

Decision Making

What is Decision Making?

The action or process of making important decisions for selection of a candidate is known as Decision Making. In this [logical reasoning](#) section, criteria for selection of any post or admission will be given, which a candidate must need to fulfil in order to get selected for a particular job or post.

In other types of questions, a paragraph of information is given and based on which the questions are to be answered in a relevant manner. Questions from the Decision Making reasoning section are designed to judge the decision making capability of a candidate.

Types of Decision Making

Now that we know what consists of the questions related to the Decision Making reasoning section, let's see the various types of questions that one may come by one below:

1. Eligibility Test

In this type of Decision Making, a set of necessary conditions and qualifications required to be fulfilled by the candidate for a certain vacancy in a job/promotion/admission in a college, along with the biodata of certain candidates who have applied for the same will be given. Candidates are required to evaluate and assess a candidate's eligibility and decide the appropriate course of action to be taken from the given alternatives.

2. Passage Based Decision Making

In this type of Decision Making, generally a paragraph or a group of statements is given followed by some questions, and a candidate is required to read the data carefully and decide accordingly, which option follows from the data.

Eligibility Test: Study the following data deliberately to answer the questions given underneath from 1 to 5.

Following are the capabilities for a specific post in a reputed organization.

The applicant must –

- (a) be an Engineering graduate with at least 50% marks;
- (b) be at least 21 years and not over 25 years old as on 1.5.2006;
- (c) have passed through the determination test with no less than 60% marks;
- (d) be willing pay a store of Rs. 25,000, to be discounted on consummation of training.

However, if a candidate fulfills the above mentioned criteria except:

- (i) At (a) above, yet has showed up for the last semester examination and has acquired a total of least 65% marks in initial seven semesters, his/her case might be referred to the V.P. of the organization;
- (ii) At (d) above, however will pay a measure of at any rate Rs. 10000 and has gotten no less than 70% marks at Engineering degree, the case possibly referred to the General Manager of the organization.

Eligibility Test Questions

In each of the accompanying questions, points of interest of the applicants are given with respect to his/her candidature. You need to read the given data and choose his/her status in view of the conditions given above. You are not to expect something besides the data given in each of the following questions. All these cases are given to you as on 1.5.2006

Q 1-Amjad is an IT engineer went out in 2003 with 48% marks. After getting the designing degree, He has done MBA with specialization in Marketing. He has cleared the determination test with 60% imprints. He can pay the store of Rs. 25000. His date of birth is fifteenth September.

- a)If the applicant is to be selected;
- b)If the case is to be referred to the General Manager;
- c)If the case is to be referred to the V.P.;
- d)If the data provided is not adequate to take a decision;
- e)If the applicant is not to be selected.

Eligibility Test Questions

Q 2-Harish is an understudy of Mechanical Engineering and has showed up for the last semester examination. Results of the last semester examination are normal one month from now. He is hoping

to score 65% imprints in the last semester as his total rate of the initial seven semesters is 67%. He has passed through the choice test with 60% checks and has no issue in paying the measure of Rs. 10,000 as store. He is 22 years of age at present.

- a) If the applicant is to be selected;
- b) If the case is to be referred to the General Manager;
- c) If the case is to be referred to the V.P.;
- d) If the data provided is not adequate to take a decision;
- e) If the applicant is not to be selected.

Eligibility Test Questions

Q 3-Godwin has passed Computer Engineering degree with 68% marks in 2005 at the age of 22 years and is working with private engineering firm for last six months. He has cleared the selection test with 63% marks, He will manage to pay Rs. 25,000 as deposit.

- a) If the applicant is to be selected;
- b) If the case is to be referred to the General Manager;
- c) If the case is to be referred to the V.P.;
- d) If the data provided is not adequate to take a decision;
- e) If the applicant is not to be selected.

Eligibility Test Questions

Q 4-Christy, who has just completed 23 years of age, passed out degree in Civil engineering with 70% marks. He has cleared the selection test with 61% marks. He is willing to pay the amount of Rs. 10000 only and will not be able to pay Rs. 25000.

- a) If the applicant is to be selected;
- b) If the case is to be referred to the General Manager;
- c) If the case is to be referred to the V.P.;
- d) If the data provided is not adequate to take a decision;
- e) If the applicant is not to be selected.

Eligibility Test Questions

Q 5-Martin has appeared for the last semester examination of Mechanical Engineering and the results are awaited. He secured first class in each of the first seven semesters. He has recently completed 22 years of age. He has no problem in paying the required amount of Rs. 25,000 as deposit. He has passed the selection test with 58% marks.

