

(IIFT) ADMISSION TEST

2008-10

Instructions:

1. All Questions have only one correct answer. In case these questions are answered wrongly, the candidate get negative marks equivalent to $1/3^{\text{rd}}$ of the marks allotted to these questions.
2. Every answer must be indicated clearly. If you wish to change an answer, erase completely the already marked option, then make a fresh mark.
3. Total time for the test is 120 minutes.

The entire question paper is divided into the following sections:

SECTIONS	PART	NO. OF QUESTIONS	MARKS PER QUESTION	TOTAL MARKS	MARKS SECTION WISE
(a)	(b)	(c)	(d)	(e) = (c) × (d)	(f)
Section - A		29 (Questions 01 – 29)	0.38	11.02	11.02
Section - B	Part I	25 (Questions 30 – 54)	0.74	18.50	25.54
	Part II	11 (Question 55 – 65)	0.64	7.04	
Section - C	Part I	25 (Question 66 – 90)	0.9	22.50	43.04
	Part II	26 (Question 91 – 116)	0.79	20.54	
Section - D	Part I	12 (Questions 117 – 128)	0.60	20.4	20.40
	Part II	22 (Questions 129 – 150)			
Total		150		100.00	100.00

SECTION - A: VERBAL COMMUNICATION

1. Which of the following teams secured the runner-up position in India's National Football League 2006-2007?
A. East Bengal Club B. Mahindra United C. JCT, Phagwara D. Dempo SC
2. Which one of the following is the correct combination?

	i	ii	iii	iv
	Year	Author	Creation	Award
1	1997	Arundhati Roy	The Inheritance of Loss	Booker
2	2006	Salman Rushdie	Interpreter of Maladies	Booker
3	2000	V.S. Naipaul	The God of Small Things	Pulitzer
4	1981	Kiran Desai	Midnight's Children	Booker
5	1971	Jhumpa Lahiri	In a Free State	Booker

- A. 1-ii, 3-i, 3-iii, 5-iv B. 5-i, 2-iv, 3-ii, 5-iii C. 3-i, 5-ii, 2-iii, 4-iv D. 2-i, 4-ii, 5-iii, 1-iv
3. Which of the following combination for Sahitya Academy Awards given in English literature and the Awardees is correct?

	i	ii	iii	iv
	Year	Author	Creation	Type
1	1978	Ruskin Bond	The Sahdow Lines	Noval
2	1989	Anita Desai	Rajaji: A Life	Short Stories
3	1992	Upamanyu Chatterjee	Our Trees Still Grow in Dehra	Noval
4	2001	Amitav Ghosh	Fire On the Mountain	Biography
5	2004	Rajmohan Gandhi	Mammaries fo the Welfare State	Noval

- A. 1-i, 2-ii, 1-iii, 5-iv B. 2-i, 1-ii, 3-iii, 2-iv C. 4-i, 5-ii, 2-iii, 4-iv D. 5-i, 3-ii, 4-iii, 1-iv
4. Which of the following film personality had received the Dadasaheb Phalke Award for lifetime contribution to Indian Cinema in the year 2005?
A. Shyam Benegal B. Mrinal Sen C. Yash Chopra D. Adoor Gopalakrishan
5. which of the combination of the Arjuna award winners are correct?

	i	ii	iii
	Year	Name	Field
1	2002	Deepak Thakur	Badminton
2	2004	Anju Bobby George	Hockey
3	2003	Pullela Gopichand	Shooting
4	1999	I. M. Vijayan	Athletics
5	2002	Mahesh Bhpatri	Football
6	1995	Rajyavardhan Singh Rathore	Lawn Tennis

- A. 5-i, 1-ii, 2-iii B. 4-i, 3-ii, 1-iii C. 2-i, 6-ii, 3-iii D. 3-i, 4-ii, 5-iii

6. Which of the following chess player became India's second Grandmaster in world chess after Viswanathan Anand?

A. Krishan Sasikiran B. Pravin Thipsay
C. Dibyendu Barua D. Abhijit Kunte

7. In the recent WTA Bank of the West Classic tennis tournament in Stanford, USA Sania Mirza won the Women's Doubles Title pairing up with _____.

A. Vania King B. Shahar Peer
C. Lezel Huber D. Bethanie Mattek

8. Match the following:

Name	Hobby/Profession
(i) Numismatists	(a) Linguist who focuses on the origin of words
(ii) Epigraphist	(b) Person expert in the art of the fine handwriting
(iii) Calligraphist	(c) Scientist who study insects
(iv) Etymologist	(d) Collectors of Coin
(v) Entomologists	(e) Study of inscriptions engraved into stone or other durable material Scientists who study insects

A. i-a, ii-b, iii-d, iv-e, v-c B. i-d, ii-e, iii-b, iv-a, v-c
C. i-d, ii-a, iii-c, iv-b, v-e D. i-b, ii-c, iii-e, iv-d, v-a

9. Which of following combination is correct?
A. Andaman Express: Chennai to Jammu Tawi
B. Gitanjali Express: Mumbai to Jammu Tawi
C. Hirakud Express: Puri to Amritsar
D. Navyug Express: Mangalore to Howrah

10. Which of the following is not correct about Palagummi Sainath?

A. Development journalist
B. Expert on famine and hunger
C. Was a student of Delhi University
D. Grand son of former president V. V. Giri

11. Which of the following countries with their capital and currency is not correct?

	Country	Capital	Currency
A.	Botswana	Gaborone	Peso
B.	Bulgaria	Sofia	Lev
C.	Combodia	Phnom Penh	Riel
D.	Macedonia	Skopje	Denar

12. Which of the following state-river match is correct?

	River	State
A.	Koodor	Maharastra
B.	Girnar	Kerala
C.	Mahi	Goa
D.	Tunga	Karnataka

13. What is common to Steve Martin and Peter Sellers?

A. Both of them have feature in the title role of Inspector Blake
B. Both of them have featured in the title role of Inspector Lynley
C. Both of them have featured in the title role of Inspector Jacques Clouseau
D. Both of them have Featured in the title role of Inspector Migraet

14. From which country did India receive the highest FDI inflow during 2006-2007?

A. United States of America
B. United Kingdom
C. Netherlands
D. Mauritius

15. The CEO of Arcelor at the time of its acquisition by the Ispat group was _____.

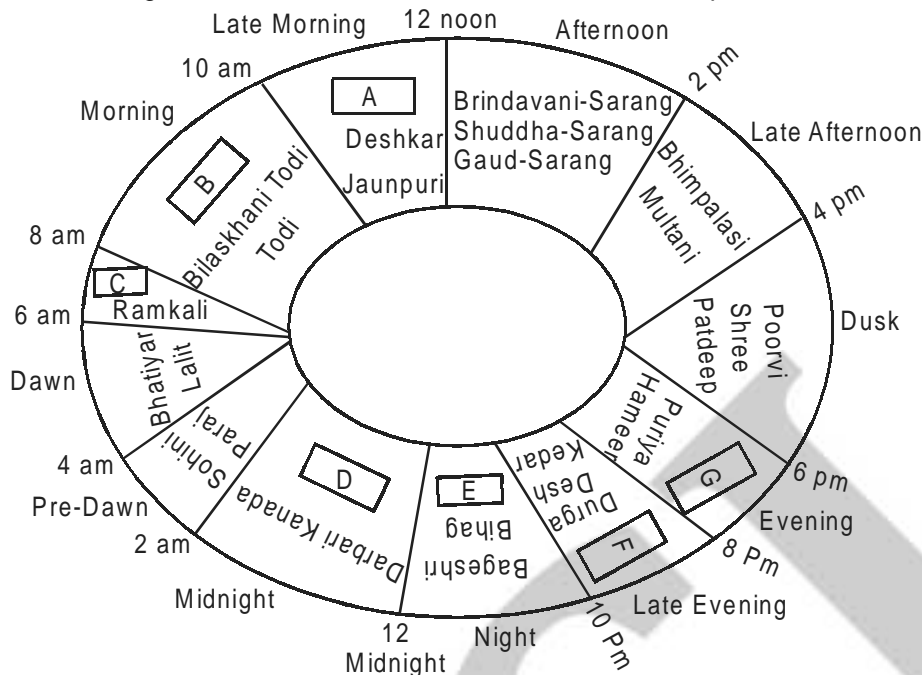
A. John M. Cassaday
B. David Lev
C. Guy Dolle
D. Antonio Murta

16. Match the following:

Name of the Retailer	Country of origin
Wal-Mart (a)	France (i)
Carrefour (b)	USA (ii)
TESCO (c)	Australia (iii)
Woolworth (d)	UK (iv)

A. a-iii, b-i, c-iv, d-ii B. a-ii, -iv, c-iii, d-i
C. a-ii, b-i, c-iv, d-iii D. a-iv, b-ii, c-iii, d-i

17. Match the right combination of the numbered boxes from the positions below:



- A. A-Bhairavi, B-Ahir Bhairav, C-Bhairavi, D-Yaman, E-Jayjaiwanti, F-Chandrakauns, G-Malkauns
 B. A-Bhairavi, B-Ahir Bhairav, C-Bhairav, D-Malkauns, E-Chandrakauns, F-Jayjaiwanti, F-Chandrakauns
 C. A-Bhairavi, B-Ahir BAHirav, C-Chairavi, D-Malkauns, E-Yaman, F-?Jayjaiwanti, G-Chandrakauns
 D. A-Ahir Bhairavi, B-Bahiravi, C-Bhairav, D-Malkauns, E-Chandrakaus, F-Jayjaiwanti, G-Yaman

18. Match the following:

State	Location	Type of Special Economic Zone
(i) Andhra Pradesh	(a) Hassan	(A) Auromobile and Automobile Component
(ii) Maharashtra	(b) Ranipat	(B) Leather
(iii) Karnataka	(c) Hyderabad	(C) Textile
(iv) Tamil Nadu	(d) Waluj	Gems and Jewellery

- A. i-b-D, ii-d-A, iii-a-C, iv-c-B
 B. i-b-B, ii-a-A, iii-d-C, iv-c-D
 C. i-c-B, ii-d-A, iii-a-C, iv-b-D
 D. i-c-D, ii-d-A, iii-a-C, iv-b-B

19. Match the following:

Country	President
(i) Ghana	(a) Umaru yar' Adua
(ii) Tanzania	(b) Yoweri Museveni
(iii) Nigeria	(c) John Agekum Kufuor
(iv) Uganda	(d) Jkaya Mrisho Kikwete

- A. i-a, ii-b, iii-c, iv-b
 B. i-c, ii-d, iii-a, iv-b
 C. i-b, ii-a, iii-c, iv-d
 D. i-a, ii-b, iii-d, iv-c

20. With which of the following country, India currently does not have a Preferential Trade Agreement?

- A. Sri Lanka
 B. Thailand
 C. Chile
 D. Peru

21. Match the following:

State	Festival	Fair
(i) Bihar	(a) Chhath	(A) Madia Fair
(ii) Andhra Pradesh	(b) Gugga Naumi	(B) Yellaramma Jatara
(iii) Harayana	(c) Margazh	(C) Sonapur Cattle Fair
(iv) Madhya Pradesh	(d) Kogsar	(D) Bsdod Fain

- A. i-a-D, ii-b-B, iii-c-C, iv-d-A
 B. i-d-C, ii-c-B, iii-a-A, iv-b-D
 C. i-a-C, ii-c-B, iii-b-D, iv-d-A
 D. i-b-A, ii-a-C, iii-d-D, iv-c-B

22. Match the correct combination in the following:

Age	Period	Composer
(i) Medieval	(a) 476-1400 AD	(A) Hohann Christian Bach
(ii) Renaissance	(b) 1400-1600 AD	(B) Gioachino Rossini
(iii) Baroque	(c) 1600-1760 AD	(C) Thomas Campion
(iv) Classical	(d) 1730-1820 AD	(D) Dante Alighieri
(v) Romantic	(e) 1850-1910 AD	(E) William Byrd

- A. I-A-e, II-B-c, III-C-D, IV-D-a, V-E-b
 B. I-A-d, II-B-a, III-c-B, iv-d-C, v-e-E
 C. i-a-A, ii-b-C, iii-c-E, iv-d-d, v-e-B
 D. i-a-D, ii-b-E, iii-c-C, iv-d-A, v-E-B

23. State wise largest producers of following crops (in quantity) are given in descending order. Mark which is not correct combination?

