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## NIFT 2015 Question Paper PDF

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**Question No. 1**

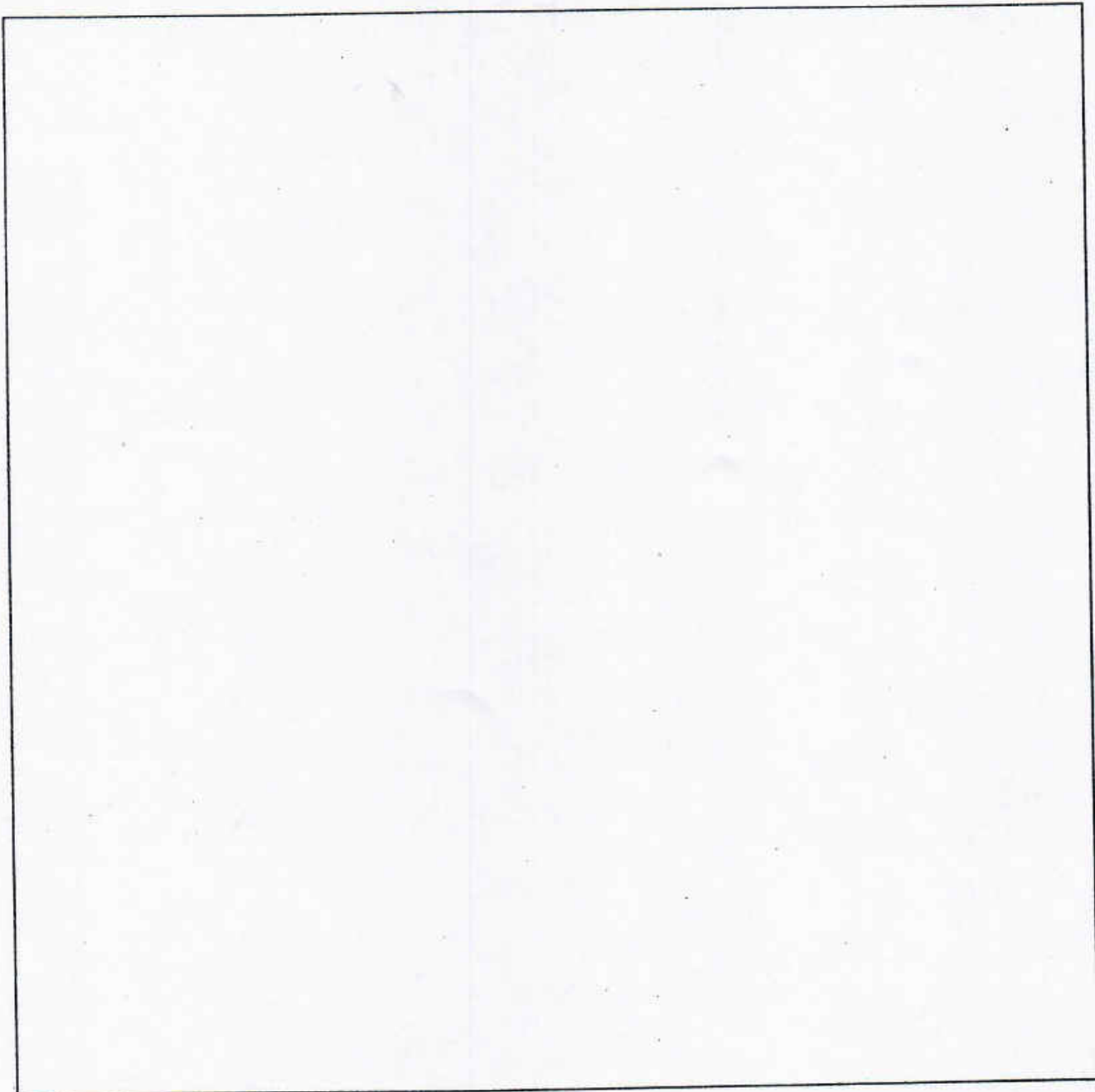
**(Marks: 30)**

Draw a poster in the box given below on any *ONE* of the following themes:

- Where there is a will there is a way.
- Better late than never.
- Every cloud has a silver lining.

Write the theme chosen in the space below:

Theme Chosen: \_\_\_\_\_

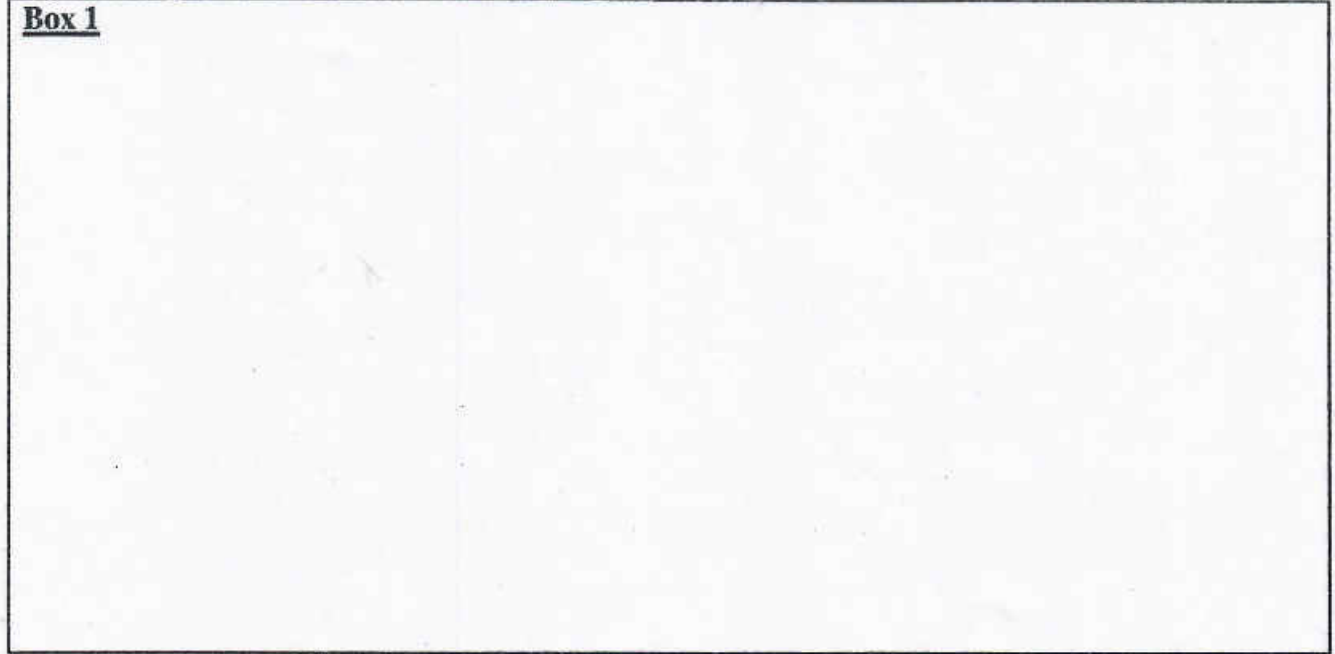


**Question No. 2**

**(Marks: 40)**

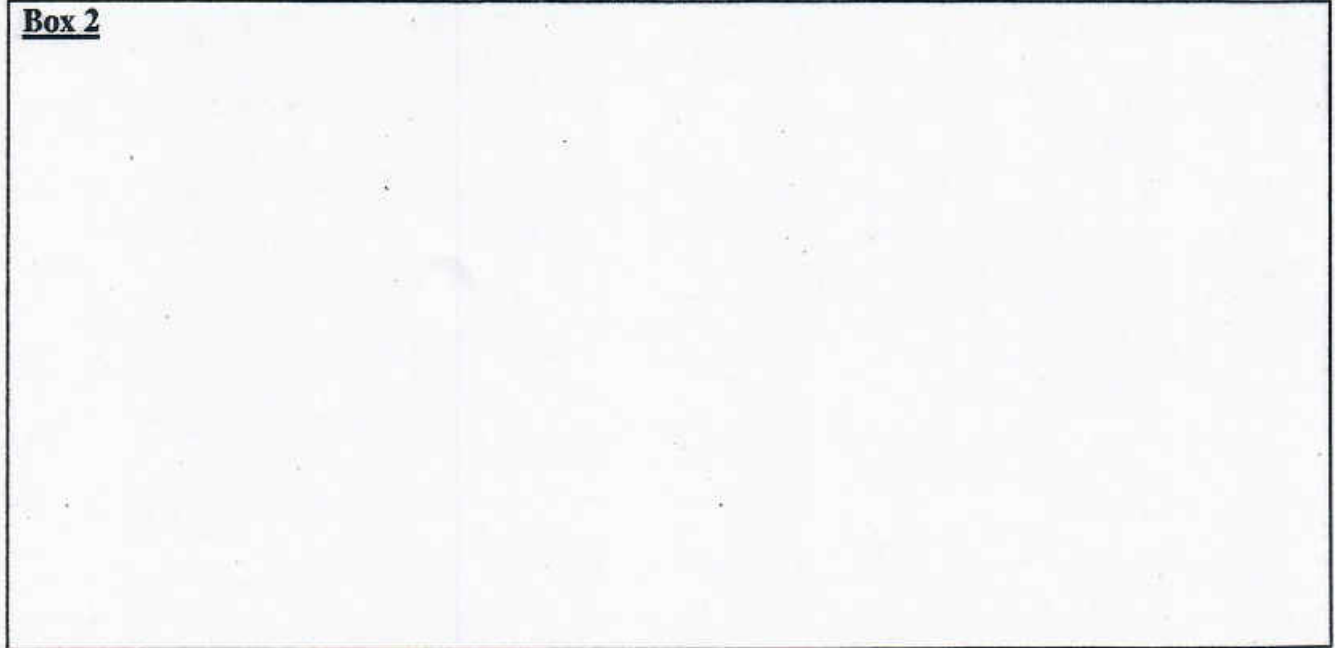
Draw any English or Hindi alphabet in Box 1. In Boxes 2 to 4, add or remove lines of the chosen alphabet to change it into a product or a picture.  
Write an appropriate caption below each box.

**Box 1**



Caption: \_\_\_\_\_

**Box 2**



Caption: \_\_\_\_\_

BD-1000/2K15/02

(4)

**Box 3**

Caption: \_\_\_\_\_

**Box 4**

Caption: \_\_\_\_\_

BD-1000/2K15/02

(5)

**Question No. 3**

**(Marks: 30)**

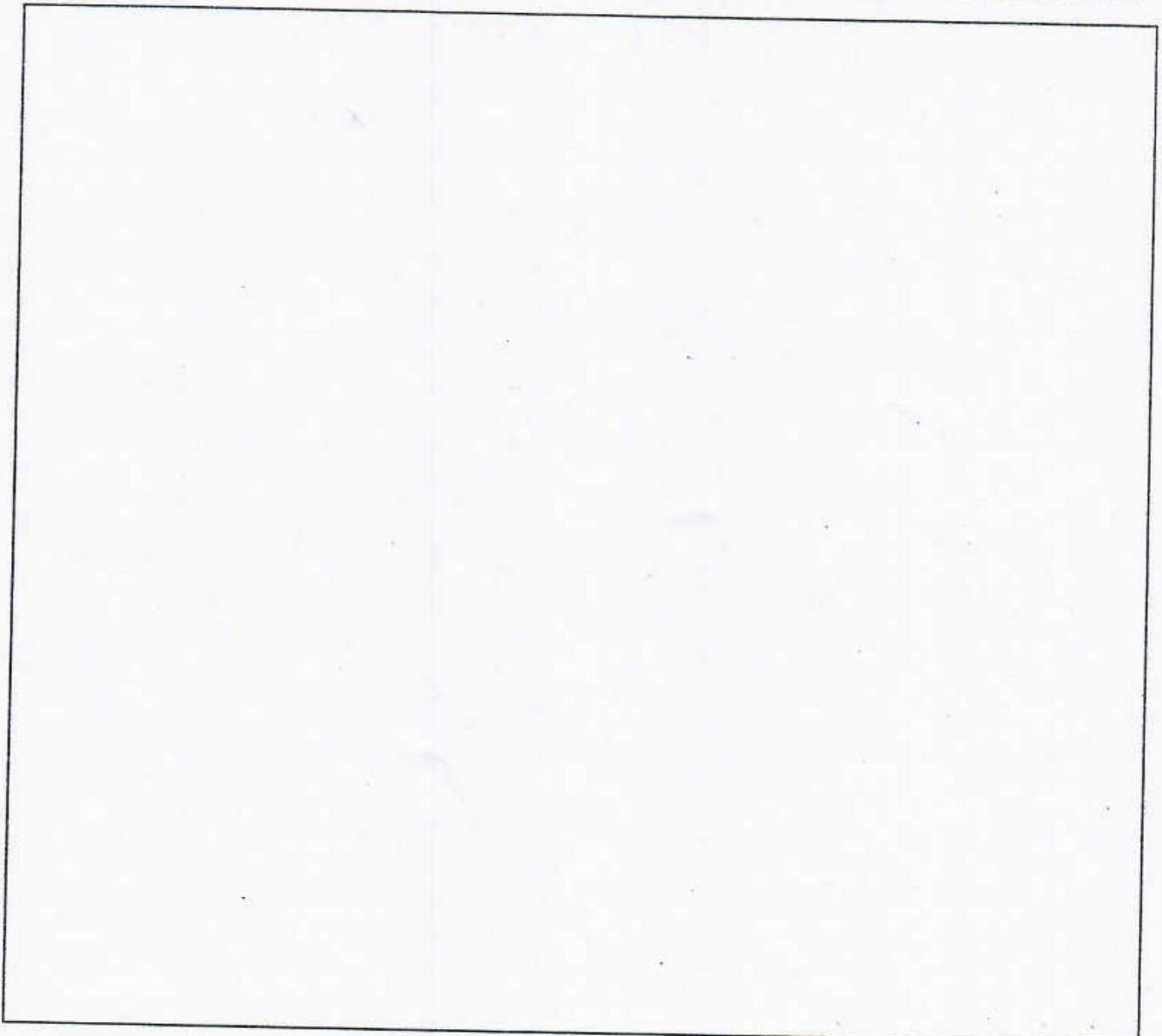
Create a poster containing a Mascot for any *ONE* of the following campaigns:

- Swachh Bharat Abhiyan
- Make in India
- Food Security

Write the option chosen in the space below. Narrate the concept briefly in the opposite page.

*(The design carries 25 marks out of 30)*

Campaign Chosen: \_\_\_\_\_



Add a tagline here: \_\_\_\_\_

BD-1000/2K15/02

(6)

A large rectangular area containing 25 horizontal dotted lines, intended for writing or drawing.



**Directions (Questions 1-5):** Choose the word which best expresses the meaning of the underlined word in the sentence.

1. Don't take hasty decisions.  
(1) tardy                      (2) quick                      (3) prompt                      (4) dull-witted
2. The Police prevents crime.  
(1) obstructs                      (2) restricts                      (3) interrupts                      (4) stops
3. She is a very sensible person.  
(1) rational                      (2) cunning                      (3) educated                      (4) sensitive
4. I am on the horns of dilemma these days.  
(1) confusion                      (2) clear  
(3) difficult situation                      (4) favourable situation
5. The ministers found out that they do not have ample time to go there.  
(1) some                      (2) enough                      (3) much                      (4) abundant

**Directions (Questions 6-10):** Choose the word which is closest to the opposite in meaning of the underlined word in the sentence.

6. Honesty attracts me the most.  
(1) affects                      (2) withstand                      (3) repels                      (4) entice
7. The principal rejected the application.  
(1) allowed                      (2) reviewed                      (3) accepted                      (4) refused
8. The Ganga is a pious river.  
(1) impure                      (2) terrible                      (3) common                      (4) pure
9. The road was wide.  
(1) short                      (2) narrow                      (3) broad                      (4) lengthy
10. Bravery is a good quality.  
(1) Audacity                      (2) Fearful                      (3) Heroism                      (4) Cowardice



**Directions (Questions 11-15):** Choose the option which best expresses the meaning of the underlined idiom/phrase in the sentence.

11. Peter was put in cold storage in the party.  
(1) punished (2) ignored (3) jail (4) attended
12. I have to do this work by hook or by crook.  
(1) any how (2) urgently (3) quickly (4) repeatedly
13. Ravish showed crocodile tears at the death of his employee.  
(1) sadness (2) fake mourning (3) grief (4) sympathy
14. Life is not a bed of roses.  
(1) comfort (2) difficulty (3) perfect (4) relaxed
15. The President did away with the unpopular act.  
(1) retain (2) abolish (3) distribute (4) consider

**Directions (Questions 16-20):** In each of these questions, choose the one word which can be substituted for the given sentence/words.

16. A book or work of art whose creator is not known.  
(1) Unknown (2) Unanimous (3) Unidentified (4) Anonymous
17. A man of bad reputation.  
(1) Notorious (2) Famous (3) Well known (4) Inconspicuous
18. One who looks at the bright side of things.  
(1) Idiosyncratic (2) Optimist (3) Eccentric (4) Freak
19. One who knows many languages.  
(1) Bi-lingual (2) Decoder (3) Linguist (4) Cryptologist
20. Happening at the same time.  
(1) Simultaneous (2) Co-happening (3) Coexistent (4) Identical

**Directions (Questions 21-25):** Fill in the blanks.

21. The accused \_\_\_\_\_ to the judge for mercy.  
(1) ask (2) applied (3) ordained (4) appealed
22. His logic \_\_\_\_\_ everyone including the experts.  
(1) surprised (2) teased (3) mocked (4) confounded

23. You must \_\_\_\_\_ your career with all seriousness.  
 (1) flee (2) pursue (3) perplex (4) serve
24. I request you to \_\_\_\_\_ your crime.  
 (1) reject (2) condemn (3) confess (4) declare
25. The reward is a \_\_\_\_\_ of her service to mankind.  
 (1) moments (2) memorial (3) recognition (4) witness

**Directions (Questions 26-30):** Choose the option that is the plural form of the given word.

26. Spy  
 (1) Spy (2) Spies (3) Spys (4) Spyies
27. Lesson  
 (1) Lesson (2) Lessons (3) Lessions (4) Lessonis
28. Remorse  
 (1) Remorse (2) Remorsees (3) Remorses (4) Remorsefulness
29. Hero  
 (1) Heros (2) Heroes (3) Herois (4) Heroys
30. Series  
 (1) Series (2) Serieys (3) Seriys (4) Seriiis

**Directions (Questions 31-35):** In each of these questions, a word has been spelt in four different ways, one of which is correct. Choose the correctly spelt word.

31. (1) sedate (2) sedote (3) scedate (4) seedate
32. (1) terrer (2) teror (3) terror (4) teeror
33. (1) favourite (2) favouret (3) favorete (4) favouriet
34. (1) jovial (2) joveal (3) joviell (4) joivel
35. (1) accomodate (2) accomodate (3) accommodate (4) accomodat

**Directions (Questions 36-65):** Study the passages below and answer the questions that follow each passage.

### Passage-I

Arrogance backed by ignorance and false pride can lead to avoidable complications and unpleasant situations in life. Unfortunately the collective Indian psychology is not to readily accept our shortcomings but rather to counter-attack when these are mentioned. We, therefore, easily take offence at any criticism whether it is from our own people or from outsiders, regardless of whether it is constructive or otherwise. There is no doubt that we have inherited a unique culture and many things about our country are outstanding. But how long shall we continue to delude ourselves and do nothing to change and improve? This excessively defensive attitude is counterproductive and equivalent to self deception. Sixty seven years as a free and democratic country should be enough time to develop a mature response to criticism.

36. According to the paragraph, when it comes to criticism, most Indians are  
(1) thick skinned. (2) thin skinned.  
(3) not much bothered about it. (4) ignorant about it.
37. As per the paragraph, Indian culture is  
(1) not worth remembering and cherishing. (2) nothing to be proud of.  
(3) peculiar and excellent. (4) None of these
38. Our attitude to reject all kinds of criticism is  
(1) needed for the country in the long run. (2) not at all desirable.  
(3) a positive induration for the nation. (4) something we should feel great about.
39. Which of the following statements is 'not true'?  
(1) Indians are needed to be much more tolerant.  
(2) We have had enough time to develop an attitude to absorb criticism.  
(3) We generally do not criticize those who are critical of us.  
(4) All these

### Passage-II

Nobody has done a great favour by bringing to the fore, the issue of inequality. It is indeed sad that the leaders who are talking of inclusive growth are yet to bring out an accurate estimate of inequality by putting together information on income distribution. But what is of greater concern is that instead of improving people's ability to earn more income, governments at the Centre and states give more priority to stop-gap solutions like reservation and subsidies. The best way to reduce inequalities is not by raising taxes which hurt investments but by improving people's access to quality health and education. However, political parties ignore this and focus on divisive issues that favour particular segments or pitch one section of people against another. It is high time political parties focused more on raising people's income rather than doling out subsidies that make people dependent on the bureaucracy and political class.



45. In the paragraph, the word 'vital' as used in the context means  
 (1) healthy. (2) lively. (3) primary. (4) important.
46. Which of the following aspects have been emphasized in the paragraph?  
 (1) How to sell newspapers?  
 (2) Tremendous growth of the press.  
 (3) The economics of newspaper publishing.  
 (4) None of these
47. Which of the following statements is 'not true'?  
 (1) Getting advertisements is the most important activity in newspaper publishing.  
 (2) All managers must be familiar with activities of other departments also.  
 (3) Editorials and news coverage help in selling newspapers.  
 (4) All these

#### Passage-IV

How deep racial prejudice runs in India is evident from the attacks on our own citizens from northeast. Politicians merely empathizing with northerners will not serve any purpose. We must embark upon a nationwide programme aimed at changing mindsets of our people. Our children have been brought up on a staple diet of cultural superiority. From childhood they have been brainwashed into believing that their culture, language, religion, physical attributes, colour, food, literature are superior to those of others. This faulty upbringing is the root cause of all our prejudices and intolerance. It is high time that central and state governments realized that continued attacks on our own people from northeast will weaken our nation.

48. As per the paragraph, we are living in a/an  
 (1) egalitarian society. (2) prejudiced society.  
 (3) evolved society. (4) None of these
49. Our cultural background makes us feel that we are  
 (1) inferior to others. (2) as good as other people around us.  
 (3) superior to others. (4) quite different and have our own identity.
50. Steps taken by our politicians to remove cultural gaps amongst people are  
 (1) more than needed. (2) just about adequate.  
 (3) quite insufficient. (4) really not required.
51. Which of the following statements is not true?  
 (1) Some people are biased against people from north east.  
 (2) Our politicians just do lip-service.  
 (3) We must remove inferiority complex.  
 (4) All these

### Passage-V

It is true that India needs a strong helping hand to transform itself into a globally competitive manufacturing economy. But Japanese assistance can be of help only if we are able to set our own house in order. Our poor governance capabilities have been a big burden on our companies. The absence of basic infrastructure like quality roads, water supply and power increases the cost of production. The inability to push through tax reforms like the goods and services tax only adds to our problems. How can we reasonably expect the Japanese to aid us to scale up our manufacturing sector in such a scenario? So it is essential that we take firm steps to reform our governance structure and improve capabilities before we seek assistance from others. That would boost our credentials as well as enthrust the Japanese into ratcheting up trade and investment between the two countries.

52. According to the paragraph, to seek more help from Japan, we
- (1) should ask Japan to invest more money in India.
  - (2) must improve our relations with Japan.
  - (3) need to help ourselves to improve things.
  - (4) should not unnecessarily go after Japan.
53. Our basic problem pertains to
- (1) lack of resources.
  - (2) not having adequate money in the market.
  - (3) shortage of skilled manpower.
  - (4) poor governance issues.
54. To get increased assistance from Japan, which of the following is considered a major problem?
- |                                       |                                      |
|---------------------------------------|--------------------------------------|
| (1) Issues relating to taxation.      | (2) Lack of required infrastructure. |
| (3) Apathy on the part of government. | (4) All these                        |
55. Which of the following statements is *not true*?
- (1) We need to continue with our present policies regarding taxation.
  - (2) It is not possible to seek more help from other countries.
  - (3) We cannot reduce cost of production to provide a boost to manufacturing sector.
  - (4) All these

### Passage-VI

There is no doubt that manufacturing is an important vehicle for growth and employment. But we often tend to ignore a historic reason why India did not become a manufacturing giant despite the advantage of low labour costs. This is due to the babu culture inculcated by the British in our society. Bureaucrats drew up a maze of regulations to stifle entrepreneurship and innovations. They became

role models for our youth who yearn for their cushy jobs which involve minimal risks. The overwhelming preference of the youth for disciplines such as commerce, accountancy and management — which enable them to secure better paid desk jobs in air conditioned comfort — is an indicator of such thinking. Unless we change this babu mentality, it would be difficult to become a manufacturing power.

56. As per the paragraph, which of the following factors is primarily responsible for eroding enterprise in our country?
- (1) Financial constraints (2) Bureaucratic delays  
(3) Bad climatic conditions (4) None of these
57. Indian youth prefers a job which
- (1) is comfortable. (2) involves least amount of risk.  
(3) is well paid. (4) All these
58. Presently in India, labour costs to manufacture goods are
- (1) fairly high. (2) really exorbitant. (3) quite low. (4) almost negligible.
59. Which of the following statements is not true?
- (1) Indian youth generally prefers managerial jobs.  
(2) Babu culture in India is a legacy of the British.  
(3) Manufacturing sector is not so important for the growth of our economy.  
(4) All these

#### Passage-VII

Engineers, scientists and academics do not prefer a political career as they have a sober and serious approach. So their low numbers in our Lok Sabha are not surprising. The sizeable number of lawyers in our Parliament is natural because they are not only proficient in arguing and debating but know well how to haggle and fix deals. Unfortunately no one seems to admit that politics is itself a whole time profession. Some professions are meant only to be professed while filling up forms for public purposes like housewife or homemaker. 'Househusbands' are non-existent in our male chauvinistic society. Our democratic system would have been healthier if Househusband could also be allowed as a career option.

60. According to the paragraph, politics
- (1) needs to be taken as a full time job. (2) does not consume much time to pursue.  
(3) consumes most of time one has. (4) is not a good profession to adopt.

61. Most scientists possess
- (1) good debating skills. (2) ability to take things lightly.  
 (3) capability to get along with people easily. (4) a responsible attitude.
62. In our present times, most husbands
- (1) would prefer to stay at homes. (2) like to be called 'Househusbands'.  
 (3) would not like to do household work. (4) like to enjoy life and do nothing.
63. A large number of our Members of Parliament are lawyers because they
- (1) can easily resolve matters with a logical approach.  
 (2) are extremely mature by nature.  
 (3) can negotiate things with ease.  
 (4) possess a scientific approach to deal with things.

#### Passage-VIII

A majority of Indians certainly want to see improvement in Indo-US ties. The new Indian government has already taken several steps in this direction, including relaxation of FDI norms in many key sectors which are of interest to the Americans. It has also promised more judicious use of retrospective taxation and made known its keenness to settle old cases. But it needs two to mend ties. It is not fair to expect India to unilaterally forget all past irritants. The US ought to take conciliatory steps and reduce the trust deficit. There is undoubtedly great scope for expanding mutual trade. Both countries face increasing risk from terrorism and would therefore be well advised to intensify efforts to jointly fight it instead of quibbling over petty issues.

64. The new government in India has
- (1) not taken any steps to improve Indo-US terms.  
 (2) decided to ignore US owing to its recent attitude.  
 (3) taken some steps to improve relations with The US.  
 (4) already gone out of the way to appease USA.
65. Which of the following statements is not true?
- (1) India and the US should not fight terrorism together.  
 (2) Most Indians want to improve their relations with The US.  
 (3) In the recent past, trust between India and The US has declined.  
 (4) The mutual trade between India and The US has substantial potential.



66. Three years ago, A was thrice as old as B. Five years later, A will be twice as old as B. The difference in their present ages is  
 (1) 12 years. (2) 18 years. (3) 16 years. (4) 14 years.
67. Sum of ages of Shekhar and his wife is 63 years. After three years, their ages are in the ratio 12:11. What is the present age of Shekhar's wife?  
 (1) 30 years (2) 31 years (3) 32 years (4) 33 years
68. A total of 72 toffees cannot be divided in which of the following ratio?  
 (1) 2:4 (2) 2:5 (3) 2:7 (4) 1:2
69. Two numbers are in the ratio 4:3. If the difference between their squares is 63, then the greater number is \_\_\_\_\_.  
 (1) 9 (2) 10 (3) 11 (4) 12
70. If a profit of 17% is made on a bicycle of ₹700 with ₹50 as overhead charges. Then selling price is  
 (1) ₹899.50 (2) ₹877.00 (3) ₹877.50 (4) ₹899.00
71. A second hand car is bought for ₹2,15,000 and ₹23,000 are spent on its repair. What should be the selling price of car to get a profit of 12%?  
 (1) ₹2,66,400 (2) ₹2,65,560 (3) ₹2,65,400 (4) ₹2,66,560
72. A's salary is 5% above B's. How much percent is B's salary below A's?  
 (1)  $3\frac{16}{21}\%$  (2)  $5\frac{4}{43}\%$  (3)  $2\frac{4}{43}\%$  (4)  $4\frac{16}{21}\%$
73. If the price of wheat is raised by 20%, find by how much percent a house must reduce its consumption so as not to increase the expenditure?  
 (1)  $16\frac{1}{5}\%$  (2)  $16\frac{2}{3}\%$  (3)  $17\frac{2}{3}\%$  (4)  $18\frac{2}{5}\%$
74. The average number of goals scored by a player in 10 matches is 3. If the average for first five matches is 2, then the average for last five matches is \_\_\_\_\_.  
 (1) 2 (2) 3 (3) 4 (4) 5
75. The average of seven consecutive integers is 7. Then the average of their squares is \_\_\_\_\_.  
 (1) 53 (2) 68 (3) 42 (4) 35

76. If  $(27)^{-7/3} / 3^{-5/2} = 3^k$ , then  $k =$   
 (1)  $-19/2$  (2)  $9/2$  (3)  $-9/2$  (4)  $19/2$
77. A, B and C invested in the ratio 1:3:4. The profit earned by B is ₹10000 more than A. C invested ₹50000 more than B. What is the percentage of profit to investment?  
 (1) 8% (2) 9% (3) 10% (4) 11%
78. Speed of a boat in still water is 30 km/h and speed of river is 10 km/h. What is the average speed of the boat if it starts from point I and visits point II and comes back?  
 (1)  $40/3$  km/h (2)  $80/3$  km/h (3) 20 km/h (4) 35 km/h
79. Ram finishes  $\frac{1}{4}$  of a work in 5 days and Shyam finishes  $1/3$  of it in 12 days. In how many days, they together can finish the work?  
 (1)  $100/7$  (2)  $90/7$  (3)  $80/7$  (4)  $60/7$
80. Five men can do a work in 10 days. 3 men and 6 women can do it in 8 days. 4 women can do it in \_\_\_\_\_ days.  
 (1)  $200/13$  (2)  $300/13$  (3)  $150/13$  (4)  $400/13$
81. A car starts with a speed of 10 km/h and makes its speed increased by 10 km/h after every hour. What is the distance covered by the car in 10 hours?  
 (1) 500 km (2) 550 km (3) 450 km (4) 600 km
82. Speed of a car on smooth road and rough road is 50 km/h and 40 km/h respectively. If the ratio of length of rough road to smooth road is 4:5 and total time of journey is 5 hours, what is the length of the smooth road?  
 (1) 100 km (2) 120 km (3) 125 km (4) 150 km
83. A train crosses a pole in 1 min. and a station of length 150 m in 1.5 min. What is the length of the train?  
 (1) 150 m (2) 200 m (3) 250 m (4) 300 m
84. Vikas took a loan for 6 years at 5% p.a. simple interest. If the total interest paid was ₹1230, the principal was \_\_\_\_\_.  
 (1) ₹4,100 (2) ₹5,000 (3) ₹5,300 (4) ₹4,920
85. A sum is double in 7 years at simple interest. The number of years it would be triple in  
 (1) 9 years. (2) 10 years. (3) 12.5 years. (4) 14 years.

86. A man has 4 different T-shirts, 5 different jeans and 2 pairs of different shoes. In how many different ways he can be dressed?  
 (1) 20 (2) 40 (3) 60 (4) 80
87. If a coin is tossed and if head turns up then a dice is rolled, what is the probability of getting 4 ?  
 (1)  $1/2$  (2)  $1/6$  (3)  $1/12$  (4)  $1/8$
88. What will be the remainder when  $17^{200}$  is divided by 18?  
 (1) 17 (2) 16 (3) 1 (4) 2
89. Find the greatest number which on dividing 1657 and 2037 leaves remainders 6 and 5 respectively.  
 (1) 127 (2) 129 (3) 131 (4) 125
90. The least perfect square number divisible by 3, 4, 5, 6 and 8 is \_\_\_\_\_.  
 (1) 900 (2) 1200 (3) 2500 (4) 3600

**Directions (Questions 91-93):** In each of these questions, find out the relationship between the first two words and choose the word from the given alternatives, which bears the same relationship to the third word, as the first two bear.