- a) If the applicant is to be selected;
- b) If the case is to be referred to the General Manager;
- c) If the case is to be referred to the V.P.;
- d) If the data provided is not adequate to take a decision;
- e) If the applicant is not to be selected.

Directions (Q1 - Q2): Refer to the information given below and answer the following questions:

In a school in New Delhi, a panel of three senior teachers has been formed to elect the Head Boy of the school. Three probable candidates have been selected by the students: Ajay, Veer and Nitin. Each teacher has to vote either in against or for each student.

The following criteria is known to us about the selection:

- Exactly two teachers vote for Ajay
- Exactly one teacher votes for Veer
- Exactly one teacher votes for Nitin
- Teacher 1 votes for Ajay
- Teacher 2 votes against Ajay and Nitin
- Teacher 3 votes against Nitin

Q 1. Which of the given statements is definitely true?

1. Teacher 2 votes for Nitin
2. Teacher 3 is in support of Ajay but against Nitin
3. Teacher 1 is against Ajay
4. Teacher 3 is against Veer
5. None of the above

Q 2. Based on the given information, which of the statements is completely false?

1. If Teacher 3 votes against Veer, then Teacher 2 would have voted for Veer
2. Teacher 1 was against making Veer the Head Boy of the school
3. Teacher 3 voted for Ajay
4. Veer was not supported by Teacher 1
5. None of the above

Direction Q3: You have been using a certain computer system to perform your role for years and it has proved to be stable and reliable. Recently, you were informed that it is to be updated next month with new functionality and applications. You are concerned about the time it would take to have a trouble free system as the current system took six months to become trouble free. You now need to decide your response to this news.

Q 3. What would be the least effective answer?

1. Find out all you can about the system and volunteer to be the first to trail run it.
2. Voice your concern to your superior and recommend that all possible upgrades be delayed until all possible issues have been identified and resolved.
3. Ask All other colleagues to run the new systems for errors so that the quality of your work is not compromised, but seek their reviews.
4. Believe that the appropriate checks have been carried out and wait for the introduction of the upgrade so that you can assess its functionality.

Practice Questions For Eligibility Test

Direction (6 to 10): Study the following information carefully and answer the question given below.

Following are the condition for selecting Marketing manager in an Organization.

The candidate must

- (i)** be at least 30 years old as on 1. 3. 2009.
- (ii)** have secured at least 55% marks in graduation.
- (iii)** have secured at least 60% marks in Post - Graduate Degree/Diploma in Marketing.
- (iv)** have post qualification work experience of at least five years in the Marketing Division of an organization.
- (v)** have secured at least 45% marks in the selection process.

In the case of a candidate who satisfies all other conditions except

(a) at (iv) above, but has post - qualification work experience of at least two years as Deputy Marketing

Manager, the case is to be referred to GM – Marketing

(b) at (ii) above but has secured at least 65% marks in Post - Graduate Degree/Diploma in Marketing management, the case is to be referred to Vice - President - Marketing.

Practice Questions For Eligibility Test

Q 6- Divya Kohali has been working for the past five years in Marketing Division of an organization after completing her Post - Graduate Diploma in marketing with 65% marks .She has secured 55 % marks in graduation and 50% marks in the detection process. She was born on 2nd April 1979.

- a)if the candidate is not to be selected
- b)if the candidate is to be selected
- c)if the data are inadequate to take a decision
- d)if the case is to be referred to Vice President marketing
- e)if the case is to be referred t GM – Marketing

Practice Questions For Eligibility Test

Q 7-Varun Malhotra was born on 3rd July 1976. He has been working as Deputy Marketing Manager in an organization for the past three years after completing his Post-Graduate Degree in Marketing with 65% marks. He has secured 55% marks in both graduation and selection process.

- a)if the candidate is not to be selected
- b)if the candidate is to be selected
- c)if the data are inadequate to take a decision
- d)if the case is to be referred to Vice President marketing
- e)if the case is to be referred to GM – Marketing

Practice Questions For Eligibility Test

Q 8-Navin Marathe was born on 8th April 1975. He has secured 60% mark in both graduation and post graduate degree in Marketing. He has been working for the past six years in the Marketing Division of an organization after completing his PG Degree in Marketing. He has secured 80% marks in the selection process.