S. No.	Crops	States
A	Saugarcene	Uttar Pardesh, Maharashtra, Tamil Nadu
B	Coffee	Karnataka, Kerala, Tamilnadu
C	Wheat	Punjab, Uttar Pradesh, Haryana
D	Soybeans	Madhya Pradesh, Maharshtra, Rajasthan

24. Match the correct combination in the following:

Cartoon Characters	Creators
(i) Asterix	(a) Bill Watterson
(ii) Dilbert	(b) Jim Davis
(iii) Calvin and Hobbes	(c) Charles Shulz
(iv) Peanuts	(d) Albert Uderzo & Rane Coscinny
(v) Garfield	(e) Scott Adams

- A. i-a, ii-c, iii-b, iv-e, v-d B. i-d, ii-e, iii-a, iv-c, v-b C. i-d, ii-d, iii-a, iv-e, v-c D. i-c, ii-a, iii-b, iv-d, v-e

25. Match the correct combination in the following:

Actresses	Featured in a James Bond Movie
(i) Izabella Scorupco	(a) The world is not enough
(ii) Teri Hatcher	(b) Die Anotehr Day
(iii) Sophie Merceau	(c) Golden Eye
(iv) Roasmund Pike	(d) Tommorrow Never Dies

- A. i-c, ii-d, iii-a, iv-b B. i-a, ii-c, iii-d, iv-b C. i-c, ii-d, iii-b, iv-a D. i-a, ii-b, iii-c, iv-b

26. Match the following:

Painter	Title of Creation
(i) Leonardo Da Vinci	(a) The Last Supper
(ii) Jonannes Vermeer	(b) The descent from the cross
(iii) Vincent Van Gogh	(c) Starry Night
(iv) Rembrandt Harmensz Van Rijn	(d) Christ in the house of Martha and Mary
(v) Salvador Dali	(e) the distintegration of the persistence of memory

- A. i-a, ii-d, iii-c, iv-b, v-e B. i-a, ii-b, iii-c, iv-d, v-e C. i-c, ii-d, iii-e, iv-b, v-a D. i-e, ii-b, iii-d, iv-c, v-a

27. Who were the founders of the company Hewlett Packard (HP)?

- A. Dave Hewlett and Bill Packard B. Bill Hewlett and Dave Packard
 C. Jack Hewlett and Edwards Packard D. Edwards Hewlett and Jack Packard

28. Who won the 'Asia Business Leader of the Year' award at the CNBC Asia Business Leaders Awards in 2006?

- A. ahul Bajaj B. Ratan Tata C. Anand Mahindra D. Vijay Mallya

29. Which of the following Indian ports is a private port?

- A. Bedi Bunder B. Navlakhi C. Ratnagiri D. Pipavav

SECTION - B: Part I

30. Mr. Bedi's family members went on a picnic. There were two grandfathers and four fathers and two grandmothers and four mothers in the group. There was at least one grandson or a granddaughter present in this group. There were two husband-wife pairs in this group. The single grandfather (Whose wife was not present) had two grandsons and a son present in the party. The single grandmother (Whose husband was not present) had two granddaughters present. A grandfather or a grandmother present with their spouses did not have any grandson or granddaughter present.

What was the minimum number of people present in this picnic group?

- A. 14 B. 10
C. 12 D. 16

Directions for Questions 31 to 33:

- i) Five girls - Seema, Reema, Neeta, Mona and Veena have total five tickets of movie theaters - Priya, Chanakya, M2K, PVR Saket, Satyam where movies- Gangster, Khiladi, Hero, Salaam Namaste and Iqbal are currently playing. Each girl has one movie ticket of one of the five theaters.
- ii) Movie Gangster is running in Priya theater whose ticket is not with Veena and Seema.
- iii) Mona has ticket of Iqbal movie.
- iv) Neeta has ticket for the M2K theater. Veena has the ticket of Satyam theatre where Khiladi is not running.
- v) In PVR Saket theater, Salaam Namaste is running.
31. Which is the correct combination of the Theater - Girl - Movie?
A. M2K - Neeta - Hero
B. Priya - Mona - Gangster
C. Satyam - Veena - Iqbal
D. PVR Saket - Seema - Salaam Namaste
32. Which movie is running in Chanakya?
A. Gangster B. Iqbal
C. Hero D. Data inadequate
33. Who is having the ticket of the movie Hero?
A. Reema B. Veena
C. Seema D. Mona

Direction for Questions 34 to 36: Director of a drama group has to assign different roles to two artists - Paramjeet and Kamaljeet to play in a drama depending on four different symbols - @ for father, \$ for wife, # for

brother and * for daughter. There were four combinations decided by the director showing following result.

Answer the following questions on the basis of results I, II, III, IV

- I. Paramjeet @ Kamaljeet stands for Paramjeet is father of Kamaljeet
- II. Paramjeet \$ Kamaljeet implies Paramjeet is the wife of Kamaljeet
- III. Paramjeet # Kamaljeet stands for Paramjeet is brother of Kamaljeet
- IV. Paramjeet * Kamaljeet stands for Paramjeet is daughter of Kamaljeet
34. If Daljeet # Chiranjeet \$ Baljeet which of the following is **true**?
A. Daljeet is the brother of Baljeet
B. Daljeet is the father in-law of Baljeet
C. Daljeet is the father of Baljeet
D. Daljeet is the brother in-law of Baljeet
35. If Manjeet * Chiranjeet @ Daljeet @ Baljeet, which of the following is **not true**?
A. Manjeet is the mother of Baljeet
B. Chiranjeet is the grandfather of Baljeet
C. Manjeet and Daljeet are siblings
D. Manjeet is the aunt of Baljeet
36. If Abhijeet # Chiranjeet * Baljeet, which of the following is **not true**?
A. Baljeet is the parent of Abhijeet
B. Abhijeet and Chiranjeet are siblings
C. Abhijeet is the son of Baljeet
D. Baljeet is the mother in-law of Chiranjeet

Directions for Questions 37 to 40: Each question consists of five statements followed by options consists of three statements put together in a specific order. Choose the option which indicates a valid argument, that is, where the third statement is a conclusion drawn from the preceding two statements.

37. a. All universities appoint experienced teachers.
b. Kashi Vidyapeeth appoints experienced teachers.
c. Kashi Vidyapeeth is a university.
d. Some universities employ experienced teachers.
e. Kashi Vidyapeeth only appoints experienced teachers.
- A. abc B. cdb C. acb D. ace

38. a. Migration of people augments housing problem in urban areas.
b. Increase in housing problem in urban areas is determined to economic growth.
c. Migration of people is detrimental to economic growth.
d. Some migration does not cause increase in urban housing problem.
e. Some migration is not detrimental to economic growth.
A. cba B. bde C. cde D. bac
39. a. Some drivers are drug addicted.
b. All drug addicted drivers should be terminated.
c. Driver Balbeer should be terminated.
d. Driver Balbeer is drug addicted.
e. Some drivers should be terminated.
A. bae B. bde C. ade D. cdb
40. a. No officer is a teacher
b. Mr. Rangachary is not a teacher.
c. Mr. Rangachary is an officer.
d. Dr. Nandi is not an officer.
e. Dr. Nandi is a teacher.
A. abe C. abc C. ade D. acb

Directions for Questions 41 and 42: Answer the questions based on following information.
In an institute there are five identical rooms having different items in it. Every identical looking room has a name indicating its contents. The details of the contents and the name of each room are as given below.

Contents	Name of Rooms
Two printers	Pashupatti
Two Computers	Chandrachud
Two Bags	Bagbahadur
One printer and one computer	Purnchandra
One bag and one computer	Biswachakra

One day somebody in the institute changed the name plate of every room such that no room contains the name correctly explaining its contents.

41. If supervisor of the institute opened a room named Biswachakra and found that one item was a bag. Which of the following would **definitely be correct**?
A. the other item will be a bag
B. the other item will not be bag
C. the other room named Bagbahadur will contain a bag
D. the other item is a computer
42. If it is known that room named Purnachandra does not contain either any printer or any computer, the room named Pashupatti does not contain any printer and room named Chandrachud contains one

computer and one bag, which of the following will **definitely be true** if only one of the remaining rooms is opened?

- A. It will have at least one computer and printer
B. It will have two printers
C. It will have at least one computer
D. It will have at least one printer

Directions for Questions 43 to 46: Answer the questions based on following information

Four persons (1) Mohit, (2) Manohar, (3) Prasant and (4) Dinesh each had some initial money with them. They all were playing bridge in a way that the loser doubles the money of each of the other three persons from his share. They played four rounds and each person lost one round in the order 1, 2, 3 and 4 as mentioned above. At the end of fourth round each person had Rs. 32000/-

43. What was the amount with Mohit to start with?
A. Rs. 60000 B. Rs. 34000
C. Rs. 66000 D. Rs. 80000
44. What was the amount with Manohar at the end of first round?
A. 68000 B. 72000
C. 64000 D. 80000
45. Who had the lowest amount at any round of play throughout the tournament?
A. Mohit B. Manohar
C. Prasant D. Dinesh
46. What was the amount with Prasant at the end of the second round?
A. 36000 B. 72000
C. 16000 D. 68000
47. The VC (Vice-Chancellor) of a university has to select four professors, out of eight professors for a committee. The VC decided to select these four professors in such a manner that each selected professor has a habit common with at least one of the other three professors selected. The selected professors must also share at least one of the non-common habits of any of the other three professors selected.
- Professor Arora likes surfing and smoking but hates gambling
Professor Bhalla likes smoking and drinking but hates surfing
Professor Chadha likes gambling but hates smoking
Professor Dhyani likes movie but hates drinking
Professor Eswar likes drinking but hates smoking and movie

Professor Fazil likes surfing but hates smoking and movie
 Professor Goyal likes gambling and movie but hates surfing
 Professor Hooda likes smoking and gambling but hates movie

Who are the four professors selected by the VC for the committee?

