

## READING COMPREHENSION

### PASSAGE

Ten years ago, former TV news anchor Christine Craft sued a Kansas City station that demoted her for being "too ugly," a highly publicized and ultimately unsuccessful case that added "lookism" to the growing list of prejudices condemned by social critics.

Now the first full-blown study on the subject by economists shows that lookism carries a big price for its victims-and handsome economic rewards for those blessed with good looks.

The earnings gap between attractive and unattractive people, who otherwise share the same education, experience and other characteristics, rivals that between black and white or male and female workers, reported Daniel Hamernlesh and Jeff Biddle, economists at the University of Texas and Michigan State University.

In a surprising departure from conventional wisdom, their research suggests that men earn even greater rewards for good looks and pay even greater penalties for ugliness than do women in our beauty-conscious society.

"The biggest effects are on the bad-looking, not the good-looking," said Hamernlesh. "And the effects are if anything bigger for men than women, a result that's startling to me."

Attractive people tend to earn about 5 per cent more per hour than those with average looks. Homely workers pull in about 7 percent less than average, other things being equal, the researchers found. Men with below-average looks earned 9 percent less, compared with 5 percent for women.

The researchers also found that women considered to be unattractive are less likely to work than other women and tend to marry men with lower levels of education.

These earnings gaps could be explained by a variety of factors: employers showing simple favoritism toward attractive job applicants, a tendency by consumers or fellow employees to favor good-looking workers (thus making them more valuable to bosses) or the possibility that attractive workers have higher self-esteem and actually produce more.

Psychologists have found that attractive people are widely regarded as being more intelligent, friendly, honest and confident than others-all traits that could influence employers and customers to discriminate in favor of them.

And attractive children are often rewarded with more praise from parents and teachers, shaping their personality in ways that may boost their confidence and poise, both valued in the marketplace.

The economists found some evidence that the earnings gap is caused by certain occupations catering to attractive employees more than others. But favoritism towards good looks and prejudice against homeliness is pervasive in most jobs, they determined.

"It's not just a matter of good-looking people going to work in Hollywood and bad-looking people digging ditches," Hamernlesh said. "Even within any given occupation, good-looking people make more."

...People can and do influence their looks by spending on cosmetics, hair styling and fashionable clothes. In this sense "lookism" is more easily combatted than racism or sexism.

"People do intuitively understand these results and invest in how well they look," Hamernlesh said. "I fully expect that when these

results are published, Revlon or some company will advertise that you can make 10 percent more if you buy their lipstick."

1. Which of the following would go best along with the contents of the passage ?

- A. (1) Attractive people are less likely to work than unattractive ones, as they would concentrate more in improving their looks.
- B. (2) Looks of the employees hardly matter in determining the productivity level of a person.
- C. (3) Cosmetics, hair styling and fashionable clothes, if properly taken care of, are conducive to the increase in the income of an employee.
- D. (4) Intelligence and honesty have nothing to do with the looks of a person.

2. All of the following, as per the passage, are true except that :

- A. attractive children are more praised by their parents and teachers, as compared to non-attractive children.
- B. good looking workers are more valuable to bosses.
- C. self esteem is higher in attractive workers than in non-attractive ones.
- D. there is bias towards the quality of homeliness in most jobs.

3. 'Lookism', as made out by the passage, has :

- A. placed people, who do not look good, in a disadvantageous position.
- B. caused people blessed with good looks to neglect their profession, making them unprofessional.
- C. become a misplaced idea, as all that an employer looks forward to is the productive output of the employee.
- D. resulted in expansion of the customer and clientele base, as customers and clients would love to deal with organisations that employ people with good looks.

4. The passage has come out with 'lookism' as :

- A. a fad which is not going to last long.
- B. a social evil having the same destructive effect as racism and sexism.
- C. a factor responsible for the flourish and progress of the business.
- D. a reason for large number of employees leaving the organisation.

5. Which of the following is not in tune with the contents of the passage ?

- A. (1) Psychologists are of the view that looks of a person is least related to qualities like intelligence, friendliness, confidence and honesty.
- B. (2) Research studies have established that women with less attractive looks are less likely to work.
- C. (3) Attractive people tend to earn about 5 percent more per hour than those with average looks.
- D. (4) None of the above.

6. The central idea of the passage is best represented by which of the following ?

- A. Cosmetics add to the get-up of a person and increase the chance of prospering further in career.
- B. Productivity level of a person has nothing to do with the looks and is a function of hardwork and skills.
- C. Lookism' is not the main criteria for judging an employee, education, experience and hard work matter.
- D. Physical beauty is a stepping stone for ascending higher in profession.

7. As per the passage, attractive looks of a person :

- A. are a source of distraction from the main objective and goal.
- B. reflect traits which could influence employers and customers to favour them.
- C. should not be given undue importance as physical beauty is transient.
- D. are deceptive ways to impress and influence the employers, as a cover up for the shortcomings and lapses.

