulge in the art of listening to gain something
- c. they listen with the intent to reply
- ☒ d. both a & c

3. According to the passage the process of listening results in?

- I. newer perspectives
 - II. the acquisition of new knowledge
 - III. reply rather than understand
- a. only I ☒ b. only II c. only III d. all the above

4. According to the passage which of the following is not true?

I. By adopting such an attitude, such people shut the doors to potential knowledge that might flow from others and lose out on opportunities to grow.

II. People tend to harbor the true belief that they know everything about everything, that whatever they speak is the ultimate truth, and that listening and acknowledging others' point of view will hurt their ego.

III. The problem, today, is that people prefer to live in their own comfortable cocoons and avoid things that challenge them.

a. only I ☒ b. only II c. only III d. both II and III

5. Which of the following is similar in meaning to the word repetition as given in the passage?

☒ a. reiterates b. rare c. uncommon d. irregular

6. Which of the following is similar in meaning to the word indulge as given in the passage?

a. intensifies ☒ b. involve c. disturb d. dissatisfy

7. Which of the following is opposite in meaning to the word intolerance as given in the passage?

a. bias b. partiality c. one sided ☒ d. openness

The passage given below is followed by four alternate summaries. Choose the option that best captures the essence of the passage.

8. "It does seem to me that the job of comedy is to offend, or have the potential to offend, and it cannot be drained of that potential," Rowan Atkinson said of cancel culture. "Every joke has a victim. That's the definition of a joke. Someone or something or an idea is made to look ridiculous." The Netflix star continued, "I think you've got to be very, very careful about saying what you're allowed to make jokes about. You've always got to kick up? Really?" He added, "There are lots of extremely smug and self-satisfied people in what would be deemed lower down in society, who also deserve to be pulled up. In a proper free society, you should be allowed to make jokes about absolutely anything."

☒ A. All jokes target someone and one should be able to joke about anyone in the society, which is inconsistent with cancel culture.

B. Victims of jokes must not only be politicians and royalty, but also arrogant people from lower classes should be mentioned by comedians.

C. Every joke needs a victim and one needs to include people from lower down the society and not just the upper class.

D. Cancel culture does not understand the role and duty of comedians, which is to deride and mock everyone.

9. Today, many of the debates about behavioural control in the age of big data echo Cold War-era anxieties about brainwashing, insidious manipulation and repression in the 'technological society'. In his book *Psych politics*, Han warns of the sophisticated use of targeted online content, enabling 'influence to take place on a pre-reflexive level'. On our current trajectory, "freedom will prove to have been merely an interlude." The fear is that the digital age has not liberated us but exposed us, by offering up our private lives to machine-learning algorithms that can process masses of personal and behavioural data. In a world of influencers and digital entrepreneurs, it's not easy to imagine the resurgence of a culture engendered through disconnect and disaffiliation, but concerns over the threat of online targeting, polarisation and big data have inspired recent polemics about the need to rediscover solitude and disconnect.

- A. Rather than freeing us, digital technology is enslaving us by collecting personal information and influencing our online behaviour.
- ✓ B. With big data making personal information freely available, the debate on the nature of freedom and the need for privacy has resurfaced.
- ✓ C. The notion of freedom and privacy is at stake in a world where artificial intelligence is capable of influencing behaviour through data gathered online.
- D. The role of technology in influencing public behaviour is reminiscent of the manner in which behaviour was manipulated during the Cold War.

10. Developing countries are becoming hotbeds of business innovation in much the same way as Japan did from the 1950s onwards. They are reinventing systems of production and distribution, and experimenting with entirely new business models. Why are countries that were until recently associated with cheap hands now becoming leaders in innovation? Driven by a mixture of ambition and fear they are relentlessly climbing up the value chain. Emerging-market champions have not only proved highly competitive in their own backyards, they are also going global themselves.