- A. Prof. Chadha, Prof. Dhyani, Prof. Eswar, Prof. Goyal
- B. Prof. Arora, Prof. Bhalla, Prof. Eswar, Prof. Fazil
- C. Prof. Bhalla, Prof. Chadha, Prof. Goyal, Prof. Hooda
- D. Prof. Dhyani, Prof. Eswar, Prof. Fazil, Prof. Hooda

Directions for Questions 48 to 51: While selecting candidates for positions of engineering, a software firm followed criteria as given below. A candidate must

- i. be an engineering graduate with at least 60% marks at degree and 80% marks at higher secondary level.
- ii. have at least one year's experience of working
- iii. be ready to sign a bond of three years
- iv. must not be more than 28 years of age on 1.2.2007

However, if a candidate fulfills all the criteria except-

- a. at (i) above has obtained 50% marks at degree and 70% at higher secondary respectively and has at least three years experience of working, the case may be referred to the director of the firm.
- b. at (ii) above, but is willing to pay an amount of 1 lakh if required to leave, the case may be referred to the president of the firm
- c. at (ii) above but is a computer engineer, the case may be referred of DGM.

Based on the above criteria and the information given in each of the following cases, you have to take the decision on employing a candidate. You are not to assume anything and in the absence of adequate information, your answer will be not to be selected. The case is given to you as on 1.2.2007. The options available for you are provided in A, B, C and D.

48. Amar is a mechanical engineer with 65% marks at degree and 88% marks at HSC. He completed his engineering degree in 2003 at the age of 22 years and immediately started working in an engineering firm. He is keenly interested in going to USA and is not ready to sign a bond. However, he does not mind paying an amount of Rs. 1 lakh
- A. if the case is to be selected
 - B. if the case is not to be selected
 - C. if the case is to be referred to Director
 - D. if the case is to be referred to President

49. Rajkishore, a computer engineer, has just completed graduation in July 2006, at the age of 23 years obtaining 72% marks. He had obtained 92% marks in HSC. He is willing to sign a bond with the company. He was joined a software company as trainee in August 2006 and working there till date
- A. if the case is to be selected
 - B. if the case is not to be selected
 - C. if the case is to be referred to Director
 - D. if the case is to be referred to President
50. Madhuri is an electrical engineer and working as an assistant engineer for past two years. She had secured 85% and 69% marks at HSC and degree respectively. She has just completed 25 years of age.
- A. if the case is to the selected
 - B. if the case is not to be selected
 - C. if the case is to be referred to Director
 - D. if the case is to be referred to President
51. Kamla is an engineering graduate with 66% marks at degree and 90% at HSC. She has joined engineering firm 2 years ago at the age of 24 years. She is ready to sign the bond.
- A. if the case is to be selected
 - B. if the case is not to be selected
 - C. if the case is to be referred to director
 - D. if the case is to be referred to President

Directions for Questions 52 to 54:

Answer the questions on the basis of the information given below:

There was an effort to study the relative importance that beneficiaries of five states assigned to five different development programme implemented by their governments. The programmes were Jawahar Rozgar Yojna (JRY), Indira Awas Yojna (IAY), Mid Day Mal (MDM), Rural Health Mission (RHM), National Rural Employment Guarantee Scheme (NREG). The level of dissimilarity between two states is the maximum difference in the rank allotted by the two states to any five programmes. The following table indicates the rank order of the five programmes of each state.

Rank	Orissa	Bihar	Rajasthan	Kerala	Karnataka
1	JRY	MDM	IAY	NREG	NREG
2	RHM	JRY	MDM	IAY	JRY
3	MDM	RHM	JRY	RHM	MDM
4	NREG	IAY	NREG	JRY	RHM
5	IAY	NREG	RHM	MDM	IAY

52. Which of the following states is least dissimilar to Orissa?
- A. Bihar
 - B. Rajasthan
 - C. Kerala
 - D. Karnataka

53. Which of the following states is most dissimilar to Orissa?
 A. Bihar
 B. Rajasthan
 C. Kerala
 D. Karnataka
54. Three of the following four pairs of states have identical levels of dissimilarity. Which is the odd one out?
 A. Kerala & Bihar
 B. Bihar and Karnataka
 C. Rajasthan & Kerala
 D. Karnataka & Rajasthan

SECTION - B: Part II

The questions in this group are based on the content of the passage. After reading the passage, choose the best answer to each question. Answer all questions following the passage on the basis of what is stated or implied in the passage.

Passage 1:

From the very beginning TCL (Tata Chemicals Ltd.) has successfully grown by meeting consumer requirements in a mutually beneficial way. To determine its benchmark, it uses its own 'Customer Requirements Determination Process (CRDP)' where unit explores present and future customer requirements to enable them to incorporate those in their business offering. This process starts with listening to end-users by exploring various customer listening information sources. This information captures various expectations of customers. Next step starts with identification of segments and matching of segment wise expectations. Outcome of this exercise gives enough guidelines about new business scopes and grey areas of current business practices. After validation of customer expectations through cross checking, TCL matches its internal resources and skill sets with external opportunities and threats to address attractive business avenues. Launch of Tata Kisan Sansar was an outcome to that to offer all sort of end-to-end agree solutions of farmers.

Agriculture till today contributes a lot for the development of Indian economy with an employment share of around 69 percent of the work force and with a contribution of near about 24 percent of the GDP of the country. Indian agriculture sector has its importance in economic growth but value addition in this sector in terms of earning capacity is decreasing because of greater income streams form industry and services sectors. The continuous expanding of the gap in per capita income between the agriculture and non-agriculture sectors has huge economic ad social implications and it is almost necessary to empower the farmers financially by enriching the source of income. In this backdrop, one of the motivations for TCL to start 'Tata Kisan Sansar (TKS)' was to ensure business by empowering agri-product producers. again TCL felt that due to its business nature

of manufacturing and marketing commodities, it developed an image of a purely product centrie organization. TCL's internal research substantiated its feeling and it recognized a paradigm shift towards a customer centric organization.

TCL first started 'Tata Kisan Kendra' in 1988, executive franchised retail outlets of Tata'with the objective of proving 'one-stop agri input shop' to the farmers. With the marketing function being transferred from Rallis to tata chemicals, TCL used the Tata Kisan Kendras (TKKS) more extensively to market their products. It was understood by the company that the range of offering under the TKKS offered an attractive basket of benefits to the farmers. The business model of the TKKS was base on offering a complete set of inputs to the farmer. Along with this, it also offered extension services and technology inputs to help farmers plan their crops. At that time it dealt more with offering fertilizers and other inputs form those centers. Over the time it realized the job is half done because requirement of a farmer is multi-layered. To offer a more holistic services it changed "Tata Kisan Kendra" as 'Tata Kisan Sansar' and repositioned it as 'one-stop farmers solution shop' by offering entire range of agri services including quality agri input products. Objective was to empower farmers by providing them information about better agronomic practices, facilitating farm credit and providing quality agri inputs from a single source.

55. Which of the following best describes the purpose of the statement in bold (agriculture... income)?
 A. The emergence of TKS is only because of the rising gap between the income. From the agriculture and non-agriculture sources.
 B. The farmers income can be enriched through TKS.
 C. The alternate sector growth can only be curtailed through emphasis on TKS.
 D. TKS can enhance agriculture's GDP contribution.
56. As a business manager, what **was not** a major motivation behind using 'CRDP' model?
 A. Ensuring sustainable competitive advantage by knowing customer in a better manner.
 B. For segmenting the market in heterogeneous group of customers to serve better.

- C. For estimating of gap analysis of what customer expects and TCL delivers.
- D. Formulate business offerings and identification of new business scopes.
57. What would have been a **wrong decision** as a manager in the context of 'CRDP' programme of TCL?
- A. Using external agencies to cross check validity of information.
- B. Using information to offer readymade solution for different initiatives of TCL.
- C. Identify external opportunities to explore in a strategically profitable manner.
- D. Projecting TCL as more customer centric organization.
58. For long term sustainability of TKS as a concept a manager **should not**?
- A. Project TKS as a corporate social responsibility initiative of TCL.
- B. Enrich offering of TKS with added facilities and services.
- C. Position itself as a commodity retailing centre of TCL.
- D. Focus on return on investment of TKS initiatives.
59. Transition from TKK to TKS was logical for TCL because:
- A. Conceptually there was a mismatch between skill sets of TCL and TKK.
- B. TKK lost its acceptability as it became older as a concept and could not leverage first mover advantages.
- C. Emerging needs sets outmoded existing value proposition of TKK.
- D. Changing demographics of farmers forced TCL to add new spark in its offer.

Passage 2:

Indian car rental market may be segmented under four broad categories. **First**, the most popular segment is of a fuel conscious and mileage hungry consumer who prefers a chauffeur driven car. To extract maximum benefit from hired car, consumer representing mileage per liter of fuel that he has paid for. Consumer of this segment is very price sensitive and wants maximum value for money even if he may rent an economy car like a Tata Indica or a top end luxury limousine. This segment is dominated by unorganized players. Branded players are lagging behind to lure this segment because of their stringent service condition in comparison to unorganized players. In Indian market, organized car rental industry is crawling for the last couple of years to position itself as a most sought after option to meet segment requirements. Hertz India is also practicing the same. To position itself perfectly in the mind of the targeted segment, it has gone for multiple strategic routes to win over different segments. The major

external influencing factors for the consumer in this segment may be the firm's marketing efforts to establish itself as a service provider with value for money. Due to their association with renewed airlines and hotels, Hertz, to a lot many people means faith. **This may help Hertz to create an impression in the mind of this segment that they will definitely not be cheated and get their value, even if it means spending a little extra. Further, it is trying to educate this segment about benefits of self-driven car as a medium of hassle-free journey by projecting a premium value for money image and with a fleet mix of compact and luxury cars (such as Ikon, Accent and Esteem).**

Second, a sizable amount of people are there who usually use their own compact or three box mid size car but prefer to enjoy the riding thrill of SUV (sports Utility Vehicles) like Ford Endeavor/Honda CRV/GM Chevrolet or a Luxury car like a Mercedes/Camry for a shorter time span. Upcoming new generations or urban executives of large corporate in India with a high disposable income and proactive to enjoy all new things in life and to make it more adventurous and eventful represent this segment. To them renting a self-drive car and driving off to a place of their choice in a Mercedes /SUV gives them an experience similar to that of a foreign holiday. **Under this same self-drive segment, another type of consumers are frequent international travelers (including foreign tourists) who prefer their privacy and independence and wish to choose their own routes/car model at the time of exploring destination. They love their freedom & space in life where-ever they travel without any barrier like being driven by a chauffeur.** Equipped with their internationally accepted credit cards, an international driving permit or license, they prefer advance car rental booking by logging on the car rental company's website and thereafter just picking up the keys of their booked car once they enter a new country/city. They are adventurous, driving enthusiast, belonging to the upper-middleclass, have brand loyalty about their car rental agency. In this self-driven segment, Hertz India is trying to position itself as a contemporary service provider by offering both economy cars and SUV's (Scorpio and Tata Safari). To win over occasional self-drivers of SUV type cars and frequent travelers, Hertz uses slogans like "Break free" or "Drive the World's #1" regularly in travel magazines to portrait the quality of its cars, and the range it offers.