- a)if the candidate is not to be selected
- b)if the candidate is to be selected
- c)if the data are inadequate to take a decision
- d)if the case is to be referred to Vice President marketing
- e)if the case is to be referred to GM – Marketing

Practice Questions For Eligibility Test

Q 9-Sudha Gopalan has secured 50% marks in both selection process and graduation. She has been working for the past six years in the Marketing Division of an organization after completing her Post Graduate Diploma in Marketing with 65% marks. She was born on 14th October 1978.

- a)if the candidate is not to be selected
- b)if the candidate is to be selected
- c)if the data are inadequate to take a decision
- d)if the case is to be referred to Vice President marketing
- e)if the case is to be referred to GM – Marketing

Practice Questions For Eligibility Test

Q 10-Suresh Mehta has secured 58% marks in graduation. He was born on 19th May 1975. He has secured 50% marks in the past seven years in the Marketing Division of an organization after completing his Post Graduation with 62% marks.

- a)if the candidate is not to be selected
- b)if the candidate is to be selected
- c)if the data are inadequate to take a decision
- d)if the case is to be referred to Vice President marketing
- e)if the case is to be referred to GM – Marketing

Practice Questions For Eligibility Test

Direction (11 to 15): Study the following information carefully and answer the questions given below:

Following are the conditions for selecting personnel Manager in an organization:

The candidate must

- (i) be a graduate with at least 50% marks.
- (ii) have a postgraduate degree/diploma in Personnel Management/HR with at least 60% marks.
- (iii) not be more than 35 years as on 1. 6. 2009.
- (iv) have post qualification work experience of at least five years in the Personnel/Hr division of an organization.
- (v) have secured at least 45% marks in the selection process.

In the case of a candidate who satisfies all the conditions

EXCEPT

- (a) at (iii) above, but has post - qualification work experience of at ten years, the case is to be refereed to the **Director - Personnel**.
- (b) at (iv) above, But has post - qualification work experience as deputy Personnel Manager of at least three years, the case is to be referred to **President - Personnel**.

Practice Questions For Eligibility Test

Q11-Gopal Sharma has been working for the past five years in the HR Deptt, of an organization after completing his post-graduate diploma in HR with 62% marks. He has secured 50% marks in both graduation selection process. He was born on 20th May 1974.

- a)if the candidate is to be selected
- b)if the candidate is not to be selected
- c)if the information provided is inadequate to take a decision
- d)if the case is to be referred to the Director-Personnel
- e)if the case is to be referred to the President – Personnel

Practice Questions For Eligibility Test

Q 12-Arun Vohra has secured 55% marks in graduation. He has been working in the personnel deptt. Of an organization for the past eleven years after completing his post - graduate degree in personnel management with 65% marks. He has secured 50% marks in selection process. He was born on 12th August 1972.

- a)if the candidate is to be selected
- b)if the candidate is not to be selected
- c)if the information provided is inadequate to take a decision
- d)if the case is to be referred to the Director-Personnel
- e)if the case is to be referred to the President – Personnel

Practice Questions For Eligibility Test

Q 13-Anant Joshi has been working in the personnel department of an organization for the past six years. He was born on 7th November 1977. He has secured 60% marks in post-graduate degree in personnel management. He has also secured 55% marks in both graduation and selection process.

- a)if the candidate is to be selected
- b)if the candidate is not to be selected
- c)if the information provided is inadequate to take a decision
- d)if the case is to be referred to the Director-Personnel
- e)if the case is to be referred to the President – Personnel

Practice Questions For Eligibility Test

Q 14-Meena Srivastava was born on 6th March 1978. She has been working as Deputy Personnel Manager in an organization for the past four years after completing her post-graduating diploma in HR with 68% marks. She has secured 50% in both graduation and selection process.

- a)if the candidate is to be selected
- b)if the candidate is not to be selected
- c)if the information provided is inadequate to take a decision
- d)if the case is to be referred to the Director-Personnel
- e)if the case is to be referred to the President – Personnel

Practice Questions For Eligibility Test

Q 15-Asha Dhar has secured 80% marks in graduation and 62% marks in post-graduate degree in personnel management. She has also secured 48% mark in the selection process. She has been working for the past seven years in the personnel deptt of an organization after completing her post-graduate degree. She was born on 8th June 1974.

- a)if the candidate is to be selected
- b)if the candidate is not to be selected
- c)if the information provided is inadequate to take a decision
- d)if the case is to be referred to the Director-Personnel
- e)if the case is to be referred to the President – Personnel



THANK YOU