


TEST DETAILS		
Registration no.	BDE-2903-0002047633	Test Name: Business Development Test Date: 29/03/2022 Time: 10:00 AM
Candidate Name	SHARATH BABU	
Email	royalssharath6@gmail.com	
State	Andhra Pradesh	
Prerequisites	Laptop with an internet connection	
TEST SCHEDULE & FORMAT		
Phase I - Qualifier		
Round 1	<ul style="list-style-type: none">• Prove your aptitude• Business Scenarios Note: There will be 50% negative marking for questions in these rounds.	10:00 AM-12:15 PM
Round 2		
Qualifying Criteria: Get 200+ out of 400 in Phase I to qualify for Phase II.		
Phase II		
Round 3	<ul style="list-style-type: none">• Test your confidence• Make your pitch	02:00 PM-04:15 PM
Round 4		
Round 5	<ul style="list-style-type: none">• Face the interview	05:00 PM
Results and Declaration	Within 5 working days of the test	
Qualifying Criteria: Get 500+ out of 1000 to qualify for Company Placements.		
<div> GET HIRED!</div>		

TEST SYLLABUS		
Data Interpretation & Logical Reasoning	<ol style="list-style-type: none">1. Caselets and Tables2. Bar Graphs, Column Graphs, Venn Diagrams3. Line Charts & Pie Chart4. Combination of two or more types linked to each other5. Number and Letter Series6. Calendars, Cubes and Clocks7. Binary Logic8. Seating Arrangement, Matching9. Logical Sequence, Connectives10. Blood Relations, Games and Tournaments11. Routes and Networks12. Missing Information/Incorrect Information	Suggested Reading Materials 1. Logical Reasoning and Data Interpretation by Nishit Sinha
Business Acumen	<ol style="list-style-type: none">1. Types of Sales2. What are you selling?3. Who are you selling to?4. Lead Generation and CRM5. How to sell? - Pitching, Negotiation, Closing6. Metrics and KPIs7. Sales Management8. Account Management	Suggested Reading Materials 1. New Sales. Simplified. by Mike Weinberg 2. To Sell Is Human by Daniel H. Pink
Quantitative Ability	<ol style="list-style-type: none">1. Number system, Decimals, Fractions2. Simplification, HCF and LCM3. Ratio and Proportion, Percentage4. Partnership, Average, Profit and Losses5. Simple Interest and Compound Interest6. Mensuration, Time and Work7. Time and Distance	Suggested Reading Materials 1. How to Prepare for Quantitative Aptitude by Arun Sharma 2. To Sell Is Human by Daniel H. Pink
Verbal Ability & Reading Comprehension	<ol style="list-style-type: none">1. Synonyms, Antonyms (Vocabulary Based)2. Grammar or English Usage3. Correction in Sentence4. Fill in the blanks5. Jumbled Paragraph and Cloze Passage6. Analogies and Reverse Analogies7. Meaning/Usage Match in terms of context of question8. Verbal Reasoning9. Summary Questions10. Reading Comprehension11. Usage of foreign language words12. Multiple usage of one word13. Idioms and phrases14. One-word substitution15. Odd sentence out	Suggested Reading Materials 1. Mastering the Verbal Ability