Third segment consists of institutional consumers, mainly hotels in big cities and air service providers. **Institutional consumers prefer quality and service assurance to offer maximum possible service to their customers.** In India, all big car rental agencies have contract with star hotels to offer rental service to them. In this segment, Hertz has prominent clienteles like Taj Group of Hotels, Marriott and Jet Airways. Further, they have contract with hotels like

Shangrila in Delhi, and Renaissance and JW Marriott in Mumbai to provide all car rental requirements of them. Their other clients are Carlson Wagonlit, BTI Sita, Thomas Cook and online travel sites like Makemytrip, Indiatimes and Travelguru. According to their deal with Jet Airways, it allows Jet Privilege members to earn 'miles' every time they use Hertz car rental service. For every Rs. 1000/- spent on Hertz rentals, a Jet privilege member earns 100 JP Miles and special discounts are given to platinum, gold and silver card holders.

In recent past 'fleet management' is coming up as a possible **fourth** target segment for car rental companies in India. **Worldwide cars are not purchased but only leased and this trend is getting its root in Indian market also. It means the management of a fleet of vehicles, using certain tools, to improve operational efficiency and effectiveness. To win over consumers of this segment, services should be professional and a fleet management company should address all the issues a company might deal with pertaining to managing its fleet.** In India, Lease plan Fleet Management India (LPFM), the wholly-owned subsidiary of Lease plan Corporation, Netherlands is pioneer in this field. Orix Auto and Business Solutions, is also present in this segment. Hertz is focusing more on car rentals than on fleet management. Though it provides chauffeur-driven cars to many companies like IBM, Sony, KPMG, Compaq, there is a huge scope in this segment for future growth. This segment demands customized service in terms of vehicle acquisition, fuel management, vehicle financing and maintenance, resale of the cars at the end of the contract period etc.

60. The primary purpose of this passage is to:
- Illustrate how Hertz could plan for the Indian market and maximize profits
 - Illustrate buying behavior of unorganized sectors offering car rental services
 - Illustrate segment opportunities for a new entrant in car rental business
 - Illustrate consumer awareness and views about options available in car-rental business in India.
61. 'Self-Drive' concept may be a lucrative option to a manager to lure Indian consumers because:
- Collectivist culture motivates Indian consumers to opt for self drive
 - Indian roads encourage consumers to experience joy of long drive
 - Indians may enjoy driving comfort of SUV as they don't have capacity to own it
 - A sizeable number of Indian consumers aspire to enjoy new things in life
62. As a business manager of a car-rental company, you may popularize 'self-drive' concept to international travelers because:
- They know Indian roads and want to explore new places by their own
 - They dislike concept of chauffeur as Indian chauffeurs are not every professional
 - Individualistic culture discourages them to travel in group
 - They can easily book their cars through website of car rental agencies
63. As a business manager of a globally recognized 'car-rental' agency if you like to tap institutional consumers of India, you **should not**:
- Bank on your globally recognized 'brand name' to ensure sale
 - Make a list of your global clientele to impress your prospective consumer
 - Consider offerings of your competitors to formulate your value proposition
 - Accept service assurance not as a major influencer behind buying decision
64. As a business manager you think 'fleet management' a profitable segment for organized sector to explore in India because:
- Companies want to associate with 'brand name' and unorganized players are lacking here
 - There is a huge scope as competition is low in this field
 - Everywhere in India logistics services are outsourced and companies are focusing on their core business
 - This business demands gamut of customized services and organized professionals may only offer those
65. If you are to tap "first" segment of "car rental" business as a manager of a branded company, you **should not**:
- Advertise your brand name to communicate with consumers
 - Compare your service conditions vis-a-vis your competitors to influence consumers
 - Match price of your service with your competitors from organized sector
 - Create unique value proposition to position you away from your competition

SECTION - C: Part I

66. The value of $\sum_{r=1}^n \frac{n p_r}{r!}$ is:
 A. 2^n B. $2^n - 1$ C. 2^{n-1} D. $2^n + 1$
67. Mr. Jeevan wanted to give some amount of money to his two children, so that although today they may not be using it, in the future the money would be of use to them. He divides a sum of Rs. 18,750/- between his two sons of age 10 years and 13 years respectively in such a way that each would receive the same amount at 3% p.a. compound interest when he attains the age of 30 years. What would be the original share of the younger son?
 A. 8959.80 B. 8559.80
 C. 8969.80 D. 8995.80
68. Let $\omega = -\frac{1}{2} + \frac{\sqrt{3}}{2}i$, then the value of the determinant $\begin{vmatrix} 1 & 1 & 1 \\ 1 & -1-\omega^2 & \omega^2 \\ 1 & \omega^2 & \omega^4 \end{vmatrix}$ is:
 A. 3ω B. $3\omega(\omega - 1)$
 C. $3\omega^2$ D. $3\omega(1 - \omega)$
69. There are 2 men, 3 women and 1 child in Pradeep's family and 1 man, 1 woman and 2 children in Prabhat's family. The recommended calorie requirement is- Men: 2400, Women: 1900, Children: 1800 and for proteins is: Men: 55 gm, Woman: 45 gm, children: 33 gm. Calculate the total requirement of calories and proteins for each of the two families.
 A. $A \begin{bmatrix} 12300 & 278 \\ 7900 & 166 \end{bmatrix}$ B. $A \begin{bmatrix} 12400 & 300 \\ 8000 & 167 \end{bmatrix}$
 C. $A \begin{bmatrix} 12300 & 278 \\ 6600 & 200 \end{bmatrix}$ D. $A \begin{bmatrix} 8000 & 278 \\ 7900 & 166 \end{bmatrix}$
70. $x_1, x_2, x_3, \dots, x_{50}$ are fifty real numbers such that $x_r < x_{r+1}$ for $r = 1, 2, 3, \dots, 49$. Five numbers out of these are picked up at random. The probability that the five numbers have x_{20} as the middle is: (Note: The expression in bold has been corrected.)
 A. $\frac{{}^{20}C_2 \times {}^{30}C_2}{{}^{50}C_5}$ B. $\frac{{}^{30}C_2 \times {}^{19}C_2}{{}^{50}C_5}$
 C. $\frac{{}^{19}C_2 \times {}^{31}C_2}{{}^{50}C_5}$ D. None of these
71. Suppose q is the number of workers employed by Simplex Ltd. for one of its projects. The average cost of production c is given by $c = \frac{1}{3}q^2 + \frac{5}{2}q - 150 + \frac{75}{q}$. In the interest of the company, it should employ _____ workers.
 A. 5 B. 4
 C. 7 D. None of these
72. If $u_1 = \sqrt{3}$, $u_2 = \sqrt{3\sqrt{3}}$, $u_3 = \sqrt{3\sqrt{3\sqrt{3}}}$, etc., $u_{10} : u_9$ is:
 A. $\sqrt{3}$ B. $3^{\frac{1}{10}}$
 C. $3^{\frac{1}{20}}$ D. None of these
73. Pawan retires at the age of 60 years and his employer gives him a pension of Rs. 3600/- a year paid in half yearly installments for the rest of his life. Assuming life expectancy in India is 70 years and interest is 6% per annum payable half yearly, determine the present value of the pension. [Given, $(1.03)^{-20} - 1 = 0.55362$].
 A. 26,728.50 B. 27,782.80
 C. 26,744.40 D. 26,782.80
74. The value of the expression $7777 + 7777 \times 7777 \times (5 \div 77) \times (11 \div 35)$ is:
 A. 1234321 B. 12344321
 C. 7^{7777} D. None of these
75. For constructing the working class consumer price index number of a particular town, the following weights corresponding to different group of items were assigned:
Food - 55, Fuel - 15, Clothing - 10, Rent - 8 and Miscellaneous - 12
- It is known that the rise in food prices is double that of fuel and the rise in miscellaneous group prices is double that of rent. In October 2006, the increased D.A. by a factory of that town by 182% fully compensated for the rise in prices of food and rent but did not compensate for anything else. Another factory of the same locality increased D.A. by 46.5% which compensated for the rise in fuel and miscellaneous groups.

Which is the correct combination of the rise in prices of food, fuel, rent and miscellaneous groups?
 A. 320.14, 159.57, 95.64, 166.82
 B. 317.14, 158.57, 94.64, 189.28
 C. 311.14, 159.57, 90.64, 198.28
 D. 321.14, 162.57, 84.46, 175.38

76. IBM-Daksh observes that it gets a call at an interval of every 10 minutes from Seattle, at every 12 minutes from Arizonia, at the interval of 20 minutes from New York and after every 25 minutes it gets the call from Newark. If in the early morning at 5:00 a.m. it has received the calls simultaneously from all the four destinations, then at which time it will receive the calls at a time from all places on the same day?
 A. 10:00 a.m. B. 3:00 a.m.
 C. 5:00 a.m. D. both A. and B.

77. LG Electronics finds that it can sell x television per week at Rs. p each where $p = 2\left(100 - \frac{x}{4}\right)$. The cost of production of x television per week is Rs. $\left(120x + \frac{x^2}{2}\right)$. Find its maximum profit per week.
 A. 1200 B. 1700
 C. 1600 D. 1000

Directions for Questions 78 and 79:

Space Institute which is involved in training and helping students prepare for Management Institute Entrance Exams, was established on January 1, 2004 with 3, 4, 5 and 6 faculty members in the Logical Reasoning (LR), Data Interpretation (DI), English Language and Quantitative Analysis (QA) areas respectively, to start with. No faculty member retired or joined the institute in the first three months, of the year 2004. In the next four years, the institute recruited faculty members in each of the four areas. All these new faculty members who joined the institute subsequently over the years were 25 years old at the time of their joining the institute. All of them joined the institute on April 1. During these four years, one of the faculty members retired at the age of 60. The following table gives the area-wise average age (in terms of number of completed years) of faculty members as on April 1 of 2004, 2005, 2006 and 2007.

Faculty	2004	2005	2006	2007
LR	49.33	44	45	46
DI	50.5	51.5	52.5	47.8
Englsh	50.2	49	45	46
Quants	45	43	44	45

78. In which year did the new faculty member join as the faculty of English?
 A. 2004 B. 2005 C. 2006 D. 2007
79. Professor Sharma and Professor Verma, two faculty members in the LR area, who have been with the Institute since its inception, share a birthday, which falls on 30th November. One was born in 1951 and the other one in 1954. On April 1, 2009 what would be the age of the third faculty member, who has been in the same area since inception?
 A. 47 B. 50 C. 51 D. 52

Directions for Question 80 and 81:

TT School of Management is a management institute involved in teaching, training and research. Currently it has 37 faculty members. They are involved in three jobs: teaching, training and research. Each faculty member working with TT School of Management has to be involved in at least one of the three jobs mentioned above:

- A maximum number of faculty members are involved in training. Among them, a number of faculty members are having additional involvement in the research.
 - The number of faculty members in research alone is double the number of faculty members involved in all the three jobs.
 - 17 faculty members are involved in teaching.
 - The number of faculty members involved in teaching alone is less than the number of faculty members involved in research alone.
 - Ten faculty members involved in the teaching are also involved in at least one more job.
80. After some time, the faculty members who were involved in all the three tasks were asked to withdraw from one task. As a result, one of the faculty members each opted out of teaching and research, while remaining ones involved in all the three tasks opted out of training. Which one of the following statements, then necessarily follows:
 A. The least number of faculty members is now involved in teaching.
 B. More faculty members are now associated with training as compared to research.
 C. More faculty members are now involved in teaching as compared to research.
 D. None of the above.
81. Based on the information given above, the minimum number of faculty members involved in both training and teaching, but not in research is:
 A. 1 B. 3 C. 4 D. 5

82. Gujarat Fisheries processes two kinds of prawns, P1 and P2, before exporting. The profit margin is Rs. 20/kg on the P1 variety and Rs. 30/kg on the P2 variety. The prawns must be processed and dried on dried on dryer and on dryer B. The processing time per kg of prawn on the two dryers is as follows:

Type of Prawn	Time Required (hours/prawn per kg)	
	Dryer A	Dryer B
P1	4	6
P2	5	10

The total time available for using Dryer A is 700 hours and on Dryer B is 1250 hours. Among the following production plans, which of the following combination meets the machine availability constraints and maximizes the profit?