91. Anaemia : Blood :: Anarchy : '?'  
 (1) Lawlessness (2) Government (3) Monarchy (4) Disorder
92. Cattle : Herd :: Sheep : '?'  
 (1) Flock (2) Swarm (3) Shoal (4) Mob
93. Menu : Food :: Catalogue : '?'  
 (1) Rack (2) Newspaper (3) Library (4) Books

**Directions (Questions 94-98):** Complete the series by replacing the '?'

94. 1, 6, 15, '?', 45, 66, 91  
 (1) 25 (2) 26 (3) 27 (4) 28
95. 2, 5, 9, 19, 37, '?'  
 (1) 73 (2) 75 (3) 76 (4) 78

96. 4, 8, 28, 80, 244, '?'  
 (1) 278 (2) 428 (3) 628 (4) 728
97. R, U, X, A, D, '?'  
 (1) F (2) G (3) H (4) I
98. T, R, P, N, L, '?', '?'  
 (1) J, G (2) K, I (3) K, H (4) J, H

**Directions (Questions 99-101):** Find the odd one out.

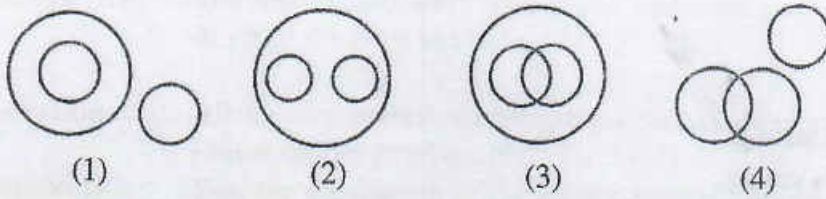
99. (1) BCD (2) KMN (3) QRS (4) GHI
100. (1) AUgPZ (2) MXiDV (3) KFeCO (4) YGLhT
101. (1) DXCLQZ (2) PFZUBM (3) XGKNTY (4) NWMBHJ

**Directions (Questions 102-105):** Study the following information carefully and answer the given questions.

- (i) B and E are good in Dramatics and Computer Science.
- (ii) A and B are good in Computer Science and Physics.
- (iii) A, D and C are good in Physics and History.
- (iv) C and A are good in Physics and Mathematics.
- (v) D and E are good in History and Dramatics.

102. Who is good in Physics, History and Mathematics, but not in Computer Science?  
 (1) A (2) B (3) C (4) D
103. Who is good in Computer Science, History and Dramatics?  
 (1) A (2) B (3) C (4) E
104. Who is good in History, Physics, Computer Science and Mathematics?  
 (1) A (2) B (3) C (4) D
105. Who is good in Physics, Dramatics and Computer Science?  
 (1) A (2) B (3) D (4) E

**Directions (Questions 106-110):** Choose the Venn diagram which best illustrates the three given classes in each of the following questions.



106. Protons, Electrons, Atoms

107. Paper, Stationery, Ink

108. Dog, Animal, Pet

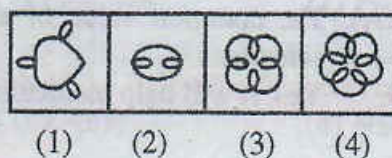
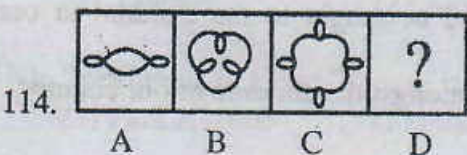
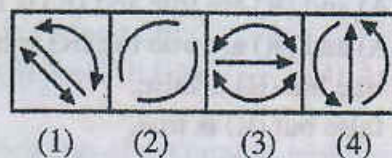
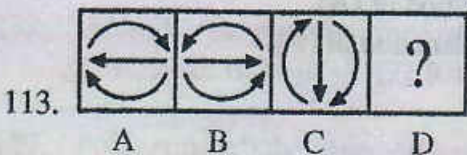
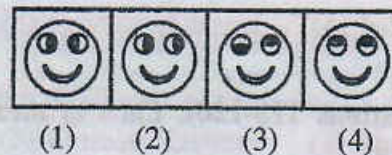
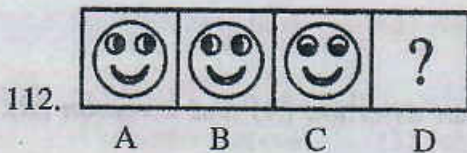
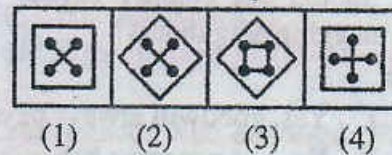
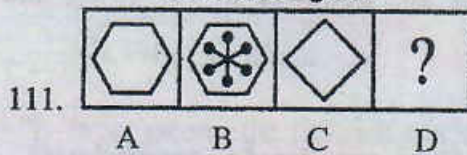
109. Atmosphere, Hydrogen, Oxygen

110. Wheat, Grains, Maize

**Directions (Questions 111-114):** Each of the following questions consists of two sets of figures. Figures A, B, C and D constitute the problem set while figures (1), (2), (3) and (4) constitute the answer set. There is a definite relationship between figures A and B. Establish a similar relationship between figures C and D by selecting a suitable figure from the answer set that would replace the question mark ? in Fig. (D).

Problem Figures

Answer Figures



**Directions (Questions 115-117):** Each of these questions has a statement followed by two arguments I and II. Decide which of the arguments is a 'strong' argument and which of the arguments is a 'weak' argument.

Mark the answer as

- (1) if only Argument I is strong.
- (2) if only Argument II is strong.
- (3) if neither Argument I nor II is strong.
- (4) if both Arguments I and II are strong.

115. **Statement :** Should there be a limited and judicious restriction on the freedom of press in our country?

**Arguments:**

- I. No, restrictions may lead to suppression of truth.
- II. Yes, press personnel have a tendency to lead public astray.

116. **Statement :** Should physical fitness be kept as the only criteria for recruitment in the defence forces?

**Arguments:**

- I. No, person's antecedents are very important for such sensitive jobs.
- II. No, other mental attributes are also very important.

117. **Statement :** Should our country extend generous behavior and goodwill to our erring and nagging neighbours?

**Arguments:**

- I. Yes, goodwill always pays dividend.
- II. No, our generous behaviour and goodwill will be considered as our weakness.

**Directions (Questions 118-120):** Each of these questions has an assertion (A) and a reason (R). Mark the answer as

- (1) if both (A) and (R) are true and (R) is the correct explanation of (A).
- (2) if both (A) and (R) are true but (R) is not the correct explanation of (A).
- (3) if (A) is true but (R) is false.
- (4) if (A) is false but (R) is true.

118. **Assertion (A):** The common value of all religions should be taught to the children in our schools.

**Reason (R):** Yes, it will help inculcating moral values amongst the children of our country.

119. **Assertion (A):** Adulteration in food-stuffs and medicines be considered a very serious crime and laws be amended to severely punish the offenders.  
**Reason (R):** The adulterated stuff may cause ill-health and sometimes even result in the death of the poor victims.
120. **Assertion (A):** All the competitive examinations for selecting the candidates for jobs should follow objective tests only.  
**Reason (R):** Yes, the assessment of candidates through objective tests is quite reliable.
121. 'Ekaya', the traditional handloom Banarasi saris brand is associated with  
 (1) Palak Shah. (2) Manish Arora.  
 (3) Rohit Bal. (4) Sabyasachi Mukherjee.
122. 'Pond's' men face wash is being promoted by popular Indian filmstar.  
 (1) Varun Dhawan. (2) Shah Rukh Khan. (3) Hrithik Roshan. (4) John Abraham.
123. 'Cherokee', the global fashion lifestyle brand belongs to  
 (1) The USA. (2) The UK. (3) Singapore. (4) India.
124. 'Alrosa', one of the largest rough diamond supplying companies globally belongs to  
 (1) South Africa. (2) Brazil. (3) Egypt. (4) Russia.
125. Who among the following fashion designers has won the prestigious Padma Shri award on India's 65<sup>th</sup> Republic Day?  
 (1) Sabyasachi Mukherjee (2) Wendell Rodricks  
 (3) Tarun Tahiliani (4) None of these
126. Who among the following is the Philips brand ambassador who endorsed 'Philips Kerashine' range?  
 (1) Madhuri Dixit (2) Alia Bhatt (3) Priyanka Chopra (4) Juhi Chawla
127. 'YEPME', one of the India's biggest online fashion retailers is endorsed by  
 (1) Ranbir Kapoor. (2) John Abraham. (3) Emraan Hashmi. (4) Shah Rukh Khan.
128. 'IMAGE', the popular range of eyewear in India is endorsed by  
 (1) Harman Baweja. (2) Riteish Deshmukh. (3) Saif Ali Khan. (4) Arjun Kapoor.
129. 'Forevermark', the diamond brand belongs to which one of the famous jewellery brands?  
 (1) Tanishq (2) Amrapali (3) Gitanjali (4) De Beers
130. "Beginning of Good Things" is the tagline of which of the following fashion brands?  
 (1) Park Avenue (2) Peter England (3) Zodiac (4) Nautica

## INSTRUCTIONS TO CANDIDATE

1. Do not open this booklet until asked to do so.
2. Do not leave the examination hall until the test is over and permitted by the invigilator.
3. Fill up the necessary information in the space provided on the cover of the Question Booklet and the Answer Sheet before commencement of the test.
4. Check for the completeness of the Question Booklet immediately after opening.
5. The duration of the test is **2 hours**.
6. There are **150** questions. Each question has four answer options marked (1), (2), (3) & (4).
7. Answers are to be marked on the Answer Sheet, which is provided separately.
8. Choose the most appropriate option and darken the oval completely, corresponding to (1), (2), (3) or (4) against the relevant question number.
9. Use only **HB pencil** to darken the oval for answering.
10. Do not darken more than one oval against any question, as scanner will read such marking as wrong answer.
11. If you wish to change any answer, erase completely the one already marked and darken the fresh oval with an HB pencil.
12. All questions carry equal marks. There is **NO Negative Marking**.
13. Rough work, if any, is to be done on the Question Booklet only. No separate sheet will be provided/used for rough work.
14. Any **Calculator, Mobile, Electronic Device, etc., are not permitted inside the examination hall**.
15. Candidate using unfair means in the test will be disqualified.
16. Appropriate civil/criminal proceedings will be instituted against the candidate taking or attempting to take this booklet or part of it outside the examination hall, besides cancellation of his/her candidature.
17. The right to exclude any question(s) from final evaluation rests with the testing authority.
18. Do not seek any clarification on questions from the test officials. Use your best judgment.

**THIS QUESTION BOOKLET AND THE ANSWER SHEET ARE TO BE RETURNED ON COMPLETION OF THE TEST.**



**Directions (Questions 1-2):** Choose the word which best expresses the meaning of the underlined word in the sentence.

1. He listened to my request with indifference.  
(1) caution                      (2) displeasure                      (3) concern                      (4) disinterest
2. During his stay in Canada, he had quite a few frustrating experiences.  
(1) disappointing                      (2) disenchanting                      (3) humiliating                      (4) repulsive

**Directions (Questions 3-5):** Choose the word which is closest to the opposite in meaning of the underlined word in the sentence.

3. Hydra is biologically believed to be immortal.  
(1) undying                      (2) perishable                      (3) ancient                      (4) eternal
4. The Gupta rulers patronized all cultural activities and thus Gupta period was called the golden era in Indian History.  
(1) criticised                      (2) rejected                      (3) opposed                      (4) spurned
5. This is a barbarous act.  
(1) bad                      (2) good                      (3) civilized                      (4) exemplary.

**Directions (Questions 6-10):** Choose the option which best expresses the meaning of the underlined idiom/phrase in the sentence.

6. His innings is a feather in his cap.  
(1) fantastic                      (2) beautiful                      (3) superior                      (4) glorious
7. He has some rare coins in his collection.  
(1) special                      (2) useful                      (3) uncommon                      (4) inexpensive
8. Einstein asked President Roosevelt to look into the matter.  
(1) to investigate                      (2) to peep                      (3) to search                      (4) to observe
9. News of Sachin's century spread like wildfire.  
(1) slowly                      (2) fast                      (3) here and there                      (4) yesterday
10. Amit produced his arguments in black and white.  
(1) oral                      (2) coloured                      (3) written                      (4) readable

**Directions (Questions 11-15):** Fill in the blank.

11. Freedom and equality are the \_\_\_\_\_ rights of every human being.  
(1) inalienable (2) inscrutable (3) incalculable (4) institutional
12. Pradeep's face spoke \_\_\_\_\_ of the happiness he was feeling.  
(1) elegantly (2) tons (3) volumes (4) much
13. His speech was disappointing; it \_\_\_\_\_ all the major issues.  
(1) projected (2) revealed (3) skirted (4) analysed
14. The defending champions \_\_\_\_\_ to victory in just thirty minutes.  
(1) led (2) rucked (3) reached (4) cruised
15. In spite of our best efforts, we failed to \_\_\_\_\_ any new facts from him.  
(1) elicit (2) evoke (3) eject (4) enlist

**Directions (Questions 16-20):** Choose the option that is the plural form of the given word.

16. Wish  
(1) Wishes (2) Wish (3) Wishies (4) Wishes
17. Medium  
(1) Media (2) Medium (3) Mediums (4) Medeums
18. Sheep  
(1) Sheep (2) Sheeps (3) Sheepes (4) Sheepies
19. Advice  
(1) Advices (2) Advice (3) Advicies (4) Advic's
20. Syllabus  
(1) Syllabus (2) Syllabai (3) Syllabi (4) Syllaby

**Directions (Questions 21-25):** In each of these questions, a word has been spelt in four different ways, one of which is correct. Choose the correctly spelt word.

21. (1) dolorous (2) dolurous (3) doloreus (4) delorious
22. (1) nectar (2) nector (3) nactor (4) nactar

23. (1) canine (2) canninne (3) cannine (4) caninee
24. (1) immence (2) imence (3) immense (4) immenze
25. (1) occurence (2) occurance (3) occurrence (4) occurrence

**Directions (Questions 26-45):** Study the passages below and answer the questions that follow each passage.

**Passage-I**

We have come a long way since the acronym 'BRIC' was coined in 2001. Emerging markets are now an integral part of the world map and this elite group of nations has firmly positioned itself as an important catalyst driving global growth. However, these economies too are vulnerable to global hitches, as was evident in 2011 when most emerging markets, including India, China, and Brazil witnessed a drop of over 18% even as developed economies like the US registered a growth of 5% against all odds. The first three weeks of the New Year have caught everyone off guard with emerging markets racing ahead of their developed counterparts. From being one of the worst performers in 2011, India has rallied by more than 9.5% followed by Brazil (7%) and China (6.9%). While such a momentum may not be sustainable over a longer horizon, no one can ignore the fact that the combined population of China, India, Brazil and Indonesia amounting to 3 billion or 43% of the global population will drive consumption demand in these markets for decades to come. Secondly, these countries do not have to face certain critical issues that the developed world has to address. One of the critical challenges for developed economies relate to entitlement issues, as they struggle to take care of their citizens' needs pertaining to health care and unemployment. While analysing growth trends in these economies, it is important to understand the difference in terms of the nature of the growth. Emerging markets are moving along a natural growth trajectory, driven by several factors as mentioned above, whereas developed markets are being forced to induce growth through various stimulus measures amid a scenario of peaking unemployment and near-nadir consumer confidence levels. This induced growth in a way also helps the cause of emerging markets since most of these economies derive a substantial portion of their GDP from exports.

26. It can be inferred from the passage that "BRIC" is a/an
- (1) grouping of the world's topmost economies.
  - (2) grouping of the world's emerging economies.
  - (3) economic term that was tossed out of use in the year 2001.
  - (4) None of these
27. According to the author of the passage, emerging economies of the world
- A are going to increase their impact on the global economy in times to come.
  - B are having roller-coaster rides as far as their economies are concerned.
  - C are not committed to providing healthcare and employment opportunities to their citizens to the extent that the leading economies of the world are.
- (1) A only (2) A & B (3) A & C (4) A, B & C

28. Which of the following factors equally affect both the developed and developing economies, as specifically implied in the passage?
- A Recession.  
 B Unemployment.  
 C Natural growth tendency of the economy.
- (1) A & B                      (2) A only                      (3) A & C                      (4) A, B & C
29. Which of the following statements is/are true as per the passage?
- (1) Induced economic growth in the developed countries indirectly helps economic growth in the developing countries.  
 (2) When developed economies are experiencing growth, the developing economies experience decline and vice versa.  
 (3) Both (1) and (2)  
 (4) Neither (1) nor (2)

### Passage-II

The revolutionary changes in the role of women that we have experienced in India during the past few decades aren't the sapling of any seed sown by any political party. Rather it is the result of the courage that women themselves have mustered in facing up to male chauvinists. The women who once dared not pronounce their husbands name may now refuse to change their surname after marriage. The transition has not been just of attire, but of attitude. The Indian woman has realized that the only way to live and survive is to 'start living'. They respect themselves. Laws to protect women have always been there. But it is the strength of women that has renewed and giving them more traction. It's a pity that almost half of our society, constituted by the fairer sex, is still almost completely ignored by the political parties. Politicians who continue to ignore women should brace themselves to face the brunt of NOTA in future elections.

30. As per the paragraph, amount of attention paid by political parties to women is
- (1) quite adequate.                      (2) fairly substantial.  
 (3) not at all sufficient.                      (4) just about adequate.
31. Women of today have become
- (1) much less confident of themselves.                      (2) timid and pessimistic.  
 (3) quite confident and bold.                      (4) more confused and withdrawn.
32. We notice remarkable changes in the role of women in the present times due to
- (1) tremendous support given by politicians.  
 (2) encouragement given by male members of our society.  
 (3) resolve by women members themselves to be on their own.  
 (4) None of these

33. Which of the following statements is true as per the paragraph?
- (1) Women must continue to support politicians.
  - (2) In the present period, women have become less confident of themselves.
  - (3) We don't have adequate laws to protect women.
  - (4) Women are now more courageous.

### Passage-III

We possess an insidious subsidy culture. If an election is coming, a quick word will raise the LPG cylinder cap or lower CNG prices, ignoring gaping fiscal deficits. In the idealized public sector era, subsidies were a symbol of our commitment to bring about egalitarian growth, protecting our infant industries. Now, in the last decade, our central government has spent almost ₹11 trillion on subsidies – mostly captured by the upper class on fuel and large farmers on fertilisers. Similar to Italy, our unmanageable spending problems are compounded by welfare expansion and a social expectation for subsidies. Everyday, choices from education to transport, are tailored by subsidies that the government gives. Populism runs amok, with warped socialist economics focusing on vote linked needs but not appropriate holistic solutions. A bitter fiscal reckoning awaits.

34. According to the paragraph, our government frequently provides subsidies to
- (1) improve economic conditions of the country.
  - (2) gain more popularity.
  - (3) provide increased facilities to people.
  - (4) improve our exports and reduce imports.
35. As per the paragraph, subsidies should be given to
- (1) provide equal rights.
  - (2) discourage black market.
  - (3) encourage industrialization.
  - (4) None of these
36. With a view to improving economic situation of our country, we
- (1) should continue to provide subsidies.
  - (2) must take some strict measures.
  - (3) should give more subsidies to the needy and poor.
  - (4) must not pay any attention to subsidies.
37. Which of the following statements is not true?
- (1) Government provides subsidies as a part of vote-bank politics.
  - (2) In Italy, government spends much more money than it should.
  - (3) During the last few years, government has not spent much on subsidies.
  - (4) All these

#### Passage-IV

The writer has rightly blamed the two national parties for attempting to manipulate voters. People are sick and tired of politicians spewing out false promises. They look forward to a drastic change in attitude so that there will be greater focus on individual emancipation and overall welfare. But it will take some more time before we evolve into a strong conscious electorate which can see through these games, which have also now been joined by regional groups and newbie parties. It is the duty of national parties to roll out a visionary and implementable agenda. But this can happen only under strong and capable leadership which can electrify the masses and shake off pessimism. Elections should be about ideas and ideology which can empower people.

38. As per the paragraph, people who vote
- (1) have become now mature to decide.
  - (2) are still not capable of deciding in a mature manner.
  - (3) are displaying their capability to take appropriate decisions.
  - (4) None of these
39. Polls in India need to
- (1) give more powers to people.
  - (2) now become more popular.
  - (3) include people from different regions.
  - (4) encourage honest politicians.
40. Politicians in India often
- (1) guide people on the correct path.
  - (2) provide the right kind of leadership we need.
  - (3) mislead people on various issues.
  - (4) focus on welfare of people.
41. Which of the following statements is 'not true'?
- (1) We need major changes in the attitudes of our politicians.
  - (2) Our leaders come out with really great ideas during elections.
  - (3) People have started disliking our political leaders now.
  - (4) All these

#### Passage-V

It is true that debate and discourse can either be elevated to reflect the concerns of an aspiring young nation or cater to our baser instincts. Countries like America, which have matured as democracies, practise a rambunctious style of politics. However, in our case it is only vulgarity that is currently on full display. To be absolutist about the freedom to offend is totalitarianism, not democracy. Though India's democracy is increasingly becoming more inclusive, its social system is growing increasingly exclusive. Hence people feel that chances of their views being heard are greater only if their arguments create an upheaval. So it is time to debate where to draw the line between free speech and offensive that may ignite confrontation.

42. As per the paragraph, Indian democracy, over a period of time,  
 (1) includes less number of people. (2) has become less popular.  
 (3) now includes more number of people. (4) does not impact the lives of people.
43. Currently in India, to draw attention of people on some issues, one needs to  
 (1) remain peaceful.  
 (2) create some chaos.  
 (3) respect others' point of view.  
 (4) ignore that issue altogether and move ahead.
44. Presently, freedom of speech in India often leads to  
 (1) understanding a situation better. (2) avoidable hostility among people.  
 (3) resolving quite a few major issues. (4) None of these
45. According to the paragraph, which of the following statements is not true?  
 (1) Indian society has now become more divided.  
 (2) Indian democracy is now more dignified.  
 (3) Debate indicates people's concern on a subject.  
 (4) All these
46. If twice the age of daughter is added to three times the age of mother, the sum is 120 and if twice the mother's age is added to three times the daughter's age, then the sum is 90. The age of mother is  
 (1) 30 years. (2) 36 years. (3) 41 years. (4) 42 years.
47. Mukesh told his grand-daughter Sailee that five years earlier, he was seven times as old as she was. After 15 years, he will be thrice as old as she will be. Find the sum of their present ages.  
 (1) 70 (2) 75 (3) 90 (4) 100
48. What is the value of A:B:C, if A:B = 2:3 and B:C = 4:5?  
 (1) 8:12:15 (2) 2:3:4 (3) 2:3:5 (4) 4:6:11
49. A certain sum of money is divided among A, B and C so that for each rupee A has, B has 65 paise and C has 35 paise. If B's share is ₹1300, then total sum of money is  
 (1) ₹7000 (2) ₹6000 (3) ₹5000 (4) ₹4000
50. If cost price of 24 articles is equal to the selling price of 16 articles, then the profit/loss percentage is  
 (1) 40% loss (2) 50% profit (3) 45% loss (4) 33.33% profit

51. Amit owns a scooty worth ₹25000, which he sells to Anil at a profit of 10%. If after some time, Anil sells it to Sahil at a loss of 10%, then the cost price of scooty for Sahil is  
 (1) ₹25750                      (2) ₹25250                      (3) ₹25000                      (4) ₹24750
52.  $x\%$  of  $y + y\%$  of  $x$  is equal to  
 (1) 2% of  $xy$                       (2) 20% of  $xy$                       (3) 2% of  $100xy$                       (4) 2.5% of  $xy$
53. There are only two candidates contesting the election, a person who got 47% of votes lost by 540 votes. Assuming that there were no invalid votes, the total number of votes casted are  
 (1) 7000                      (2) 8000                      (3) 9000                      (4) 10000
54. Sugar at ₹30 per kg is mixed with sugar at ₹40 per kg in the ratio 2:3. The price of new mixture per kg is  
 (1) ₹35                      (2) ₹36                      (3) ₹37                      (4) ₹38
55. The average weight of ten members in a group was increased by 1kg when one of the members, who weighed 65 kg was replaced by a new man. The weight of the new man is  
 (1) 55 kg                      (2) 65 kg                      (3) 75 kg                      (4) 85 kg
56. A boat goes from point I to point II and comes back. The speed of water in river is 5 km/h and it takes total time 72 min. If ratio of time from I to II and II to I is 3:5, what is speed of boat in still water?  
 (1) 25 km/h                      (2) 20 km/h                      (3) 30 km/h                      (4) 15 km/h
57. A ferry is moving downstream from city A to city B with speed 45 km/h. A passenger jumped into river in middle of cities and starts swimming towards city A. Ferry reached city B and comes to city A with speed 30 km/h and both reached at same time. What is speed of passenger in river?  
 (1) 21.75 km/h                      (2) 7.5 km/h                      (3) 11.25 km/h                      (4) 25.5 km/h
58. A can do a work in 20 days and B can do in 10 days. A starts the work and works alone for 5 days. Then B joins A and they finish the work. In how many days the work gets finished?  
 (1) 10                      (2) 12                      (3) 9                      (4) 8
59. A car starts with a speed of 20 km/h and increases its speed by 10 km/h after every hour. Another car has a constant speed of 50 km/h. In how much time, both the cars cover equal distance?  
 (1) 4 hours                      (2) 5 hours                      (3) 6 hours                      (4) 7 hours
60. Pipe A can fill a tank in 8 hours; B can fill in 6 hours; C can empty in 12 hours. A and B are opened alternatively with C. In how much time the tank is filled if A is opened first?  
 (1) 16                      (2) 15                      (3) 12                      (4) 18



61. The speed of a car is  $\frac{6}{5}$  speed of train. These cover the distance of 100 km in same time while car stops for 10 min. on the way for refuelling. What is speed of train?  
 (1) 80 km/h (2) 90 km/h (3) 100 km/h (4) 110 km/h
62. Reema took a loan of ₹ 120000 on simple interest for as many years as the rate of interest. If she paid ₹58800 as interest at the end of the loan period, then the rate of interest is  
 (1) 6% (2) 7% (3) 8% (4) 9%
63. If a mobile has 5 digits password then how many different passwords can be set so that it must be divisible by 4  
 (1) 25000 (2)  $10^5 - 10^2$  (3)  $5! - 4!$  (4) 24000
64. A box contains 7 green, 6 black and 4 yellow balls. How many selections are possible so that we have one ball of each colour.  
 (1) 138 (2) 168 (3) 148 (4) 17
65. If the radii of the circular ends of a bucket 25 cm high is 4 cm and 2 cm. Then the capacity of the bucket is  
 (1)  $\pi \frac{625}{3}$  (2)  $\pi \frac{700}{3}$  (3)  $\pi \frac{600}{3}$  (4)  $\pi \frac{425}{3}$
66. A copper sphere of radius 6 cm is melted to form spheres of radius 2 cm. How many such spheres are formed?  
 (1) 27 (2) 31 (3) 36 (4) 14
67. A couple plans to have two children. What is the probability that the couple gets one girl and one boy?  
 (1)  $\frac{1}{2}$  (2)  $\frac{1}{4}$  (3)  $\frac{3}{4}$  (4)  $\frac{1}{6}$
68. On an average 8 articles out of 280 produced by a certain machine are defective. What is the probability that an article chosen at random is not defective?  
 (1)  $\frac{31}{34}$  (2)  $\frac{21}{23}$  (3)  $\frac{1}{35}$  (4)  $\frac{34}{35}$
69. If  $x = 5^{1/3} + 5^{-1/3}$ , then  $5x^3 - 15x =$   
 (1) 25 (2) 26 (3) 10 (4) 15
70. A, B and C receive ₹10000, ₹12000 and ₹16000 as profit on total investment of ₹200000. What is the difference in investment by C and A & B together?  
 (1) 37951 (2) 35000 (3) 39751 (4) 31579

71. Rakesh gives ₹140000 to Ramesh for a business. Ramesh spends  $\frac{1}{8}$  of his profit on rent of shop. If they are left with equal amount, what is investment of Ramesh?  
 (1) ₹160000                      (2) ₹150000                      (3) ₹170000                      (4) ₹180000
72.  $x+1$  is a factor of the polynomial  
 (1)  $x^3+x^2-x+1$                       (2)  $x^4+x^3+x^2+1$                       (3)  $x^3+x^2+x+1$                       (4)  $x^4+3x^3+3x^2+x+1$
73. If one side of a square is represented by  $18x-20$  and the adjacent side is represented by  $42-13x$ , the length of the side of the square is \_\_\_\_\_.  
 (1) 20                      (2) 16                      (3) 14                      (4) 13
74. The area of an isosceles triangle with base 2 cm and one of the equal sides 4 cm is \_\_\_\_\_.  
 (1)  $\frac{\sqrt{15}}{2} \text{ cm}^2$                       (2)  $2\sqrt{15} \text{ cm}^2$                       (3)  $\sqrt{15} \text{ cm}^2$                       (4)  $4\sqrt{15} \text{ cm}^2$
75. The angle between the two altitudes of a parallelogram through the same vertex of an obtuse angle of the parallelogram is  $30^\circ$ . The measure of the obtuse angle is \_\_\_\_\_.  
 (1)  $105^\circ$                       (2)  $95^\circ$                       (3)  $100^\circ$                       (4)  $150^\circ$

**Directions (Questions 76-80):** Study the Information below to answer these questions.

- A. Seven students Pradeep, Qadir, Rohit, Sushant, Tushar, Uday and Vikas write a test series.  
 B. Either Rohit or Sushant scores highest in each test.  
 C. Pradeep always scores less than Vikas.  
 D. Qadir always scores less than Pradeep.  
 E. Each time either Rohit scores the highest and Tushar gets the least.  
 F. Each time Sushant scores the highest, either Uday or Qadir scores the least.  
 G. Each student scores marks different from each other.
76. In a particular test, if Sushant is ranked second, which of the following can be true?  
 (1) Uday gets more than Vikas                      (2) Vikas is ranked fifth  
 (3) Tushar gets more than Qadir                      (4) Pradeep is ranked 3rd
77. In a particular test, if Sushant is ranked sixth and Qadir is ranked fifth, which of the following can be true?  
 (1) Vikas is ranked first or fourth                      (2) Rohit is ranked second or third  
 (3) Pradeep is ranked second or fifth                      (4) Uday is ranked third or fourth
78. In a particular test, if Rohit gets the highest, Vikas should be ranked not lower than  
 (1) second.                      (2) third.                      (3) fourth.                      (4) fifth.

79. In a particular test, if Rohit is ranked second and Qadir is ranked fifth, which of the following cannot be true?  
 (1) Tushar is ranked third (2) Tushar is ranked sixth  
 (3) Pradeep is ranked sixth (4) Vikas is ranked 2nd
80. In a particular test, if Rohit is ranked second and Qadir is ranked fifth, which of the following must be true about Tushar's rank?  
 (1) Fourth (2) Third (3) Seventh (4) Sixth

**Directions (Questions 81-84):** In each of these questions, there is some relationship between the two terms to the left of :: and the same relationship exhibits between the two terms of its right. A term is missing on the right side, choose the missing term ('?') among the four alternatives given.

81. Rustle : Leaves :: Sing : '?'  
 (1) Whistle (2) Bullets (3) Kettles (4) Birds
82. Firm : Stentorian :: Piquant : '?'  
 (1) Pleasant (2) Sharp (3) Bitter (4) Bland
83. Cartographer : Map :: Bard : '?'  
 (1) Book (2) Sanctuary (3) Mould (4) Poetry
84. Antibiotic: Bacteria :: Pesticide : '?'  
 (1) Insects (2) Wounds (3) Crops (4) Vegetables

**Directions (Questions 85-87):** Each of these questions has statements followed by two conclusions I and II. Decide which of the conclusions follows from the statements.

Mark the answer as

- (1) if conclusion I follows.  
 (2) if conclusion II follows.  
 (3) if neither conclusion I nor II follows.  
 (4) if both conclusions I and II follow.

85. **Statement :** Space has no gravitational pull. It has no atmosphere.

**Conclusions:**

- I. Gravity is due to atmospheric pressure.  
 II. It is not difficult to breathe in space.

86. **Statement :** Computer literates have good reasoning ability. Seema can understand the puzzle quickly.

**Conclusions:**

- I. Seema is computer literate.
- II. Seema has good reasoning ability.

87. **Statement :** Evaporations cause cooling. Coke is very cold.

**Conclusions:**

- I. Some of the coke must have evaporated.
- II. Coke offered in this restaurant is very cold.

**Directions (Questions 88-90):** In the following questions, two statements have been given, which bear a cause and effect relationship. Mark the answer as

- (1) if Statement I is the 'Cause' and the Statement II is its Effect.
- (2) if Statement II is the 'Cause' and the Statement I is its 'Effect'.
- (3) if both Statements I and II are 'Effects' of a common 'Cause'.
- (4) if both Statements I and II are 'Effects' of independent Causes.

88. **Statement I:** The Times of India has reported today that water of Ganga at Varanasi contains level of pollutant much higher than the permissible limit.