- A. Developing countries are being forced to invent new business models which challenge the old business models, so they can remain competitive domestically.
- ✓ B. Innovations in production and distribution are helping emerging economies compete with countries to which they once supplied cheap labour.
- ✓ C. Competition has driven emerging economies, once suppliers of cheap labour, to become innovators of business models that have enabled them to move up the value chain and go global.
- D. Production and distribution models are going through rapid innovations worldwide as developed countries are being challenged by their earlier suppliers from the developing world.

11. Creativity is now viewed as the engine of economic progress. Various organizations are devoted to its study and promotion; there are encyclopaedias and handbooks surveying creativity research. But this proliferating success has tended to erode creativity's stable identity: it has become so invested with value that it has become impossible to police its meaning and the practices that supposedly identify and encourage it. Many people and organizations committed to producing original thoughts now feel that undue obsession with the idea of creativity gets in the way of real creativity.

- A. The obsession with original thought, how it can be promoted and researched, has made it impossible for people and organizations to define the concept anymore.
- ☒ B. The value assigned to creativity today has assumed such proportions that the concept itself has lost its real meaning and this is hampering the engendering of real creativity.
- C. The industry that has built up around researching what comprises and encourages creativity has destroyed the creative process itself.
- ☒ D. Creativity has proliferated to the extent that it is no longer a stable process, and its mutating identity has stifled the creative process.

12. The unlikely alliance of the incumbent industrialist and the distressed unemployed worker is especially powerful amid the debris of corporate bankruptcies and layoffs. In an economic downturn, the capitalist is more likely to focus on costs of the competition emanating from free markets than on the opportunities they create. And the unemployed worker will find many others in a similar condition and with anxieties similar to his, which will make it easier for them to organize together. Using the cover and the political organization provided by the distressed, the capitalist captures the political agenda.

- A. The purpose of an unlikely alliance between the industrialist and the unemployed during an economic downturn is to stifle competition in free markets.
- ☒ B. In an economic downturn, the capitalists use the anxieties of the unemployed and their political organisation to set the political agenda to suit their economic interests.
- C. An unlikely alliance of the industrialist and the unemployed happens during an economic downturn in which they come together to unite politically and capture the political agenda.
- ☒ D. An economic downturn creates competition because of which the capitalists capture the political agenda created by the political organisation provided by the unemployed.

13. People view idleness as a sin and industriousness as a virtue, and in the process have developed an unsatisfactory relationship with their jobs. Work has become a way for them to keep busy, even though many find their work meaningless. In their need for activity people undertake what was once considered work (fishing, gardening) as hobbies. The opposing view is that hard work has made us prosperous and improved our levels of health and education. It has also brought innovation and labour and time-saving devices, which have lessened life's drudgery.

- A. Some believe that hard work has been glorified to the extent that it has become meaningless, and led to greater idleness, but it has also had enormous positive impacts on everyday life.
- ☒ B. Despite some detractors, hard work is essential in today's world to enable economic progress, for education and health and to propel innovations that make life easier.
- C. Hard work has overtaken all aspects of our lives and has enabled economic prosperity, but it is important that people reserve their leisure time for some idleness.
- ☒ D. While the idealisation of hard work has propelled people into meaningless jobs and endless activity, it has also led to tremendous social benefits from prosperity and innovation.

14. The human mind is wired to see patterns. Not only does the brain process information as it comes in, it also stores insights from all our past experiences. Every interaction, happy or sad, is catalogued in our memory. Intuition draws from that deep memory well to inform our decisions going forward. In other words, intuitive decisions are based on data, and not contrary to data as many would like to assume. When we subconsciously spot patterns, the body starts firing neurochemicals in both the brain and gut. These "somatic markers" are what give us that instant sense that something is right ... or that it's off. Not only are these automatic processes faster than rational thought, but our intuition draws from decades of diverse qualitative experience (sights, sounds, interactions, etc.) - a wholly human feature that big data alone could never accomplish.

- A. Intuitions are automatic processes and are therefore faster than rational thought, and so decisions based on them are better.
- B. Intuition draws from deep memory, and may not be related to data, but to decades of diverse qualitative experience.
- C. Intuition is infinitely richer than big data which is based on rational thought and accomplishes more than what big data can.
- ☒ D. Intuitions are neuro-chemical firings based on pattern recognition and draw upon a rich and vast database of experiences.