- A. P1 75 kg, P2 80 kg B. P1 100 kg, P2 60 kg
C. P1 50 kg, P2 100 kg D. P1 60 kg, P2 90 kg

83. If the complex number z_1 and z_2 are such that $|z_1| = 12$ and $|z_2 - 3 - 4i| = 5$, then the minimum value of $|z_1 - z_2|$ is:

- A. 0 B. 2
C. 7 D. None of these

84. If α , β , γ and δ be four angles of a cyclic quadrilateral, then the value of $\cos \alpha + \cos \beta + \cos \gamma + \cos \delta$ is:

- A. -1 B. 0
C. 1 D. None of these

85. The following data represent the age of husband (Y) and wife (X) for 10 couples:

X	18	20	20	24	22	24	27	24	21	25
Y	22	24	26	26	27	27	28	28	29	30

- (I) What is the predicted age of husband when age of wife is 23?
(II) What is the predicated age of wife when age of husband is 35?
A. 35.735 and 29.389 B. 31.76 and 31.334
C. 37.223 and 29.389 D. None of these

86. At the end of the year 2002, Rajoria Institute of Management (RIM) had conducted 108 Management Development Programmes (MDP). Henceforth, every year the institute added $p\%$ of the MDP topics at the beginning of the year and

discarded $q\%$ of the outdated MDP topics at the end of the year, where $p > 0$ and $q > 0$. If RIM scheduled 108 MDP programmes at the end of the year 2006, which one of the following is true?

- A. $p = q$ B. $p < q$
C. $p > q$ D. $p = \frac{q}{2}$

87. The digging work of the DMRC on the Adchini-Andheriamore stretch requires Twenty-four men to complete the work in sixteen days. As a part of the task if DMRC were to hire Thirty-two women, they can complete the same work in twenty-four days. Sixteen men and sixteen women started working and worked for twelve days. Due to time bound schedule the work had to be completed in remaining 2 days, for which how many more men are to be employed?

- A. 48 B. 24
C. 36 D. 16

88. Sumit works as a state contractor for PWD and supplies bitumen mix for road construction. He has two varieties of bitumen, one at Rs. 42 per kg and the other at Rs. 25 per kg. How many kg of first variety must Sumit mix with 25 kg of second variety, so that he may, on selling the mixture at 40 kg, gain 25% on the outlay?

- A. 30 B. 20
D. 25 D. None of these

89. The Ghaziabad-Hapur-Meerut EMU and the Meerut-Hapur-Ghaziabad EMU start at the same time from Gahaziabad and Meerut and proceed towards each other at 16 km/hr and 21 km/hr respectively. When they meet, it is found that one train has traveled 60 km more than the other. The distance between two stations is:

- A. 445 km B. 444 km
C. 440 km D. 450 km

90. Ashok a master adulterator cum grosser sells haldi powder (turmeric powder), which contains five percent saw dust. What quantity of pure haldi should be added to two kilos of haldi (containing five percent saw dust) so that the proportion of saw dust becomes four percent?

- A. 1 kg. B. 23 kgs
C. 0.5 kg. D. None of these

SECTION - C: Part II

Study the tables below and answer the questions that follow each table:

Table 1: World merchandise exports by Select Countries

(Million Dollars)

Countries	1999	2000	2001	2002	2003	2004	2005
Cambodia	1129	1389	1500	1923	2118	2798	3100
China	194931	249203	266098	325596	438228	593326	761654
India	35667	42379	43361	49250	57085	75562	95096
Japan	417610	479249	403496	416726	471817	565675	594905
South Korea	143686	172267	150439	162471	193817	253845	284419
Myanmar	1136	1646	2381	3046	2483	2380	2925
Singapore	114680	137804	121751	125177	159902	198637	229649
Thailand	58440	69057	64968	68108	80324	96248	110110
Viet Nam	11540	14449	15029	16530	20176	25625	31625

91. The third highest average annual export growth over the entire period (1999-2005) has been experienced by
 A. Cambodia B. India
 C. Myanmar D. Vietnam
92. Which of the following statement is **not true**?
 A. During 1999-2000, Myanmar registered the highest annual export growth rate.
 B. India witnessed second highest annual export growth rate during 2003-2004.
 C. Cambodia registered third highest annual export growth rate during 2001-2002.
 D. The change in Thailand's export growth rate from 2000-2001 to 2001-2002 was more than 10 percent.
93. Which of the following statements is **not false**?
 A. South Korea registered the third lowest export growth rate during the year 2000-2001.
 B. The sum of the export growth rate of India and Vietnam during 2001-2002 is lower than the export growth rate of China during that particular year.
94. If we calculate the difference between the highest and the lowest average annual export growth rate experienced by the countries between 1999-2000 and 2004-2005, _____ would get the second rank among all countries.
 A. South Korea B. India
 C. China D. Japan
95. If we calculate the difference between the highest and the lowest average annual export growth rate experienced by the countries year-wise, the difference would be minimum during
 A. 1999-2000 B. 2001-2002
 C. 2004-2005 D. 2003-2004

Table 2: Industrial Emission Level of SO₂ in Select City Points (1997-2003)

Annual Mean Concentration Range (µg/m³)

City	1997	1998	1999	2000	2001	2002	2003
Anpara	54.1	57.9	59.3	64.6	53	30.1	18.7
Bangalore	28.1	37.2	37.9	19.1	19.3	12.1	7.6
Bombay	36	21.7	22.3	11.8	12	9.7	7.4
Calcutta	33.2	40.8	66.9	25.3	21.9	13.3	18.1
Cochin	7.4	4.9	10.5	41.6	24.6	31.5	23.4
Faridabad	37.8	35.7	31.3	37.3	23.1	13.1	9.5
Gajroula	25.8	19.7	25.7	26.6	35.5	41.1	39.3
Madras	26.3	14.2	11.7	20.1	26.1	40.9	26.3
Mysore	32.4	32.1	31	30.7	24.1	20.6	11.2
Nagda	81.8	55.2	26.9	52.6	46.5	36.5	36.5
Pondichery	112.3	114.9	93.3	37.6	17.5	19.8	25.3
Solapur	19.4	17.2	18	18.9	19.4	20.1	19.9
Yamuna Nagar	27.8	32.2	9.8	18.9	22.1	28.6	28.2

96. Which of the following statement is **false**?
- Average annual levels of SO_2 emission for Pondichery over 1998-2003 is approximately $51.40 \mu\text{g}/\text{m}^3$.
 - Average annual levels is SO_2 emission for Anpara over 1997-2003 is approximately $48.24 \text{ mg}/\mu^3$.
 - Average annual levels of SO_2 emission for Madras over 1999-2003 is approximately $25.02 \mu\text{g}/\text{m}^3$.
 - Average annual levels of SO_2 emission for Yamuna Nagar during 1997-2003 is approximately $23.47 \mu\text{g}/\text{m}^3$.
97. If the highest average annual level of SO_2 emission among the given cities is noted year-wise, then their difference would be maximum for the following pair of years:
- 1998 and 2003
 - 1997 and 2001
 - 1997 and 2003
 - 1998 and 2002
98. Which of the following statement is **true**?
- Bangalore in 2003 registered the lowest level of SO_2 emission in relation to the given dataset.
 - The difference between the average annual level of SO_2 emission during 1997-2003 for Pondichery and Gajroula is lower than the corresponding average annual level for Mysore.
 - The average annual level of SO_2 emission during 1997-2000 for Faridabad is higher than the average annual level for the city for the entire period (1997-2003).
 - The sum of the average annual level of SO_2 emission during 1997-2003 for Bombay and Calcutta is lower than the corresponding average annual level for Anpara.
99. If the SO_2 emission level change for the given cities is noted year-wise, the difference would be maximum for which of the following option?
- Cochin and Pondichery during 1999-2000.
 - Calcutta and Nagda during 1998-1999.
 - Madras and Anpara during 2001-2002.
 - Nagda and Pondichery during 1997-1998
100. Which of the following statement is **true**?
- While for Anpara, the SO_2 annual emission level declined consistently during 2000-2001 and 2002-2003, the same increased consistently for Yamuna Nagar between 1998-1999 and 2001-2002.
 - During 2002-2003, the SO_2 annual emission level declined for maximum number of cities.
 - The absolute declined in annual SO_2 emission level for Bombay during 1997-1998 was lower than the corresponding figure for Faridabad during 2000-2001.
 - The number of cities which experienced a decline in their annual SO_2 emission level during 1999-2000 was more than the corresponding figure during 1998-1999.