**Statement II:** The people living in the area are to be shifted to another area to avoid a catastrophic situation.

89. **Statement I:** The Government has planned to make arrangements for supply of safe drinking water from Tehri Dam.

**Statement II:** The Ganga water at Kanpur is not even fit for bathing as it contains very high level of pollutants.

90. **Statement I:** The internet users of the country have been advised to stay alert while using internet till the hackers are caught.

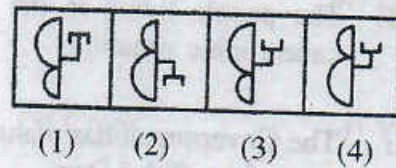
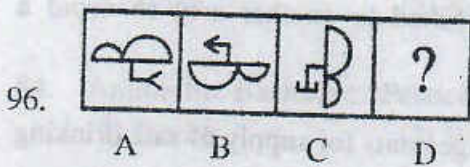
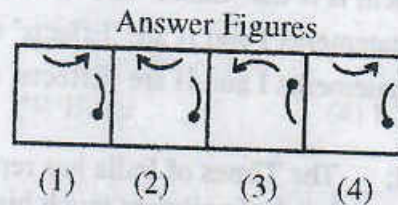
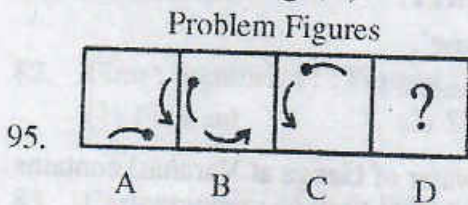
**Statement II:** The Government machinery will make an all out effort to catch those who are responsible for hacking and put in place a sound internet security system for all its websites.

91. Sudeep said to Rajeev, "The man watching TV is one of the two brothers of the daughter of my father's wife". How the man watching TV is related to Sudeep?

- (1) Brother                      (2) Brother-in-law                      (3) Cousin                      (4) Uncle

92. In a row of forty children, P is thirteenth from the left end and Q is ninth from the right end. How many children are there between P and R if R is fourth to the left of Q?  
 (1) 12                                      (2) 13                                      (3) 14                                      (4) 15
93. A watch reads 4.30. If the minute hand points East, in what direction will the hour hand point?  
 (1) North                                      (2) North-West                                      (3) South-East                                      (4) North-East
94. In a certain code language, BEAT is written as YVZG, then what will be the code of MILD?  
 (1) NROW                                      (2) ONRW                                      (3) NOWR                                      (4) ONWR

**Directions (Questions 95-96):** Each of the following questions consists of two sets of figures. Figures A, B, C and D constitute the Problem Set while figures (1), (2), (3) and (4) constitute the Answer Set. There is a definite relationship between figures A and B. Establish a similar relationship between figures C and D by selecting a suitable figure from the Answer Set that would replace the question mark ? in Fig. (D).



**Directions (Questions 97-100):** As per the below diagram, which diagram represents the relationship given in the following statements.



97. Soccer players, Chess players, Athletes

98. Squares, Rectangles, Geometric figures

99. Edible things, Plants, Coriander-leaf

100. Animals, Cats, Dogs

101. 'Morellato', the popular international female luxury wrist watch is endorsed by  
 (1) Aishwarya Rai. (2) Preity Zinta. (3) Anushka Sharma. (4) Kareena Kapoor.
102. 'EVARA' is a popular \_\_\_\_\_ jewellery brand.  
 (1) silver (2) diamond (3) platinum (4) gold
103. 'Zara', the international fashion brand belong to  
 (1) Germany. (2) Australia. (3) Spain. (4) India.
104. 'Cherokee', the global fashion lifestyle brand tied up with which one of the following Indian companies?  
 (1) Aditya Birla Group (2) Arvind Mills (3) Reliance Retail (4) ITC Group
105. \_\_\_\_\_ covers the entire gamut of women's prêt-a porter from western to fusion to Indian silhouettes. Churidar-kurtas, tunics and saris form the matrix of the Indian designs.  
 (1) Jamdani (2) Taika (3) Dastar (4) Mufti
106. 'home centre', the high-gloss living popular brand is from the house of  
 (1) Bombay Dyeing. (2) Raymond. (3) Lifestyle. (4) None of these
107. 'Xcent', the Hyundai Car is endorsed in India by  
 (1) Ranbir Kapoor. (2) Akshay Kumar. (3) Ranbir Singh. (4) Shah Rukh Khan.
108. 'CASA MODA', the popular home furnishing Indian brand is from the house of  
 (1) Century Textiles. (2) Siyaram Silk Ltd. (3) Bombay Dyeing. (4) Grasim Industries.
109. 'Mayur Suitings', the famous Indian suiting brand is from the house of  
 (1) Bhilwara Group. (2) Dinesh Mills Ltd. (3) Arvind Limited. (4) Mafatlal Ind. Ltd.
110. Wills Lifestyle India Fashion Week Summer-Spring 2015 took place in 2014 at  
 (1) New Delhi. (2) Mumbai. (3) Bangalore. (4) Panjim, Goa.
111. 'Rikee Chatterjee' is the famous Indian fashion  
 (1) designer. (2) photographer. (3) ramp model. (4) choreographer.
112. The raised zari metallic thread embroidery created by sewing flat stitches on cotton padding is commonly known in India as  
 (1) Kantha. (2) Karchobi. (3) Kasuti. (4) Kathi.

113. A unit of measure for the linear mass density of fibers, yarns, and thread and is defined as the mass in grams per 1000 meters is known as  
 (1) Denier. (2) Tex. (3) Mommies. (4) None of these
114. On which date of the year 2014 India celebrated National Mathematics Day to commemorate birth anniversary of Mathematician autodidact Srinivasa Ramanujan?  
 (1) 15 November (2) 22 December (3) 17 October (4) 12 September
115. 'Pravasi Bharatiya Divas' was organized from 7-9 January 2015 at  
 (1) Vadodara. (2) Gandhinagar. (3) Ahmedabad. (4) Rajkot.
116. Who among the following tops the philanthropy list of India in 2014 according to the annual Hurun India Philanthropy list 2014?  
 (1) Shiv Nadar (2) Ratan Tata  
 (3) Azim Premji (4) Mukesh Ambani
117. FieldFresh Foods is a joint venture between processed food manufacturer Del Monte Pacific and  
 (1) Bharti Ent. (2) Pespico. (3) Parle Agro. (4) Dabur.
118. Who won the men's FIFA Ballon d'Or award for the year 2014?  
 (1) Cristiano Ronaldo (2) Lionel Messi  
 (3) James Rodriguez (4) Manuel Neuer
119. Which one of the following hotels from India voted as the best hotel in the world in 2014 in a global poll conducted by financial magazine Institutional Investor, USA?  
 (1) The Leela Palace Udaipur (2) The Oberoi, Mumbai  
 (3) The ITC Grand Chola, Chennai (4) The Taj Palace Hotel, New Delhi
120. 'Khushii' (Kinship for Humanitarian, Social and Holistic Intervention in India), an NGO is headed by which one of the former Indian cricketers?  
 (1) Anil Kumble (2) Sachin Tendulkar  
 (3) Kapil Dev (4) Rahul Dravid
121. Who became the first male dancer to get a doctorate in Mohiniyattam (usually performed by women) from Kerala Kalamandalam, a deemed university?  
 (1) KM Abu (2) Avijit Das (3) Uday Shankar (4) None of these
122. During the Indus Valley civilization, which of the following animals was rarely represented in figures or seals?  
 (1) Leopard (2) Tiger (3) Elephant (4) Bull

123. Which painting of the Kishangarh School has been used as a postal stamp issued by the Government of India?  
(1) Mumtaz (2) Rani of Kishangarh (3) Bani-Thani (4) None of these
124. "Graha Tyag" of Chaitanya was painted by which artist of the Bengal school?  
(1) Yamini Roy (2) Kshitindra Nath Majumdar  
(3) Abanindranath Tagore (4) Sharda Charan Ukil
125. What is the main aspect of the construction of the Taj Mahal?  
(1) Decoration (2) Paintings (3) Symmetry (4) None of these

**Directions (Questions 126-140):** Read the following cases and answer the questions given at the end of each case on the basis of information provided.

#### Case-I

Swiss watch brand Tag Heuer plans to tweak its collections and improve instore services as it bets on enhancing customer experience to power the next phase of growth in India, a top executive said. "The brand is doing well here and has a great platform to go forward. As the next step, we want to do some qualitative work. The focus will be on customer experience," said General Manager at Tag Heuer India. The brand, owned by French luxury conglomerate LVMH, is currently one of the top three in the Swiss watches category in terms of revenue and recall value in the country, GM said. He said Tag Heuer will focus on having the right collections and being at the right retail shops rather than chasing numbers mindlessly. "We want to get into the finer details of selling a luxury watch to the Indian consumer. The numbers (sales) are being met, what is missing is the brand experience," said GM.

126. Tag Heuer is currently focusing on  
(1) quantity sales. (2) customer service. (3) both (1) and (2) (4) None of these
127. As per the case, Tag Heuer has  
(1) low brand value. (2) high brand name in the market.  
(3) to improve availability of its products. (4) tremendous pressure to improve sales.
128. Which of the following statements is not true?  
(1) Tag Heuer plans to give better experience to its customers.  
(2) Before further expansion in India, Tag Heuer wants to improve its services in its existing stores.  
(3) Tag Hauer feels that current sales are just not adequate.  
(4) None of these



## Case-II

Maruti Suzuki is planning to introduce a new compact multi-utility vehicle that would help it log volumes in the fiercely competitive compact car space, once been its forte, but now being threatened by bigger rivals like Hyundai, Honda and Toyota. This all-new compact MUV, code-named YJC, is being conceived especially for India, and will be placed under the flagship Ertiga. Maruti is trying to create a new niche segment that will bridge the gap between hatchbacks and crossover vehicles in terms of size and seating capacity. A company spokesperson, however, refused to confirm the developments. "As a company policy, we do not comment on future products." Currently, under development stage, YJC would be sold in India and may be shipped to South East Asia, just like the Ertiga. The company has floated proposals to its vendors and suppliers for designing and sourcing components of the car. Maruti Suzuki, which is likely to introduce the car in the festive season of 2016, is targeting around 80,000 units in the first year, said a person close to the development. "Maruti plans to develop a new product, which is a niche area until now as there are no premium wagons in the country. It is expected to be a premium product that's likely to be placed over its popular WagonR and is expected to deliver higher volumes for the company trying to regain its turf in the compact car segment. It has also floated request for quotations from its suppliers," the same person added. According to sources in the industry, Maruti is trying to create a new niche segment to drive volumes like it has accomplished with its automated manual transmission, a new technology that turns regular manual cars into convenient clutch-less automatic vehicles at an affordable price. The AMT, introduced in the Celerio hatchback, has been a hit with a large chunk of Indian customers who prefer it over regular manual cars with just a 10% premium. Trying to emulate its success, Maruti Suzuki's R&D teams are working with their Japanese counterparts to develop a new segment that would be spacious, but will have the ease of a regular compact car.

129. In the recent past, Maruti had launched a vehicle with automated manual transmission which has been

- (1) a failure.
- (2) quite popular with customers.
- (3) only partially successful.
- (4) subsequently withdrawn by the company.

130. Maruti is planning to launch a new vehicle in 2016, which will be a

- (1) premium hatchback.
- (2) compact MUV.
- (3) premium Wagon.
- (4) All these

131. As per the policy of Maruti, the company

- (1) does not launch a new product before 5 yrs of the earlier launch.
- (2) does not believe in passing comments on its future vehicles.
- (3) reveals its assessment on its future products.
- (4) None of these

132. According to the case, which of the following statements is not true?

- (1) The new vehicle to be launched will not be placed under the Ertiga brand.
- (2) The new car would have more space and can be easily operated like a compact vehicle.
- (3) Currently, Maruti is being seriously challenged in the market by a number of auto majors.
- (4) None of these

### Case-III

Eureka Forbes, leader in the ₹3,800-crore water purification systems market, is betting big on 'customised solutions' to expand its footprint. Eureka Forbes has mapped the water quality in over 85 per cent of India's pin codes over the last 15 years. "This holds us in good stead in offering solutions for over 17 different types of water conditions in the country so far," said Senior Vice-President (Marketing), Eureka Forbes Ltd. It recently moved up the value chain from just 'pure' to position its products on the 'health' platform, with its new tagline 'More than just pure. Healthy water'. Based on its internal feed-back system, the company undertakes various research programmes across the country to understand the needs of different sets of consumers. Over the last 30 years, Aquaguard has invested heavily in research and technology to understand customer needs and customise solutions and products to suit every water type in India. For instance, it has launched mobile water purifier Aquaguard-on-the-Go, he said. Eureka Forbes is expanding its retail network to cover tier-II and tier-III markets. Initially, a pure-play direct sales company, it now has a significant presence in retail, franchised, rural, institutional community, and e-tail platforms. VP says the rural market holds high growth potential, particularly for off-line water purifiers, and "we have come out with a new range of affordable purification units for rural markets." It has set up water kiosks in several tier II and tier III towns that sell water at 15 paise a litre. So far, it has established over to 200 such kiosks in the country. It also proposes to set up such kiosks in major cities including Chennai, Bangalore, Mumbai and Kolkata. But it may not sell a litre at 15 paise, as cost of running those kiosks in major cities will be much higher. "We are planning to do some pilots before we launch them," he said. The market for water purifiers in the country is growing at 15 per cent year on year. Many homegrown and global brands have jumped into the fray. "We welcome all competition. It fuels innovation and eventually that will benefit the consumer," says VP.

133. Eureka Forbes is focusing on rural market due to the fact that

- (1) it holds tremendous growth potential.
- (2) Eureka Forbes plans to provide pure water at a reasonable price to rural areas.
- (3) it has already made units for rural markets.
- (4) All these

134. Eureka Forbes has made efforts to study quality of water in various locations and

- (1) has covered only some areas.
- (2) these efforts have not been much successful.
- (3) has already covered a large area of the country.
- (4) None of these

135. Consequent to research to observe needs of various category of people, Eureka Forbes now plans to offer

- |                              |                           |
|------------------------------|---------------------------|
| (1) generic solutions.       | (2) customized solutions. |
| (3) one-time solutions only. | (4) one solution for all. |

136. As per the case, which of the following statements is not true?

- (1) Eureka Forbes is quite averse to competition.
- (2) Eureka Forbes pays adequate attention to research.
- (3) Eureka Forbes has set up some outlets to supply pure water at a reasonable cost in small towns.
- (4) None of these

#### Case-IV

The fragmented home appliances category is poised for consolidation, with companies looking for acquisitions to strengthen their manufacturing capabilities and expand operations into newer areas. Early this year, the Netherlands based Royal Philips Electronics had acquired Tamil Nadu based Preethi, makers of mixers and grinders. In May, France's Groupe SEB bought out the 45 per cent stake of Maharaja Whiteline in order to take full control of the company. Market leader Bajaj Electricals is now scouting for acquisitions to make a mark in the non-electrical kitchen appliance space, while new entrant Borosil is seeking a foothold in manufacturing with the help of smaller companies. "We want to strengthen our position in the non-electrical kitchen appliance space like pressure cookers, gas stoves and non-stick cookware, for which we are open to acquiring smaller companies in these categories," says Executive Director, Bajaj Electricals. Earlier, some of these items were reserved for the small scale sector. Bajaj Electricals said it is looking for players who make and brand these products to add them to its roster of kitchen and small appliances. The company continues to sell the largest number of mixer grinders (2.5 million a year) and irons (at 3.5 million) in the country. Bajaj Electricals has a research and development centre in Mumbai, but most of its home appliances are out-sourced to third party players. With a sales turnover of ₹1,500 crore from the home appliance division, Bajaj Electricals has already tapped into the premium end of the category with its imported Morphy Richards brand. The mass-end comprises its own brand of Bajaj, with appliances ranging from sandwich makers to water heaters. Borosil, which has recently entered the home appliance category, is also eager to acquire smaller players with manufacturing capabilities. Glassware maker Borosil's foray into home appliances is expected to get a leg-up with potential acquisitions. "We have set aside a budget of ₹150 crore for acquisitions. Since we do not have our own manufacturing facilities, we will look at small companies with manufacturing facilities in categories like tableware and crockery. An acquisition will ensure a position of strength and know-how in the kitchen appliance category," says Managing Director, Borosil Glass Works. Considering that the company already has 14,000 outlets for its glass works, it would use the same for some of its kitchen appliances such as mixer grinders. "Once you start your own manufacturing, it helps in building the kitchen appliance business further," MD, Borosil Glass Works adds.

137. Borosil, which is basically a glassware maker, presently

- (1) has huge manufacturing facilities of their own.
- (2) has just a few manufacturing units of their own.
- (3) does not have manufacturing units belonging to it.
- (4) None of these

138. To market its kitchen appliances, Borosil plans to
- (1) open a large number of outlets in all parts of India.
  - (2) open only a few outlets in selected towns.
  - (3) open big outlets only in Metro cities.
  - (4) utilise its existing outlets.
139. Bajaj Electricals is currently planning to
- (1) expand its existing business of selling electrical appliances.
  - (2) come out of its business of dealing with electrical appliances.
  - (3) enter into selling non-electrical kitchen appliances.
  - (4) close down its business altogether.
140. As per the given case, which of the following statements is not true?
- (1) Some home appliance companies are acquiring properties to enhance their manufacturing capacities.
  - (2) Bajaj Electricals does not outsource its electrical appliances.
  - (3) Bajaj Electricals is a leader in selling Mixer grinders.
  - (4) None of these

**Directions (Questions 141-150):** Each of these questions has a statement based on the preceding passage. Evaluate each statement and mark answer as

- (1) if the statement is a Major Objective in making the decision: one of the goals sought by the decision maker.
- (2) if the statement is a Major Factor in making the decision: an aspect of the problem, specifically mentioned in the passage, which fundamentally affects and/or determines the decision.
- (3) if the statement is a Minor Factor in making the decision: a less important element bearing on or affecting a Major Factor, rather than a Major Objective directly.
- (4) if the statement is a Major Assumption in making the decision: a projection or supposition arrived at by the decision maker before considering the factor and alternative.

#### Passage-I

UltraTech Cement has signed a memorandum of understanding (MoU) to buy two cement plants of Jaiprakash Associates in Madhya Pradesh, a deal that will help consolidate its position as India's biggest cement-maker. For Delhi-based Jaypee Group, the deal is part of an ongoing exercise to reduce debt, which stood at ₹65,000 crore as on March 31, 2014, and would shrink to close to ₹44,000 crore if this deal is consummated. The Aditya Birla Group firm will sign a definitive agreement after completing a due diligence process that will start shortly. A late evening press release from the company put the total enterprise valuation of the transaction, including debt, at ₹5,400 crore. The company's board approved the acquisition recently. "The deal will help us scale up our

presence in eastern and central UP and eastern and central MP. We have a marginal presence in these markets which is roughly growing at 8-9%," said MD, UltraTech Cement. The acquisition will help the company ramp up capacity by 5 million tonnes to 68 million tonnes. Further, surplus clinker capacity (clinker is a key input for cement) at the two units will enable Ultra-Tech to boost capacity by 2 million tonnes, said the press release. The plants are located at Satna in Madhya Pradesh. In the near term, it will have a financial impact as UltraTech will have to pay higher interest on the debt accrued through the deal, said analyst at brokerage Elara Capital. "But if you take a view of FY18 or later, the deal will be highly accretive as the region is expected to see minimal capacity addition." "Utilisation levels of cement plants in FY18 are expected to rise to 90% from the present 85%, throwing up more profits," said Elara Capital's. The acquisition, if concluded, would mean that the company's plans to boost capacity to 71 million tonnes by 2016 will be achieved ahead of schedule. UltraTech had acquired the Gujarat units of Jaiprakash Associates, with a total capacity of 4.8 million tonnes, last year. It has earmarked ₹7,000 crore to expand capacities over the next three years.

141. The deal is part of an ongoing exercise to reduce debt.
142. The acquisition will help the company ramp up capacity by 5 million tonnes.
143. Surplus clinker capacity at the two units will enable UltraTech to boost capacity by 2 million tonnes.
144. In the near term, it will have a financial impact as UltraTech will have to pay higher interest.
145. The company's plans to boost capacity to 71 million tonnes by 2016 will be achieved ahead of schedule.

### Passage-II

The Centre has decided to recast the boards governing trade of commodities such as tea, coffee and spices to make them more performance oriented and accountable at a time when global competition is fast intensifying. The move, which will involve amendment of archaic Acts to make the boards more responsive to contemporary challenges comes after commerce & industry minister felt that these boards need to improve their working and achieve specific results in promoting exports. There have been reports of closure of several tea plantations in West Bengal and Assam, home to Darjeeling tea and Assam tea. The department of commerce is working on amendment of the Tea and Coffee Acts, which date back to 1942 and 1953 respectively. "We are planning to update Acts for tea and coffee to streamline framework of operations. They are very old. We want greater decentralisation of powers and simplifications of systems," said the official, who did not wish to be identified. The commodity boards for tea, coffee, rubber, spices, tobacco, etc., working under the commerce department are responsible for not only carrying out export promotion but also developing the domestic industry. They have offices in India as well as abroad. Tea Board is concentrated in Kolkata, prompting the government to decentralise its operations and give powers to other centres such as Guwahati and Coonoor. This will help bring in more players into the market, making it easier to obtain licences. While boards do not directly export, they regulate the sector, register exporters and give licenses. The government is also trying to scale up incentives for marketing and export promotion. The manufacturers will need to comply with the Plant Protection Code from next year and procure a

certificate of complying with the standard. The government is also working on an insurance based scheme for stabilisation of prices of four plantation based crops — tea, coffee, rubber and spices. Another official involved in the exercise cited the example of Coffee Board, saying the body has not been able to boost exports even as it has supported domestic trade primarily because it lacks the vision required to succeed in international markets.

146. The Centre has decided to recast the boards governing trade of commodities such as tea, coffee and spices to make them more performance oriented.
147. The move involves amendment of archaic acts to make the boards more responsive to contemporary challenges.
148. We are planning to update Acts for tea and coffee to streamline framework of operations.
149. This will help bring in more players into the market.
150. Board lacks the vision required to succeed in international markets.

## INSTRUCTIONS TO CANDIDATE

1. Do not open this booklet until asked to do so.
2. Do not leave the examination hall until the test is over and permitted by the invigilator.
3. Fill up the necessary information in the space provided on the cover of the Question Booklet and the Answer Sheet before commencement of the test.
4. Check for the completeness of the Question Booklet immediately after opening.
5. The duration of the test is **3 hours**.
6. There are **150** questions. Each question has four answer options marked (1), (2), (3) & (4).
7. Answers are to be marked on the Answer Sheet, which is provided separately.
8. Choose the most appropriate option and darken the oval completely, corresponding to (1), (2), (3) or (4) against the relevant question number.
9. Use only **HB pencil** to darken the oval for answering.
10. Do not darken more than one oval against any question, as scanner will read such marking as wrong answer.
11. If you wish to change any answer, erase completely the one already marked and darken the fresh oval with an HB pencil.
12. All questions carry equal marks. There is **NO Negative Marking**.
13. Rough work, if any, is to be done on the Question Booklet only. No separate sheet will be provided/used for rough work.
14. Any **Calculator, Mobile, Electronic Device, etc., are not permitted inside the examination hall.**
15. Candidate using unfair means in the test will be disqualified.
16. Appropriate civil/criminal proceedings will be instituted against the candidate taking or attempting to take this booklet or part of it outside the examination hall, besides cancellation of his/her candidature.
17. The right to exclude any question(s) from final evaluation rests with the testing authority.
18. Do not seek any clarification on questions from the test officials. Use your best judgment.

**THIS QUESTION BOOKLET AND THE ANSWER SHEET ARE TO BE RETURNED ON COMPLETION OF THE TEST.**

**Question No. 1**

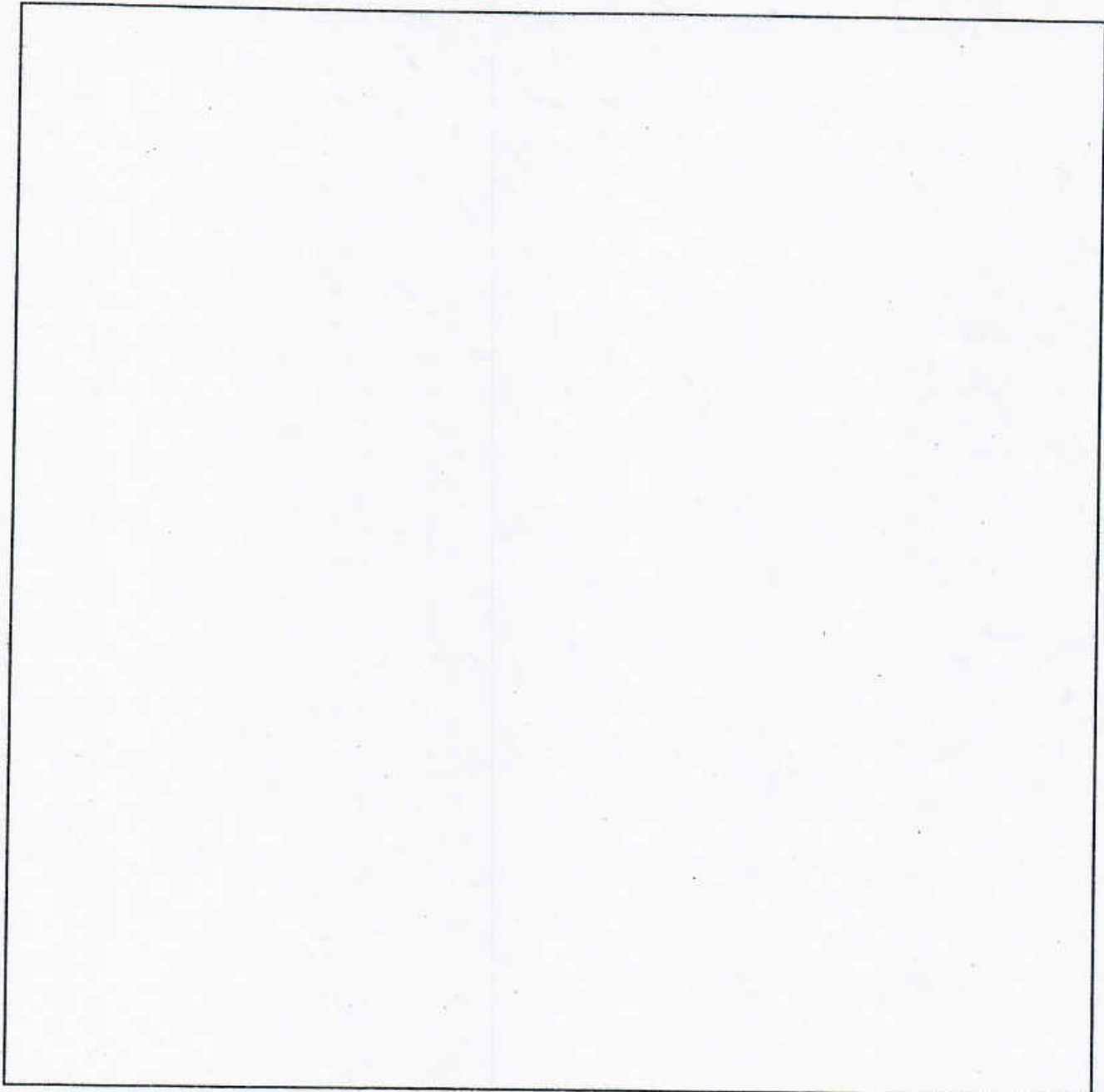
**(Marks: 30)**

Design a campaign poster to generate public awareness on any one of the following :

- Environmental Protection
- Girl Child Education
- Road Safety

Write the theme chosen in the space below:

Theme Chosen: \_\_\_\_\_





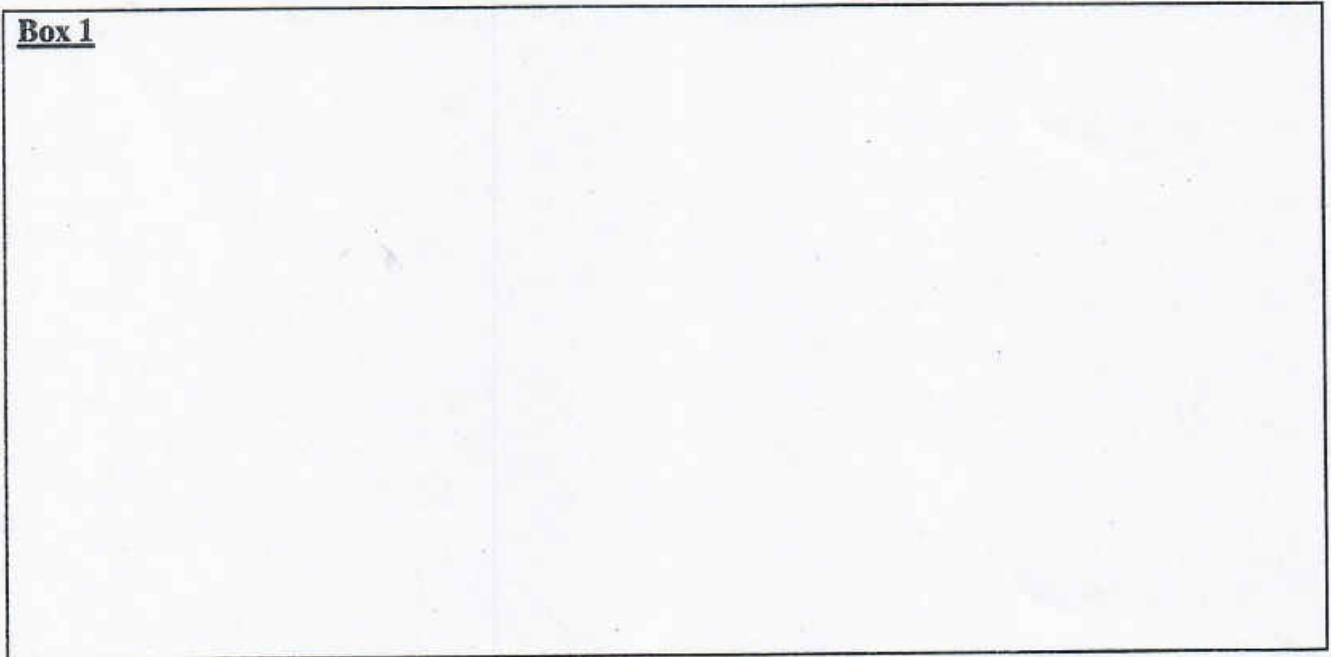
**Question No. 2**

**(Marks: 40)**

Depict an incident occurred in your life using a series of four cartoons or line sketches in the boxes below. Give a tagline under each box to explain the incident.

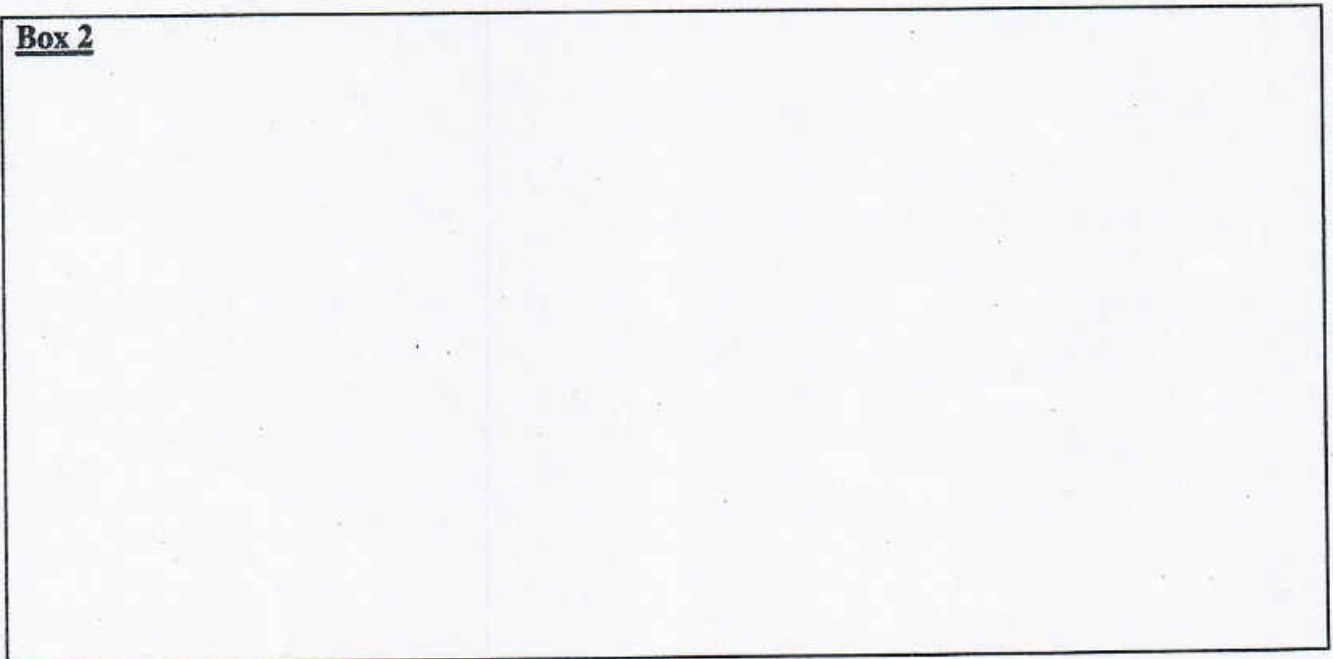
Write an appropriate caption below each box.