15. All humans make decisions based on one or a combination of two factors. This is either intuition or information. Decisions made through intuition are usually fast, people don't even think about the problem. It is quite philosophical, meaning that someone who made a decision based on intuition will have difficulty explaining the reasoning behind it. The decision-maker would often utilize her senses in drawing conclusions, which again is based on some experience in the field of study. On the other side of the spectrum, we have decisions made based on information. These decisions are rational — it is based on facts and figures, which unfortunately also means that it can be quite slow. The decision-maker would frequently use reports, analyses, and indicators to form her conclusion. This methodology results in accurate, quantifiable decisions, meaning that a person can clearly explain the rationale behind it.

- A. While decisions based on intuition can be made fast, the reasons that led to these cannot be spelt out.
- B. We make decisions based on intuition or information on the basis of the time available.
- C. It is better to make decisions based on information because it is more accurate, and the rationale behind it can be explained.
- ✓ D. Decisions based on intuition and information result in differential speed and ability to provide a rationale.

Directions (16-20) Read the given passage carefully and answer the questions that follow. We would not want to kill the planet we live on. We would not want to exhaust all the natural resources. We would not want to leave a dead planet for our future generations. Ethical practices and sustainability are not mutually exclusive terms but remain inherent in each other. What is ethical remains sustainable and vice versa Cutting trees and tinkering with natural resources, unethical as it is, remains an inevitable fallout of development, needed for human sustenance. But every now and then, catastrophes such as the flash floods in Uttarakhand in 2016 remind humans that what is unethical is also unsustainable Ethical practices and sustainability are the buzz-words of the day. It hence becomes essential to unravel their true meaning and, in the process, attempt to formulate an equation between the two. 'Ethical practices' refer to the moralistic codes of conduct and the just conventions which a human being, in his or her social, professional and personal spheres must adhere to. These practices shape the true character of an individual and enable to establish a context for an individual's worldly existence. 'Sustainability' refers to a continuous process of well-being, a process which does not compromise upon anything but takes everything in its stride, even the harshest of circumstances, in order to endure the test of time. These two concepts are inextricably intertwined – sustainability cannot exist without ethical practices. Generally, in the present scenario, sustainability directly motions towards an approach which ensures the preservation of the environment, of nature, yet at the same time, it ensures credible human development and progress also. And ethical practices refer to the practices that organizations and institutions must adopt in order to ensure sustainable development of the human race. For instance, it is alright to hope to gain the maximum profits in a business venture, but if the blueprint of its success plan compromises upon the health of

the planet, then the approach may not really be worth it. The need in such cases, then becomes, to go back to the drawing board and start from square one and develop innovative ideas which do not leave anybody or anything in the lurch!

16. According to the passage which of the following is a continuous process of well-being, a process which does not compromise upon anything but takes everything in its stride, even the harshest of circumstances, in order to endure the test of time?

a. Ethical practices

☒ b. Sustainability

c. compromises

d. only a and b

17. According to the passage which of the following is/are referred to as unethical?

a. tinkering with natural resources

b. cutting trees

c. Imagination

☒ d. Both a and b

18. According to the passage which of the following is not true?

I. Ethical practices and sustainability are mutually exclusive terms but remain inherent in each other.

II. Ethical practices refer to the practices that organizations and institutions must adopt in order to ensure sustainable development of the human race.

III. Sustainability directly motions towards an approach which ensures the preservation of the environment, of nature, yet at the same time, it ensures credible human development and progress also

☒ a. only I

b. only II

c. only III

d. both II and III

19. Which of the following is similar in meaning to the word mutually as given in the passage?

☒ a. cooperatively

b. split

c. biased

d. differ

20. Which of the following is opposite in meaning to the word ensures as given in the passage?

a. confirm

b. affirm

c. verify

☒ d. neglect

Paragraph Completion:

21. What happens to our brains as we age is of crucial importance not just to science but to public policy. By 2030, for example, 72 million people in the US will be over 65, double the figure in 2000 and their average life expectancy will likely have edged above 20 years. However, this demographic time-bomb would be much less threatening if the elderly were looked upon as intelligent contributors to society rather than as dependants in long-term decline.