Table 3: Estimate of some Important Characteristics of Select Industries

Chracteristics	Industry Groups and Year									
	2003-2004					2004-2005				
	A	B	C	D	E	A	B	C	D	E
Number of Factories	1085	916	652	239	403	5252	567	12656	3513	1152
Working Capital (Rs. Lakh)	281895	149780	29662	28921	17729	401385	101370	600909	1884332	480972
Invested Capital (Rs. Lakh)	464446	217230	421005	156983	121030	1862522	557576	4055974	9832961	2438776
Number of Workers	43977	34972	24259	13394	16169	139918	41274	381337	294973	57424
Wages to Workers (Rs. Lakh)	42082	24245	13858	9691	8192	55829	20584	140109	293126	56924
Total Inputs (Rs. Lakh)	1060692	474480	682340	197711	161375	2862201	425601	3209790	14046464	3729397
Depreciation (Rs. Lakh)	23095	14544	27412	12619	12476	145745	43264	277640	636351	140743
Net Value Added (Rs. Lakh)	303706	145547	53441	65180	42672	382864	128489	1062762	3944815	820172
Net Fixed Capital Formation (Rs. Lakh)	4789	604	-12531	-250	464	168539	52500	100152	374612	220840
Profits (Rs. Lakh)	131337	55952	-41744	35223	11756	142098	67338	563800	2735760	615832

101. Which of the following statement is **not false**?
- Between 2003-2004 and 2004-2005, the average no. of workers per factory increased for industries B and C, but decreased for A.
 - The percentage change in no. of workers between 2003-2004 and 2004-2005 is higher in industry A than industry E.
 - The average no. of workers per factory between industries D and E jointly increased by more than corresponding figure for B.
 - The average no. of workers per factory C decreased between 2003-2004 and 2004-2005 by 6.
102. Which of the following statement is **true**?
- The increase in invested capital per worker for industries B and D over the period is jointly higher than the same for E.
 - The invested capital per worker has remained second highest for industry D both between 2003-2004 and 2004-2005.
 - The working capital per worker has been highest for industry B during 2003-2004 but not the lowest during 2004-2005.
 - The working capital to worker ratio has declined by more than 50 percent in case of industry A over the period, but by less than 50 percent for industry B.
103. Which of the following statement is **false**?
- Working capital to invested capital ratio has been second highest for industry E during 2004-2005.
 - Industry C is the only industry for which the net value added to total input ratio has increased between 2003-2004 and 2004-2005.
 - If average wage rate is defined by total wage bill divided by number of workers, then for a total number of three industries, average wage rate declined between 2003-2004 and 2004-2005.
 - Net value added to total input ratio has been highest for industry B during 2004-2005.
104. If gross fixed capital formation is defined as net fixed capital formation plus depreciation, then which of the following statement is **true**?
- Gross fixed capital formation has been third highest for industry C during 2004-2005.
 - Gross fixed capital formation is the lowest for industry E during 2003-2004
 - The increase in gross fixed capital formation between 2003-2004 and 2004-2005 for industry D is higher than the sum total of the same for industries C and E.
 - The increase in average depreciations per factory between 2003-2004 and 2004-2005 has been second highest for industry D.
105. Which of the following statement is **false**?
- Average profit per factory is second highest for industry A during 2003-2004 but lowest during 2004-2005.
 - Average profit earned per unit of input cost incurred is second highest for industry A and C both between 2003-2004 and 2004-2005 respectively.
 - The average profit to the number of workers ratio is second highest for industry D both between 2003-2004 and 2004-2005.
 - The increase in average expenditure on input per factory between 2003-2004 and 2004-2005 has been highest for industry D.

Table 4: Major Regional Trade Flows in World Exports (Annual Percentage change)

Region	(in percentage)								
	Chemicals			Iron and Steel			Automotive Parts		
	2003	2004	2005	2003	2004	2005	2003	2004	2005
Intra-Europe	22	21	11	27	45	10	24	20	1
Intra-Asia	23	33	19	31	42	22	39	23	12
Europe to North America	19	11	6	-9	81	21	14	8	6
Intra-North America	11	18	14	4	41	23	0	9	6
Europe to Asia	18	24	8	0	16	39	0	9	-1

106. If the region-wise increase in the export growth rate of the three industries during 2003-2004 is noted, _____ would be ranked second.
- Intra-North America iron and steel export.
 - Intra- Europe iron and steel export.
 - Intra- Asia chemicals export.
 - None of the above.
107. If the region-wise decline in the export growth rate of the three industries during 2004- 2005 is noted, _____ would be ranked second.
- Intra-Europe authomotive parts export.
 - Intra-Europe iron and steel export.
 - Intra-Asia chemicals export.
 - Europe to Asia chemicals export.

108. The difference between the highest and the lowest average export growth rate during 2005 among all three industries and regions is:
 A. 40 percent. B. 33 percent. C. 29 percent. D. None of the above.
109. If the region-wise average export growth rates of the three industries are analyzed, _____ would be ranked second.
 A. Intra-Asia average export of chemicals during 2003-05.
 B. Intra-Europe average export of iron and steel during 2004-05.
 C. Intra-Asia average export of automotive part during 2003-05.
 D. Intra-North America average export of iron and steel during 2003-05.

Table 5: FDI Projects, by Investor/Destination Region

Note: FDI projects 'by source' is defined as 'outflow', while the same 'by destination' is defined as 'inflow'.

(in Number)

Country	World as Destination				World as Source			
	2002	2003	2004	2005	2002	2003	2004	2005
	By Source				By Destination			
<i>Total World</i>	5685	9348	9927	9488	5685	9348	9927	9488
<i>Developed Countries</i>	4903	7735	8443	8057	2746	3867	4144	3981
France	322	475	525	502	140	159	229	385
Germany	473	833	862	919	131	272	251	212
UK	438	709	746	752	326	414	490	541
US	1604	2397	2507	2479	417	589	584	527
Japan	472	878	1025	744	106	133	155	118
<i>Developing Countries</i>	707	1440	1294	1243	2362	4467	4806	4296
China	35	107	96	128	586	1303	1547	1196
South Korea	117	179	169	173	60	110	104	115
India	89	175	199	182	249	452	688	564
Singapore	57	90	103	79	108	154	174	154
Russian Federation	51	119	108	126	199	429	380	479

110. During 2003-04, which pair of developed and developing countries registered the highest growth rate in their number of FDI outflow projects?
 A. France, India B. France, Singapore C. Japan, Singapore D. UK, India
111. An analysis of the annual FDI projects inflow growth rate reveals that the second largest decline has occurred for _____ during _____.
 A. India, 2004-05 B. Russian Federation, 2003-04.
 C. China, 2004-05. D. Germany, 2004-05.
112. The absolute difference between Singapore's highest growth rate in number of FDI projects inflow in a single year during 2002-05 and UK's highest growth rate in FDI projects outflow in a single year during the same period is:
 A. 19.28 percent. B. 15.28 percent. C. 21.26 percent. D. None of the above.
113. Which of the following statement is **true**?
 A. The growth rate of FDI projects inflow in UK was lower than the same in Japan during 2002-03.
 B. The average FDI projects inflow growth rate in Germany between 2002-03 and 2004-05 has been higher than its average FDI projects outflow growth rate over the same period.
 C. The growth rate in FDI projects outflow from the US during 2002-03 has been higher than the corresponding figure for France.
 D. The growth rate in FDI projects inflow to UK during 2003-04 has been lower than the corresponding figure for Japan.

114. Which of the following statement is **false**?
- A. The growth rate of FDI projects outflow from the developed countries during 2004-05 has been lower than the same for the world as a whole.
 - B. The growth rate of FDI projects inflow to Singapore during 2003-04 has been higher than the same for South Korea during 2004-05.
 - C. The average growth rate of FDI projects inflow from developing countries between 2002-03 and 2004-05 has been higher than their corresponding figure for FDI projects outflow.
 - D. The growth rate of FDI projects inflow to Singapore during 2004-05 has been more negative as compared to the corresponding figure for Russian Federation during 2003-04.
115. Which of the following statement is **true**?
- A. The average growth rate of FDI projects outflow from India between 2002-03 and 2004-05 has been higher than it's corresponding figure for FDI project inflow.
 - B. The average growth rate of FDI project outflow from Germany between 2002-03 and 2004-05 has been lower than the average growth rate of FDI project inflow to South Korea over the same period.
 - C. The average absolute FDI project outflow from the UK during 2002-05 has been higher than the average absolute FDI project inflow to India over the same period.
 - D. Germany is the only country which did not experience a decline in FDI project outflow during 2002-05.
116. Which of the following statement is **false**?
- A. The average FDI project outflow from South Korea expressed as a percentage of the total FDI project from the developing countries during 2002-05 was higher than the average FDI project inflow to the UK expressed as a percentage of the FDI project inflow to the developed countries during the same period.
 - B. The FDI project outflow from the US expressed as a percentage of the total FDI project outflow from the developed countries in 2002 was higher than the FDI project inflow to China expressed as a percentage of the FDI project inflow to the developing countries in 2004.
 - C. The average FDI project outflow from Germany expressed as a percentage of the total FDI project outflow from the developed countries during 2002-05 is higher than the average FDI project inflow to Russian Federation expressed as a percentage of the FDI project inflow to the developing countries during the same period.
 - D. The FDI project outflow from India expressed as a percentage of the total FDI project outflow from the developing countries in 2004 is lower than the FDI project inflow to the US expressed as a percentage of the FDI project inflow to the developed countries in 2003.

SECTION - D: Part I

Directions for Questions 117-128:

Read the three passages carefully and answer the questions given at the end of each passage:

Passage - 1

The trouble started on May 4, 2004, only days after Google's celebrated coming-out party. Geico, the giant automobile insurer, filed a lawsuit against the search engine for trademark infringement. The insurer claimed the Google's advertising system unlawfully profited from trademarks that Geico owned. Since all of Google's revenue and growth was from advertising, the disclosure of the lawsuit appeared ominous. "We are, and may be in the future, subject to intellectual property right claims, which are costly to defend, could require us to pay damages, and could limit our ability to use certain technologies," Google disclosed in public filing outlining potential risks. Abroad, where Google had promising growth prospects,

similar court challenges also arose. "A court in France held us liable for allowing advertisers to select certain trademarked terms as keywords," the company declared. "We have appealed this decision. We were also subject to two lawsuits in Germany on similar matters."

To make matters worse, it turned out that prior to its IPO filing, Google had eased its trademark policy in the U.S., allowing companies to place ads even if they were pegged to terms trademarked and owned by others. That was a significant shift, and one, Google warned could increase the risk of lawsuits against the company. It was also a practice that Yahoo, its search engine rival, did not permit. Google claimed it made the policy change to serve users, but some financial analysts said it appeared designed to pump profits before the IPO.

And there was more. Competition from Yahoo and Microsoft posed a greater challenge to Google following the disclosure about its mammoth profitability. With so much money at stake, the intensity of the competition would

heat up. Such competition might be good for computer users searching the Internet, but Google said it posed additional risk for potential shareholders. "If Microsoft or Yahoo are successful in providing similar or better Web search results compared to ours or leverage their platforms to make their Web search services easier to access than ours, we could experience a significant decline in user traffic," the company disclosed. In addition, Google warned that its momentum seemed unsustainable due to competition and "the inevitable decline in growth rates as our revenues increase to a higher level."

Then there was the question of Google's exclusive reliance on advertising, and one particular type of advertising, for all of its revenue. That was potentially quite problematic. If Yahoo or Microsoft gained ground on search, users could flock to their Web sites, and advertisers could follow, "The reduction in spending by; or loss of, advertisers could seriously harm our business," the company disclosed in its SEC filing.

In the beginning, the firm earned all of its money from ads triggered by searches on Google.com. But now, most of its growth and half of its sales were coming primarily from the growing network of Web sites that displayed ads Google provided. This self-reinforcing network had a major stake in Google's successful future. It gave the search engine, operating in the manner of a television network providing ads and programming to network affiliates, a sustainable competitive advantage. But there was a dark side there too, because of the substantial revenue from a handful of Google partners, notably America Online and the search engine Ask Jeeves. If at any point they left Google and cut a deal with Microsoft or Yahoo, the lost revenue would be immense and difficult to replace. "If one or more of these key relationships is terminated or not renewed, and is not replaced with a comparable relationship, our business would be adversely affected," the company stated.

Google's small, nonintrusive text ads were a big hit. But like major television and cable networks, which were hurt by innovations that enabled users to tune out commercials, the company faced the risk that users could simply turn ads off if new technologies emerged.

Going public also posed a potentially grave risk to Google's culture. Life at the Googleplex was informal. Larry and Sergey knew many people by their first names and still signed off on many hires. With rapid growth and an initial public offering, more traditional management and systems would have to be implemented. No more off-the-shelf software to track revenue on the cheap. Now it was time for audits by major accounting firms. As Google's head count and sales increased, keeping it running without destroying its culture was CEO Eric Schmidt's biggest worry.