**Box 1**



Caption: \_\_\_\_\_

**Box 2**



Caption: \_\_\_\_\_

MD-1000/2K15/02/II

(4)

**Box 3**

Caption: \_\_\_\_\_

**Box 4**

Caption: \_\_\_\_\_

MD-1000/2K15/02/II

(5)

**Question No. 3**

**(Marks: 30)**

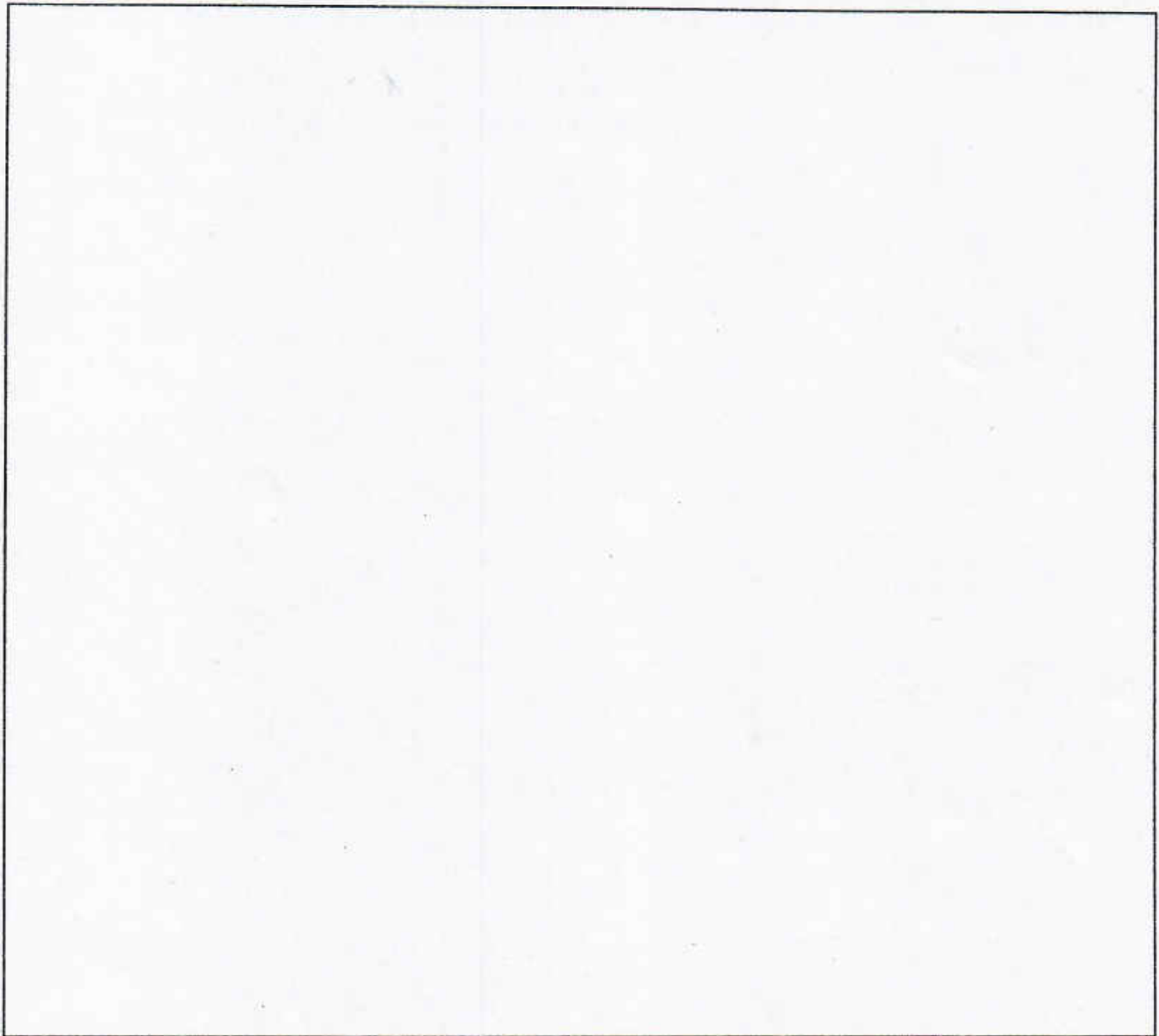
Create a poster containing a Mascot for any *ONE* of the following campaigns:

- Jan Dhan Yojana
- Sports Promotion
- Women Power

Write the option chosen in the space below. Narrate the concept briefly in the opposite page.

*(The design carries 25 marks out of 30)*

Campaign Chosen: \_\_\_\_\_



Add a tagline here: \_\_\_\_\_

A large rectangular area containing 25 horizontal dotted lines, intended for writing or drawing.

**Directions (Questions 1-5):** Choose the option which contains a pair of words related to each other in the same way as the pair given in capital letters.

1. LOVE : AFFECTION

- (1) happiness : joy (2) amity : harmony  
(3) enemy : hatred (4) sorrow : misery

2. LOYALTY : TRAITOR

- (1) truthfulness : liar (2) hope : optimist  
(3) diligence : worker (4) understanding : sage

3. BACTERIA : ILLNESS

- (1) medicine : germs (2) calcium : bones (3) knife : laceration (4) fire : explosion

4. ROOM : HOUSE

- (1) chair : room (2) cabin : ship (3) wheel : car (4) cockpit : plane

5. DOUBT : FAITH

- (1) atheist : religious (2) sceptic : pious (3) iconoclast : idol (4) apostate : state

**Directions (Questions 6-9):** Choose the word which best expresses the same meaning as the underlined word in each sentence.

6. The sea was exceedingly rough and the boat came perilously close to sinking.

- (1) inadvertently (2) dangerously (3) safely (4) slowly

7. Anderson decimated the Indian bowling attack and scored a quick fire 76 runs.

- (1) detested (2) overcame (3) defeated (4) destroyed

8. Pakistan accepted the cease-fire decision but continued to violate it.

- (1) acceded (2) opposed (3) denied (4) defeated

9. The interviewer was impressed by the candidate's congenial personality and recommended him for selection.

- (1) knowledgeable (2) honest (3) pleasant (4) aggressive

**Directions (Questions 10-13):** Choose the option which best expresses the meaning of the underlined idiom/phrase in the sentence.

10. The marketing manager advised his salesmen to be above board in their dealing with prospective customers.  
(1) to be aggressive (2) to conceal facts  
(3) to be knowledgeable (4) to be totally honest without any secrecy
11. Mohan thanked Ramesh for helping him financially and not leaving him in the lurch.  
(1) to leave one in difficulty (2) to be supportive  
(3) to compromise one's position (4) to make fun of
12. The question on everyone's mind is whether Sachin Tendulkar's son will be a chip of the old block.  
(1) perform badly (2) be casual and not focused  
(3) be a worthy son of his worthy father (4) take life as it comes
13. The judge recused himself from hearing the case as he felt he had an axe to grind in the matter.  
(1) nothing to do with (2) a private/personal end to serve  
(3) not suitably qualified to deal with (4) inadequate time to take on

**Directions (Questions 14-17):** Choose the word which is closest to the opposite in meaning of the underlined word in each sentence.

14. This year, the capital experienced copious rains.  
(1) excessive (2) scanty (3) sufficient (4) abundant
15. The Government's policy ensures total transparency in decision making.  
(1) opaqueness (2) clarity (3) invisibility (4) complexity
16. Dhoni praised his fast bowlers for their performance.  
(1) displeased (2) discomfited (3) condemned (4) depreciated
17. The management took concrete measures to resolve the problem and end the strike.  
(1) tactile (2) rigid (3) definite (4) abstract

**Directions (Questions 18-21):** Choose the correct spelling out of four choices.

18. (1) Misogynists (2) Mysogynists (3) Mysoginists (4) Mysagynists
19. (1) Aracnophobia (2) Aranchophobia (3) Arochnophobia (4) Arachnophobia
20. (1) Alcohol (2) Alchohol (3) Alchohal (4) Alchohel
21. (1) Bioclymatalogy (2) Bioclimatalogy (3) Bioclimatology (4) Bioclimatology

**Directions (Questions 22-26):** Fill in the blank.

22. It is not fair to cast \_\_\_\_\_ on honest and innocent persons.  
(1) aspiration (2) aspersion (3) inspiration (4) adulation
23. The villagers \_\_\_\_\_ the death of their leader by keeping all the shops closed.  
(1) announced (2) protested (3) mourned (4) consoled
24. The poor ones continue to \_\_\_\_\_ out a living in spite of economic liberalisation in that country.  
(1) find (2) go (3) eke (4) bring
25. I will write a letter to you tentatively \_\_\_\_\_ the dates of the programme.  
(1) involving (2) urging (3) guiding (4) indicating
26. Even in today's modern society, people \_\_\_\_\_ God to bring rains.  
(1) provoke (2) evoke (3) appeal (4) propitiate

**Directions (Questions 27-31):** In each of the following questions, out of the four alternatives, choose the one which can be substituted for the given words/sentence.

27. The custom of having more than one husband at the same time  
(1) Polygamy (2) Polyandry (3) Debauchery (4) Bigamy
28. To send an unwanted person out of the country  
(1) Exclude (2) Ostracise (3) Deport (4) Expatriate
29. Relationship by blood or birth  
(1) Parentage (2) Affiliation (3) Consanguinity (4) Nepotism

30. Study of mankind  
 (1) Pathology (2) Physiology (3) Philology (4) Anthropology
31. A person who does not believe in god is known as  
 (1) Theist (2) Atheist (3) Cynic (4) Apostle

**Directions (Questions 32-35):** In each of these questions, some parts of a sentence have been jumbled up. You are required to rearrange these parts, which are labelled P, Q, R and S, to produce the correct sentence.

32. All precautionary measures were taken  
 P : to prevent the capture of booths  
 Q : during the election  
 R : by the Government  
 S : by the terrorists  
 The proper sequence should be  
 (1) S P R Q (2) Q S P R (3) R P S Q (4) R Q S P
33. The Portuguese,  
 P : had a great talent  
 Q : as also for choosing the right place to build  
 R : for building houses  
 S : who arrived in Goa 400 yrs ago  
 The proper sequence should be  
 (1) R P S Q (2) S Q R P (3) R Q S P (4) S P R Q
34. In life  
 P : some rules are  
 Q : as in business  
 R : they seem almost instinctive  
 S : learnt so early that  
 The proper sequence should be  
 (1) R S P Q (2) Q P S R (3) R P S Q (4) Q S P R
35. Everyone knows that  
 P : it is difficult  
 Q : to speak more politely  
 R : to go to the manager  
 S : and tell him that he ought  
 The proper sequence should be  
 (1) Q S R P (2) P R S Q (3) Q R S P (4) P S R Q



**Directions (Questions 36-65):** Study the passages below and answer the questions that follow each passage.

**Passage I**

Management education in India has an intense magnetic effect on students and parents alike. The placement figures often tend to drive the community to flock towards acquiring a post-graduate degree in management in search of a bright future. As compared to the other professional courses in engineering, medicine, etc., the role of management education has moved beyond transfer of academic knowledge for professional excellence to creating and transforming personality of students demonstrating confidence with character. The expectation from management graduates extend beyond concepts and include skill-sets which are contextual and application oriented. A two-year exposure is expected to convert a studious student into a confident communicator, knowledgeable manager and ethical citizen. Companies too are focusing on skill-sets such as communication, team management and general awareness, behavioural compatibility, domain knowledge, emotional quotient and intelligence quotient. The programmes offered by B-schools, therefore, must project the same by enabling an interactive system of pedagogy, opportunity for expression, varying evaluation from a subjective and descriptive approach to an application oriented assessment system and provide opportunity for enhancing written and spoken communication skill. This would entail a change in approach to teaching from a teacher driven top-down approach to a student driven bottoms-up approach and adoption of Socratic methods of discussion. Concern for community and commitment to society needs to be instilled, hence socially relevant programmes need to be part of the curriculum. For management schools, it is not just about admissions, teaching and placement, it is also about creating lifelong alliances with students and a bonding that becomes irrevocable.

36. What is the most important aspect sought to be conveyed by the author in this passage?
- (1) Students who undergo management courses get good placements.
  - (2) Management is better than medicine or engineering.
  - (3) Parents want their children to study management.
  - (4) Programmes offered by B-schools must enable students fulfil the expectations of the environment.
37. What, according to the author, is the suggested approach B-schools need to adopt?
- (1) Character building
  - (2) Student centric
  - (3) Application oriented
  - (4) All these
38. Which of the following statements is NOT true as per the passage?
- (1) Academic knowledge of management subjects alone is adequate to do well.
  - (2) Companies are looking towards employing individuals with an all-round capability and wholesome personality.
  - (3) Knowledgeable students who express their views clearly and display pragmatism are likely to be more successful.
  - (4) None of these

39. What is the paradigm shift B-schools need to follow as per the author?
- (1) Admission of students and trying for their placements subsequently is sufficient.
  - (2) Establishing and nurturing a long standing meaningful and beneficial association between the student and the institution is critical.
  - (3) Providing the required infrastructure and facilities necessary for students to study is their only responsibility.
  - (4) Inviting appropriate guest faculty to interact with students.
40. The two-year curriculum in B-schools should provide students with
- (1) Domain knowledge and skill sets required to enable correct decision making.
  - (2) Oral and written communication skills to convey their views confidently and to contribute to team goals.
  - (3) Adequate exposure and inputs to undertake their social responsibilities ethically and professionally.
  - (4) All these

### Passage II

There are some men who seem to be always on the lookout for trouble and, to tell the truth, they are seldom disappointed. Listening to such men, one would think that this world is one of the stormiest and most disagreeable places. Yet, after all, it is not such a bad place and the difficulty is often 'in the man who is too thin skinned. On the other hand, the man who goes out expecting people to be like himself, kind and brotherly, will be surprised at the kindness he meets even in the most unlikely quarters. A smile is apt to be met with a responsive smile while the sneer is just as apt to provoke a snarl. Men living in the same neighbourhood may live vastly different lives. But it is not the neighbourhood which is quarrelsome, but the man within us. And we have it in our power to change our neighbourhood into a pleasant one by simply changing our own ways.

41. The passage is about
- (1) our disagreeable and hostile world.
  - (2) a kindly and pleasant world.
  - (3) our indifferent and unresponsive world.
  - (4) the world and how one looks at it?
42. "There are ..... they are seldom disappointed". The statement denotes that such men
- (1) welcome difficulties as a morale booster.
  - (2) do not have to face any trouble.
  - (3) manage to keep unruffled in the face of discomforts.
  - (4) generally do not fail to come across troubles.
43. The author's own view of the world is that it is
- (1) one of the loveliest and quietest places.
  - (2) an unpleasant and turbulent place.
  - (3) one's own excessive sensitivity that makes it a bad place.
  - (4) a sordid place for those who suffer in life.

44. Which of the following is opposite in meaning to the expression 'thin-skinned' as used in the passage?  
(1) Insensitive                      (2) Intelligent                      (3) Awkward                      (4) Obstinate
45. "On the other hand ... unlikely quarters". The statement shows that people's reaction to our attitude is  
(1) generally indifferent.                      (2) surprisingly responsive.  
(3) often adverse.                      (4) mainly favourable.

### Passage III

Scarcity is not created by war; it is a permanent characteristic of all human society and is the basis of the problem that faces, and always had faced, the human race whatever its form of organisation. It springs from the fact that the material resources of the world are limited and that our ability to make use of those resources is even more limited by our ignorance. Everything that we need to satisfy our wants has to be derived finally from two sources — the natural resources that are available and the human ability to make use of them. As our knowledge grows and we increase our skill, we can exploit more and more of the opportunities that nature offers to us. The increase in communications, for example, has made accessible many minerals from depths below the earth's surface that could not be reached by earlier generations. But whatever the rate of development may be, there is, at any one time, a limit to the total of what can be produced. Here and now, there is only so much of the material resources of the world accessible to us and there are only so many people capable of work and endowed with the capacities and skills that they have developed. No doubt, we waste a lot by stupidity even if the very best possible use is made of all the resources we can reach, there is still a limit to what can be produced out of them, and it is out of that total that we must all satisfy our wants.

46. Some of the material resources are  
(1) wasted by man's stupidity.                      (2) neglected by man.  
(3) accessible to man.                      (4) stored for the future.
47. The first sentence of the passage tells us that scarcity is  
(1) created by war.                      (2) caused by human beings.  
(3) not permanent.                      (4) present in all human societies.
48. The main idea of the passage is  
(1) the cause of scarcity.                      (2) the need to work hard.  
(3) how to overcome scarcity.                      (4) the need to increase our knowledge.

### Passage IV

The great Acharyas have said that having discovered a great goal, surrender yourself to that goal and act towards it drawing your inspiration from that goal, whereby you will get a new column of energy. Do not allow this energy to be dissipated in the futile memories of the past regrets or failures, nor in the imagined sorrows of the future, nor in the excitement of the present. And this brings that entire focus into activity. That is the highest creative action in the world outside. Thereby, the individual who is till now considered most efficient, finds his way to the highest achievement and success. This is said very easily in a second. But in order to train our mind to this attitude, it needs considerable training because we have already trained the mind wrongly to such an extent that we have become perfect in imperfections. Not knowing the art of action, we have been master artists in doing the wrong thing. The totality of activity will bring the country to a wrong end indeed.

If each one is given a car to achieve an ideal socialistic pattern and nobody knows how to drive, what would be the condition on the road? Everybody has equal right on the public road. Then each car must necessarily dash against the other, and there is bound to be a jumble. This seems to be a very apt pattern of life that we are heading to. Everyone of us is a vehicle. We know how to go forward. The point is that intellect is very powerful and everyone is driving, but, nobody seems to know how to control the mental energy and direct it properly or guide it to the proper destination.

49. Which of the following is the source of energy?
- (1) A column that supports a building.
  - (2) Stimulation obtained from a chosen aim.
  - (3) Highest creative action.
  - (4) Proper training of the mind to achieve perfection.
50. Which of the following could lead to success?
- (1) Cherishing the memories of the past.
  - (2) Preparing oneself to face the probable sorrow of the future.
  - (3) Bringing one's entire energy into the activity.
  - (4) Being alert about the excitement present.
51. What is the effect of the wrong training of the mind?
- (1) We have become perfect in all aspects.
  - (2) Art of action is over emphasized.
  - (3) Each of us has mastered the art of doing wrong things.
  - (4) We could avoid wastage of our energy.

### Passage V

Even an ordinary everyday activity may lead to an insight into human nature. A picnic had been arranged by the department. Everyone was supposed to join it. I, being older than a good many, was ill at ease at the thought of joining a bunch of callow youngsters, dreaming of some soft and sweet company on the way to the hill resort. But the morning of the adventure found the boy in me climbing the first ascent—rather steep and hard, to the applause of all Adams and Eves in the troop. Half way through, we started finding snow all around us, but, the boy in me by then was once again lost into oblivion. I found myself lagging behind and often falling down on the soft snow due to the soft foam rubber soles of my shoes. A laughing stock I was. But, soon I found strong healthy arms supporting me. I pleaded, “Let me go, I’ll not be able to make it”, but they would not let me. They were the arms of two hill folks, who, as people had been described as withdrawn, selfish and aloof by my friends from the plains.

52. The narrator in this passage felt ill at ease at the thought of joining the picnic party because there was an age gap between him and the rest of the party. Which one of the following do you think is right?
- (1) He would feel insulted because of the youngsters treating him as their equal.
  - (2) He felt, he would not be able to withstand the nonsense of the youth.
  - (3) He would be embarrassed at lagging behind the youngsters while climbing the mountain.
  - (4) He would suffer psychologically in the company of the youth indulging in romantic approaches and conversations.
53. The writer climbed the first ascent rather fast because
- (1) the sight of so many youngsters infused a spirit in him which made him feel like a young man.
  - (2) he suddenly felt that he was still young.
  - (3) he became competitive in the company of young boys and girls.
  - (4) the sight of so many youngsters reminded him of his younger days.
54. The writer got tired soon because
- (1) his age prevented him from exerting himself for a long time in spite of his best spirit.
  - (2) climbing a steep and hard rock was strenuous.
  - (3) he had difficulty in walking on the snow.
  - (4) falling behind the young climbers dampened his spirit and depressed him.
55. The hill folk did not let him go because they
- (1) had seen that others did not help him.
  - (2) had seen others laughing at him and wanted to add to their joy by supporting him in this way.
  - (3) realised he was not as accustomed to climbing hills as they were.
  - (4) had seen that he was a weakling and needed support.

### Passage VI

Until a hundred years ago as humans we had a simple, uncomplicated biological connect. It was a straightforward equation: we drew roughly 3,000 calories each of energy out of the Earth for our food and life's sustenance. Today that number per capita has grown to 1,00,000 calories. We still need only 3,000 calories each to nourish life itself. All the rest of this energy is what we extract from the Earth for everything else besides keeping ourselves alive. In some countries, like the US, this per capita number runs at over 2,00,000 calories. Some of us are concerned about this. We fret over what we could — and should — really be doing to soften this abuse of resources. Little things fox us in the welter of things that we get to read. What is sustainable development? How can it be started at our homes? Beyond the ceremonial planting of green and getting people to run marathons of various lengths in support of the environment, is there more that we can add to the abstract value of 'sustainability'? What are the little things we can do in our day-to-day lives, to reduce demand for things that people make and market? Of course, we know that it helps to avoid a plastic bag when you can use a newspaper bag, or a brown bag, or even a jute bag which you can use for many more years unlike a plastic bag which you throw away in less than a week or after a few uses. However, there's actually quite a bit more that you and I can do, without compromise on comfort, with very little as cost incurred, with financial savings that you can gain on energy and water use, and with solutions that are very feasible and within your reach. It is possible to understand our ecological footprint and its disastrous consequences, not merely in terms of our own behaviour as consumers, but really in terms of the impact on the environment we make.

56. What is the primary concern of the passage?
- (1) There is a need to save energy, especially for our future.
  - (2) Use of plastic bags should be completely banned.
  - (3) All of us should not only plant trees but also run the marathon.
  - (4) We need to respect the Earth and consume less of its calories.
57. Why does the author ask his audience to use a jute bag?
- (1) Jute bags look more trendy and stylish.
  - (2) Using jute bags helps in consuming only 3,000 calories from the Earth.
  - (3) It is the need of the hour, to save energy, to save our ecosystem.
  - (4) They are more easily available.
58. Which one of the following statements cannot be inferred from the passage?
- (1) There are many little things we can do to save our Earth.
  - (2) We do not depend on the Earth for our food and life sustenance.
  - (3) Only running marathons of various lengths do not help.
  - (4) A lot many years before, our association with the nature was quite simple.
59. A suitable title to the passage could be
- |                                  |                                       |
|----------------------------------|---------------------------------------|
| (1) Lets Shift to Jute!          | (2) Save Energy, Save the Earth!      |
| (3) How to Consume Few Calories? | (4) The Earth Heading for a Disaster. |

### Passage VII

In the real world, U.S. global planning has always been sophisticated and careful, as you'd expect from a major superpower with a highly centralized and class conscious dominant social group. Their power, in turn, is rooted in their ownership and management of the economy, as is the norm in most societies. During World War II, American planners were well aware that the United States was going to emerge as a world-dominant power, in a position of hegemony that had few historical parallels, and they organized and met in order to deal with this situation. From 1939 to 1945, extensive studies were conducted by the Council on Foreign Relations and the State Department. One group was called the War-Peace Studies Group, which met for six years and produced extensive geopolitical analyses and plans. The Council on Foreign Relations is essentially the business input to foreign policy planning. These groups also involved every top planner in the State Department, with the exception of the Secretary of State. The conception that they developed is what they called "Grand Area" planning. The Grand Area was a region that was to be subordinated to the needs of the American economy. As one planner put it, it was to be the region that is "strategically necessary for world control." The geopolitical analysis held that the Grand Area had to include at least the Western Hemisphere, the Far East, and the former British Empire, which we were then in the process of dismantling and taking over ourselves. This is what is called "anti-imperialism" in American scholarship. Detailed plans were laid for particular regions of the Grand Area and also for international institutions that were to organize and police it, essentially in the interests of this subordination to U.S. domestic needs. The Grand Area was also to include western and southern Europe and the oil-producing regions of the Middle East; in fact, it was to include everything, if that were possible.

60. What does the author mean when he says, "position of hegemony that had few historical parallels"?
- (1) America had no good history to be remembered.
  - (2) America would become one of the predominant countries, something which had not happened earlier.
  - (3) America would win the II<sup>nd</sup> World War to become the super power.
  - (4) America would emerge a class conscious social group, which no country had ever been before.
61. The passage supports the following statements except
- (1) a detailed planning was done for regions of the Grand Area.
  - (2) the Secretary of State was not part of the planning involved for the Grand Area.
  - (3) America had always been a super power, even before the Second World War.
  - (4) America's power lies in its ownership and management of economy.

### Passage VIII

More than a century later, the Earth seems to be literally falling to pieces — recent environmental setbacks include billions of tonnes of ice shelves breaking off in the Antarctic and unusually warm temperatures in different parts of the world. Panic reactions range from predictions of sinking islands to lamenting the ill-effects of global warming induced by release of greenhouse gases into the

atmosphere. The trouble is that we are too obsessed with the climate change problem to even acknowledge the fact that the state of the planet hinges on much more. Climate change is at best a symptom of a far more complex malaise, just as a fever is most often only an indicator of something that's gone awry in our body. It's time for a complete and comprehensive planetary health check, that will examine the impacts of change in land use, loss of biodiversity, use of fertilizers and pesticides and consistent pollution of water bodies. This would overcome the limitations of evaluating how ecosystems work by reacting to just one major environmental concern as is happening in the case of global warming. These considerations have been responsible for the setting up of an international panel, the Millennium Ecosystem Assessment. Financed by four major international bodies, including the UN and the World Bank, the eco-panel was set up without much fuss last June, and is expected to determine, over a period of four years and at a cost of \$21 million, the state of the Earth's ecosystems. The eco-panel will source inputs from more than 2,000 natural and social scientists the world over. Put simply, the Earth will go through the equivalent of a thorough physical, so that biological, economic and social information can be collated to help scientists arrive at a final diagnosis. The newly-constituted eco-panel will have to ensure that data collection is more representative of the regions of the world. Today, we have the advantage of sourcing data from remote sensing satellites as well. The information thus gathered would have to be sorted out and analyzed by specialists and also by generalists.

62. What is the comparison made between fever in our body and climate changes?
- (1) Like fever increases the body temperature, climate changes are making the Earth hot.
  - (2) Like fever is a symptom showing the body has some problems, climate changes show that the Earth has some problems.
  - (3) The comparison is made just to intensify the problems being discussed about our planet.
  - (4) The fever comparison shows how ecosystems work.
63. What will be the task of the newly constituted eco-panel?
- (1) To collect appropriate data for different regions of the world.
  - (2) To sort out the information gathered.
  - (3) To manage the finances of the whole collection activity.
  - (4) To stop making panic reactions regarding climatic change.
64. What is the primary concern of the passage?
- (1) The passage aims to convince the government to provide adequate funds to the Millennium Ecosystem Assessment.
  - (2) It mentions the environmental challenges being faced by our planet and the need to face them.
  - (3) It shows the harmful effects of fertilizers and pesticides.
  - (4) The passage shows concern towards the lack of proper social information to save the Earth.
65. The tone of the passage can best be described as
- (1) boorish                      (2) sarcastic                      (3) informative                      (4) cursory



66. When  $n$  is divided by 4, the remainder is 3. What is the remainder when  $2n$  is divided by 4?  
 (1) 1 (2) 2 (3) 3 (4) 6
67. The difference of two numbers is 11 and  $\frac{1}{5}$ <sup>th</sup> of their sum is 9. The numbers are  
 (1) 31, 20 (2) 30, 19 (3) 29, 18 (4) 28, 17
68. The sum of two numbers is twice their difference. If one of the numbers is 10, the other number is \_\_\_\_\_.  
 (1)  $3\frac{1}{3}$  (2) 30 (3) 30 or  $-3\frac{1}{3}$  (4) 30, or  $3\frac{1}{3}$
69. Find the greatest number which can divide 284, 698 and 1618 leaving the same remainder 8 in each case.  
 (1) 23 (2) 46 (3) 25 (4) 29
70. Six bells commence tolling together and toll at intervals of 2, 4, 6, 8, 10 and 12 s respectively. In 30 min, how many times do they toll together?  
 (1) 4 (2) 10 (3) 15 (4) 16
71. An alloy contains 10g copper, 20g tin and 20g silver. What is the percentage of copper in the alloy?  
 (1) 20% (2) 25% (3) 30% (4) 11%
72. If 10% of an electricity bill is deducted, ₹45 is still to be paid. How much was the bill?  
 (1) ₹50 (2) ₹40 (3) ₹35 (4) ₹54
73. A cloth merchant claims to sell his material at cost price but uses a scale which reads 1 m for 95 cm. Find his gain percentage.  
 (1) 5.26% (2) 6.2% (3) 6.5% (4) 7.5%
74. If a man reduces the selling price of a fan from ₹400 to ₹380, his loss increases from  $x\%$  to  $(x + 4)\%$ . What is the cost price of the fan?  
 (1) ₹420 (2) ₹550 (3) ₹500 (4) ₹400
75. If the cost price of 36 books is equal to the selling price of 30 books, then the gain percentage is  
 (1) 20% (2)  $16\frac{4}{6}\%$  (3) 16% (4)  $8\frac{2}{6}\%$

76. The wheel of an engine  $4\frac{2}{7}$  m in circumference makes seven revolutions in 4 s. Find the speed of the train in km/h.  
 (1) 18 km/h (2) 24 km/h (3) 36 km/h (4) 27 km/h
77. A man is walking at a speed of 9 km/h. After every km, he takes rest for 9 min. How much time will he take to cover a distance of 27 km?  
 (1) 6 h (2) 6 h 45 min (3) 6 h 54 min (4) 6 h 35 min
78. In what time does a sum of money become four times at the simple interest rate of 10% per annum?  
 (1) 30 yr (2) 25 yr (3) 35 yr (4) 40 yr
79. A certain sum of money amounts to ₹1125 in 5 yrs and to ₹1200 in 8 yrs. The sum is  
 (1) ₹900 (2) ₹500 (3) ₹1000 (4) ₹800
80. Two numbers are in the ratio 3 : 5. If each number is increased by 10, the ratio becomes 5 : 7. The numbers are  
 (1) 3, 5 (2) 7, 9 (3) 13, 22 (4) 15, 25
81. Two trains starting at the same time from two stations 240 km apart and going in opposite directions cross each other at a distance of 160 km from one of the stations. What is the ratio of their speeds?  
 (1) 2 : 1 (2) 2 : 3 (3) 1 : 3 (4) 1 : 4
82. A person has to cover a distance of 6 km in 45 minutes. If he covers half of the distance in two-thirds of the total time; to cover the remaining distance in the remaining time, his speed must be  
 (1) 6 km/h. (2) 8 km/h. (3) 12 km/h. (4) 15 km/h.
83. Three men, four women and six children can complete a work in seven days. A woman does double the work a man does and a child does half the work a man does. How many women alone can complete the work in 7 days?  
 (1) 7 (2) 8 (3) 12 (4) None of these
84. How many hours will Anu, Shaan and Shreya take to finish their assignment together if Anu alone can do it in six hours more, Shaan alone can do it in one hour more and Shreya alone in twice the time?  
 (1) 5 hours (2)  $\frac{1}{3}$  hours (3)  $\frac{4}{5}$  hours (4)  $\frac{2}{3}$  hours

85. Hundred bananas are brought for ₹350 and sold at the rate of ₹48 per dozen. The per cent of profit or loss is  
 (1) 12% loss                      (2) 15% gain                      (3)  $14\frac{2}{7}\%$  loss                      (4)  $14\frac{2}{7}\%$  profit
86. The contents in beakers A and B are 90 litres of milk and 90 litres of water respectively. Now 30 litres of milk is taken from A and put into beaker B. After thoroughly mixing, 12 litres of the mixture is taken from B and put into beaker A. What is the percentage of water in beaker A?  
 (1) 14.5 %                      (2) 12.5%                      (3) 15.5%                      (4) 17.5%
87. Two pipes A and B can fill a tank separately in 20 hours and 30 hours respectively, while pipe C can empty it in 60 hours. Pipes A and B were kept open simultaneously for 12 hours. When a person reached the tank when it should have been full, he observed that pipe C also remained open by mistake for these 12 hours. He immediately closed it. In what time will the tank get full after C is closed?  
 (1) 3 hours                      (2) 2 hours                      (3) 2.4 hours                      (4) 3.6 hours
88. The average age of all the students of a class is 18 years. The average age of boys of the class is 20 years and that of the girls is 15 years. If the number of girls in the class is 20, then what is the number of boys in the class?  
 (1) 30                      (2) 15                      (3) 45                      (4) 50
89. The average salary of all the workers in a workshop is ₹8000. The average salary of 7 technicians is ₹12000 and the average salary of the rest is ₹6000. The total number of workers in the workshop is  
 (1) 20                      (2) 21                      (3) 22                      (4) 23
90. A boat travels upstream from B to A and downstream from A to B in 3 hours. If the speed of the boat in still water is 9 km/hour and the speed of the current is 3 km/hour, what is the distance between A and B?  
 (1) 6 km                      (2) 4 km                      (3) 8 km                      (4) 12 km

**Directions (Questions 91-95): Complete the series by replacing ‘?’**

91. 563, 647, 479, 815, ‘?’  
 (1) 672                      (2) 386                      (3) 279                      (4) 143
92. 11, 12, 17, 18, 23, 24, ‘?’  
 (1) 12                      (2) 29                      (3) 30                      (4) 35

93. 225, 336, 447, '?', 669, 7710  
 (1) 114 (2) 338 (3) 558 (4) 991
94. 2, 4, 12, 48, 240, '?'  
 (1) 960 (2) 1440 (3) 1080 (4) 1920
95. DWE, GUH, JSK, '?', POQ  
 (1) MQN (2) NMQ (3) NQM (4) OPQ

**Directions (Questions 96-99):** In each of these questions, find the wrong number in the series.

96. 445, 221, 109, 46, 25, 11, 4  
 (1) 25 (2) 46 (3) 109 (4) 221
97. 3, 2, 8, 9, 13, 22, 18, 32, 23, 42  
 (1) 22 (2) 13 (3) 9 (4) 8
98. 1, 5, 9, 15, 25, 37, 49  
 (1) 25 (2) 37 (3) 9 (4) 15
99. 253, 136, 352, 460, 324, 631, 244  
 (1) 136 (2) 324 (3) 352 (4) 631

**Directions (Questions 100-104):** Each of these questions has an assertion (A) and a reason (R). Mark the answer as

- (1) if both (A) and (R) are true and (R) is the correct explanation of (A).  
 (2) if both (A) and (R) are true but (R) is not the correct explanation of (A).  
 (3) if (A) is true but (R) is false.  
 (4) if (A) is false but (R) is true.