A. The idea that we get dumber as we grow older is just a myth, according to brain research that will encourage anyone old enough to know better.

☒ B. It is time we rethink what we mean by the ageing mind before our false assumptions result in decisions and policies that marginalize the old or waste precious public resources to re-mediate problems that do not exist.

C. Many of the assumptions scientists currently make about 'cognitive decline' are seriously flawed and, for the most part, formally invalid.

D. Using computer models to simulate young and old brains, Ramscar and his colleagues found they could account for the decline in test scores simply by factoring in experience

22. Faulty notion that the major is important for its content, and that the acquisition of that content is valuable to employers. But information is fairly easy to acquire and what is acquired in 2015 will be obsolete by 2020. What employers want are basic but difficult-to-acquire skills. When they ask students about their majors, it is usually not because they want to assess the applicants' mastery of the content, but rather because they want to know if the students can talk about what they learned. They care about a potential employee's abilities: writing, researching, quantitative, and analytical skills.

- A. As students flock to the two or three majors they see as good investments, professors who teach in those majors are overburdened, and the majors themselves become more formulaic and less individualized.
- B. Often it is the art historians and anthropology majors, for example, who, having marshaled the abilities of perspective, breadth, creativity, and analysis, have moved a company or project or vision forward.
- C. Furthermore, the link between education and earnings is notoriously fraught, with cause and effect often difficult to disentangle.
- ☒ D. A vocational approach to education eviscerates precisely the qualities that are most valuable about it: intellectual curiosity, creativity and critical thinking.

23. As democratic nation states reorient themselves to being accountable to global financial markets, non-democratic bodies such as the World Trade Organization, and trade agreements such as General Agreement on Tariffs and Trade and Trade in Services Agreement, they will necessarily become less responsive to the aspirations of their own citizens. With overt repression not always the most felicitous or cost-effective policy option, it has become imperative to find ways and means to ideologically tame the economically excluded. This is critical because growing discontent could lead to political instability.

- A. This is where behavioral economics in monitoring and 'nudging' the behavior of the financial elite comes in.
- ☒ B. Hence the new focus on the minds and behavior of the poor.
- C. Ergo the drive to find market-led solutions to socio-economic problems.
- D. Development is about freeing prices and making markets more efficient.

24. The true essence of a writer's voice lies far beneath the surface. It is not merely a matter of grammar and word choice. It is the writer's craving to connect. It is less craft and more courage – less ink and more blood. It is not only how the writer tells his story; it is the story he chooses tell. The story he must tell. It is the reason he writes.

- A. It reveals itself in details the eye doesn't easily take in— in some unexpected hesitation or cunning adverb or barely audible inflection that makes you sit up and take notice.
- ☒ B. And contrary to popular belief, a writer's voice is learnt more than it's "found" or "discovered."
- C. It is the fiery truth that burns in his heart until it becomes unbearable to wait even a single moment longer before putting pen to paper or fingertips to keyboard.
- D. It is the way an author expresses personal attitude— through word choice, asides, sentence flow, paragraph density, and other individual stylistic devices.

25. Economic models are stylized abstractions of reality; designing them is an art and a science. I once had a professor who'd compare economic models to maps. _____ . The same is true for economic models. You choose what's important to include in order to understand how certain factors relate to each other. Even then, the math gets very complicated. Equations help economists see subtle points, higher order effects, changes in incentives, and how their ideas relate to earlier work. It also helps them to test their theories on data.

Choose the option which fits in best in the given blank:

- A. The power of maps comes at a cost: when you distill the information, you introduce uncertainty.
- B. Designing a map with the wrong audience in mind can render your map almost completely useless.
- C. If they cannot be understood and interpreted by the lay man, they serve no purpose.
- ☒ D. If you include every tree and back road, the map is intractable.