Google, the noun that became a verb, had built a franchise and a strong brand name with global recognition based entirely on word of mouth. Nothing like it had been done before on this scale. The Internet certainly helped. But Google's profitability would erode if the company were forced to begin spending the customary sums of money on advertising and marketing to maintain the strength of its brand awareness. Marketing guru Peter Sealey said privately that the advice he gave Google to study consumer perception of the Google brand was rejected by the company and that they were unwilling to spend money on marketing.

117. Which of the following statement is true?
- A. Google's growing popularity has been a threat to other players operating in that market segment like Yahoo and Ask Jeeves, as Google eroded their market share.
 - B. According to Google its decision to considerably relax its industrial design policy in the US was geared to satisfy its clients.
 - C. One of the major challenges for Peter Sealey has been to expand the Google Empire while keeping its existing internal work culture intact.
 - D. Google's business potential is likely to be threatened seriously if the accessibility and quality of the Web search offered by its competitors like Microsoft or Yahoo becomes superior than the same offered by it.
118. Which of the following Statement is false?
- A. Google has been potentially vulnerable to external competition owing to its exclusive reliance on advertising for resource generation.
 - B. By writing the "the noun that became a verb", the author indicates the growing popularity of the search engine.
 - C. "non-intrusive" in the current passage refers to the advertisement format that does not directly hamper or distract the flow of operation of the person working in the computer.
 - D. The legal dispute between Google and the automobile giant Geico during May 2004 centered on the advertising system and the trademark policy adopted by the latter.
119. What conclusion can you form about 'Altavista' from the passage?
- A. It has been a partner of Google.
 - B. It has been a Competitor of Google.
 - C. It can not be concluded from the passage.
 - D. It was a partner of Google initially, but later emerged as a major competitor.
120. Which of the following sentence is false?
- A. Google has not been keen to undertake any major analysis on the popular impression about the Google brand.

- B. Google's resolution to provide the search engine and programming to collaborators like America Online ensured significant revenue for both sides involved.
- C. Google's perceived concern over Intellectual Property issues in the passage has been quoted from a confidential company report.
- D. With increase in the volume of Google's total annual revenue, it was anticipated by the management that the annual growth rate of their business may decline.

Passage 2

Around the turn of the century; an interesting trend was slowly becoming prominent in retailing across the globe. Department stores were slowly becoming less and less popular with customers. Large department stores offered a wide range of product categories - from apparel, luggage, toys, crockery, to home furnishing - as well as owned and managed the stock of products they sold inside the store and from their warehouses. Industry analysts started questioning whether this could still be the ideal retail model, and whether the changing retail environment marked the end of large department stores as we knew them.

On one side there were the stores that focussed on a particular category - electronics, toys, women's wear or home appliances. Over the years, these had evolved into giant superstores and had become very popular with customers who went shopping for a particular product. On the other hand, there were discounters, hypermarkets and wholesale clubs that served the bargain-hunting customer very well. Department stores were squeezed in between and the new age shoppers found their ambience to be formal and boring.

To keep pace with these trends, some department stores were steadily reinventing themselves. The most prominent among them was UK based Selfridges chain. In 2003, Selfridges launched a new store in Birmingham, England that completely reinvented the idea of the department store. Brands competed with each other within the store but there was no hierarchy of goods: watches competed with each other perfume, and luggage with fashion. In addition the store organised various show stunts and performances through the day and called it, 'shopping entertainment.' Similar stores had come up in various parts of Southeast Asia, Japan and Europe. For customers, these new-age department stores seemed like mall, just that they didn't have the walls that separate the different stores within a mall.

While this trend was becoming more and more apparent abroad, within India too, certain consumer patterns were emerging. Our experience showed that a customer visiting a mall typically walks into four or five stores. That includes a large store and a few smaller brand showrooms. After

that fatigue sets in and he or she is unwilling to walk into any more stores at the mall. So we asked ourselves, what would happen if we removed the walls between the different stores in a mall? In that case, a customer would be exposed to multiple brands at the same time, without the necessity of walking in and out of different stores. And along with shopping we could also provide her with other entertainment options.

Within the company itself there was a renewed confidence and an urge to play a larger role in shaping the modern retailing space in India. We had completed more than six years in retailing. With Big Bazaar we had tried and tested our skills at offering a wide range of categories while Pantaloons was firmly positioned in the lifestyle segment. We could now create shopping and entertainment landmarks in the cities in which we had already established a strong presence.

These three insights - the metamorphosis of department stores into developed markets; customer fatigue at the existing shopping malls in India; and the need to create destination malls in Indian cities - formed the genesis of the next format we started working on, Central. The objective was to create a retail format that was much larger and totally different from what India had seen till then. It would offer everything - from multiple brands for shopping, to restaurants, coffee shops, entertainment options and gaming zones - all under one roof. If we were able to deliver on these two fronts, we could attract customers from every part of the city and make it the city's prime shopping destination.

There were a couple of other issues that the Central model addressed quite well. Pantaloons outlets had limited space. We were positioning it as a fashion destination and the business model was based on selling mostly brands that we owned, or what are called private labels. However, with its increasing popularity; we were being approached by multiple foreign and Indian brands to stock these at Pantaloons. Central, being far bigger in size allowed us to open up a lot of space for other brands. However, unlike in any other mall, these brands didn't pay us rent. Instead the brands paid us a certain percentage of their sales in the mall as commission. Based on the performance of these brands, we could decide on which to keep and which to discard.

The first Central mall was launched in Bangalore in May 2004. Measuring 1,20,000 square feet, it was spread over six floors and housed over three hundred brands in categories like apparel, footwear, accessories, home furnishing, music and books. In addition we had coffee shops, food courts, a Food Bazaar, restaurants, pubs and discotheques. A customer could also book tickets for movies and concerts, book travel tickets and make bill payments.

What has primarily made Central the 'destination mall' for Bangalore is its location. It is located in the heart of the city, at M.G. Road, where once Hotel Victoria stood. Moreover, we added a lot of features to further establish it as the focal point of the city. The Central Square located outside the mall building has been made available for art exhibitions, cultural performances, shows and product launches. And in 2005, the vintage car rally was flagged off from the Central flag-point, which has since become the epicenter for many such events. Thus, Central captured in all its glory what we wanted a destination mall to be, and loved up to its tagline of 'Shop, Eat, and Celebrate.'

Soon after the launch of Bangalore Central, we opened the second Central in Hyderabad in November 2004. Once again it was located at the heart of the city on the Punjagutta Cross Road. Here, the roads connecting the city centre with Secunderabad, Jubilee Hills and the old part of the city; converge. It was more than double the size of Bangalore Central. Apart from over hundreds of brands to shop, it had food courts, restaurants, as well as a five-screen multiplex managed by PVR Cinemas. Much like the one Bangalore, Hyderabad Central didn't take much time to become the nerve centre of the city. With an annual retail turnover of around Rs 200 crore it is presently among the largest retail destinations in the country.

121. Which of the following statement is **true**?
- The Central mall in Hyderabad in 2004 occupies more than 2,40,000 square meter in are and currently considered as one of the largest retail destinations in the country with a generated annual retail destinations in the country with a generated annual retail turnover of around Rs. 200 crore.
 - It has been observed during the last decade that the hypermarkets are slowing, failing to retain consumers in competition with the department stores.
 - The market analysis convinced the company referred in the text that the time is ripe to introduce now shopping and entertainment landmarks in cities, where they already enjoy some market presence.
 - While the consumers were able to look for a certain category of products at length in the specialty stores, wholesale clubs allowed them to purchase a number of products at a cheap and negotiable rate.
122. Which of the following statement is **false**?
- The recent consumer response towards department stores led to the quest for a new business Model which may replace it in the coming days.
 - Since inauguration the Central Square outside the mall in Hyderabad has been used for various purposes so far including, art exhibitions, cultural shows, product launches etc.
 - When the company mentioned in the passage decided to capitalize on the emerging changes in consumer mindset on the retail sales, they already had an experience of nearly six years of operating in this market segment.
 - The changing structural framework of the new type of malls became very popular in various European and Southeast Asian countries, owing to their boundary-less arrangement of products, coupled with shopping entertainment options.
123. Which of the following terms has not been mentioned in the above passage?
- Department Stores
 - Hypermarkets
 - Wholesale Clubs
 - Super-speciality stores
124. Which of the following statement is **true**?
- The firm discussed here allowed various foreign and India garment companies to display their products in their show room on the condition that they will pay them either some rent, or a pre-decided percentage of their sales as commission.
 - Before going for the Central venture, the firm already had the experience of offering a wide range of product categories through Big Bazaar and in specialized segments through Pantaloons.
 - The Central mall in Bangalore provided importance to both goods and services for business development: it displayed around two hundred brands in categories like garments, footwear, music, book etc. on one hand, and ensured eating and entertainment options, ticket-booking for movies and concerts, travel services and bill payments within its premises on the other.
 - The reasons behind the losing out of the specialty stores had been multifarious, covering the traditional and unexciting environment, steep price competition from other rivals, inflexibility in operation etc.
125. Which of the following statement is **false**?
- In tune with the changing time, the new store created in Birmingham allowed brand competition within the store without explicit hierarchy of products, and organized various events to ensure lively amusement for the shoppers.
 - Since visiting different stores even within a mega shopping complex gets monotonous once the initial excitement is over, the exposure to

- multiple brands simultaneously with removal of the walls has been a consumer-friendly move.
- C. The idea behind setting up a mega retail network was to make it city's unique shopping location by ensuring exposure to multiple brands on one hand, and by making it an excellent hang-out option through setting up of entertainment and nourishment options on the other.
- D. The market analysis by the company described in the passage revealed that a representative buyer to a shopping center goes to at the most four or five stores, selecting large or small showrooms randomly.

Passage 3

In the early 1950s, a plague clouded the American landscape. A mysterious virus stalked the nation's youth like a silent, invisible killer. For generations, it had been devouring young lives. But in the previous three decades the number of its victims had increased dramatically. Those it did not kill, it left hopelessly paralyzed and deformed. Newspaper artists sometimes depicted the disease as a dragon. Its common name was infantile paralysis, or poliomyelitis, or simply polio.

Polio struck every summer, turning strong bodies into crumpled ones, leaving in its wake withered limbs in steel braces and straps. It was simply expected when the children returned to school each fall that a friend or classmate would have been lost to polio over the summer. Everyone knew a victim - if not in their own family, it was the boy down the street or one on the next street. By the early 1950s, some 50,000 cases per year were being reported, and 1952 alone saw 59,000 new cases.

But in April of 1955 a miracle occurred. It came in the form of an announcement that a vaccine had been discovered that could actually prevent polio. With completion of a series of research field tests, the news media hailed it as the most dramatic breakthrough in the history of medical research.

