

ELESA Placement Cell (EPC)

Assessment test

Name of the Candidate:
Mail ID:

Section (No of Questions): 20
Duration: 30 Minutes

Passage 1

On August 22, 1939, Adolf Hitler summoned his top military generals to Obersalzberg, where he delivered a speech explaining his plans for war, first with Poland, then with the rest of Europe. Despite resistance from those both inside and outside Germany, Hitler felt exceedingly confident that he could defy the will of the international community and conquer vast amounts of land. In his speech at Obersalzberg, he laid out numerous factors he believed would contribute to the success of his war plans.

Chief among Hitler's sources of confidence in Germany's brazen war plans was German military quickness. Hitler said, "Our strength lies in our quickness." On the advice of Colonel-General von Brauchitsch, Hitler believed Poland could be captured in a few weeks, an astonishingly short amount of time given the recent history of trench warfare and the long history of protracted European military engagements that resulted in minimal land gains and high casualty counts.

Hitler's confidence in the ability of the German military to inflict considerable brutality further strengthened his determination to pursue an exceedingly ambitious plan of territorial aggrandizement. He said, "I shall shoot everyone who utters one word of criticism" and noted that "the goal to be obtained in the war is not that of reaching certain lines but of physically demolishing the opponent." In this vein, Hitler ordered his military to "be hard, be without mercy, [and] act more quickly and brutally than others...for it scares the others off." Hitler believed that enemies, not used to

this type of brutality, would surrender quickly.

In addition to speed and brutality, Hitler believed that, in the end, history would overlook his inhumane conduct. To support this view, which turned out to be anything but prescient, Hitler invoked a Pollyannaish view of Asian leader Genghis Kahn. In Hitler's eyes, Kahn "sent millions of women and children into death knowingly and with a light heart," yet "history sees in him only the great founder of States."

Although Hitler brimmed with confidence and experienced initial yet widely-expected success in Poland and then in Denmark, he overlooked important considerations. In many ways, Hitler made the same mistake Napoleon Bonaparte made years earlier.

Hitler believed he could advance further and conquer Britain, yet, like Napoleon, Hitler did not adequately foresee the insurmountable barrier posed by Britain's island status.

Despite the damage inflicted at the hands of the German Luftwaffe during the Battle of Britain (1940), British forces eventually won this important battle. Nevertheless, Hitler pressed on and, in an even more fateful decision that carried echoes of a Napoleonic tactical misstep, invaded the USSR where his forces suffered the decisive defeat of World War II at Stalingrad in 1943. In the end, Hitler's reputation in history proved to be as brutal and decisive as the battle plans and philosophy he announced at Obersalzberg.

Q1. According to the passage, Hitler's confidence in his military strategy stemmed from its:

- A. Surprise invasions
- B. Emphasis on unconventional warfare
- C. Reliance on air supremacy
- D. Swift brutality
- E. Napoleonic overtones

Q2. The author of the passage is primarily concerned with explaining:

- A. The logistics of Hitler's war strategy and the mechanics of its failure
- B. The philosophy of Hitler's war strategy and the world's reaction
- C. Why Hitler believed his war plans would succeed and why they eventually failed
- D. Hitler's plans and their failure with an eye to pre-1900 history
- E. Explaining the source of Hitler's brutality and the reasons for its failure

Q3. Which of the following best characterizes the author's view of the relationship between Hitler and Napoleon?

- A. Governed with similar styles
- B. Fought military conflicts with similar ideologies
- C. In general, shared a legacy as overly ambitious leaders
- D. At a high-level, some similarities in military missteps existed
- E. Both suffered final defeats by impetuously charging east.

Q4. According to the passage, what best describes the author's understanding of why Hitler's military campaign eventually failed?

- A. Failed to demoralize opponents
- B. Overlooked important tactical and geographic considerations
- C. Underestimated international resolve
- D. Fell behind technological advancements of European enemies

E. Failed to consolidate initial military and land gains.

Q5. According to the passage, Hitler's confidence in the war plans announced at Obersalzberg stemmed from all of the following EXCEPT:

- A. The speed of the German military
- B. The brutality of the German military
- C. The plan to stifle dissent
- D. The belief that instilling fear weakened enemies
- E. The history of overlooking European military brutality

Q6. According to the passage, why did Hitler believe he could conquer Poland in a few weeks?

- A. The inaction of European neighbours
- B. The example of Napoleon
- C. The philosophy of Genghis Kahn
- D. The counsel of a military general
- E. The small size of Poland

Q7. According to the passage, which of the following represents the chronological unfolding of events?