100. Assertion (A) : The use of chlorofluorocarbon is banned throughout the world nowadays.  
 Reason (R) : These chemicals cause skin cancer.
101. Assertion (A) : Bronze is used for making statues.  
 Reason (R) : Bronze is an alloy of copper and tin.
102. Assertion (A) : India is facing the problem of inflation.  
 Reason (R) : We have failed to check the growth of black money.

103. Assertion (A) : Leaves of plants are green.  
Reason (R) : Plants contain chloroplasts, the green pigment.

104. Assertion (A) : We prefer to wear white clothes in winter.  
Reason (R) : White clothes are good reflectors of heat.

**Directions (Questions 105-109):** Each of these questions has a statement followed by two arguments I and II. Consider the statement and the following arguments. Decide which of the arguments is strong from the statement. Mark the answer as

- (1) if argument I is strong.
- (2) if argument II is strong.
- (3) if either argument I or II is strong.
- (4) if neither argument I nor II is strong.

105. Statement : Should only one company be allowed to run the transport system in any one big city?  
Argument I : Yes. This will put an end to unhealthy competition among different companies.  
Argument II : No. The commuter should be given a wider choice of transport system.

106. Statement : Should there be more than one High Court in each state in India?  
Argument I : No. This will be a sheer wastage of taxpayers' money.  
Argument II : Yes. This will help reduce the backlog of cases pending for a very long time.

107. Statement : Should there be a concentration of foreign investments only in few states?  
Argument I : No. It is against the policy of overall development of the country.  
Argument II : Yes. A large number of states lack infrastructure to attract foreign investment.

108. Statement : Should students take part in politics?  
Argument I : Yes. It inculcates in them qualities of leadership.  
Argument II : No. They should study and build up their career.

109. Statement : Should all the infrastructural development projects in India be handed over to the private sector?  
Argument I : No. The private sector entities are not equipped to handle such projects.  
Argument II : Yes. Such projects are handled by private sector in the developed countries.

**Directions (Questions 110-112):** Read the given information carefully to answer these questions.

Five friends namely Kiran, Geeta, Honey, Ramesh and Jagan have very good characteristics and are being considered for various awards. Geeta, Kiran and Honey are sincere. Kiran, Ramesh and Jagan are very brave. Ramesh, Honey and Jagan are very truthful. Kiran, Geeta and Jagan are courteous.

110. Which of the following persons is neither brave nor courteous?  
(1) Honey (2) Geeta (3) Kiran (4) Ramesh
111. Which of the following persons is neither truthful nor brave but is courteous?  
(1) Honey (2) Ramesh (3) Kiran (4) Geeta
112. Which combination of friends is not 'Brave' but 'Sincere'?  
(1) Geeta and Kiran (2) Jagan and Honey  
(3) Honey and Ramesh (4) Geeta and Honey

**Directions (Questions 113-116):** Read the given information carefully to answer these questions.

- (i) In a family of six persons A, B, C, D, E and F, there are two married couples.  
(ii) D is grandmother of A and mother of B.  
(iii) C is wife of B and mother of F.  
(iv) F is the granddaughter of E.
113. What is C to A?  
(1) Daughter (2) Grandmother (3) Mother (4) None of these
114. How many male members are there in the family?  
(1) Two (2) Three  
(3) Four (4) Cannot be determined
115. Which of the following is true?  
(1) A is brother of F. (2) A is sister of F.  
(3) D has two grandsons. (4) None of these
116. Who among the following is one of the couples?  
(1) CD (2) DE (3) EB (4) None of these
117. Anil introduced Rohit as the son of the only brother of his father's wife. How is Rohit related to Anil?  
(1) Cousin (2) Son (3) Uncle (4) Son-in-law

118. Five children are sitting in a row. S is sitting next to P but not T. K is sitting next to R who is sitting on the extreme left and T is not sitting next to K. Who is/are sitting adjacent to S?  
 (1) K & P (2) R & P (3) Only P (4) P & T
119. A clock is so placed that at 12 noon, its minute hand points towards North-East. In which direction does its hour hand point at 1.30 pm?  
 (1) North (2) South (3) East (4) West
120. Sachin ranks seventh from top and twenty-sixth from the bottom in a class. How many students are there in the class?  
 (1) 31 (2) 32 (3) 33 (4) 34
121. Which of the following monuments got the Adarsh Monument tag by the Archaeological Survey of India (ASI) in January 2015?  
 (1) Taj Mahal, Agra (2) Gateway of India, Mumbai  
 (3) Sun Temple, Konark (4) Purana Quila, Delhi
122. Who is the author of the recently released book "The Dramatic Decade: The Indira Gandhi Years"?  
 (1) Pranab Mukherjee (2) Rajdeep Sardesai  
 (3) Sanjaya Baru (4) None of these
123. 'Jupiter' is a scooter model launched by which two wheeler manufacturer?  
 (1) TVS (2) Bajaj (3) Honda (4) Hero
124. Which private bank has adopted Gujarat's Akodara Village to provide services ranging from cashless banking to digitised school teaching?  
 (1) HDFC Bank (2) Axis Bank (3) Yes Bank (4) ICICI Bank
125. Which of the following is the second largest private bank in India?  
 (1) HDFC (2) ICICI (3) Axis (4) Yes
126. Who among the following was awarded the Ashok Chakra posthumously on Republic Day in January 2015?  
 (1) Neeraj Kumar Singh (2) K Prasad Babu  
 (3) Navdeep Singh (4) Laishram Jyotin Singh
127. Bollywood actor Amitabh Bachchan is appointed as the brand ambassador for health sector in  
 (1) Andhra Pradesh. (2) Maharashtra. (3) Gujarat. (4) Madhya Pradesh.

128. Which one of the following awards was conferred to Bill Gates and his wife Melinda Gates in January 2015?  
(1) Padma Shri (2) Padma Vibhushan (3) Padma Bhushan (4) None of these
129. Union Ministry of Health and Family Welfare recently launched Mission Indradhanush to achieve full immunization coverage for all children by year  
(1) 2025 (2) 2019 (3) 2020 (4) 2024
130. Who is the Chairman of Central Board of Film Certification (CBFC)?  
(1) Pahlaj Nihalani (2) Leela Samson (3) Sharmila Tagore (4) None of these
131. Which of the following is a Public Sector bank?  
(1) HDFC Bank (2) ICICI Bank (3) Federal Bank (4) IDBI Bank
132. Government has launched \_\_\_\_\_, an Aadhar based Digital Life Certificate for pensioners.  
(1) Jeevan Jyoti (2) Jeevan Aadhar (3) Jeevan Pramaan (4) Jeevan Kiran
133. Recently, which of the following corporates has announced that it will spend ₹1500 crore on innovations in software and services in India?  
(1) Wipro (2) TCS (3) HCL (4) Infosys
134. Which Airline was the official airline partner for Vibrant Gujarat Summit held in January 2015?  
(1) Air India (2) Jet Airways (3) GoAir (4) IndiGo
135. Who among the following has been crowned Miss World 2014 on 14 December 2014 in London, UK?  
(1) Megan Young (2) Rolene Strauss (3) Edina Kulcsár (4) Elizabeth Safrit
136. Which one of the following mobile companies in India launched the Operating System 'Tizen' for its smart phone in January 2015?  
(1) BlackBerry (2) Samsung (3) HTC (4) Apple
137. World's largest Cruise Ship Terminal spread over 28,000 square meters was opened at \_\_\_\_\_ in December 2014.  
(1) Kolkata, (2) Dubai (3) Sydney, Aus. (4) Singapore
138. Xiaomi is China's largest \_\_\_\_\_ vendor.  
(1) Computer Hardware (2) Cement (3) Smartphone (4) Automobile



139. Which of the following is a well known pharmaceutical company in India?  
 (1) Cadila (2) Cipla (3) Lupin (4) All these
140. Which of the following corporates is not from South Korea?  
 (1) Hitachi (2) LG (3) Hyundai (4) Samsung
141. 'EVARA' is a popular \_\_\_\_\_ jewellery brand.  
 (1) silver (2) diamond (3) platinum (4) gold
142. 'FLITE', the women footwear from the house of Relaxo is endorsed by  
 (1) Priyanka Chopra (2) Alia Bhatt (3) Parineeti Chopra (4) Sonakshi Sinha
143. 'Tommy Hilfiger', the international fashion brand is from  
 (1) Italy. (2) France. (3) Brazil. (4) The USA.
144. 'Etro', the luxury fashion house that produces ready-to-wear, shoes, jewellery and accessories is from  
 (1) Japan. (2) India. (3) Italy. (4) None of these
145. 'Lucera', a collection of fashion jewellery is from the house of  
 (1) Gitanjali. (2) Tanishq. (3) Amrapali. (4) PC Jewellers.
146. 'TAG Heuer', the popular swiss luxury watch is promoted in India by  
 (1) Aamir Khan. (2) Aditya Roy Kapur. (3) Ajay Devgan. (4) Ranbir Kapoor.
147. Which one of the following lifestyle product selling e-commerce sites launched by Italy made 7-piece Denim Atelier collection?  
 (1) Myntra (2) Jabong (3) Amazon (4) Fashionara
148. 'Bonjour', the popular socks, apparels and leggings brand belongs to  
 (1) India. (2) Bangladesh. (3) Korea. (4) China.

149. The Walt Disney Company's Indian subsidiary Disney India partnered with the home grown fashion label \_\_\_\_\_ to introduce a stylish retro-yet-modern style collection in December 2014.

- (1) Satya Paul                      (2) Fish Fry                      (3) Ritu Kumar                      (4) Manish Arora

150. India's denim brand 'Flying Machine' designed a jacket exclusively for \_\_\_\_\_ for his Hindi film.

- (1) Arjun Kapoor                      (2) Salman Khan                      (3) Shah Rukh Khan                      (4) Hrithik Roshan

## INSTRUCTIONS TO CANDIDATE

1. Do not open this booklet until asked to do so.
2. Do not leave the examination hall until the test is over and permitted by the invigilator.
3. Fill up the necessary information in the space provided on the cover of the Question Booklet and the Answer Sheet before commencement of the test.
4. Check for the completeness of the Question Booklet immediately after opening.
5. The duration of the test is **2 hours**.
6. There are **150** questions. Each question has four answer options marked (1), (2), (3) & (4).
7. Answers are to be marked on the Answer Sheet, which is provided separately.
8. Choose the most appropriate option and darken the oval completely, corresponding to (1), (2), (3) or (4) against the relevant question number.
9. Use only **HB pencil** to darken the oval for answering.
10. Do not darken more than one oval against any question, as scanner will read such marking as wrong answer.
11. If you wish to change any answer, erase completely the one already marked and darken the fresh oval with an HB pencil.
12. All questions carry equal marks. There is **NO Negative Marking**.
13. Rough work, if any, is to be done on the Question Booklet only. No separate sheet will be provided/used for rough work.
14. Any **Calculator, Mobile, Electronic Device, etc., are not permitted inside the examination hall.**
15. Candidate using unfair means in the test will be disqualified.
16. Appropriate civil/criminal proceedings will be instituted against the candidate taking or attempting to take this booklet or part of it outside the examination hall, besides cancellation of his/her candidature.
17. The right to exclude any question(s) from final evaluation rests with the testing authority.
18. Do not seek any clarification on questions from the test officials. Use your best judgment.

**THIS QUESTION BOOKLET AND THE ANSWER SHEET ARE TO BE RETURNED ON COMPLETION OF THE TEST.**

**Directions (Questions 1-5):** Choose the word which best expresses the meaning of the underlined word in the sentence.

1. Pakistan has been vigorously pursuing a clandestine nuclear weapons programme.  
(1) nefarious (2) progressive (3) systematic (4) secretive
2. There was always an imminent danger of the falling of the damaged roof.  
(1) constant (2) impending (3) remote (4) favourable
3. His commands were so peremptory that we felt humiliated.  
(1) specious (2) poignant (3) dictatorial (4) rough
4. The sentiments expressed by him in the speech were odious.  
(1) significant (2) hateful (3) admirable (4) common
5. Everybody laughed at the puerility of his statement.  
(1) inaccuracy (2) childishness (3) falsehood (4) insincerity

**Directions (Questions 6-10):** Choose the word which is closest to the opposite in meaning of the underlined word in the sentence.

6. We should not belittle the value of small things.  
(1) expand (2) inflate (3) praise (4) extol
7. The indignation of the retreating troops resulted in large scale killings.  
(1) displeasure (2) orderliness (3) happiness (4) anger
8. Merit need not be swamped while filling vacancies through a quota system.  
(1) considered (2) raised (3) remembered (4) heeded
9. Joys and tensions are ephemeral aspects of life.  
(1) permanent (2) stable (3) spiritual (4) ethical
10. His friends liked everything about him except his frugality.  
(1) short temper (2) extravagance (3) shabbiness (4) punctuality

**Directions (Questions 11-15):** A sentence has been broken into four parts. Choose the part that has an error.

11. (1) Mahatma Gandhi taught us (2) that one should respect  
(3) the religions of others (4) as much as his own.
12. (1) He knows very well (2) what is expected from him  
(3) but he is not able to (4) fulfill all the expectations.

13. (1) It being rainy day  
(3) but to stay at home
- (2) we decided not to go out  
(4) and watch a movie.
14. (1) The committee appointed to  
(3) will convene next week
- (2) investigate into the said murder  
(4) to further discuss their strategy.
15. (1) India is in no way inferior  
(3) in the fertility of soil
- (2) than the USA  
(4) and in the richness of mineral resources.

**Directions (Questions 16-18):** Fill in the blanks

16. Though, he is reputed for his technical \_\_\_\_\_, his books were sadly \_\_\_\_\_ of the work of others as he lacked originality.
- (1) advice, unconscious  
(3) knowledge, ignorant
- (2) skill, independent  
(4) expertise, derivative
17. Nothing is so \_\_\_\_\_ to a nation as an extreme of self partiality, and the total want of \_\_\_\_\_ of what others will naturally hope or fear.
- (1) detrimental, concern  
(3) unethical, discretion
- (2) repugnant, sense  
(4) fatal, consideration
18. I would like to \_\_\_\_\_ your attention to the second paragraph of my letter \_\_\_\_\_ to the terms of sale of the machinery.
- (1) invite, according  
(3) react, mainly
- (2) withdraw, regarding  
(4) draw, pertaining

**Directions (Questions 19-22):** Choose the order of the sentences marked A, B, C, D and E to form a logical paragraph.

19. A After much persuasion, she finally got married.  
B She is now a very happy person in life.  
C Savi opposed marriage right from her childhood.  
D It was her good luck that got a very loving husband.  
E But her family was always keen that she must get married.
- (1) EBADC (2) CEADB (3) BDACE (4) CDBAE
20. A As she grew up, her interest in music grew manifold.  
B Very soon, she started singing in concerts and recorded her own album.  
C Today, Sneha is a well known singer of India.  
D Sneha had an aptitude for music when she was very young.  
E Therefore, her parents organized formal training to learn music for her.
- (1) BCDEA (2) AECBD (3) DAEBC (4) CADBE

21. A As soon as the match started, there was much enthusiasm among the spectators.  
 B After much effort, Indian team could score a goal just before the final whistle and the match ended in a draw.  
 C Indian team was under tremendous pressure.  
 D Indian hockey team was quite keen to play a match with Pakistan.  
 E But in the first ten minutes, Pakistan scored a goal against India.  
 (1) BCEDA (2) DAECB (3) ECDBA (4) AEDCB
22. A Therefore when she rose to become India's Prime Minister, she took several bold decisions.  
 B As a result she was mainly responsible to liberate Bangladesh.  
 C Today, Indians recognize her as an iron lady.  
 D Indira Gandhi was trained by her father the games of politics.  
 E During the 1971 Indo-Pak war, she displayed tremendous courage and statesmanship.  
 (1) DAECB (2) CBDAE (3) ECDAB (4) BCEAD

**Directions (Questions 23-25):** Choose the option which gives the best way of writing the sentence ensuring that the message is correctly conveyed.

23. (1) In spite of his uncanny anticipation, he would have certainly been crushed by the speeding truck.  
 (2) Except for his uncanny anticipation, he would have certainly been crushed by the speeding truck.  
 (3) But for his uncanny anticipation, he was certainly going to be crushed by the speeding truck.  
 (4) But for his uncanny anticipation, he would have certainly been crushed by the speeding truck.
24. (1) Macbeth is a tragedy of a person who was empowered with great qualities.  
 (2) Macbeth is a tragedy of a person who was privileged with great qualities.  
 (3) Macbeth is a tragedy of a person who was endowed with great qualities.  
 (4) Macbeth is a tragedy of a person who was possessed with great qualities.
25. (1) You have come here with a view to insult me.  
 (2) You have come here with a view of insulting me.  
 (3) You have come here with a view for insulting me.  
 (4) You have come here with a view to insulting me.

**Directions (Questions 26-30):** Out of the sentences given below, only one is correct. Mark the response which in your opinion is correct.

26. (1) Hardly I had reached the station, when the train left.  
(2) Hardly had I reached the station then the train left.  
(3) Hardly had I reached the station when the train left.  
(4) I had hardly reached the station and the train left.
27. (1) He asked his son are you studying seriously for the examination.  
(2) He asked his son if he is studying seriously for the examination.  
(3) He asked his son whether he is studying seriously for the examination.  
(4) He asked his son whether he was studying seriously for the examination.
28. (1) No sooner I entered the classroom, the teacher came.  
(2) No sooner I entered the classroom then the teacher came.  
(3) No sooner did I entered the classroom than the teacher came.  
(4) No sooner did I enter the classroom than the teacher came.
29. (1) The teacher asked the student why he had not done his homework.  
(2) The teacher asked the student that why he had not done his homework.  
(3) The teacher asked the student why he did not do his homework.  
(4) The teacher asked the student that why he did not do his homework.
30. (1) When the child saw the clown, he could not help laughing.  
(2) When the child saw the clown, he could not help but laugh.  
(3) When the child saw the clown, he could not help but laughing.  
(4) When the child saw the clown, he could not but laughing.

**Directions (Questions 31-50):** Study the passages below and answer the questions that follow each passage.

#### Passage-I

Competition is heating up on the East coast of India. One of the oldest ports in the country Paradip Port Trust is gearing up to face competition from private sector port giant Adani Ports in Odisha. The state-run Paradip Port Trust held a road show to attract investment of ₹15,100 crore to more than double current capacity to 270.50 million tonnes per annum by 2023. The port will itself be investing another ₹900 crore to aid expansion. The Port Trust said it is open to lease new terminals for both captive as well as commercial operations through the private-public partnership mode. Apart from the six berths in the Western Dock Complex, the port is looking to open new terminals to handle coal, iron ore, petroleum and container cargo. Paradip Port recently introduced a discounting policy based

on the cargo berthed at the port. Our berthing policy is volume centric. More the volumes, more the discount. We are gearing up to face competition. We have to keep fighting, said the Chairman. Adani Ports recent ₹5,500 crore acquisition of Dhamra Port near Paradip Port in Odisha is likely to raise competition in the region. Adani's Mundra Port overtook all ports in Gujarat to become the largest private port operator in the country. Adani Ports is targeting a similar success on the east coast. Paradip Port Trust too wants to become the mother port of India, and plans to mechanise most of the current berths for faster service. We will face competition from Dhamra Port. In the short run, we may be hit but once most of the berths are mechanised, we will be second to none. The timing of Paradip Port's announcement is triggered by someone big coming next door. Cargo growth in the region is going to be significant in the next 10 years and competition for it will not only be between Paradip Port and Dhamra Port. Gopalpur Port, Gangavaram Port and Vizag Port will also take part in it. The eastern hinterland of India, comprising Odisha, Chhattisgarh and Jharkhand, is the home to India's vast mineral wealth. With the growth push given by the new government, mining is likely to pick up in the region, aiding cargo movement through coastal routes.

31. Which port has Adani Ports recently acquired in Odisha?  
 (1) Gopalpur                      (2) Dhamra                      (3) Gangavaram                      (4) Mundra
32. Which of the following statements are true?  
 I. Mining will generate significant cargo growth in the East Coast.  
 II. Paradip Port Trust will invest ₹15,100 crore to aid expansion.  
 III. Mundra Port is the largest private port operator in the country.  
 (1) I and III                      (2) II and III                      (3) I and II                      (4) All these
33. What strategy is the Paradip Port Trust adopting to face competition?  
 (1) Mechanise handling operations  
 (2) Double current capacity by 2023  
 (3) Open new terminals commercially through private-public partnership  
 (4) All these
34. Which of the following statements is/are NOT TRUE according to the passage?  
 I. In the next 10 years, only Paradip and Dhamra will compete for the cargo growth in the East.  
 II. Paradip Port offers volume centric discounts.  
 III. Paradip Port Trust has six berths in their Western Dock Complex.  
 (1) I only                      (2) II only                      (3) III only                      (4) II and III



### Passage-II

The Delhi High Court stopped electric rickshaws from plying on city roads till there was a law to regulate them. The court had reasons to ban the most untamed mode of transport on Delhi roads. Just a day before the order, a toddler had slipped from his mother's arms into a cauldron of hot sugar syrup when she was hit by an e-rickshaw. The court was told that 19 people had been injured and two killed in accidents involving e-rickshaws in the first six months of 2014. At least 1.5 lakh cheap battery-powered rickshaws proliferated on Delhi roads. They ran alongside heavy vehicles on arterial roads. Yet, there were no norms to regulate their movement, speed, design, or even ensure that the vehicles were driven by men who had basic road sense. Now with police crackdown, many have just disappeared from the roads fearing confiscation. The streets may be looking a little less congested and more orderly but the absence of e-rickshaws has hit lakhs of low-budget travellers hard. Travelling by even public transport is not cheap for a large section of Delhi's working class. One needs to shell out ₹40 to ₹50 to cover a distance of three kilometres from home to the nearest metro station on a cycle rickshaw. The e-rickshaw charges ₹20 for the same distance and takes half the time. In Delhi, autos often refuse to go short distances. And even if they do agree, many overcharge. No wonder, the e-rickshaws quickly filled the vacuum of the first and the last-mile connectivity that Delhi and NCR's transport network lacked. But instead of regulating e-rickshaws and integrating them into the city's organised transport system, political parties started pandering to the new political constituency of at least two lakh e-rickshaw drivers, owners and dealers. Initially, the government allowed them to proliferate. Since e-rickshaws were exempted from the regulatory mechanism and needed no permits or fitness certificates, thousands of migrant workers found easy and instant employment. In June this year, it was even declared that e-rickshaws would be out of the ambit of the Motor Vehicles Act. But this move failed to address the concerns of safety and enforcement. Pulling it out of the ambit of Motor Vehicles Act meant the e-rickshaw drivers did not have to undergo any training in driving and road safety rules. The traffic police and transport department couldn't insist that the drivers get a driving licence or a public service badge, which all other motorised public carrier drivers must have. This also meant that the victims of e-rickshaw accidents would not get compensation as mandated under the law. Under the new e-rickshaw scheme, the duties of regulations if any, were to be carried out by the municipal corporations. But municipal officials have neither the expertise nor the wherewithal to handle the road safety aspect. Even the green credentials of these battery vehicles are being questioned by experts. The batteries need electricity to recharge and cases of e-rickshaw drivers stealing from poles, parking lots and public places abound. But having allowed them to run for two years and fill a critical gap in Delhi's public transport system, e-rickshaws can't be wished away. The courts ultimatum is an opportunity to make amends. We need a mechanism that necessitates registration of e-rickshaws, insurance cover, licence for drivers, basic fitness of the vehicle, speed limit, area of operation, designated halting stations and charging points. Tripura has laid down excellent norms for e-rickshaws earlier this year. It should not take Delhi long to adopt that template.

35. What is the primary issue being discussed in the passage?
- (1) E-rickshaws are road safety and environmental hazards.
  - (2) Need for a mechanism to regulate and integrate e-rickshaws into Delhi's transport system.
  - (3) E-rickshaws — a boon to Delhi commuters.
  - (4) Banning of e-rickshaws — the right decision.

36. According to the passage, which of the following statements is/are true?
- I. Political parties allowed e-rickshaws to proliferate to meet their own electoral objectives.
  - II. Victims of e-rickshaw accidents get compensation as per law.
  - III. The absence of e-rickshaws has affected low budget/commuters adversely.
- (1) I and II                      (2) II and III                      (3) I and III                      (4) All these
37. In the opinion of the author, e-rickshaws
- (1) are bad and should not be allowed.
  - (2) are good and should not have been banned.
  - (3) fill a critical gap hence need to be regulated.
  - (4) None of these
38. A proper regulatory mechanism for e rickshaws would ensure
- (1) fitness of the vehicle.                      (2) safety of the commuter.
  - (3) designated charging points.                      (4) All these

### Passage-III

India's vulnerability to natural disasters can be traced to several geophysical and climatic factors that lead to frequent earthquakes, floods, cyclones and landslides. Recall the earthquakes at Latur, Bhuj or Kashmir, the Leh mudslide and the Uttarakhand floods. The Kosi floods are the latest tragedy to strike us. Then there are the man-caused disasters, these include industrial and biological disasters besides NBC (Nuclear, Biological, Chemical) hazards. We will have to prepare increasingly and more robustly to cope with nuclear disasters, even as it becomes an important source of energy for us. These threats will continue to demand the nation's attention. We need preventive responses so that we can minimize damage to life and property. While the national and state disaster response forces remain designated first respondents and their effective development and specialized equipping should continue at a fast pace. The defence forces, whose organizational resilience, junior leadership, national presence and logistic capabilities are far more developed, need to be given a formal mandate in dealing with these crises. The defence forces, by and large, have been second responders unless they are in geographical proximity of the disaster area, in the eye of the storm itself or when the impact area is large or remote. They de facto become first responders when the area in question requires acclimatization — Leh and upper reaches of Uttarakhand are examples of this terrain. Defence services personnel who themselves become victims of these disasters when serving in affected areas have shown immense resilience. They set aside their own troubles to reach out to the affected population. There are glorious examples of armed forces heroes who chose to attend to victims who were perfect strangers instead of first ensuring the safety of their near and dear ones. These stories have been heard time and again during the tsunami relief operations in 2004, the Kosi floods in 2008, Cyclone Aila relief work in 2009, the Leh cloud burst in 2010, the Sikkim earthquake in 2011, the Uttarakhand disaster and Cyclone Phalin in 2013. The threats a nation faces don't necessarily have to relate to the infringement of its land or coastal borders or its air space. Any factor that affects the security and survivability of its people are a national threat. The harm caused by natural, or potential manmade disasters are as terrible as those caused by an adversary's armoury. As

a national asset, with the role of protecting the nation and its people, combating the challenge of disasters should also fall within the charter of the defence forces. India's defence forces have often come to the assistance of other nations reeling under natural disasters. Not many may know this but the assistance given by Indian military to foreign nations coping with various natural and manmade crises has been received with a lot of appreciation – Cyclone Nargis in Myanmar, the Chinese earthquake in 2008, the medical emergency in Sri Lanka in 2009 and 2011, the recent MH 370 disaster in Indian Ocean in March 2014 and Typhoon Haiyan in Philippines in November in 2013 are only a few of these examples. It is not a question of grabbing credit. The aim is to strengthen the purpose of the military to serve the people. All national assets and resources should face the emergent challenge as “we”, not 'I' or 'you' as agencies are generally prone to. Using the defence services to deal with disasters will help us harness the ‘total assets’ of the nation. It has a pan-national presence, and its logistics and leadership are tried and tested. It will also help us provide maximum relief.

39. What is main purpose of the passage?
- (1) To recommend that the defence forces must be given a formal role in disaster management.
  - (2) To highlight the exemplary support provided by defence personnel in relief operations.
  - (3) To identify likely disaster prone areas.
  - (4) To correlate natural disaster with other threats to national security.
40. According to the author, the defence forces should be formally entrusted with the responsibility of disaster management because
- (1) it is a national asset and should therefore be harnessed.
  - (2) units are located in all parts of the country.
  - (3) it strengthens the purpose of the military which is to protect the nation and the people.
  - (4) All these
41. According to the writer, the defence forces are suited to perform the role because
- (1) their leadership is tried and tested.
  - (2) their logistic capabilities are far more developed.
  - (3) defence services personnel are disciplined, motivated and resilient.
  - (4) All these
42. Which of the following statements are true?
- I. During disasters, affected armed forces personnel have time and again reached out to help others, notwithstanding their own problems.
  - II. Any factor that affects the security and survivability of its people is a national threat.
  - III. National and State Disaster Response Forces are designated as the first respondents in the event of any natural calamity.
- (1) I and II                      (2) II and III                      (3) I and III                      (4) All these

#### Passage-IV

We have come a long way since the acronym 'BRIC' was coined in 2001. Emerging markets are now an integral part of the world map and this elite group of nations has firmly positioned itself as an important catalyst driving global growth. However, these economies too are vulnerable to global hitches, as was evident in 2011 when most emerging markets, including India, China, and Brazil witnessed a drop of over 18% even as developed economies like the US registered a growth of 5% against all odds. The first three weeks of 2012 have caught everyone off guard with emerging markets racing ahead of their developed counterparts. From being one of the worst performers in 2011, India has rallied by more than 9.5% followed by Brazil (7%) and China (6.9%). While such a momentum may not be sustainable over a longer horizon, no one can ignore the fact that the combined population of China, India, Brazil and Indonesia amounting to 3 billion or 43% of the global population will drive consumption demand in these markets for decades to come. Secondly, these countries do not have to face certain critical issues that the developed world has to address. One of the critical challenges for developed economies relate to entitlement issues, as they struggle to take care of their citizens' needs pertaining to health care and unemployment. While analysing growth trends in these economies, it is important to understand the difference in terms of the nature of the growth. Emerging markets are moving along a natural growth trajectory, driven by several factors as mentioned above, whereas developed markets are being forced to induce growth through various stimulus measures amid a scenario of peaking unemployment and near-nadir consumer confidence levels. This induced growth in a way also helps the cause of emerging markets since most of these economies derive a substantial portion of their GDP from exports.