8. The passage in essence is :

- A. informative
- B. boring
- C. riddled with contradictory findings
- D. full of hypotheses

9. The passage is most likely an extract from :

- A. an annual report of an MNC, detailing the work culture prevalent in the organisation.
- B. a well-researched article on the latest in the Human Resources area of management in an organisation.
- C. the publicity campaign of a store selling cosmetics and novelty items.
- D. the private and confidential notings of a divisional head, justifying the policy measures, alleged to be discriminatory in nature.

10. A suitable title for the passage is :

- A. Hardwork - The Key Factor To Success.
- B. Luck Versus Hardwork.
- C. 'Lookism' - A Decider For The Person's Progress.
- D. Physical Attraction-An Impediment To The Rise In Career.

#### Solutions

1.(C) 2.(D) 3.(A) 4.(B) 5.(A) 6.(D) 7.(B) 8.(A) 9.(B) 10.(C)

#### SPOT THE ERROR

- 11. Knowledge of regional language is (1)/ necessary for bank officers because (2)/ they are to understand (3)/ what their customers say (4)/ No error (5)
- 12. We should drink (1) / several glasses of the water (2) / daily (3) / if we want to remain healthy (4) / No error (5)
- 13. You have been learning Tamil (1) / for last one year (2) / but you show (3) / no improvement whatsoever (4)/ No error (5)
- 14. It is a fact (1) / that most of people (2) / desire to work less (3) / but earn more (4) / No error (5)
- 15. Child was looking out (1)/ through the open window (2) / with fear (3)/ in its eyes (4) / No error (5)
- 16. Everyone knows (1)/ that leopard is (2)/ faster than (3)/ all other animals (4)/ No error (5)

17. Now days workers are less interested (1)/ in money as such (2)/ and appear to be more concerned (3)/ about opportunities for autonomy and freedom (4)/ No error (5)
18. The palmist friend of Rajni Mohan (1)/ had predicted that his son Raman would become an artist (2)/ and (3) / the prediction proved true (4)/ No error (5)

#### ANSWERS

11.(A) 12. (B) 13. (B) 14. (B) 15. (A) 16. (B) 17. (A) 18. (A)

#### FILL IN THE BLANK

19. That maths exam was incredibly difficult. It took me ages to ..... some of the answers.  
(a) sort out (b) put out (c) work out (d) find out

#### ANSWER-C

20. I don't mind helping you bake a cake, but just make sure you ..... everything when you've finished.  
(a) put out (b) put away (c) sort out (d) bring up

#### ANSWER-B

21. I'm broke. I have to ..... an idea for making money.  
(a) get on with (b) put up with (c) run out of (d) come up with

#### ANSWER-D

22. Our teacher told us to ..... our work quietly.  
(a) get on with (b) put up with (c) run out of (d) come up with

#### ANSWER-A

23. The government wants to ..... a new scheme to encourage people to start their own businesses.  
(a) work out (b) try out (c) find out (d) run out

#### ANSWER-B

24. You must decide and ..... up your mind.  
(a) do (b) get (c) make (d) take

#### ANSWER-C

25. What time do you ..... up in the morning?  
(a) do (b) get (c) make (d) take

#### ANSWER-B

26. At the moment we are trying to ..... for the town centre.  
(a) do (b) get (c) make (d) take

#### ANSWER-C

#### SENTENCE IMPROVEMENT

27. Political satire typically seizes on a public official's foibles or flaws and exaggerates them.

- A. Political satire typically seizes on a public official's foibles or flaws and exaggerates them  
B. Political satire seizes typically on a public official's foibles and flaws or exaggerates them  
C. Political satire typically seizes on a public official's foibles or flaws thereby exaggerating it  
D. Political satire tends to typically seize on a public official's foibles or flaws and exaggerate them  
E. Political satire typically seizes on a public official's foibles or flaws and is exaggerating them

#### Answer – A

28. The weak dollar, the volatile stock market, the lacklustre economy, the yawning budget deficit, the Federal Reserve being accommodative— all these and more have people rushing for gold.

- A. the lacklustre economy, the yawning budget deficit, the Federal Reserve being accommodative — all these and more have people rushing for gold.  
B. the lacklustre nature of the economy, the yawning of the budget deficit, the accommodative Federal Reserve — all these and more has people rushing for gold.  
C. the lacklustre economy, the yawning budget deficit, the accommodative Federal Reserve — all this and more has people rushing for gold.  
D. the lacklustre economy, the budget deficit yawn, the accommodative Federal Reserve — all these and more had people rushing for gold.  
E. the lacklustre economy, the yawning budget deficit, the accommodative Federal Reserve — all these and more have people rushing for gold.