- A. Generals summoned to Obersalzberg; Invaded Poland; Invaded Denmark; the Battle of Britain; Battle at Stalingrad
- B. Generals summoned to Obersalzberg; Invaded Denmark; Invaded Poland; the Battle of Britain; Battle at Stalingrad
- C. Generals summoned to Obersalzberg; Invaded Denmark; Invaded Poland; Battle at Stalingrad; the Battle of Britain
- D. Generals summoned to Obersalzberg; Invaded Poland; Invaded Denmark; Battle at Stalingrad; the Battle of Britain
- E. Generals summoned to Obersalzberg; the Battle of Britain; Invaded Poland; Invaded Denmark; Battle at Stalingrad

Q8 & Q9 Choose the most logical order of sentences from among the given choices to construct a coherent paragraph.

Q8:

- 1). A difference in the frequency of usage of counter proposing between skilled and average negotiators suggests that counter proposing may not be, as effective one tends to think it would be.
- 2). I may have suggested that my son buy a pair of trousers at a certain price whereas my son would have made a counterproposal that he would rather buy two pairs at half price each.
- 3). Research conducted across several negotiators ranging from sales negotiators to purchase and labour negotiators shows that average negotiators tend to counter propose more often than skilled negotiators.
- 4). This happens in everyday life too.
- 5). Think back to the last time you were discussing completing an assignment with one of your colleagues : you may have suggested that you both come in on Saturday to finish the work and your colleague may have counter proposed that you could stay back on Friday evening and finish it instead.

- A. 31452 B. 52134
C. 12534 D. 34521

Q9:

- 1). Despite posting healthy profits, Volkswagen shares trade at a discount to peers due to bad reputation among investors.
- 2). A disastrous capital hike, an expensive foray into truck business and uncertainty about the reason for a share buyback have in recent years left investors bewildered.
- 3). The main problem with Volkswagen is the past.
- 4). Many investors have been disappointed and frightened away.
- 5). Volkswagen shares trade at about nine times the 2002 estimated earnings, compared to BMW's 19 and are the second cheapest in the sector.

- A. 52134 B. 13425
C. 32451 D. 13524

Q10. I was feeling rather _____ when I _____ a yellow envelope on the table.

- A. happy, discerned B. jubilant, glimpsed
C. ecstatic, perceived D. miserable, spotted

Q11. In keeping with his own _____ in international diplomacy, Churchill proposed a personal meeting of heads of government, but the effort was doomed to failure, as the temper of the times was _____ .

- A. ideas – pluralistic
B. predilections - inimical
C. aversions - hostile
D. impulses – amicable

Q12. 'Vicious' Synonym is

- A. worthless B. corrupt
C. flag D. censure

Q13. 'Gumption' Antonym is

- A. Levity B. apathy
C. despair D. seriousness

Q14. One way to judge the performance of a company is to compare it with other companies. This technique, commonly called "benchmarking," permits the manager of a company to discover better industrial practices and can provide a justification for the adoption of good practices.

Any of the following, if true, is a valid reason for benchmarking the performance of a company against companies with which it is not in competition rather than against competitors EXCEPT:

- A. Comparisons with competitors are most likely to focus on practices that the manager making the comparisons already employs.
B. Getting "inside" information about the unique practices of competitors is particularly difficult.

C. Since companies that compete with each other are likely to have comparable levels of efficiency, only benchmarking against non competitors is likely to reveal practices that would aid in beating competitors.

D. Managers are generally more receptive to new ideas that they find outside their own industry.

E. Much of the success of good companies is due to their adoption of practices that take advantage of the special circumstances of their products or markets.

At that time the White House was a serene as a resort hotel out of season. The corridors were [Q15]. In the various offices, [Q16] gray men in waistcoats talked to one another in low-pitched voices. The only color, or choler, curiously enough, was provided by President Eisenhower himself. Apparently, his [Q17] was easily set off; he scowled when he [Q18] the corridors.

Q15: A. Striking B. Hollow
C. empty D. White

Q16: A. quiet B. faded
C. loud D. stentorian

Q17: A. laughter B. curiosity
C. humour D. temper

Q18: A. paced B. strolled
C. stormed D. prowled

Q19. 1. Although he was late (1)/ but he stopped on the way (2)/ to have coffee with his friends. (3) / No error. (4)

A. 1 B. 2 C. 3 D. 4

Q20. For a trade embargo against a particular country to succeed, a high degree of both international accord and ability to prevent goods from entering or leaving that country must be sustained. At otal blockade of Patria's

ports is necessary to an embargo, but such an action would be likely to cause international discord over the embargo.

The claims above, if true, most strongly support which of the following conclusions?

A. The balance of opinion is likely to favor Patria in the event of a blockade.

B. As long as international opinion is unanimously against Patria, a trade embargo is likely to succeed.

C. A naval blockade of Patria's ports would ensure that no goods enter or leave Patria.

D. Any trade embargo against Patria would be likely to fail at some time.

E. For a blockade of Patria's ports to be successful, international opinion must be unanimous.