43. It can be inferred from the passage that "BRIC" is a/an
- (1) grouping of the world's topmost economies.
  - (2) grouping of the world's emerging economies.
  - (3) economic term that was tossed out of use in the year 2001.
  - (4) None of these
44. According to the author of the passage, emerging economies of the world
- A are going to increase their impact on the global economy in times to come.
  - B are having roller-coaster rides as far as their economies are concerned.
  - C are not committed to providing healthcare and employment opportunities to their citizens to the extent that the leading economies of the world are.
- (1) A only                      (2) A & B                      (3) A & C                      (4) A, B & C
45. Which of the following factors equally affect both the developed and developing economies, as specifically implied in the passage?
- A Recession.
  - B Unemployment.
  - C Natural growth tendency of the economy.
- (1) A & B                      (2) A only                      (3) A & C                      (4) A, B & C

46. Which of the following statements is/are true as per the passage?

- (1) Induced economic growth in the developed countries indirectly helps economic growth in the developing countries.
- (2) When developed economies are experiencing growth, the developing economies experience decline and vice versa.
- (3) Both (1) and (2)
- (4) Neither (1) nor (2)

#### Passage-V

Pharma giant GSK illustrates how devastating fraud can be to a company. The Chinese government has accused the company and its executives, including the former head of GSK China, of funnelling hundreds of millions of dollars in bribes to doctors and health officials. This has forced GSK to terminate a number of senior executives. GSK is hardly the only company battling corruption. In one year, Walmart India suspended several executives at its joint venture with Bharti, including its CFO and CEO, as it examined potential violations of US anti-bribery laws. Cadbury India is being investigated for alleged bribery by US authorities. Adidas India terminated and pressed criminal charges against its country manager and other senior executives accusing them of defrauding the company of over \$150 million. These are not shabby companies. They had implemented all the basics: a code of conduct, written policies, tight controls et al. Yet, they fell victim to fraud by their own senior leaders. Increasingly the biggest corruption risk companies may face is not that they will have to pay bribes or speed money to government officials but that many of their own employees may be on the take. Partly that's because of the rising pressure on financial performance; the temptation to cook the books, stuff the channel with inventory and make side agreements with customers and partners is great. Greed is also driving more management fraud. Accepting kickbacks from vendors and advertising agencies, commissions on real estate transactions or machinery purchases, a deposit in an overseas bank on the successful acquisition or sale of a company — these are becoming routine. It's not just multinational companies that are victims of employee fraud. Indian companies are too. It's just that MNCs have home country anti-bribery laws that are more stringently enforced. Companies must take multiple precautions to inoculate themselves against the risk of employee fraud. To start with, ensure the basics are in place. Have you instituted a formal code of conduct with mandatory training for every employee and annual re-certification? How is the company's code of conduct communicated to customers, dealers and vendors? Do vendors know the entertainment and travel reimbursement policies of the company? Does the company have a strong internal audit team and a competent fraud investigation unit? How does the company deal with a problem? Is investigation swift and punishment decisive, fair, and public?

Clear policies, procedures with approval processes and stringent controls, regular internal audits of high-risk areas and so on are all necessary measures, but what really matters is strong leadership and a culture of compliance. The tone set by local leadership is critical, especially in our hierarchical culture. A zero-tolerance policy is vital. Few companies discuss the character of leaders during hiring or performance appraisal; hitting the numbers is almost all that really matters. However, companies must pay attention to the small things, like segregation of personal phone calls, appropriateness of business expenses, lifestyle and addiction to status symbols and the personal use of company assets. A sense of entitlement in small things is often a predictor of bigger problems.

An open and non-hierarchical culture is also important. In most cases, employees are aware of

suspicious conduct long before it is officially discovered but they won't blow the whistle if they don't feel safe in coming forward or if they don't believe that top management is serious about punishing wrong doing. When it comes to ethics and compliance, culture and leadership really matter. The CEO has to ensure that every employee in every part of the world is utterly clear about what conduct is acceptable and what is not. In too many companies, when fraud is discovered, the response is shock and dismay; middle managers and front-line employees are conveniently made scapegoats. Life quickly goes on.

Globalisation today is fundamentally about expanding into emerging markets. Whilst these markets are dynamic and filled with talent and opportunity, many are also unfortunately very corrupt societies. Dealing with corruption is a new core competency that no global company can afford to do without.

47. What is the main area of concern and the issue focused on in this passage?
- (1) Dealing with corrupt government officials.
  - (2) Dealing with leadership deficiencies.
  - (3) Dealing with increasing internal fraud.
  - (4) Dealing with globalization issues.
48. According to the passage, which of the following statements is True?
- I. GSK, Walmart and Adidas had written policies and tight controls yet become victims of fraud.
  - II. Misuse of minor perks is a pre-cursor to major problems.
  - III. Accepting benefits from vendors is becoming routine.
- (1) I and II only      (2) II and III only      (3) I and III only      (4) All these
49. According to the passage, which of the following statements is Not True?
- (1) The character of leaders is discussed by very few companies during hiring.
  - (2) When fraud is discovered, action is invariably taken against the top management.
  - (3) While internal audits are necessary, strong leadership and a compliance culture is what matters.
  - (4) None of these
50. In order to prevent internal fraud, companies should
- (1) communicate the formal code of conduct to all employees and others dealing with them.
  - (2) have a strong internal audit and fraud investigation mechanism.
  - (3) take prompt, fair, decisive and transparent action against defaulters.
  - (4) All these
51. What is the value of A:B:C, if A:B = 2:3 and B:C = 4:5?
- (1) 8:12:15      (2) 2:3:4      (3) 2:3:5      (4) 4:6:11
52. A certain sum of money is divided among A, B and C so that for each rupee A has, B has 65 paise and C has 35 paise. If B's share is ₹1300, then total sum of money is
- (1) ₹7000      (2) ₹6000      (3) ₹5000      (4) ₹4000

53. A can do a work in 20 days and B can do in 10 days. A starts the work and works alone for 5 days. Then B joins A and they finish the work. In how many days the work gets finished?  
 (1) 10 (2) 12 (3) 9 (4) 8
54. Reema took a loan of ₹ 120000 on simple interest for as many years as the rate of interest. If she paid ₹58800 as interest at the end of the loan period, then the rate of interest is  
 (1) 6% (2) 7% (3) 8% (4) 9%
55. A box contains 7 green, 6 black and 4 yellow balls. How many selections are possible so that we have one ball of each colour.  
 (1) 138 (2) 168 (3) 148 (4) 17
56. Rakesh gives ₹140000 to Ramesh for a business. Ramesh spends  $\frac{1}{8}$  of his profit on rent of shop. If they are left with equal amount, what is investment of Ramesh?  
 (1) ₹160000 (2) ₹150000 (3) ₹170000 (4) ₹180000
57. On enquiring her age by a friend, Shikha told her that fifteen years from now, she will be twice as old as she was five years ago. What was her age five years ago?  
 (1) 16 years (2) 20 years (3) 25 years (4) 32 years
58. The price of sugar falls by 15%. How many quintals can be bought for the same money which was sufficient to buy 34 quintals at the higher price?  
 (1) 40 quintals (2) 38 quintals (3) 35 quintals (4) 43 quintals
59. The average of nine consecutive odd integers is 11. Then the largest of these integers is \_\_\_\_\_.  
 (1) 17 (2) 19 (3) 21 (4) 15
60. A boat covers the distance between two cities I and II, which are 10 km apart and comes back in river I in 50 min. and same distance in river II in 75 min. If the speed of boat in still water is 30 km/h, what is the ratio of speed of river I and river II?  
 (1) 3:5 (2) 2:3 (3) 1:1 (4) 1:2

**Directions (Questions 61-65):** Study the following arrangement carefully and answer the questions given below :

RE5DAP\$3TIQ79B#2K%U1MW4\*J8N

61. Which of the following is exactly in the middle between 3 and 1 in the above arrangement?  
 (1) B (2) K (3) 9 (4) #

62. How many such numbers are there in the above arrangement, each of which is immediately preceded by a consonant and not immediately followed by a consonant?  
 (1) None (2) One (3) Two (4) Three
63. How many such vowels are there in the above arrangement, each of which is immediately followed by a number but not immediately preceded by a consonant?  
 (1) None (2) One (3) Two (4) Three
64. Which of the following is seventh to the left of the sixteenth from the left in the above arrangement?  
 (1) A (2) U (3) 4 (4) T
65. Four of the following five are alike in a certain way based on their position in the above arrangement and so form a group. Which is the one that does not belong to that group?  
 (1) B K 7 (2) M \* U (3) D P E (4) W J 1

**Directions (Questions 66-68):** Each of these questions has statements followed by two conclusions I and II. Decide which of the conclusions follows from the statements.

Mark the answer as:

- (1) if conclusion I follows.  
 (2) if conclusion II follows.  
 (3) if neither conclusion I nor II follows.  
 (4) if both conclusions I and II follow.

66. **Statement :** Space has no gravitational pull. It has no atmosphere.

**Conclusions:**

- I. Gravity is due to atmospheric pressure.  
 II. It is not difficult to breathe in space.

67. **Statement :** Computer literates have good reasoning ability. Seema can understand the puzzle quickly.

**Conclusions:**

- I. Seema is computer literate.  
 II. Seema has good reasoning ability.

68. **Statement :** Evaporations cause cooling. Coke is very cold.

**Conclusions:**

- I. Some of the coke must have evaporated.  
 II. Coke offered in this restaurant is very cold.



**Directions (Questions 69-71):** In the following questions, two statements have been given, which bear a cause and effect relationship. Mark the answer as:

- (1) if Statement I is the 'Cause' and the Statement II is its Effect.
- (2) if Statement II is the 'Cause' and the Statement I is its 'Effect'.
- (3) if both Statements I and II are 'Effects' of a common 'Cause'.
- (4) if both Statements I and II are 'Effects' of independent Causes.

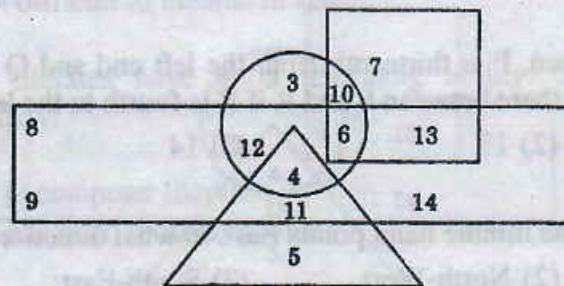
69. **Statement I:** The Times of India has reported today that water of Ganga at Varanasi contains level of pollutant much higher than the permissible limit.  
**Statement II:** The people living in the area are to be shifted to another area to avoid a catastrophic situation.
70. **Statement I:** The Government has planned to make arrangements for supply of safe drinking water from Tehri Dam.  
**Statement II:** The Ganga water at Kanpur is not even fit for bathing as it contains very high level of pollutants.
71. **Statement I:** The internet users of the country have been advised to stay alert while using internet till the hackers are caught.  
**Statement II:** The Government machinery will make an all out effort to catch those who are responsible for hacking and put in place a sound internet security system for all its websites.
72. Sudeep said to Rajeev, "The man watching TV is one of the two brothers of the daughter of my father's wife". How the man watching TV is related to Sudeep?  
(1) Brother                      (2) Brother-in-law                      (3) Cousin                      (4) Uncle
73. In a row of forty children, P is thirteenth from the left end and Q is ninth from the right end. How many children are there between P and R if R is fourth to the left of Q?  
(1) 12                      (2) 13                      (3) 14                      (4) 15
74. A watch reads 4.30. If the minute hand points East, in what direction will the hour hand point?  
(1) North                      (2) North-West                      (3) South-East                      (4) North-East
75. One day, Ravi left home and cycled 10 km southwards, turned right and cycled 5 km and turned right and cycled 10 km and turned left and cycled 10 km. How many kilometres will he have to cycle to reach his home straight?  
(1) 10 km                      (2) 15 km                      (3) 20 km                      (4) 25 km

**Directions (Questions 76-80):** Read the following information to answer these questions.

There are six teachers A, B, C, D, E and F in a school. Each of the teachers teaches two subjects, one compulsory subject and the other optional subject. D's optional subject was History while three others have it as compulsory subject. E and F have Physics as one of their subjects. F's compulsory subject is Mathematics which is an optional subject of both C and E. History and English are A's subjects but in terms of compulsory and optional subjects, they are just reverse of those of D's. Chemistry is an optional subject of only one of them. The only female teacher in the school has English as her compulsory subject.

76. What is C's compulsory subject?  
 (1) History (2) Physics (3) English (4) Chemistry
77. Who is a female member in the group?  
 (1) A (2) B (3) C (4) D
78. Which of the following has same compulsory and optional subjects as those of F's?  
 (1) D (2) B (3) A (4) None of these
79. Disregarding which is the compulsory and which is the optional subject, who has the same two subject combinations as F?  
 (1) A (2) B (3) E (4) D
80. Which of the following groups has History as the compulsory subject?  
 (1) A, C, D (2) B, C, D (3) C, D (4) A, B, C

**Directions (Questions 81-85):** The following questions are based on the diagram given below



- i. Rectangle represents males  
 ii. Triangle represents educated  
 iii. Circle represents urban  
 iv. Square represents civil servants
81. Who among the following is an educated male who is not an urban resident?  
 (1) 4 (2) 5 (3) 9 (4) 11

82. Who among the following is neither a civil servant nor educated but is urban and not a male?  
 (1) 2 (2) 3 (3) 6 (4) 10
83. Who among the following is a female, urban resident and also a civil servant?  
 (1) 6 (2) 7 (3) 10 (4) 13
84. Who among the following is an educated male who hails from urban area?  
 (1) 4 (2) 2 (3) 11 (4) 5
85. Who among the following is uneducated and also an urban male?  
 (1) 2 (2) 3 (3) 11 (4) 12
86. 'EVARA' is a popular \_\_\_\_\_ jewellery brand.  
 (1) silver (2) diamond (3) platinum (4) gold
87. 'Cherokee', the global fashion lifestyle brand tied up with which one of the following Indian companies?  
 (1) Aditya Birla Group (2) Arvind Mills (3) Reliance Retail (4) ITC Group
88. \_\_\_\_\_ covers the entire gamut of women's prêt-a porter from western to fusion to Indian silhouettes. Churidar-kurtas, tunics and saris form the matrix of the Indian designs.  
 (1) Jamdani (2) Taika (3) Dastar (4) Mufti
89. 'home centre', the high-gloss living popular brand is from the house of  
 (1) Bombay Dyeing. (2) Raymond. (3) Lifestyle. (4) None of these
90. 'Mayur Suitings', the famous Indian suiting brand is from the house of  
 (1) Bhilwara Group. (2) Dinesh Mills Ltd. (3) Arvind Limited. (4) Mafatlal Ind. Ltd.
91. The raised zari metallic thread embroidery created by sewing flat stitches on cotton padding is commonly known in India as  
 (1) Kantha. (2) Karchobi. (3) Kasuti. (4) Kathi.
92. Who among the following tops the philanthropy list of India in 2014 according to the annual Hurun India Philanthropy list 2014?  
 (1) Shiv Nadar (2) Ratan Tata  
 (3) Azim Premji (4) Mukesh Ambani

93. FieldFresh Foods is a joint venture between processed food manufacturer Del Monte Pacific and  
(1) Bharti Ent. (2) Pespico. (3) Parle Agro. (4) Dabur.
94. Which one of the following hotels from India was voted as the best hotel in the world in 2014 in a global poll conducted by financial magazine Institutional Investor, USA?  
(1) The Leela Palace Udaipur (2) The Oberoi, Mumbai  
(3) The ITC Grand Chola, Chennai (4) The Taj Palace Hotel, New Delhi
95. Recently, the Nepal Govt. reduced the climbing fees for Everest from earlier fee of \$25,000 to \_\_\_\_\_ for each foreign climber via the normal route in spring.  
(1) \$ 20,000 (2) \$ 16,000 (3) \$ 11,000 (4) \$ 22,000
96. Which among the following telecom companies started the pre-booking for Xiaomi Redmi Note 4G smart phone in January 2015?  
(1) Idea Telecom (2) Bharti Airtel (3) Reliance Telecom (4) Vodafone
97. Justice Surendra Kumar Sinha became the 21st Chief Justice of \_\_\_\_\_ in January 2015 for three years.  
(1) Nepal (2) Mauritius (3) Indonesia (4) Bangladesh
98. Who among the following Indian fashion designers introduced 'Kurti' which became popular worldwide as 'Indian embroidered tunic'?  
(1) Ritu Kumar (2) Monisha Jaisingh (3) Suneet Verma (4) Rohit Khosla
99. 'Crebyte', the custom clothing e-commerce brand is owned by which textile firm from India?  
(1) Arvind Limited (2) Grasim Industries (3) Bombay Dyeing (4) Century Textiles
100. 'Mafrene Saris', the popular sari brand is from the house of  
(1) Reliance Industries. (2) Mysore Silk.  
(3) Mafatlal Ind. Ltd. (4) National Textile Corporation.
101. Who among the following fashion designers presented the 'GULBAGH' collection at the Wills Lifestyle India Fashion Week Summer-Spring 2015?  
(1) Manish Arora (2) JJ Valaya (3) Tarun Tahiliani (4) Rohit Bal

102. 'The designer MODE', is the official magazine of  
(1) Fashion Design Council of India.  
(2) The Confederation of Indian Textile Industry.  
(3) National Institute of Fashion Technology.  
(4) None of these
103. Lakme Fashion Week Summer/Resort 2014 took place in \_\_\_\_ 2014.  
(1) January (2) February (3) March (4) April
104. 'Tamas' and 'nimah' are the jewellery collections from the house of  
(1) Kalyan Jewellers. (2) Amrapali Jewels.  
(3) Gitanjali Jewels. (4) Joyalukkas Jewellers.
105. As per the history of Indian clothing, who is said to have bought Indigo (Nila) for dyeing and cotton cloth as articles of clothing to India?  
(1) Greeks (2) Romans (3) Dutch (4) French
106. As per the history of Indian clothing, a plain woven textile made from unbleached and often not fully processed cotton traded to England was called  
(1) Chintz. (2) Calico. (3) Muslin. (4) None of these
107. As per the history of Indian Art, the Jaipur style was inspired by which school of art?  
(1) Hyderabad (2) Bengal (3) Mughal (4) Pahari
108. As per Indian History most of the Gandhara sculptures are made of  
(1) Stone. (2) Terracotta. (3) Bronze. (4) Iron.
109. Which trinity of Gods does the three-faced sculpture of Shiva in the Elephanta caves signify?  
(1) Brahma, Vishnu, Mahesh (2) Kali, Durga, Sita  
(3) Ganesh, Ram, Krishna (4) Brahma, Vishnu, Indra
110. Which artist made "Jahangir holding the picture of Madonna"?  
(1) Miskin (2) Abul Hassan (3) Mansoor (4) Hazi Madni

**Directions (Question 111-130):** Read the following cases and answer the questions given at the end of each case on the basis of information provided.

### Case-I

In a first step to protect brand 'Khadi', a symbol of India's struggle for Independence, the Khadi and Village Industries Commission (KVIC) has applied for registration of the trademark in India before moving to claim the international trademark, the MSME Ministry said. The move follows reports of the 'Khadi' trademark already being registered in Germany, Spain, Hungary and in India. In a written reply to a question by an MP in the Lok Sabha, Minister of State for MSME said "the process to register international trademark for 'Khadi' for intellectual property rights under the World Intellectual Property Organisation's Madrid Protocol is of two stages; first, at the national and subsequently at the international level. KVIC has applied to register the trademark for 'Khadi' under appropriate classes." Asked if the Government was facing a trademark hurdle in countries where it had already been registered, Minister said the issue was brought to the Government's notice by the Indian Embassies in Germany, Poland, Belgium, Luxembourg and the European Union, as also by traders and merchant exporters who were not able to market 'Khadi' products there. Incidentally, 'Khadi' has already been registered by a German company (Khadi Nature product GbR) as a trademark, with the Office for Harmonization in the Internal Market in Spain, giving it exclusive rights for use of the term. The Minister said that while KVIC was not directly exporting Khadi products, "Indian Embassies were in touch with the EU authorities for cancellation of registration of Khadi as a trademark and the only available means to cancel the registration is through a request for declaration of invalidity or of revocation..." Minister said that the Government, KVIC and Indian Embassies were working in tandem to expedite the process of deregistering the 'khadi' trademark, adding that KVIC, Mumbai, had authorised Swati Gramudyog Sewa Sansthan, Kanpur, "to file for deregistering the trademark along with requisite fees, which has been filed".

111. Presently, KVIC has
- (1) been exporting Khadi products in a big way directly.
  - (2) not exported Khadi products directly.
  - (3) been exporting only high quality Khadi products.
  - (4) not encouraged exporting Khadi products.
112. According to reports, which of the following countries has registered Khadi as trademark?
- (1) Hungary                      (2) Germany                      (3) Spain                      (4) All these
113. Which of the following statements is not true as per the facts of the case?
- (1) KVIC intends to register Khadi as a brand at the international level
  - (2) Government of India does not consider Khadi has any association with India's Freedom Struggle.
  - (3) Presently, it is difficult to market Khadi products in some countries.
  - (4) None of these

## Case-II

Godrej Appliances Division has undertaken an initiative to ensure a green supply chain at its Shirwal plant in Satara, Maharashtra. One of the largest players in the home appliances segment, the Godrej group has consistently manufactured products that are green. Though Godrej Appliances launched the country's first 100 per cent green refrigerator series in 2002, (CFC, HFC and HCFC free), the company's Shirwal plant aims to ensure a lower toxic environmental impact with its products. The plant has four refrigerator manufacturing lines and a separate line for making the Chotukool, dubbed the cheapest refrigerator in the country. Chairman and Managing Director of Godrej and Boyce Manufacturing Company, spoke at a recent event about several ongoing green programmes at Godrej. Godrej and Boyce is the holding company of the Godrej Group, and has 14 diverse businesses. The company's 'Good & Green Vision 2020' aims to ensure 25 per cent reduction in energy consumption, achieve zero waste and carbon neutrality, and have one-third of its portfolio revenues comprise green products and services. Jamshyd Godrej said, manufactured products will need to be green and the future of any product will be a blend of satisfaction and sustainability. The future of products and manufacturing would soon be to serve a higher level of needs for consumers. Catering to the higher level doesn't mean more expensive, it should bring a higher level of satisfaction. At Godrej's Shirwal plant, several initiatives have been taken towards material conservation and increasing the percentage of recycled material. An official said the percentage of recyclable content in refrigerators, washing machines and air-conditioners has been increased to 97 per cent, and 100 per cent, respectively. The plant has reduced the use of packaging material by 21 per cent in the last three years, by switching from carton packaging to stretch film packaging. The unit has also taken several initiatives to reduce the consumption of toxic and hazardous substances by an average of 50 per cent.

114. Godrej aims to Cater for higher level of needs of customers, which implies making items which are
- (1) more costly.
  - (2) having attractive looks.
  - (3) more satisfying.
  - (4) None of these
115. By the year 2020, Godrej plans to ensure
- (1) zero waste.
  - (2) 25% reduction in consumption of energy.
  - (3) carbon neutrality.
  - (4) All these
116. At Godrej's plant at Shirwal, constant efforts have been made to increase the percentage of recycled material and the progress made in this regard has been
- (1) not at all satisfactory.
  - (2) just about adequate.
  - (3) almost satisfactory.
  - (4) quite good.
117. As per the case, which of the following statements is 'not true'?
- (1) Godrej is the largest player in the home appliance segment in India.
  - (2) Godrej and Boyce are involved in numerous business activities.
  - (3) By using stretch film packaging, the use of packaging material has been reduced.
  - (4) None of these

### Case-III

Eureka Forbes, leader in the ₹3,800-crore water purification systems market, is betting big on 'customised solutions' to expand its footprint. Eureka Forbes has mapped the water quality in over 85 per cent of India's pin codes over the last 15 years. "This holds us in good stead in offering solutions for over 17 different types of water conditions in the country so far," said Senior Vice-President (Marketing), Eureka Forbes Ltd. It recently moved up the value chain from just 'pure' to position its products on the 'health' platform, with its new tagline 'More than just pure. Healthy water'. Based on its internal feed-back system, the company undertakes various research programmes across the country to understand the needs of different sets of consumers. Over the last 30 years, Aquaguard has invested heavily in research and technology to understand customer needs and customise solutions and products to suit every water type in India. For instance, it has launched mobile water purifier Aquaguard-on-the-Go, he said. Eureka Forbes is expanding its retail network to cover tier-II and tier-III markets. Initially, a pure-play direct sales company, it now has a significant presence in retail, franchised, rural, institutional community, and e-tail platforms. VP says the rural market holds high growth potential, particularly for off-line water purifiers, and "we have come out with a new range of affordable purification units for rural markets." It has set up water kiosks in several tier II and tier III towns that sell water at 15 paise a litre. So far, it has established over to 200 such kiosks in the country. It also proposes to set up such kiosks in major cities including Chennai, Bangalore, Mumbai and Kolkata. But it may not sell a litre at 15 paise, as cost of running those kiosks in major cities will be much higher. "We are planning to do some pilots before we launch them," he said. The market for water purifiers in the country is growing at 15 per cent year on year. Many homegrown and global brands have jumped into the fray. "We welcome all competition. It fuels innovation and eventually that will benefit the consumer," says VP.

118. Eureka Forbes is focusing on rural market due to the fact that
- (1) it holds tremendous growth potential.
  - (2) Eureka Forbes plans to provide pure water at a reasonable price to rural areas.
  - (3) it has already made units for rural markets.
  - (4) All these
119. Eureka Forbes has made efforts to study quality of water in various locations and
- (1) has covered only some areas.
  - (2) these efforts have not been much successful.
  - (3) has already covered a large area of the country.
  - (4) None of these
120. Consequent to research to observe needs of various category of people, Eureka Forbes now plans to offer
- |                              |                           |
|------------------------------|---------------------------|
| (1) generic solutions.       | (2) customized solutions. |
| (3) one-time solutions only. | (4) one solution for all. |



#### Case-IV

The fragmented home appliances category is poised for consolidation, with companies looking for acquisitions to strengthen their manufacturing capabilities and expand operations into newer areas. Early this year, the Netherlands based Royal Philips Electronics had acquired Tamil Nadu based Preethi, makers of mixers and grinders. In May, France's Groupe SEB bought out the 45 per cent stake of Maharaja Whiteline in order to take full control of the company. Market leader Bajaj Electricals is now scouting for acquisitions to make a mark in the non-electrical kitchen appliance space, while new entrant Borosil is seeking a foothold in manufacturing with the help of smaller companies. "We want to strengthen our position in the non-electrical kitchen appliance space like pressure cookers, gas stoves and non-stick cookware, for which we are open to acquiring smaller companies in these categories," says Executive Director, Bajaj Electricals. Earlier, some of these items were reserved for the small scale sector. Bajaj Electricals said it is looking for players who make and brand these products to add them to its roster of kitchen and small appliances. The company continues to sell the largest number of mixer grinders (2.5 million a year) and irons (at 3.5 million) in the country. Bajaj Electricals has a research and development centre in Mumbai, but most of its home appliances are out-sourced to third party players. With a sales turnover of ₹1,500 crore from the home appliance division, Bajaj Electricals has already tapped into the premium end of the category with its imported Morphy Richards brand. The mass-end comprises its own brand of Bajaj, with appliances ranging from sandwich makers to water heaters. Borosil, which has recently entered the home appliance category, is also eager to acquire smaller players with manufacturing capabilities. Glassware maker Borosil's foray into home appliances is expected to get a leg-up with potential acquisitions. "We have set aside a budget of ₹150 crore for acquisitions. Since we do not have our own manufacturing facilities, we will look at small companies with manufacturing facilities in categories like tableware and crockery. An acquisition will ensure a position of strength and know-how in the kitchen appliance category," says Managing Director, Borosil Glass Works. Considering that the company already has 14,000 outlets for its glass works, it would use the same for some of its kitchen appliances such as mixer grinders. "Once you start your own manufacturing, it helps in building the kitchen appliance business further," MD, Borosil Glass Works adds.

121. Borosil, which is basically a glassware maker, presently

- (1) has huge manufacturing facilities of their own.
- (2) has just a few manufacturing units of their own.
- (3) does not have manufacturing units belonging to it.
- (4) None of these

122. To market its kitchen appliances, Borosil plans to

- (1) open a large number of outlets in all parts of India.
- (2) open only a few outlets in selected towns.
- (3) open big outlets only in Metro cities.
- (4) utilise its existing outlets.

123. Bajaj Electricals is currently planning to
- (1) expand its existing business of selling electrical appliances.
  - (2) come out of its business of dealing with electrical appliances.
  - (3) enter into selling non-electrical kitchen appliances.
  - (4) close down its business altogether.

#### Case-V

Despite softer consumer sentiment, global diamond major De Beers Group said its brand Forevermark has seen rapid growth in India. CEO, Forevermark, part of the De Beers Group of Companies, said: "Forevermark has had a fantastic year in India. Despite the overall slow economy and slow sales, we have nearly doubled sales and are growing strongly." The Forevermark brand is available across 22 key cities in the country and the company is looking to expand in new cities, in partnership with leading jewellery retailers. India has been a success story for the diamond industry, as it is a major diamond centre for cutting and polishing of all qualities and sizes and has a huge skill base, said CEO, speaking on the sidelines of the World Diamond Conference, which was attended by both Russian President and Prime Minister. "What is perhaps less known is the extraordinary growth of India as a consumer of diamond jewellery. Over the last decade, we have seen a big increase in the percentage of diamond jewellery purchases, making India and China the two fastest growing markets," he said. CEO said this is due to the growing capacity of the upper middle-class to buy diamonds. The company recently conducted an extensive consumer study that showed growth in consumption and purchases of diamond jewellery in India in the past decade. India is the third largest diamond consumer, in terms of value, among the top countries. "Of the diamonds that we sell overall, about 10 per cent are sold to Indian consumers. Of course, nearly nine out of 10 diamonds from our mines are cut and polished in India. We are optimistic about the opportunity offered by the economic growth in India," CEO added.

124. Which of the following would be considered the fastest growing market(s) for diamonds in the world?
- (1) US                                      (2) China                                      (3) India                                      (4) Both (2) and (3)
125. Presently, in the diamond business, India is known for which of the following?
- (1) Cutting diamonds
  - (2) Polishing diamonds
  - (3) Having a large number of skilled workforce to deal with diamonds.
  - (4) All these
126. Currently, almost \_\_\_\_\_ of diamonds sold by De Beers Group are sold to Indian customers.
- (1) one fifth                                      (2) one tenth                                      (3) one fourth                                      (4) one third

127. Which of the following statements is *not true* as per the facts of the case?

- (1) Most diamonds sold are cut and polished in India.
- (2) During the last year, De Beers Group increased their sales marginally only.
- (3) Forevermark brand is planning to expand its retail outlets in India.
- (4) None of these

#### Case-VI

Sharp rises in cost and slowing demand are forcing diamond traders to adopt technology not only to sell diamond jewellery but also to source rough diamonds. Israel headquartered Segoma Imaging Technologies, which provides three dimension imaging solutions for diamond traders across the world, has set up a lab with 20 scanning machines in Bharat Diamond Bourse in Mumbai and photographs about 100 diamonds a day. The company intends to open a similar lab in Surat, and has plans to mark its presence in Hong Kong and Belgium within a year. Segoma is in the process of producing another 100 machines, which cost about \$10,000 (Rs 6 lakh) a piece. Once the diamond is put into the scanning machine, developed in-house by Segoma, high quality images demonstrate all the properties of a diamond — cut, colour, clarity and transparency. Each picture with a unique code is a complete visual substitute for the physical inspection of a diamond. Founded by three entrepreneurs, Segoma has big global diamond mining companies such Rio Tinto and De Beers among the 1,750 registered users in India, Israel and the US. It also provides a trading platform to auction scanned diamonds. The company charges between \$3 and \$50 per piece depending on size. Speaking to media, cofounder and CEO, Segoma Imaging Technologies said presence in India was inevitable as the country, on average, processes eight of the ten diamonds sold worldwide. “The diamond industry would not only save huge costs on transportation and insurance but also reduce the lead time in executing deals. It will also eliminate unwanted expenses incurred in shipping back the goods in case of rejection and open the market for traders,” CEO said. In India, Segoma has tied up with the diamond certification body, International Gemological, Institute. Asked if traders would buy diamonds by seeing an image, CEO said most of the traders, especially in India, are very professional and have been running the business for generations. If they are not convinced, CEO added, the company would not have managed to photograph 4 lakh diamonds in last two years.

128. After opening its lab in Mumbai, Segoma is planning to open similar labs in which of the following locations in the near future?

- (1) Belgium
- (2) Hong Kong
- (3) Surat
- (4) All these

129. Presently, number of diamonds, which are sold worldwide, but processed in India is

- (1) not really much.
- (2) considered quite low.
- (3) really huge.
- (4) quite negligible.

130. Which of the following is considered an advantage of inspecting diamonds by Segoma Imaging?

- (1) Reducing costs
- (2) Expeditious finalization of deals
- (3) Provision of trading platforms for dealers
- (4) All these

**Directions (Questions 131-150):** Each of these questions has a statement based on the preceding passage. Evaluate each statement and mark answer as

- (1) if the statement is a Major Objective in making the decision: one of the goals sought by the decision maker.
- (2) if the statement is a Major Factor in making the decision: an aspect of the problem, specifically mentioned in the passage, which fundamentally affects and/or determines the decision.
- (3) if the statement is a Minor Factor in making the decision: a less important element bearing on or affecting a Major Factor, rather than a Major Objective directly.
- (4) if the statement is a Major Assumption in making the decision: a projection or supposition arrived at by the decision maker before considering the factor and alternative.