The hero of the day; the man who slew the polio dragon, was a shy young doctor named Jonas Salk. Stories of his heroic effort to perfect his vaccine filled the newspapers. In the months prior to final development of the vaccine, Salk had pushed himself to the limits of human endurance. Realizing he was close to a breakthrough, he worked seven days a week, often up to 20 or 30 hours at a time without sleep. He often skipped meals. The public lionized him for his efforts. But that was not the case among those in the scientific community. Behind the scenes, unknown to the public, Salk was being vilified by his peers. At one point some leading scientists even tried to stop distribution of his life-saving vaccine.

Salk's fellow scientists in biological research considered

him an outsider, intruding into their domain. In fact, in order to acquire funds for his research, Salk had to go outside normal channels. When he did so, scientists accused him of being a publicity hound. The research establishment was especially jealous of Salk's relationship with Basil O'Connor, the man who supplied much of his funding. As president of the National Foundation for Infantile Paralysis, O'Connor held the purse strings to millions in research dollars. And he believed in Salk.

Basil O'Connor knew firsthand the devastating effects of the disease. His daughter had been stricken with polio. And when O'Connor was young man, Franklin Roosevelt had been his best friend and law partner, long before becoming president of the United States. O'Connor had seen polio turn an athletic young Roosevelt into a man unable to stand without leg braces and walking sticks. In Jonas Salk, O'Connor found someone who shared his outright hatred for the disease.

Viewed in retrospect, one might understand the opposition of biological research scientists to Salk's method. He made many transgressions against traditional research. For one thing, the very efficacy of his vaccine toppled one of the most universally accepted (though erroneous) tenets of orthodox virology - the notion that an active virus could not be checked by its own dead viral bodies. That was precisely the path Salk chose to develop his vaccine.

For decades, traditional biologists had been waging what they considered a deliberate, correct, gentleman's fight against polio with efforts focused on treatment rather than prevention. By contrast, Salk fought the dragon like a man possessed, seeking a final cure. He had grown up on the fringes of poverty and developed an attitude more humanist than scientific, a man unwilling to abide senseless rules in the face of a crisis. He flailed against the disease like a punch-drunk street fighter and he landed a knockout blow. Finally, his success proved the greatest transgression of all against his fellow scientists. By the 1950s, researching polio was a very big business, and overnight, Salk made further efforts redundant. It was unheard of that an outsider, working independently, could accomplish what the nation's top scientists with their great laboratories and countless millions of dollars could not. They expressed their bitterness in rather petty ways, even refusing to accept Salk into the National Academy of Science. The reason? Salk, they contended, was not really a scientist - only a technician.

The public never knew the depths of his colleagues' resentment. It was almost a decade after his discovery before Salk himself would even discuss it. "The worst tragedy that could have befallen me was my success," he told an interviewer. "I knew right away that I was through, that I would be cast out."

But he was not through. With the polio dragon defeated, he launched a campaign to raise funds to construct the

Salk Institute for Biological Studies at Torrey Pines, California. He worked there, surrounded by bright, young scientists until his death at age eighty. Salk later became obsessed with finding a cure for the human immunodeficiency virus (HIV) that causes AIDS. Also until the day he died, he was trying to catch lightning in a test tube one last time. Perhaps a man is allotted only one miracle in his lifetime.

Today, research scientists work in the laboratories Jonas Salk built, searching for new weapons in the fight against dragons that defy destruction: cancer, AIDS, Alzheimer's, cerebral palsy, multiple sclerosis, and Parkinson's. Among those scientists at Torrey Pines, waging gentlemanly wars against the microscopic enemies of man, perhaps a new maverick will emerge - a stubborn street fighter who will defeat the odds and capture the lightning that eluded Jonas Salk.

126. Which of the following statement is **true**?
- For a long time the efforts made by traditional biologists in the battle against polio had been a combination of finding cure for the polio patients as well as preventing the newer occurrences.
 - Within three years from the menace of polio reaching a new peak, the antidote for the deadly disease was discovered by a relatively lesser known person.
 - Basil O'Connor had been a good friend of Theodore Roosevelt and his law partner.
 - The scientists at Salk Institute for Biological Studies are currently doing research to invent medicines to ensue permanent cures for

diseases like AIDS, cerebral palsy, multiple sclerosis etc.

127. Which of the following statement is **false**?
- A major proportion of the funds required for the research by Dr. Salk came from National Foundation for Infantile Paralysis, whose president Basil O'Connor ensured the requisite amount for him.
 - The extent of the resentment of the colleagues' of Dr. Salk over his achievement was known to the people almost thirty years after the invention of the vaccine against the disease.
 - The top scientists of the country did not favour the entry of Dr. Salk into National Academy of Science on the ground of his lack of professional qualification with respect to medical and biological science.
 - The driving reason behind the success of Dr Salk was the fact that he did not accept the framework developed by traditional virology research as foolproof, which was a key factor behind his success.

128. Match the following:

	List I		List II
i	Salk	a	Dragon
ii	Polio	b	Breakthrough
iii	Field tests	c	Torrey Pines
iv	HIV Research	d	Vilified

- ii-c, iii-b, iv-a
- 1-c, iii-c, iv-a
- i-d, ii-a, iii-b.
- ii-a, iii-c, iv-b.

SECTION - D: Part II

129. Mark the sentence which used the underlined word **incorrectly**:
- When Ram started enquiring about the conditions of his business, the childlike directness of his approach left Shyam baffled.
 - After the huge loss in the new venture, Amol realized that he had been childish in his trust and confidence.
 - The childlike gullibility of Bimal has always annoyed Kamal.
 - When the boss demanded an explanation from Amit for not submitting the project report in time, he burst into a childish fit of temper.

130. Mark the **correct** sentence in the following:
- Remember, when we tried to sort out the difference over the new project with Mr. Singh, he spoke to you and I as if we were babies?
 - Was it them who informed you about the music concert yesterday?

- The picture on the wall, which was taken years back, doesn't look a little like I.
- Was it she you were talking about during the discussion last week?

Directions for Questions 131 to 134:

Select the **right pair of words** to fill in the blanks.

131. The bell, hung on the door by means of a curved ribbon of steel, was _____ to circumvent. It was hopelessly cracked; but of an evening, at the slightest provocation, it clattered behind the customer with _____ virulence.
- impossible, melodious
 - effortless, loud
 - difficult, impudent
 - daunting, harmonious

132. A _____ question caused him to stutter to the point of suffocation. When started by anything perplexing he used to squint _____.
- A. courteous, palpably
B. brusque, horribly
C. considerate, genially
D. civil, frightfully
133. Vanity and pride are _____ things, though the words are often used _____. A person may be proud without being vain. Pride relates more to our _____ of ourselves, vanity to what we would have others think of us.
- A. same, differently, analysis
B. analogous, similarly, evaluation
C. different, synonymously, opinion
D. dissimilar, carelessly, view
134. During the heated discussion, the Leader of the group _____ refuted all the claims brought by his opponents. Later everybody acknowledged that he survived by most _____ luck.
- A. ingeniously, incredible
B. ingeniously, incredulous
C. ingenuously, incredible
D. ingenuously, incredulous

Directions for Questions 135 and 136:

The following four pairs may have synonymous or antonymous or part-whole relationships or no relationship at all with the pair provided in the question. Select the pair of words which has **the closest relationship** with the numbered pair.

135. COMMUNICATION: MESSAGE::
- A. Humour: Delight
B. Expression: Words
C. Clarification: Doubt
D. Emission: Cosmic
136. ACTIVATE: DETONATE::
- A. Deaden: Defuse
B. Quicken: Mutilate
C. Connect: Detach
D. Inform: Deform

Direction for Question 137:

The following four pairs may have synonymous or antonymous or part-whole relationships or no relationship at all with the pair provided in the question. Select the pair of words which has **no relationship** with the numbered pair.

137. PLENTITUDE : ABUNDANCE
- A. Augury : Divination
B. Indurate : Consolidate

- C. Perspicacity : Transparency.
D. Mulct : Muzzle

Directions for Questions 138 to 141:

Select the words from the options below that have the **farthest** meaning to the given words:

138. REPUDIATE
- A. Sanction
B. Afflict
C. Transient
D. Prowl
139. GRANDILOQUENT
- A. Immature
B. Innocent
C. Unpleasant
D. Simple
140. VENERATION
- A. Congregate
B. Loquacious
C. Consecrate
D. Burlesque
141. PERSPICACIOUS
- A. Judicious
B. Obtuse
C. Adroit
D. Cerebral

Directions for Questions 142 to 144:

Mark the **wrongly spelled** word mentioned among the following options:

142. A. Contemporaneous
B. Belligerent
C. Epicurean
D. Recalcitrent
143. A. Opprobrium
B. Iniquitous
C. Vicisitude
D. Pusillanimous
144. A. Exonerate
B. Unctuous
C. Flatulant
D. Disencumber

Directions for Questions 145 and 146:

Mark the **correct** sentence in the following:

145. A. Pele, whom many people consider is the greatest footballer of all times, represented Brazil in four World Cups.
B. When the news about the decline in the quarterly sales of the product broke out, it was difficult to say who the Company would hold responsible for this disaster.
C. When the tension with the business partners increased, Mr. Singh decided to visit them personally and talk to whomever is willing to sort the discord.
D. Who do you think was supposed to meet Mr. Brown from the news bureau, the well-known author, during his week-long visit to Delhi?

146. A. Returning home from the dinner, we were annoyed to find that the porch light is broke again.
B. If you keep on losing your composure on minor issues, that isn't going to get you nowhere.
C. In the meeting, Mr. Mehta informed the executives that they have to fulfill the target regardless of the stringency of the deadline.
D. The call for the assembly was very disappointing, as we haven't hardly initiated our discussion on a new venture outside the main conference bloc.

Directions for Questions 147 and 148:

Mark the option in the following, which contains a **grammatically wrong** sentence:

147. A. A marvelous stillness pervaded the world, and the stars, together with the serenity of their rays, seemed to shed upon the earth the assurance of everlasting security.
B. We plowed along bravely for a week or more, and without any conflict of jurisdiction among the captains worth mentioning.
C. The tulips, concerning whose cultivation Rosa was taught all the mysteries of the art, formed the principal topic of the conversation; but, interesting as the subject was, people cannot always talking about tulips.
D. She gazed at me as never man's face was scanned yet.

148. A. Here, a broad, deep, circumvallatory trench, hewn from the solid rock, was defended by a wall of great strength erected upon its inner edge.
B. I might well say now, indeed, that the latter end of job was better than the beginning.
C. I really had not yet been able to make up my mind whether I liked Uriah or detested him; and I was very doubtful about it still, as I stood looking him in the face on the street.
D. The Prior had his own reasons, however, for persevering in the course of temperance which he had adopted.

Directions for Questions 149 and 150:

Mark the correct option, which puts the parts of the sentence in **right order**:

149. I. But she gained courage as she went on.
II. She was a little nervous about it just at first.
III. And opened their eyes and mouths so very wide.
IV. The two creatures got so close to her, one on each side.
A. IV, III, II, I
B. II, IV, III, I
C. II, I, IV, III
D. None of the above
150. I. It would perhaps be possible for him to be of some use to this brave girl
II. He said to himself, vaguely at first, that
III. Without neglecting anything of what was due to his important mission.
IV. And this idea pleased him.
A. II, III, I, IV
B. III, II, I, IV
C. I, III, II, IV
D. None of the above