#### Answer – E

29. According to a 2009 Prudential survey, 37 percent of people think that Medicare will cover their long-term care costs but it won't.

- A. 37 percent of people think that Medicare will cover their long-term healthcare costs but it won't.  
B. 37 percent of people think that Medicare will cover their long-term healthcare costs and it won't.  
C. 37 percent of people think Medicare would cover their long-term healthcare costs but it won't.  
D. 37 percent of people think that Medicare will cover their long-term healthcare costs but they won't.  
E. 37 percent of people are thinking that Medicare will be covering their long-term health care costs but it won't.

#### Answer – A

30. Bloomingdale's store in Santa Monica, which opened this summer, is about 105,000 square feet on two floors, less than one-eighth the size of the chain's Manhattan flagship store.

- A. store in Santa Monica, which opened this summer, is about 105,000 square feet on two floors, less than one-eighth the size of the chain's Manhattan flagship store.
- B. Santa Monica store, which opened this summer, is about 105,000 square feet on two floors, less than one-eighth the size of the chain's Manhattan flagship store.
- C. store in Santa Monica, which opened this summer, is about 105,000 square feet on two floors, fewer than one-eighth the size of the Manhattan flagship store.
- D. Santa Monica store, which opened this summer, is about 105,000 square feet on two floors, less than one-eighth the size of the Manhattan flagship store.
- E. Santa Monica store, which opened this summer, is about 105,000 square feet on two floors, less than one-eighth the size of their Manhattan flagship store.

**Answer – B**

31. The notion of gold being more expensive than ever happens to fit with a larger narrative which also does not square with the facts, namely, that inflation is an imminent threat.

- A. of gold being more expensive than ever happens to fit with a larger narrative which also does not square with the facts, namely, that
- B. that gold is more expensive as ever happens to fit with a larger narrative that also does not square with the facts, namely,
- C. that gold is more expensive than ever happens to fit with a larger narrative that also does not square with the facts, namely, that
- D. of gold being more expensive than ever happened to fit with a larger narrative that also did not square with the facts, namely, that
- E. that gold is as expensive than ever happens to fit with a larger narrative that also do not square with the facts, namely, that

**Answer – C**

32. With health care costs climbing even higher during this enrolment season, more employers are adopting a tiered system for passing on the bulk of these costs to their employees by assigning bigger contributions to workers in top salary brackets and to offer some relief to workers who make less money.

- A. for passing on the bulk of these costs to their employees by assigning bigger contributions to workers in top salary brackets and to offer some relief to workers
- B. to pass on the bulk of these costs to its employees by assigning bigger contributions to workers in top salary brackets and by offering some relief to workers
- C. for passing on the bulk of these costs to their employees through assigning bigger contributions for workers in top salary brackets but offering some relief to workers
- D. to pass on the bulk of these costs to their employees by assigning bigger contributions to workers in top salary brackets and offering some relief to workers
- E. to pass on the bulk of this costs to their employees by assigning bigger contributions to workers in top salary brackets and by offering some relief to workers

**Answer – D**

33. Despite the financial setbacks of the last three years, Ms. Hanson bets that there are still many East Coast women with considerable capital that are ready to redeploy part of them

- A. bets that there are still many East Coast women with considerable capital that are ready to redeploy part of them
- B. is betting that there are still many East Coast women with considerable capital who are ready to redeploy part of it
- C. is betting that there are still many East Coast women having considerable capital who are ready to redeploy part of that
- D. has been betting that there were still many East Coast women with considerable capital who are ready to redeploy part of it
- E. is betting that there will still be many East Coast women with considerable capital who would be ready to redeploy part of these

**Answer – B**

34. Consumer advocates are worrying that the competing agendas of economic policy makers, who want uniform international standards, and federal regulators, who are trying to balance consumer protection and commercial rights, would neglect the interests of people most affected by the privacy policies

- A. are worrying that the competing agendas of economic policy makers, who want uniform international standards, and federal regulators, who are trying to balance consumer protection and commercial rights, would neglect the interests of people
- B. worry that the competing agendas of economic policy makers, wanting uniform international standards, and federal regulators, trying to balance consumer protection and commercial rights, neglects the interests of people
- C. worried that the competing agendas of economic policy makers, who wanted uniform international standards, and federal regulators, who were trying to balance consumer protection and commercial rights, was neglecting the interests of people
- D. worry that the competing agendas of economic policy makers, that want uniform international standards, and federal regulators, that are trying to balance consumer protection and commercial rights, would neglect the interests of people
- E. worry that the competing agendas of economic policy makers, who want uniform international standards, and federal regulators, who are trying to balance consumer protection and commercial rights, will neglect the interests of people

**Answer – E**

## CRITICAL REASONING

35. The price the government pays for standard weapons purchased from military contractors is determined by a pricing method called "historical costing." Historical costing allows contractors to protect their profits by adding a percentage increase, based on the current rate of inflation, to the previous year's contractual price.