### Passage-I

India, one of the fastest-growing ecommerce markets, is expected to have 100 million online shoppers by 2016 when the industry will grow to \$15 billion, or about ₹93,000 crore, up from 35 million consumers and \$3-billion valuation this year, according to a recent Google report. Yet, in a highly competitive marketplace, where big discounts are the primary sales drivers for online retailers, many small players are struggling to gain ground. "For every successful online retailer, there are at least 10 others which have either shut shop or got acquired," said chief executive at retail consultancy Third Eyesight. He said just selling at lower rates isn't enough for small players at a time large players flushed with funds aggressively look to grab market share through deep discounting. "Smaller players should have some key differentiator so that customers can give business to them instead of competition," he said. In fact, with small players forced to match discounts offered by bigger rivals, most of these firms reported higher losses, some even posting half their overall sales as net loss. VAS Services, which runs Yepme portal, posted a net loss of ₹45 crore on net sales of ₹61 crore last fiscal, while the net loss of Shopclues at ₹38 crore was higher than its net sales of ₹30.5 crore. But investors are still upbeat about ecommerce players, due to the huge growth opportunity. "Investors are still willing to pay fairly healthy valuations for some of the smaller players in the market," said an investor who has backed a private label e-tailer. Fashion and You, a flash sales site of Delhi-based Goldsquare sales, also managed to reduce losses to ₹20 crore in FY14 from ₹77.9 crore in the previous year as it consolidated its business after acquiring fashion and beauty e-tailer urbantouch a year ago. "The focus throughout the year was to bring efficiency and cut down cost that included trimming down the employees from 1,000 to 300 people," said CEO of Fashion and You, which posted a 21% decline in sales at ₹75 crore due to the reorganisation.

131. India, one of the fastest growing ecommerce markets is expected to have 100 million online shoppers by 2016.
132. In a highly competitive marketplace, big discounts are the primary sales drivers for online retailers.
133. Smaller players should have some key differentiator so that customers can give business to them.
134. Investors are still upbeat about ecommerce players, due to the huge growth opportunity.
135. The focus throughout the year was to bring efficiency and cut down cost that included trimming down the employees from 1000 to 300 people.

### Passage-II

The Centre has decided to recast the boards governing trade of commodities such as tea, coffee and spices to make them more performance oriented and accountable at a time when global competition is fast intensifying. The move, which will involve amendment of archaic Acts to make the boards more responsive to contemporary challenges comes after commerce & industry minister felt that these boards need to improve their working and achieve specific results in promoting exports. There have been reports of closure of several tea plantations in West Bengal and Assam, home to Darjeeling tea and Assam tea. The department of commerce is working on amendment of the Tea and Coffee Acts, which date back to 1942 and 1953 respectively. "We are planning to update Acts for tea and coffee to streamline framework of operations. They are very old. We want greater decentralisation of powers and simplifications of systems," said the official, who did not wish to be identified. The commodity boards for tea, coffee, rubber, spices, tobacco, etc. working under the commerce department are responsible for not only carrying out export promotion but also developing the domestic industry. They have offices in India as well as abroad. Tea Board is concentrated in Kolkata, prompting the government to decentralise its operations and give powers to other centres such as Guwahati and Coonoor. This will help bring in more players into the market, making it easier to obtain licences. While boards do not directly export, they regulate the sector, register exporters and give licenses. The government is also trying to scale up incentives for marketing and export promotion. The manufacturers will need to comply with the Plant Protection Code from next year and procure a certificate of complying with the standard. The government is also working on an insurance based scheme for stabilisation of prices of four plantation based crops — tea, coffee, rubber and spices. Another official involved in the exercise cited the example of Coffee Board, saying the body has not been able to boost exports even as it has supported domestic trade primarily because it lacks the vision required to succeed in international markets.

136. The Centre has decided to recast the boards governing trade of commodities such as tea, coffee and spices to make them more performance oriented.
137. The move involves amendment of archaic acts to make the boards more responsive to contemporary challenges.
138. We are planning to update Acts for tea and coffee to streamline framework of operations.
139. This will help bring in more players into the market.
140. Board lacks the vision required to succeed in international markets.

### Passage-III

India is proposing to set up a dedicated dispute resolution unit for expeditious disposal of transfer pricing cases that have in the past few years evoked strong reaction from domestic and International investors, with some dubbing this 'tax terrorism'. Through this measure, the new government hopes to send out strong signals of a non-adversarial and investment friendly tax regime. "We are proposing to create a separate vertical for a dispute resolution panel with dedicated manpower. This will be a big step," revenue secretary said at an international tax conference held by the Confederation of Indian Industry recently. Transfer pricing refers to the pricing of assets, tangible and intangible, services, and funds transferred within an organisation in a cross-border transaction. Tax administrations usually apply stringent rules to prevent transfer of income from high-tax jurisdictions to low-tax ones through such pricing to escape or lower tax. The proposed resolution units will have dedicated manpower dealing with these issues, free from the pressure of revenue targets. Such

attempts were not successful earlier because officials had to also keep an eye on revenues while making transfer pricing decisions. He said, the government is looking at various taxpayer friendly measures aimed at improving the overall business environment in the country as also to give it an edge. "We are carrying forward the tax reform agenda in line with the "Make in India" initiative. Tax reforms are needed to lend competitive advantage to India." he said, adding that a number of instructions aimed at reducing litigation among others had already been issued. "We have asked tax authorities that high pitched assessments without proper basis must be avoided. Also, if a case is taken up for scrutiny, then assessing officers have been asked to raise queries only related to that subject and not to indulge in fishing (expeditions)," he said. He also pointed out that a separate vertical has been created to deal with income tax exemptions to ensure that they are utilized properly in line with their inherent objective. "The whole effort is to change the thinking and functioning of the department. It has to be an enabling department. We are looking to expand 24x7 customs clearances for ease of doing business," he said.

141. India is proposing to set up a dedicated dispute resolution unit for expeditious disposal of transfer pricing cases.
142. Tax administration applies stringent rules to prevent transfer of income from high tax jurisdictions to low tax ones.
143. Officials had to also keep an eye on revenues while making transfer pricing decisions.
144. Tax reforms are needed to lend competitive advantage to India.
145. The whole effort is to change the thinking and functioning of the department.

#### Passage-IV

Several companies that deliver shipments for online retailers are bearing the brunt of the upheaval in India's aviation sector, as cancellation of dozens of flights by beleaguered airline SpiceJet and a decline in air cargo space for commercial shipments throws delivery schedules into disarray. These logistics companies — many of which focus solely on India's booming ecommerce sector — are afraid. The situation will only worsen in the coming year, as airlines battling rough weather offer first preference to passengers over cargo in the crowded holiday season. "The trouble with an aviation player (SpiceJet) has aggravated the situation," said, chief executive officer and cofounder of Bengaluru-based DotZot, the e-commerce shipment arm of logistics firm DTDC Ltd. "It has hit shipments especially to parts of Northeast where shipments are being delayed." Other affected logistics firms include Ecom Express, Delhivery and Gojavas. SpiceJet cancelled about 100 flights. This has disrupted ecommerce shipments to cities like Chennai and Hyderabad where SpiceJet offered good air connectivity from Delhi and Mumbai. "About 80% of the e-commerce shipments in India now travel by air," said, managing director of retail consultancy Wazir Advisors who estimates that logistics companies delivering online retail shipments don't use road or rail often. "Due to the shrinking air cargo hold, larger players will have to get together to buy dedicated aircraft for e-commerce shipments", he said. This month, shipments have also been delayed due to fog and increase in passenger luggage which is mostly composed of winter wear, thus reducing air cargo space. "The industry was already under pressure after Kingfisher downed shutters. With SpiceJet also under trouble, there will be delay in shipments out of Delhi," said, CEO of Ecom Express, a Gurgaon based e-commerce logistics player. Online retailers said, they are firming up plans to deal with the issue by increasing sellers within a city. "We pick up and drop in same city to optimise operational efficiency," said, cofounder and CEO of fashion portal Fashionara. The portal has opened hubs in six

cities to deal with logistical bottlenecks. Consumers, who have been flocking to online websites in search of deep discounts, could now find prices shooting up as portals pass-on the increase in delivery costs. "In case an airline goes down completely, we might see prices going up". At present airlines charge about ₹90 per shipment from ecommerce players. Industry estimates indicate that airlines transported about 2.12 lakh tonnes of freight generated by the ecommerce industry this year compared to 1.96 lakh tonnes in fiscal 2013.

146. There is a decline in air cargo space for commercial shipments.

147. Airlines battling rough weather offer first preference to passengers over cargo.

148. SpiceJet cancelled about 100 flights last week.

149. Larger players will have to get together to buy dedicated aircraft for e-commerce shipments.

150. Consumers could now find prices shooting up.

**Directions (Questions 1-3):** Choose the word which best expresses the meaning of the underlined word in the sentence.

1. There was always an imminent danger of the falling of the damaged roof.  
(1) constant                      (2) impending                      (3) remote                      (4) favourable
2. His commands were so peremptory that we felt humiliated.  
(1) specious                      (2) poignant                      (3) dictatorial                      (4) rough
3. The sentiments expressed by him in the speech were odious.  
(1) significant                      (2) hateful                      (3) admirable                      (4) common

**Directions (Questions 4-6):** Choose the word which is closest to the opposite in meaning of the underlined word in the sentence.

4. We should not belittle the value of small things.  
(1) expand                      (2) inflate                      (3) praise                      (4) extol
5. Joys and tensions are ephemeral aspects of life.  
(1) stable                      (2) permanent                      (3) spiritual                      (4) ethical
6. His friends liked everything about him except his frugality.  
(1) short temper                      (2) extravagance                      (3) shabbiness                      (4) punctuality

**Directions (Questions 7-10):** A sentence has been broken into four parts. Choose the part that has an error.

7. (1) Mahatma Gandhi taught us                      (2) that one should respect  
(3) the religions of others                      (4) as much as his own.
8. (1) He knows very well                      (2) what is expected from him  
(3) but he is not able to                      (4) fulfill all the expectations.
9. (1) The committee appointed to                      (2) investigate into the said murder  
(3) will convene next week                      (4) to further discuss their strategy.
10. (1) India is in no way inferior                      (2) than the USA  
(3) in the fertility of soil                      (4) and in the richness of mineral resources.



**Directions (Questions 11-15):** Fill in the blank.

11. Freedom and equality are the \_\_\_\_\_ rights of every human being.  
(1) inalienable (2) inscrutable (3) incalculable (4) institutional
12. Pradeep's face spoke \_\_\_\_\_ of the happiness he was feeling.  
(1) elegantly (2) tons (3) volumes (4) much
13. His speech was disappointing; it \_\_\_\_\_ all the major issues.  
(1) projected (2) revealed (3) skirted (4) analysed
14. The defending champions \_\_\_\_\_ to victory in just thirty minutes.  
(1) led (2) rucked (3) reached (4) cruised
15. In spite of our best efforts, we failed to \_\_\_\_\_ any new facts from him.  
(1) elicit (2) evoke (3) eject (4) enlist

**Directions (Questions 16-18):** Choose the option which best expresses the meaning of the underlined idiom/phrase in the sentence.

16. I have come to know of your hole-and-corner methods of dealing with people.  
(1) suspicious (2) secret (3) servile (4) strict
17. He was in high spirits when I met him in the restaurant.  
(1) in a drunken state (2) very cheerful  
(3) talked incoherently (4) deeply engrossed in thoughts
18. The students were in the blues when they heard that the examination would not be postponed after all.  
(1) cheerless and depressed (2) violent and angry  
(3) wearing blue badges (4) singing sad songs

**Directions (Questions 19-22):** Choose the order of the sentences marked A, B, C, D and E to form a logical paragraph.

19. A After much persuasion, she finally got married.  
B She is now a very happy person in life.  
C Savi opposed marriage right from her childhood.  
D It was her good luck that got a very loving husband.  
E But her family was always keen that she must get married.  
(1) EBADC (2) CEADB (3) BDACE (4) CDBAE

20. A As she grew up, her interest in music grew manifold.  
 B Very soon she started singing in concerts and recorded her own album.  
 C Today, Sneha is a well known singer of India.  
 D Sneha had an aptitude for music when she was very young.  
 E Therefore, her parents organized formal training to learn music for her.  
 (1) BCDEA (2) AECBD (3) DAEBC (4) CADBE
21. A As soon as the match started there was much enthusiasm among the spectators.  
 B After much effort, Indian team could score a goal just before the final whistle and the match ended in a draw.  
 C Indian team was under tremendous pressure.  
 D Indian hockey team was quite keen to play a match with Pakistan.  
 E But in the first ten minutes, Pakistan scored a goal against India.  
 (1) BCEDA (2) DAECB (3) ECDBA (4) AEDCB
22. A Therefore, when she rose to become India's Prime Minister, she took several bold decisions.  
 B As a result she was mainly responsible to liberate Bangladesh.  
 C Today, Indians recognize her as an iron lady.  
 D Indira Gandhi was trained by her father the games of politics.  
 E During the 1971 Indo-Pak war, she displayed tremendous courage and statesmanship.  
 (1) DAEBC (2) CBDAE (3) ECDAB (4) BCEAD

**Directions (Questions 23-25):** Choose the option which gives the best way of writing the sentence ensuring that the message is correctly conveyed.

23. (1) In spite of his uncanny anticipation, he would have certainly been crushed by the speeding truck.  
 (2) Except for his uncanny anticipation, he would have certainly been crushed by the speeding truck.  
 (3) But for his uncanny anticipation, he was certainly going to be crushed by the speeding truck.  
 (4) But for his uncanny anticipation, he would have certainly been crushed by the speeding truck.
24. (1) Macbeth is a tragedy of a person who was empowered with great qualities.  
 (2) Macbeth is a tragedy of a person who was privileged with great qualities.  
 (3) Macbeth is a tragedy of a person who was endowed with great qualities.  
 (4) Macbeth is a tragedy of a person who was possessed with great qualities.

25. (1) You have come here with a view to insult me.  
(2) You have come here with a view of insulting me.  
(3) You have come here with a view for insulting me.  
(4) You have come here with a view to insulting me.

**Directions (Questions 26-45):** Study the passages below and answer the questions that follow each passage.

### Passage-I

Competition is heating up on the East coast of India. One of the oldest ports in the country Paradip Port Trust is gearing up to face competition from private sector port giant Adani Ports in Odisha. The state-run Paradip Port Trust held a road show to attract investment of ₹15,100 crore to more than double current capacity to 270.50 million tonnes per annum by 2023. The port will itself be investing another ₹900 crore to aid expansion. The Port Trust said it is open to lease new terminals for both captive as well as commercial operations through the private-public partnership mode. Apart from the six berths in the Western Dock Complex, the port is looking to open new terminals to handle coal, iron ore, petroleum and container cargo. Paradip Port recently introduced a discounting policy based on the cargo berthed at the port. Our berthing policy is volume centric. More the volumes, more the discount. We are gearing up to face competition. We have to keep fighting, said the Chairman. Adani Ports recent ₹5,500 crore acquisition of Dhamra Port near Paradip Port in Odisha is likely to raise competition in the region. Adani's Mundra Port overtook all ports in Gujarat to become the largest private port operator in the country. Adani Ports is targeting a similar success on the east coast. Paradip Port Trust too wants to become the mother port of India, and plans to mechanise most of the current berths for faster service. We will face competition from Dhamra Port. In the short run, we may be hit but once most of the berths are mechanised, we will be second to none. The timing of Paradip Port's announcement is triggered by someone big coming next door. Cargo growth in the region is going to be significant in the next 10 years and competition for it will not only be between Paradip Port and Dhamra Port, Gopalpur Port, Gangavaram Port and Vizag Port will also take part in it. The eastern hinterland of India, comprising Odisha, Chhattisgarh and Jharkhand, is the home to India's vast mineral wealth. With the growth push given by the new government, mining is likely to pick up in the region, aiding cargo movement through coastal routes.

26. Which port has Adani Ports recently acquired in Odisha?  
(1) Gopalpur (2) Dhamra (3) Gangavaram (4) Mundra
27. Which of the following statements are true?  
I. Mining will generate significant cargo growth in the East Coast.  
II. Paradip Port Trust will invest ₹15,100 crore to aid expansion.  
III. Mundra Port is the largest private port operator in the country.  
(1) I and III (2) II and III (3) I and II (4) All these

28. What strategy is the Paradip Port Trust adopting to face competition?
- (1) Mechanise handling operations
  - (2) Double current capacity by 2023
  - (3) Open new terminals commercially through private-public partnership
  - (4) All these
29. Which of the following statements is/are NOT TRUE according to the article?
- I. In the next 10 years, only Paradip and Dhamra will compete for the cargo growth in the East.
  - II. Paradip Port offers volume centric discounts.
  - III. Paradip Port Trust has six berths in their Western Dock Complex.
- (1) I only                      (2) II only                      (3) III only                      (4) II and III

### Passage-II

The Delhi High Court stopped electric rickshaws from plying on city roads till there was a law to regulate them. The court had reasons to ban the most untamed mode of transport on Delhi roads. Just a day before the order, a toddler had slipped from his mother's arms into a cauldron of hot sugar syrup when she was hit by an e-rickshaw. The court was told that 19 people had been injured and two killed in accidents involving e-rickshaws in the first six months of 2014. In the last two years, at least 1.5 lakh cheap battery-powered rickshaws proliferated on Delhi roads. They ran alongside heavy vehicles on arterial roads. Yet, there were no norms to regulate their movement, speed, design, or even ensure that the vehicles were driven by men who had basic road sense. Now with police crackdown, many have just disappeared from the roads fearing confiscation. The streets may be looking a little less congested and more orderly but the absence of e-rickshaws has hit lakhs of low-budget travellers hard. Travelling by even public transport is not cheap for a large section of Delhi's working class. One needs to shell out ₹40 to ₹50 to cover a distance of three kilometres from home to the nearest metro station on a cycle rickshaw. The e-rickshaw charges ₹20 for the same distance and takes half the time. In Delhi, autos often refuse to go short distances. And even if they do agree, many overcharge. No wonder, the e-rickshaws quickly filled the vacuum of the first and the last-mile connectivity that Delhi and NCR's transport network lacked. But instead of regulating e-rickshaws and integrating them into the city's organised transport system, political parties started pandering to the new political constituency of at least two lakh e-rickshaw drivers, owners and dealers. Initially, the government allowed them to proliferate. Since e-rickshaws were exempted from the regulatory mechanism and needed no permits or fitness certificates, thousands of migrant workers found easy and instant employment. In June this year, it was even declared that e-rickshaws would be out of the ambit of the Motor Vehicles Act. But this move failed to address the concerns of safety and enforcement. Pulling it out of the ambit of Motor Vehicles Act meant the e-rickshaw drivers did not have to undergo any training in driving and road safety rules. The traffic police and transport department couldn't insist that the drivers get a driving licence or a public service badge, which all other motorised public carrier drivers must have. This also meant that the victims of e-rickshaw accidents would not get compensation as mandated under the law. Under the new e-rickshaw scheme, the duties of regulations if any, were to be carried out by the municipal corporations. But municipal

officials have neither the expertise nor the wherewithal to handle the road safety aspect. Even the green credentials of these battery vehicles are being questioned by experts. The batteries need electricity to recharge and cases of e-rickshaw drivers stealing from poles, parking lots and public places abound. But having allowed them to run for two years and fill a critical gap in Delhi's public transport system, e-rickshaws can't be wished away. The courts ultimatum is an opportunity to make amends. We need a mechanism that necessitates registration of e-rickshaws, insurance cover, licence for drivers, basic fitness of the vehicle, speed limit, area of operation, designated halting stations and charging points. Tripura has laid down excellent norms for e-rickshaws earlier this year. It should not take Delhi long to adopt that template.

30. What is the primary issue being discussed in the article?
- (1) E-rickshaws are road safety and environmental hazards.
  - (2) Need for a mechanism to regulate and integrate e-rickshaws into Delhi's transport system.
  - (3) E-rickshaws — a boon to Delhi commuters.
  - (4) Banning of e-rickshaws — the right decision.
31. According to the passage, which of the following statements is/are true?
- I. Political parties allowed e-rickshaws to proliferate to meet their own electoral objectives.
  - II. Victims of e-rickshaw accidents get compensation as per law.
  - III. The absence of e-rickshaws has affected low budget/commuters adversely.
- (1) I and II                      (2) II and III                      (3) I and III                      (4) All these
32. In the opinion of the author, e-rickshaws
- (1) are bad and should not be allowed.
  - (2) are good and should not have been banned.
  - (3) fill a critical gap hence need to be regulated.
  - (4) None of these
33. A proper regulatory mechanism for e rickshaws would ensure
- (1) fitness of the vehicle.
  - (2) safety of the commuter.
  - (3) designated charging points.
  - (4) All these

### Passage-III

India's vulnerability to natural disasters can be traced to several geophysical and climatic factors that lead to frequent earthquakes, floods, cyclones and landslides. Recall the earthquakes at Latur, Bhuj or Kashmir, the Leh mudslide and the Uttarakhand floods. The Kosi floods are the latest tragedy to strike us. Then there are the man-caused disasters, these include industrial and biological disasters besides NBC (Nuclear, Biological, Chemical) hazards. We will have to prepare increasingly and more robustly to cope with nuclear disasters, even as it becomes an important source of energy for us. These threats will continue to demand the nation's attention. We need preventive responses so that we can minimize damage to life and property. While the national and state disaster response forces

remain designated first responders and their effective development and specialized equipping should continue at a fast pace. The defence forces, whose organizational resilience, junior leadership, national presence and logistic capabilities are far more developed, need to be given a formal mandate in dealing with these crises. The defence forces, by and large, have been second responders unless they are in geographical proximity of the disaster area, in the eye of the storm itself or when the impact area is large or remote. They de facto become first responders when the area in question requires acclimatization — Leh and upper reaches of Uttarakhand are examples of this terrain. Defence services personnel who themselves become victims of these disasters when serving in affected areas have shown immense resilience. They set aside their own troubles to reach out to the affected population. There are glorious examples of armed forces heroes who chose to attend to victims who were perfect strangers instead of first ensuring the safety of their near and dear ones. These stories have been heard time and again during the tsunami relief operations in 2004, the Kosi floods in 2008, Cyclone Aila relief work in 2009, the Leh cloud burst in 2010, the Sikkim earthquake in 2011, the Uttarakhand disaster and Cyclone Phalin 2013. The threats a nation faces don't necessarily have to relate to the infringement of its land or coastal borders or its air space. Any factor that affects the security and survivability of its people are a national threat. The harm caused by natural, or potential manmade disasters are as terrible as those caused by an adversary's armoury. As a national asset, with the role of protecting the nation and its people, combating the challenge of disasters should also fall within the charter of the defence forces. India's defence forces have often come to the assistance of other nations reeling under natural disasters. Not many may know this but the assistance given by Indian military to foreign nations coping with various natural and manmade crises has been received with a lot of appreciation — Cyclone Nargis in Myanmar, the Chinese earthquake in 2008, the medical emergency in Sri Lanka in 2009 and 2011, the recent MH 370 disaster in Indian Ocean in March 2014 and Typhoon Haiyan in Phillipines in November 2013 are only a few of these examples. It is not a question of grabbing credit. The aim is to strengthen the purpose of the military to serve the people. All national assets and resources should face the emergent challenge as "we", not 'I' or 'you' as agencies are generally prone to. Using the defence services to deal with disasters will help us harness the 'total assets' of the nation. It has a pan-national presence, and its logistics and leadership are tried and tested. It will also help us provide maximum relief.

34. What is main purpose of the passage?
- (1) To recommend that the defence forces must be given a formal role in disaster management.
  - (2) To highlight the exemplary support provided by defence personnel in relief operations.
  - (3) To identify likely disaster prone areas.
  - (4) To corelate natural disaster with other threats to national security.
35. According to the author, the defence forces should be formally entrusted with the responsibility of disaster management because
- (1) it is a national asset and should therefore be harnessed.
  - (2) units are located in all parts of the country.
  - (3) it strengthens the purpose of the military which is to protect the nation and the people.
  - (4) All these

36. According to the writer, the defence forces are suited to perform the role because
- (1) their leadership is tried and tested.
  - (2) their logistic capabilities are far more developed.
  - (3) defence services personnel are disciplined, motivated and resilient.
  - (4) All these
37. Which of the following statements are true?
- I. During disasters, affected armed forces personnel have time and again reached out to help others, notwithstanding their own problems.
  - II. Any factor that affects the security and survivability of its people is a national threat.
  - III. National and State Disaster Response Forces are designated as the first respondents in the event of any natural calamity.
- (1) I and II                      (2) II and III                      (3) I and III                      (4) All these

#### Passage-IV

We have come a long way since the acronym 'BRIC' was coined in 2001. Emerging markets are now an integral part of the world map and this elite group of nations has firmly positioned itself as an important catalyst driving global growth. However, these economies too are vulnerable to global hitches, as was evident in 2011 when most emerging markets, including India, China, and Brazil witnessed a drop of over 18% even as developed economies like the US registered a growth of 5% against all odds. The first three weeks of 2012 have caught everyone off guard with emerging markets racing ahead of their developed counterparts. From being one of the worst performers in 2011, India has rallied by more than 9.5% followed by Brazil (7%) and China (6.9%). While such a momentum may not be sustainable over a longer horizon, no one can ignore the fact that the combined population of China, India, Brazil and Indonesia amounting to 3 billion or 43% of the global population will drive consumption demand in these markets for decades to come. Secondly, these countries do not have to face certain critical issues that the developed world has to address. One of the critical challenges for developed economies relate to entitlement issues, as they struggle to take care of their citizens' needs pertaining to health care and unemployment. While analysing growth trends in these economies, it is important to understand the difference in terms of the nature of the growth. Emerging markets are moving along a natural growth trajectory, driven by several factors as mentioned above, whereas developed markets are being forced to induce growth through various stimulus measures amid a scenario of peaking unemployment and near-nadir consumer confidence levels. This induced growth in a way also helps the cause of emerging markets since most of these economies derive a substantial portion of their GDP from exports.

38. It can be inferred from the passage that "BRIC" is a/an
- (1) grouping of the world's topmost economies.
  - (2) grouping of the world's emerging economies.
  - (3) economic term that was tossed out of use in the year 2001.
  - (4) None of these

39. According to the author of the passage, emerging economies of the world
- A are going to increase their impact on the global economy in times to come.
  - B are having roller-coaster rides as far as their economies are concerned.
  - C are not committed to providing healthcare and employment opportunities to their citizens to the extent that the leading economies of the world are.
- (1) A only                      (2) A & B                      (3) A & C                      (4) A, B & C
40. Which of the following factors equally affect both the developed and developing economies, as specifically implied in the passage?
- A Recession.
  - B Unemployment.
  - C Natural growth tendency of the economy.
- (1) A & B                      (2) A only                      (3) A & C                      (4) A, B & C
41. Which of the following statements is/are true as per the passage?
- (1) Induced economic growth in the developed countries indirectly helps economic growth in the developing countries.
  - (2) When developed economies are experiencing growth, the developing economies experience decline and vice versa.
  - (3) Both (1) and (2)
  - (4) Neither (1) nor (2)

#### Passage-V

The revolutionary changes in the role of women that we have experienced in India during the past few decades aren't the sapling of any seed sown by any political party. Rather it is the result of the courage that women themselves have mustered in facing up to male chauvinists. The women who once dared not pronounce their husbands name may now refuse to change their surname after marriage. The transition has not been just of attire, but of attitude. The Indian woman has realized that the only way to live and survive is to 'start living'. They respect themselves. Laws to protect women have always been there. But it is the strength of women that has renewed and giving them more traction. It's a pity that almost half of our society, constituted by the fairer sex, is still almost completely ignored by the political parties. Politicians who continue to ignore women should brace themselves to face the brunt of NOTA in future elections.

42. As per the paragraph, amount of attention paid by political parties to women is
- (1) quite adequate.
  - (2) fairly substantial.
  - (3) not at all sufficient.
  - (4) just about adequate.
43. Women of today have become
- (1) much less confident of themselves.
  - (2) timid and pessimistic.
  - (3) quite confident and bold.
  - (4) more confused and withdrawn.



### Passage-VI

The writer has rightly blamed the two national parties for attempting to manipulate voters. People are sick and tired of politicians spewing out false promises. They look forward to a drastic change in attitude so that there will be greater focus on individual emancipation and overall welfare. But it will take some more time before we evolve into a strong conscious electorate which can see through these games, which have also now been joined by regional groups and newbie parties. It is the duty of national parties to roll out a visionary and implementable agenda. But this can happen only under strong and capable leadership which can electrify the masses and shake off pessimism. Elections should be about ideas and ideology which can empower people.

44. As per the paragraph, people who vote  
(1) have become now mature to decide.  
(2) are still not capable of deciding in a mature manner.  
(3) are displaying their capability to take appropriate decisions.  
(4) None of these
45. Polls in India need to  
(1) give more powers to people. (2) now become more popular.  
(3) include people from different regions. (4) encourage honest politicians.
46. What is the value of A:B:C, if A:B = 2:3 and B:C = 4:5?  
(1) 8:12:15 (2) 2:3:4 (3) 2:3:5 (4) 4:6:11
47. A certain sum of money is divided among A, B and C so that for each rupee A has, B has 65 paise and C has 35 paise. If B's share is ₹1300, then total sum of money is  
(1) ₹7000 (2) ₹6000 (3) ₹5000 (4) ₹4000
48. Amit owns a scooty worth ₹25000, which he sells to Anil at a profit of 10%. If after some time, Anil sells it to Sahil at a loss of 10%, then the cost price of scooty for Sahil is  
(1) ₹25750 (2) ₹25250 (3) ₹25000 (4) ₹24750
49. There are only two candidates contesting the election, a person who got 47% of votes lost by 540 votes. Assuming that there were no invalid votes, the total number of votes casted are  
(1) 7000 (2) 8000 (3) 9000 (4) 10000
50. Sugar at ₹30 per kg is mixed with sugar at ₹40 per kg in the ratio 2:3. The price of new mixture per kg is  
(1) ₹35 (2) ₹36 (3) ₹37 (4) ₹38
51. A boat goes from point I to point II and comes back. The speed of water in river is 5 km/h and it takes total time 72 min. If ratio of time from I to II and II to I is 3:5, what is speed of boat in still water?  
(1) 25 km/h (2) 20 km/h (3) 30 km/h (4) 15 km/h

52. A can do a work in 20 days and B can do in 10 days. A starts the work and works alone for 5 days. Then B joins A and they finish the work. In how many days the work gets finished?  
 (1) 10 (2) 12 (3) 9 (4) 8
53. Pipe A can fill a tank in 8 hours; B can fill in 6 hours; C can empty in 12 hours. A and B are opened alternatively with C. In how much time the tank is filled if A is opened first?  
 (1) 16 (2) 15 (3) 12 (4) 18
54. The speed of a car is  $\frac{6}{5}$  speed of train. These cover the distance of 100 km in same time while car stops for 10 min. on the way for refuelling. What is speed of train?  
 (1) 80 km/h (2) 90 km/h (3) 100 km/h (4) 110 km/h
55. Reema took a loan of ₹ 120000 on simple interest for as many years as the rate of interest. If she paid ₹58800 as interest at the end of the loan period, then the rate of interest is  
 (1) 6% (2) 7% (3) 8% (4) 9%
56. A box contains 7 green, 6 black and 4 yellow balls. How many selections are possible so that we have one ball of each colour.  
 (1) 138 (2) 168 (3) 148 (4) 17
57. If the radii of the circular ends of a bucket 25 cm high is 4 cm and 2 cm. Then the capacity of the bucket is  
 (1)  $\pi \frac{625}{3}$  (2)  $\pi \frac{700}{3}$  (3)  $\pi \frac{600}{3}$  (4)  $\pi \frac{425}{3}$
58. A copper sphere of radius 6 cm is melted to form spheres of radius 2 cm. How many such spheres are formed?  
 (1) 27 (2) 31 (3) 36 (4) 14
59. On an average 8 articles out of 280 produced by a certain machine are defective. What is the probability that an article chosen at random is not defective?  
 (1)  $\frac{31}{34}$  (2)  $\frac{21}{23}$  (3)  $\frac{1}{35}$  (4)  $\frac{34}{35}$
60. Rakesh gives ₹140000 to Ramesh for a business. Ramesh spends  $\frac{1}{8}$  of his profit on rent of shop. If they are left with equal amount, what is investment of Ramesh?  
 (1) ₹160000 (2) ₹150000 (3) ₹170000 (4) ₹180000
61. The area of an isosceles triangle with base 2 cm and one of the equal sides 4 cm is \_\_\_\_\_.  
 (1)  $\sqrt{\frac{15}{2}} \text{ cm}^2$  (2)  $2\sqrt{15} \text{ cm}^2$  (3)  $\sqrt{15} \text{ cm}^2$  (4)  $4\sqrt{15} \text{ cm}^2$

62. The angle between the two altitudes of a parallelogram through the same vertex of an obtuse angle of the parallelogram is  $30^\circ$ . The measure of the obtuse angle is \_\_\_\_\_.
- (1)  $105^\circ$                       (2)  $95^\circ$                       (3)  $100^\circ$                       (4)  $150^\circ$
63. Rajan is two and a half times as old as Rahul. After two years, Rajan will be twice as old as Rahul. When will Rajan be one and a half times as old as Rahul?
- (1) After 6 years                      (2) After 4 years                      (3) After 10 years                      (4) After 8 years
64. On enquiring her age by a friend, Shikha told her that fifteen years from now, she will be twice as old as she was five years ago. What was her age five years ago?
- (1) 16 years                      (2) 20 years                      (3) 25 years                      (4) 32 years
65. The cost price of 20 chairs is equal to the selling price of 25 chairs. Then the profit/loss percentage is
- (1) 20% loss.                      (2) 33.33% profit.                      (3) 16.66% loss.                      (4) no profit no loss.
66. The price of sugar falls by 15%. How many quintals can be bought for the same money which was sufficient to buy 34 quintals at the higher price?
- (1) 40 quintals                      (2) 38 quintals                      (3) 35 quintals                      (4) 43 quintals
67. The average of nine consecutive odd integers is 11. Then the largest of these integers is
- (1) 17                      (2) 19                      (3) 21                      (4) 15
68. A boat covers the distance between two cities I and II, which are 10 km apart and comes back in river I in 50 min. and same distance in river II in 75 min. If the speed of boat in still water is 30 km/h, what is the ratio of speed of river I and river II?
- (1) 3:5                      (2) 2:3                      (3) 1:1                      (4) 1:2
69. Manoj is to reach Chandigarh from Delhi which is 300 km away. Half of the distance, he covers with a speed of 60 km/h and travels for 30 min. with a speed of 50 km/h. What should be his speed in the rest of distance to reach Chandigarh in 4.5 hours?
- (1) 75 km/h                      (2)  $200/3$  km/h                      (3)  $250/3$  km/h                      (4)  $400/3$  km/h
70. The principal value of  $\sin^{-1}\left(\frac{-\sqrt{3}}{2}\right)$  is \_\_\_\_\_
- (1)  $\frac{4\pi}{3}$                       (2)  $-\frac{\pi}{3}$                       (3)  $\frac{\pi}{3}$                       (4)  $\frac{5\pi}{3}$
71. If  $x=t^2, y=t^3$ , then  $\frac{d^2y}{dx^2} =$  \_\_\_\_\_
- (1)  $\frac{3}{4t}$                       (2)  $\frac{3}{2t}$                       (3)  $\frac{3}{2}$                       (4)  $\frac{3t}{4}$

72. If  $\sin \theta + \operatorname{cosec} \theta = -2$ , then  $\sin^2 \theta + \operatorname{cosec}^2 \theta =$  \_\_\_\_\_  
 (1) 2 (2) 4 (3) -4 (4) -1
73. The fourth term of a GP is 6. The product of its first 7 terms is \_\_\_\_\_  
 (1)  $6^4$  (2)  $6^7$  (3)  $6^3$  (4) None of these
74. If  $x, 2y, 3z$  are in A.P. where the distinct numbers  $x, y, z$  are in G.P. then the common ratio of G.P. is \_\_\_\_\_  
 (1)  $\frac{1}{3}$  (2)  $\frac{2}{3}$  (3)  $\frac{1}{2}$  (4) 2
75. The mean deviation of the data 2, 5, 5, 8, 9, 9, 10, 12, 12 is \_\_\_\_\_  
 (1) 2 (2) 2.67 (3) 4 (4) 3.5

**Directions (Questions 76-80):** Study the following arrangement carefully and answer the questions given below

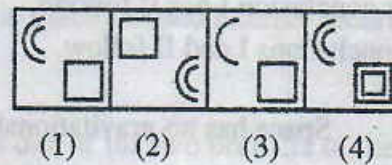
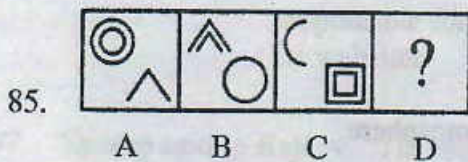
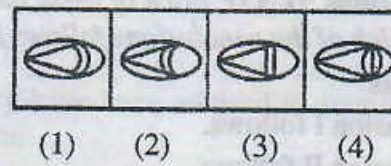
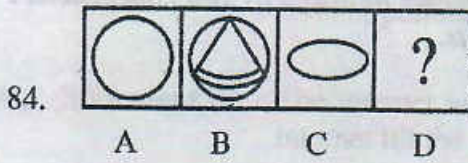
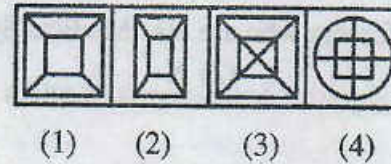
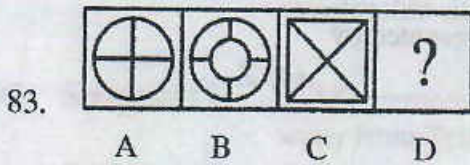
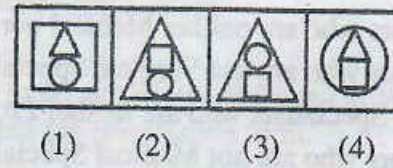
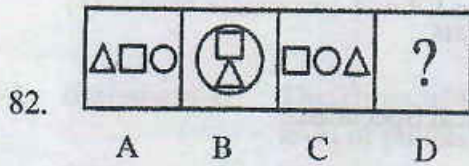
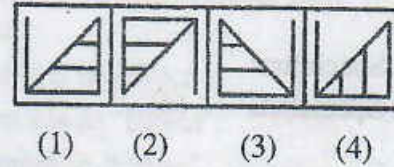
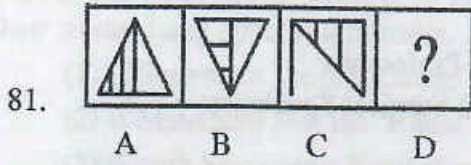
RE5DAP\$3TIQ79B#2K%U1MW4\*J8N

76. Which of the following is exactly in the middle between 3 and 1 in the above arrangement?  
 (1) B (2) K (3) 9 (4) #
77. How many such numbers are there in the above arrangement, each of which is immediately preceded by a consonant and not immediately followed by a consonant?  
 (1) None (2) One (3) Two (4) Three
78. How many such vowels are there in the above arrangement, each of which is immediately followed by a number but not immediately preceded by a consonant?  
 (1) None (2) One (3) Two (4) Three
79. Which of the following is seventh to the left of the sixteenth from the left in the above arrangement?  
 (1) A (2) U (3) 4 (4) T
80. Four of the following five are alike in a certain way based on their position in the above arrangement and so form a group. Which is the one that does not belong to that group?  
 (1) B K 7 (2) M \* U (3) D P E (4) W J 1

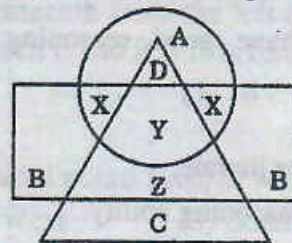
**Directions (Questions 81-85):** Each of the following questions consists of two sets of figures. Figures A, B, C and D constitute the problem set while figures (1), (2), (3) and (4) constitute the answer set. There is a definite relationship between figures A and B. Establish a similar relationship between figures C and D by selecting a suitable figure from the answer set that would replace the question mark ? in Fig. (D).

Problem Figures

Answer Figures



**Directions (Questions 86-90):** In the following diagram, the circle represents College Professors, the triangle stands for Surgical Specialists, and Medical Specialists are represented by the rectangle.



86. College Professors who are also Surgical Specialists are represented by  
 (1) A (2) B (3) C (4) D
87. Surgical Specialists who are also Medical Specialists but not Professors are represented by  
 (1) B (2) C (3) X (4) Z
88. C represents  
 (1) Medical Specialists (2) College Professors  
 (3) Surgical Specialists (4) Medical and Surgical Specialists
89. B represents  
 (1) Professors who are neither Medical nor Surgical Specialists  
 (2) Professors who are not Surgical Specialists  
 (3) Medical Specialists who are neither Professors nor Surgical Specialists  
 (4) Professors who are not Medical Specialists
90. College Professors who are also Medical Specialists are represented by  
 (1) A (2) X (3) Y (4) Z

**Directions (Questions 91-93):** Each of these questions has statements followed by two conclusions I and II. Decide which of the conclusions follows from the statements.

Mark the answer as

- (1) if conclusion I follows.  
 (2) if conclusion II follows.  
 (3) if neither conclusion I nor II follows.  
 (4) if both conclusions I and II follow.

91. **Statement :** Space has no gravitational pull. It has no atmosphere.  
**Conclusions:**  
 I. Gravity is due to atmospheric pressure.  
 II. It is not difficult to breathe in space.
92. **Statement :** Computer literates have good reasoning ability. Seema can understand the puzzle quickly.  
**Conclusions:**  
 I. Seema is computer literate.  
 II. Seema has good reasoning ability.

93. **Statement :** Evaporations cause cooling. Coke is very cold.

**Conclusions:**

- I. Some of the coke must have evaporated.
- II. Coke offered in this restaurant is very cold.

**Directions (Questions 94-96):** In the following questions, two statements have been given, which bear a cause and effect relationship. Mark the answer as:

- (1) if Statement I is the 'Cause' and the Statement II is its Effect.
- (2) if Statement II is the 'Cause' and the Statement I is its 'Effect'.
- (3) if both Statements I and II are 'Effects' of a common 'Cause'.
- (4) if both Statements I and II are 'Effects' of independent Causes.

94. **Statement I:** The Times of India has reported today that water of Ganga at Varanasi contains level of pollutant much higher than the permissible limit.

**Statement II:** The people living in the area are to be shifted to another area to avoid a catastrophic situation.

95. **Statement I:** The Government has planned to make arrangements for supply of safe drinking water from Tehri Dam.

**Statement II:** The Ganga water at Kanpur is not even fit for bathing as it contains very high level of pollutants.

96. **Statement I:** The internet users of the country have been advised to stay alert while using internet till the hackers are caught.

**Statement II:** The Government machinery will make an all out effort to catch those who are responsible for hacking and put in place a sound internet security system for all its websites.

97. Sudeep said to Rajeev, "The man watching TV is one of the two brothers of the daughter of my father's wife". How the man watching TV is related to Sudeep?

- (1) Brother                      (2) Brother-in-law                      (3) Cousin                      (4) Uncle

98. In a row of forty children, P is thirteenth from the left end and Q is ninth from the right end. How many children are there between P and R if R is fourth to the left of Q?

- (1) 12                      (2) 13                      (3) 14                      (4) 15

99. A watch reads 4.30. If the minute hand points East, in what direction will the hour hand point?

- (1) North                      (2) North-West                      (3) South-East                      (4) North-East

100. One day, Ravi left home and cycled 10 km southwards, turned right and cycled 5 km and turned right and cycled 10 km and turned left and cycled 10 km. How many kilometres will he have to cycle to reach his home straight?  
 (1) 10 km (2) 15 km (3) 20 km (4) 25 km
101. 'EVARA' is a popular \_\_\_\_\_ jewellery brand.  
 (1) silver (2) diamond (3) platinum (4) gold
102. 'Cherokee', the global fashion lifestyle brand tied up with which one of the following Indian companies?  
 (1) Aditya Birla Group (2) Arvind Mills (3) Reliance Retail (4) ITC Group
103. \_\_\_\_\_ covers the entire gamut of women's prêt-a porter from western to fusion to Indian silhouettes. Churidar-kurtas, tunics and saris form the matrix of the Indian designs.  
 (1) Jamdani (2) Taika (3) Dastar (4) Mufti
104. 'home centre', the high-gloss living popular brand is from the house of  
 (1) Bombay Dyeing. (2) Raymond. (3) Lifestyle. (4) None of these
105. 'Mayur Suitings', the famous Indian suiting brand is from the house of  
 (1) Bhilwara Group. (2) Dinesh Mills Ltd. (3) Arvind Limited. (4) Mafatlal Ind. Ltd.
106. The raised zari metallic thread embroidery created by sewing flat stitches on cotton padding is commonly known in India as  
 (1) Kantha. (2) Karchobi. (3) Kasuti. (4) Kathi.
107. Who among the following tops the philanthropy list of India in 2014 according to the annual Hurun India Philanthropy list 2014?  
 (1) Shiv Nadar (2) Ratan Tata  
 (3) Azim Premji (4) Mukesh Ambani
108. FieldFresh Foods is a joint venture between processed food manufacturer Del Monte Pacific and  
 (1) Bharti Ent. (2) Pespico. (3) Parle Agro. (4) Dabur.
109. Which one of the following hotels from India voted as the best hotel in the world in 2014 in a global poll conducted by financial magazine Institutional Investor, USA?  
 (1) The Leela Palace Udaipur (2) The Oberoi, Mumbai  
 (3) The ITC Grand Chola, Chennai (4) The Taj Palace Hotel, New Delhi



110. Recently, the Nepal Govt. reduced the climbing fees for Everest from earlier fee of \$25,000 to \_\_\_\_\_ for each foreign climber via the normal route in spring.  
(1) \$ 20,000                      (2) \$ 16,000                      (3) \$ 11,000                      (4) \$ 22,000
111. Which among the following telecom companies started the pre-booking for Xiaomi Redmi Note 4G smart phone in January 2015?  
(1) Idea Telecom                      (2) Bharti Airtel                      (3) Reliance Telecom                      (4) Vodafone
112. Justice Surendra Kumar Sinha became the 21st Chief Justice of \_\_\_\_\_ in January 2015 for three years.  
(1) Nepal                      (2) Mauritius                      (3) Indonesia                      (4) Bangladesh
113. Who among the following Indian fashion designers introduced 'Kurti' which became popular worldwide as 'Indian embroidered tunic'?  
(1) Ritu Kumar                      (2) Monisha Jaisingh                      (3) Suneet Verma                      (4) Rohit Khosla
114. 'Creyate', the custom clothing e-commerce brand is owned by which textile firm from India?  
(1) Arvind Limited                      (2) Grasim Industries                      (3) Bombay Dyeing                      (4) Century Textiles
115. 'Mafrene Saris', the popular sari brand is from the house of  
(1) Reliance Industries.                      (2) Mysore Silk.  
(3) Mafatlal Ind. Ltd.                      (4) National Textile Corporation.
116. Who among the following fashion designers presented the 'GULBAGH' collection at the Wills Lifestyle India Fashion Week Summer-Spring 2015?  
(1) Manish Arora                      (2) JJ Valaya                      (3) Tarun Tahiliani                      (4) Rohit Bal
117. 'The designer MODE', is the official magazine of  
(1) Fashion Design Council of India.  
(2) The Confederation of Indian Textile Industry.  
(3) National Institute of Fashion Technology.  
(4) None of these
118. Lakme Fashion Week Summer/Resort 2014 took place in \_\_\_\_\_ 2014.  
(1) January                      (2) February                      (3) March                      (4) April
119. 'Tamas' and 'nimah' are the jewellery collections from the house of  
(1) Kalyan Jewellers.                      (2) Amrapali Jewels.  
(3) Gitanjali Jewels.                      (4) Joyalukkas Jewellers.

120. As per the history of Indian clothing, who is said to have brought Indigo (Nila) for dyeing and cotton cloth as articles of clothing to India?  
 (1) Greeks (2) Romans (3) Dutch (4) French
121. As per the history of Indian clothing, a plain woven textile made from unbleached and often not fully processed cotton traded to England was called  
 (1) Chintz. (2) Calico. (3) Muslin. (4) None of these
122. As per the history of Indian Art, the Jaipur style was inspired by which school of art?  
 (1) Hyderabad (2) Bengal (3) Mughal (4) Pahari
123. As per Indian History most of the Gandhara sculptures are made of  
 (1) Stone. (2) Terracotta. (3) Bronze. (4) Iron.
124. Which trinity of Gods does the three-faced sculpture of Shiva in the Elephanta caves signify?  
 (1) Brahma, Vishnu, Mahesh (2) Kali, Durga, Sita  
 (3) Ganesh, Ram, Krishna (4) Brahma, Vishnu, Indra
125. Which artist made "Jahangir holding the picture of Madonna"?  
 (1) Miskin (2) Abul Hassan (3) Mansoor (4) Hazi Madni

**Directions (Questions 126-140):** Read the following cases and answer the questions given at the end of each case on the basis of information provided.

#### Case-I

In a first step to protect brand 'Khadi', a symbol of India's struggle for Independence, the Khadi and Village Industries Commission (KVIC) has applied for registration of the trademark in India before moving to claim the international trademark., the MSME Ministry said. The move follows reports of the 'Khadi' trademark already being registered in Germany, Spain, Hungary and in India. In a written reply to a question by an MP in the Lok Sabha, Minister of State for MSME said "the process to register international trademark for 'Khadi' for intellectual property rights under the World Intellectual Property Organisation's Madrid Protocol is of two stages; first, at the national and subsequently at the international level. KVIC has applied to register the trademark for 'Khadi' under appropriate classes." Asked if the Government was facing a trademark hurdle in countries where it had already been registered, Minister said the issue was brought to the Government's notice by the Indian Embassies in Germany, Poland, Belgium, Luxembourg and the European Union, as also by traders and merchant exporters who were not able to market 'Khadi' products there. Incidentally, 'Khadi' has already been registered by a German company (Khadi Nature product GbR) as a trademark, with the Office for Harmonization in the Internal Market in Spain, giving it exclusive rights for use of the term. The Minister said that while KVIC was not directly exporting Khadi products, "Indian Embassies were in touch with the EU authorities for cancellation of registration of Khadi as a trademark and the only available means to cancel the registration is through a request for declaration of invalidity or of revocation..." Minister said that the Government, KVIC and Indian

Embassies were working in tandem to expedite the process of deregistering the 'khadi' trademark, adding that KVIC, Mumbai, had authorised Swati Gramudyog Sewa Sansthan, Kanpur, "to file for deregistering the trademark along with requisite fees, which has been filed".

126. Presently, KVIC has

- (1) been exporting Khadi products in a big way directly.
- (2) not exported Khadi products directly.
- (3) been exporting only high quality Khadi products.
- (4) not encouraged exporting Khadi products.

127. According to reports, which of the following countries has registered Khadi as trademark?

- (1) Hungary                      (2) Germany                      (3) Spain                      (4) All these

128. Which of the following statements is not true as per the facts of the case?

- (1) KVIC intends to register Khadi as a brand at the international level
- (2) Government of India does not consider Khadi has any association with India's Freedom Struggle.
- (3) Presently, it is difficult to market Khadi products in some countries.
- (4) None of these

### Case-II

Godrej Appliances Division has undertaken an initiative to ensure a green supply chain at its Shirwal plant in Satara, Maharashtra. One of the largest players in the home appliances segment, the Godrej group has consistently manufactured products that are green. Though Godrej Appliances launched the country's first 100 per cent green refrigerator series in 2002, (CFC, HFC and HCFC free), the company's Shirwal plant aims to ensure a lower toxic environmental impact with its products. The plant has four refrigerator manufacturing lines and a separate line for making the Chotukool, dubbed the cheapest refrigerator in the country. Chairman and Managing Director of Godrej and Boyce Manufacturing Company, spoke at a recent event about several ongoing green programmes at Godrej. Godrej and Boyce is the holding company of the Godrej Group, and has 14 diverse businesses. The company's 'Good & Green Vision 2020' aims to ensure 25 per cent reduction in energy consumption, achieve zero waste and carbon neutrality, and have one-third of its portfolio revenues comprise green products and services. Jamshyd Godrej said manufactured products will need to be green and the future of any product will be a blend of satisfaction and sustainability. The future of products and manufacturing would soon be to serve a higher level of needs for consumers. "Catering to the higher level doesn't mean more expensive, it should bring a higher level of satisfaction," said. At Godrej's Shirwal plant, several initiatives have been taken towards material conservation and increasing the percentage of recycled material. An official said the percentage of recyclable content in refrigerators, washing machines and air-conditioners has been increased to 97 per cent, and 100 per cent, respectively. The plant has reduced the use of packaging material by 21 per cent in the last three years, by switching from carton packaging to stretch film packaging. The unit has also taken several initiatives to reduce the consumption of toxic and hazardous substances by an average of 50 per cent.

129. Godrej aims to Cater for higher level of needs of customers, which implies making items which are
- (1) more costly.
  - (2) having attractive looks.
  - (3) more satisfying.
  - (4) None of these
130. By the year 2020, Godrej plans to ensure
- (1) zero waste.
  - (2) 25% reduction in consumption of energy.
  - (3) carbon neutrality.
  - (4) All these
131. At Godrej's plant at Shirwal, constant efforts have been made to increase the percentage of recycled material and the progress made in this regard has been
- (1) not at all satisfactory.
  - (2) just about adequate.
  - (3) almost satisfactory.
  - (4) quite good.
132. As per the case, which of the following statements is 'not true'?
- (1) Godrej is the largest player in the home appliance segment in India.
  - (2) Godrej and Boyce are involved in numerous business activities.
  - (3) By using stretch film packaging, the use of packaging material has been reduced.
  - (4) None of these

### Case-III

Eureka Forbes, leader in the ₹ 3,800-crore water purification systems market, is betting big on 'customised solutions' to expand its footprint. Eureka Forbes has mapped the water quality in over 85 per cent of India's pin codes over the last 15 years. "This holds us in good stead in offering solutions for over 17 different types of water conditions in the country so far," said Senior Vice-President (Marketing), Eureka Forbes Ltd. It recently moved up the value chain from just 'pure' to position its products on the 'health' platform, with its new tagline 'More than just pure. Healthy water'. Based on its internal feed-back system, the company undertakes various research programmes across the country to understand the needs of different sets of consumers. Over the last 30 years, Aquaguard has invested heavily in research and technology to understand customer needs and customise solutions and products to suit every water type in India. For instance, it has launched mobile water purifier Aquaguard-on-the-Go, he said. Eureka Forbes is expanding its retail network to cover tier-II and tier-III markets. Initially, a pure-play direct sales company, it now has a significant presence in retail, franchised, rural, institutional community, and e-tail platforms. VP says the rural market holds high growth potential, particularly for off-line water purifiers, and "we have come out with a new range of affordable purification units for rural markets." It has set up water kiosks in several tier II and tier III towns that sell water at 15 paise a litre. So far, it has established over to 200 such kiosks in the country. It also proposes to set up such kiosks in major cities including Chennai, Bangalore, Mumbai and Kolkata. But it may not sell a litre at 15 paise, as cost of running those kiosks in major cities will be much higher. "We are planning to do some pilots before we launch them," he said. The market for water purifiers in the country is growing at 15 per cent year on year. Many homegrown and global brands have jumped into the fray. "We welcome all competition. It fuels innovation and eventually that will benefit the consumer," says VP.

133. Eureka Forbes is focusing on rural market due to the fact that
- (1) it holds tremendous growth potential.
  - (2) Eureka Forbes plans to provide pure water at a reasonable price to rural areas.
  - (3) it has already made units for rural markets.
  - (4) All these
134. Eureka Forbes has made efforts to study quality of water in various locations and
- (1) has covered only some areas.
  - (2) these efforts have not been much successful.
  - (3) has already covered a large area of the country.
  - (4) None of these
135. Consequent to research to observe needs of various category of people, Eureka Forbes now plans to offer
- (1) generic solutions.
  - (2) customized solutions.
  - (3) one-time solutions only.
  - (4) one solution for all.
136. As per the case, which of the following statements is not true?
- (1) Eureka Forbes quite averse to competition.
  - (2) Eureka Forbes pays adequate attention to research.
  - (3) Eureka Forbes has set up some outlets to supply pure water at a reasonable cost in small towns.
  - (4) None of these

#### Case-IV

The fragmented home appliances category is poised for consolidation, with companies looking for acquisitions to strengthen their manufacturing capabilities and expand operations into newer areas. Early this year, the Netherlands based Royal Philips Electronics had acquired Tamil Nadu based Preethi, makers of mixers and grinders. In May, France's Groupe SEB bought out the 45 per cent stake of Maharaja Whiteline in order to take full control of the company. Market leader Bajaj Electricals is now scouting for acquisitions to make a mark in the non-electrical kitchen appliance space, while new entrant Borosil is seeking a foothold in manufacturing with the help of smaller companies. "We want to strengthen our position in the non-electrical kitchen appliance space like pressure cookers, gas stoves and non-stick cookware, for which we are open to acquiring smaller companies in these categories," says Executive Director, Bajaj Electricals. Earlier, some of these items were reserved for the small scale sector. Bajaj Electricals said it is looking for players who make and brand these products to add them to its roster of kitchen and small appliances. The company continues to sell the largest number of mixer grinders (2.5 million a year) and irons (at 3.5 million) in the country. Bajaj Electricals has a research and development centre in Mumbai, but most of its home appliances are out-sourced to third party players. With a sales turnover of ₹1,500 crore

from the home appliance division, Bajaj Electricals has already tapped into the premium end of the category with its imported Morphy Richards brand. The mass-end comprises its own brand of Bajaj, with appliances ranging from sandwich makers to water heaters. Borosil, which has recently entered the home appliance category, is also eager to acquire smaller players with manufacturing capabilities. Glassware maker Borosil's foray into home appliances is expected to get a leg-up with potential acquisitions. "We have set aside a budget of ₹150 crore for acquisitions. Since we do not have our own manufacturing facilities, we will look at small companies with manufacturing facilities in categories like tableware and crockery. An acquisition will ensure a position of strength and know-how in the kitchen appliance category," says Managing Director, Borosil Glass Works. Considering that the company already has 14,000 outlets for its glass works, it would use the same for some of its kitchen appliances such as mixer grinders. "Once you start your own manufacturing, it helps in building the kitchen appliance business further," MD, Borosil Glass Works adds.

137. Borosil, which is basically a glassware maker, presently

- (1) has huge manufacturing facilities of their own.
- (2) has just a few manufacturing units of their own.
- (3) does not have manufacturing units belonging to it.
- (4) None of these

138. To market its kitchen appliances, Borosil plans to

- (1) open a large number of outlets in all parts of India.
- (2) open only a few outlets in selected towns.
- (3) open big outlets only in Metro cities.
- (4) utilise its existing outlets.

139. Bajaj Electricals is currently planning to

- (1) expand its existing business of selling electrical appliances.
- (2) come out of its business of dealing with electrical appliances.
- (3) enter into selling non-electrical kitchen appliances.
- (4) close down its business altogether.

140. As per the given case, which of the following statements is not true?

- (1) Some home appliance companies are acquiring properties to enhance their manufacturing capacities.
- (2) Bajaj Electricals does not outsource its electrical appliances.
- (3) Bajaj Electricals is a leader in selling Mixer grinders.
- (4) None of these

**Directions (Questions 141-150):** Each of these questions has a statement based on the preceding passage. Evaluate each statement and mark answer as

- (1) if the statement is a Major Objective in making the decision: one of the goals sought by the decision maker.
- (2) if the statement is a Major Factor in making the decision: an aspect of the problem, specifically mentioned in the passage, which fundamentally affects and/or determines the decision.
- (3) if the statement is a Minor Factor in making the decision: a less important element bearing on or affecting a Major Factor, rather than a Major Objective directly.
- (4) if the statement is a Major Assumption in making the decision: a projection or supposition arrived at by the decision maker before considering the factor and alternative.

### Passage-I

India, one of the fastest-growing ecommerce markets, is expected to have 100 million online shoppers by 2016 when the industry will grow to \$15 billion, or about ₹93,000 crore, up from 35 million consumers and \$3-billion valuation this year, according to a recent Google report. Yet, in a highly competitive marketplace, where big discounts are the primary sales drivers for online retailers, many small players are struggling to gain ground. "For every successful online retailer, there are at least 10 others which have either shut shop or got acquired," said chief executive at retail consultancy Third Eyesight. He said just selling at lower rates isn't enough for small players at a time large players flushed with funds aggressively look to grab market share through deep discounting. "Smaller players should have some key differentiator so that customers can give business to them instead of competition," he said. In fact, with small players forced to match discounts offered by bigger rivals, most of these firms reported higher losses, some even posting half their overall sales as net loss. VAS Services, which runs Yepme portal, posted a net loss of ₹45 crore on net sales of ₹61 crore last fiscal, while the net loss of Shopclues at ₹38 crore was higher than its net sales of ₹30.5 crore. But investors are still upbeat about ecommerce players, due to the huge growth opportunity. "Investors are still willing to pay fairly healthy valuations for some of the smaller players in the market," said an investor who has backed a private label e-tailer. Fashion and You, a flash sales site of Delhi-based Goldsquare sales, also managed to reduce losses to ₹20 crore in FY14 from ₹77.9 crore in the previous year as it consolidated its business after acquiring fashion and beauty e-tailor urbantouch a year ago. "The focus throughout the year was to bring efficiency and cut down cost that included trimming down the employees from 1,000 to 300 people," said CEO of Fashion and You, which posted a 21% decline in sales at ₹75 crore due to the reorganisation.

141. India, one of the fastest growing ecommerce markets is expected to have 100 million online shoppers by 2016.
142. In a highly competitive marketplace, big discounts are the primary sales drivers for online retailers.
143. Smaller players should have some key differentiator so that customers can give business to them.
144. Investors are still upbeat about ecommerce players, due to the huge growth opportunity.
145. The focus throughout the year was to bring efficiency and cut down cost that included trimming down the employees from 1000 to 300 people.

### Passage-II

The Centre has decided to recast the boards governing trade of commodities such as tea, coffee and spices to make them more performance oriented and accountable at a time when global competition is fast intensifying. The move, which will involve amendment of archaic Acts to make the boards more responsive to contemporary challenges comes after commerce & industry minister felt that these boards need to improve their working and achieve specific results in promoting exports. There have been reports of closure of several tea plantations in West Bengal and Assam, home to Darjeeling tea and Assam tea. The department of commerce is working on amendment of the Tea and Coffee Acts, which date back to 1942 and 1953 respectively. "We are planning to update Acts for tea and coffee to streamline framework of operations. They are very old. We want greater decentralisation of powers and simplifications of systems," said the official, who did not wish to be identified. The commodity boards for tea, coffee, rubber, spices, tobacco, etc. working under the commerce department are responsible for not only carrying out export promotion but also developing the domestic industry. They have offices in India as well as abroad. Tea Board is concentrated in Kolkata, prompting the government to decentralise its operations and give powers to other centres such as Guwahati and Coonoor. This will help bring in more players into the market, making it easier to obtain licences. While boards do not directly export, they regulate the sector, register exporters and give licenses. The government is also trying to scale up incentives for marketing and export promotion. The manufacturers will need to comply with the Plant Protection Code from next year and procure a certificate of complying with the standard. The government is also working on an insurance based scheme for stabilisation of prices of four plantation based crops — tea, coffee, rubber and spices. Another official involved in the exercise cited the example of Coffee Board, saying the body has not been able to boost exports even as it has supported domestic trade primarily because it lacks the vision required to succeed in international markets.

146. The Centre has decided to recast the boards governing trade of commodities such as tea, coffee and spices to make them more performance oriented.
147. The move involves amendment of archaic acts to make the boards more responsive to contemporary challenges.
148. We are planning to update Acts for tea and coffee to streamline framework of operations.
149. This will help bring in more players into the market.
150. Board lacks the vision required to succeed in international markets.



# Space for Rough Work

1. Do not write any classification questions from the test officials. Use your best judgment.

2. The right to exclude any questions from this examination rests with the scoring agency.

3. All questions on part of a candidate's examination will be scored on the basis of the candidate's response to the question.

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14. All questions on part of a candidate's examination will be scored on the basis of the candidate's response to the question.

15. All questions on part of a candidate's examination will be scored on the basis of the candidate's response to the question.

16. All questions on part of a candidate's examination will be scored on the basis of the candidate's response to the question.

17. All questions on part of a candidate's examination will be scored on the basis of the candidate's response to the question.

18. All questions on part of a candidate's examination will be scored on the basis of the candidate's response to the question.

THE QUESTIONS SHOULD BE ANSWERED IN THE SPACE PROVIDED ON THE FRONT OF THE TEST

## INSTRUCTIONS TO CANDIDATE

1. **Do not open this booklet until asked to do so.**
2. **Do not leave the examination hall until the test is over and permitted by the invigilator.**
3. Fill up the necessary information in the space provided on the cover of the Question Booklet and the Answer Sheet before commencement of the test.
4. Check for the completeness of the Question Booklet immediately after opening.
5. The duration of the test is **3 hours**.
6. There are **150** questions. Each question has four answer options marked (1), (2), (3) & (4).
7. Answers are to be marked on the Answer Sheet, which is provided separately.
8. Choose the most appropriate option and darken the oval completely, corresponding to (1), (2), (3) or (4) against the relevant question number.
9. Use only **HB pencil** to darken the oval for answering.
10. Do not darken more than one oval against any question, as scanner will read such marking as wrong answer.
11. If you wish to change any answer, erase completely the one already marked and darken the fresh oval with an HB pencil.
12. All questions carry equal marks. There is **NO Negative Marking**.
13. Rough work, if any, is to be done on the Question Booklet only. No separate sheet will be provided/used for rough work.
14. Any **Calculator, Mobile, Electronic Device, etc., are not permitted inside the examination hall.**
15. Candidate using unfair means in the test will be disqualified.
16. Appropriate civil/criminal proceedings will be instituted against the candidate taking or attempting to take this booklet or part of it outside the examination hall, besides cancellation of his/her candidature.
17. The right to exclude any question(s) from final evaluation rests with the testing authority.
18. Do not seek any clarification on questions from the test officials. Use your best judgment.

**THIS QUESTION BOOKLET AND THE ANSWER SHEET ARE TO BE RETURNED ON COMPLETION OF THE TEST.**