Which of the following statements, if true, is the best basis for a criticism of historical costing as an economically sound pricing method for military contracts?

- (A) The government might continue to pay for past inefficient use of funds.
- (B) The rate of inflation has varied considerably over the past twenty years.

- (C) The contractual price will be greatly affected by the cost of materials used for the products.
- (D) Many taxpayers question the amount of money the government spends on military contracts.
- (E) The pricing method based on historical costing might not encourage the development of innovative weapons.

**The correct answer is A.**

36. Since the mayor's publicity campaign for Greenville's bus service began six months ago, morning automobile traffic into the midtown area of the city has decreased seven percent. During the same period, there has been an equivalent rise in the number of persons riding buses into the midtown area. Obviously, the mayor's publicity campaign has convinced many people to leave their cars at home and ride the bus to work.

Which of the following, if true, casts the most serious doubt on the conclusion drawn above?

- (A) Fares for all bus routes in Greenville have risen an average of five percent during the past six months.
- (B) The mayor of Greenville rides the bus to City Hall in the city's midtown area.
- (C) Road reconstruction has greatly reduced the number of lanes available to commuters in major streets leading to the midtown area during the past six months.
- (D) The number of buses entering the midtown area of Greenville during the morning hours is exactly the same now as it was one year ago.
- (E) Surveys show that longtime bus riders are no more satisfied with the Greenville bus service than they were before the mayor's publicity campaign began.

**The correct answer is C.**

37. Shelby Industries manufactures and sells the same gauges as Jones Industries. Employee wages account for forty percent of the cost of manufacturing gauges at both Shelby Industries and Jones Industries. Shelby Industries is seeking a competitive advantage over Jones Industries. Therefore, to promote this end, Shelby Industries should lower employee wages.

Which of the following, if true, would most weaken the argument above?

- (A) Because they make a small number of precision instruments, gauge manufacturers cannot receive volume discounts on raw materials.
- (B) Lowering wages would reduce the quality of employee work, and this reduced quality would lead to lowered sales.
- (C) Jones Industries has taken away twenty percent of Shelby Industries' business over the last year.
- (D) Shelby Industries pays its employees, on average, ten percent more than does Jones Industries.
- (E) Many people who work for manufacturing plants live in areas in which the manufacturing plant they work for is the only industry.

**The correct answer is B.**

38. Treatment for hypertension forestalls certain medical expenses by preventing strokes and heart disease. Yet any money so saved amounts to only one-fourth of the expenditures required to treat the hypertensive population. Therefore, there is no economic justification for preventive treatment for hypertension.

Which of the following, if true, is most damaging to the conclusion above?

- (A) The many fatal strokes and heart attacks resulting from untreated hypertension cause insignificant medical expenditures but large economic losses of other sorts.
- (B) The cost, per patient, of preventive treatment for hypertension would remain constant even if such treatment were instituted on a large scale.
- (C) In matters of health care, economic considerations should ideally not be dominant.
- (D) Effective prevention presupposes early diagnosis, and programs to ensure early diagnosis are costly.
- (E) The net savings in medical resources achieved by some preventive health measures are smaller than the net losses attributable to certain other measures of this kind.

**The correct answer is A.**

39. Since the deregulation of airlines, delays at the nation's increasingly busy airports have increased by 25 percent. To combat this problem, more of the takeoff and landing slots at the busiest airports must be allocated to commercial airlines.

Which of the following, if true, casts the most doubt on the effectiveness of the solution proposed above?

- (A) The major causes of delays at the nation's busiest airports are bad weather and overtaxed air traffic control equipment.
- (B) Since airline deregulation began, the number of airplanes in operation has increased by 25 percent.
- (C) Over 60 percent of the takeoff and landing slots at the nation's busiest airports are reserved for commercial airlines.
- (D) After a small Midwestern airport doubled its allocation of takeoff and landing slots, the number of delays that were reported decreased by 50 percent.
- (E) Since deregulation the average length of delay at the nation's busiest airports has doubled.

**The correct answer is A.**

40. Unlike the wholesale price of raw wool, the wholesale price of raw cotton has fallen considerably in the last year. Thus, although the retail price of cotton clothing at retail clothing stores has not yet fallen, it will inevitably fall.

Which of the following, if true, most seriously weakens the argument above?

- (A) The cost of processing raw cotton for cloth has increased during the last year.
- (B) The wholesale price of raw wool is typically higher than that of the same volume of raw cotton.
- (C) The operating costs of the average retail clothing store have remained constant during the last year.
- (D) Changes in retail prices always lag behind changes in wholesale prices.
- (E) The cost of harvesting raw cotton has increased in the last year.

**The correct answer is A.**