

THE ENTIRE QUESTION PAPER IS DIVIDED INTO
THE FOLLOWING SECTIONS

SECTIONS	PART	NO.OF QUESTIONS	MARKS PER QUESTION	TOTAL MARKS	MARKS SECTION WISE
(a)	(b)	(c)	(d)	(e) = (c) x (d)	(f)
Section - A		29 (Questions 1 – 29)	0.38	11.02	11.02
Section - B	Part i	25 (Questions 30 – 54)	0.74	18.50	25.54
	Part ii	11 (Questions 55 – 65)	0.64	7.04	
Section - C	Part i	25 (Questions 66 – 90)	0.90	22.50	43.04
	Part ii	26 (Questions 91 – 116)	0.79	20.54	
Section - D	Part i	12 (Questions 117 – 128)	0.60	20.40	20.40
	Part ii	22 (Questions 129 – 150)			
Total		150		100.00	100.00

SECTION - A

1. Which of the following teams secured the runner-up position in India's National Football League 2006-07?

- A. East Bengal Club
 B. Mahindra United
 C. JCT, Phagwara
 D. Dempo SC

2. Which one of the following is the correct combination?

	i	ii	iii	iv
	Year	Author	Creation	Award
1	1997	Arundhati Roy	The Inheritance of Loss	Booker
2	2006	Salman Rushdie	Interpreter of Maladies	Booker
3	2000	V.S. Naipaul	The God of Small Things	Pulitzer
4	1981	Kiran Desai	Midnight's Children	Booker
5	1971	Jhumpa Lahiri	In a Free State	Booker

- A. 1-ii, 3-i, 3-iii, 5-iv
 B. 5-i, 2-iv, 3-ii, 5-iii
 C. 3-i, 5-ii, 2-iii, 4-iv
 D. 2-i, 4-ii, 5-iii, 1-iv

3. Which of the following combination for Sahitya Academy Awards given in English literature and the Awardees is correct?

	i	ii	iii	iv
	Year	Author	Creation	Type
1	1978	Ruskin Bond	The Shadow Lines	Novel
2	1989	Anita Desai	Rajaji : A Life	Short stories
3	1992	Upamanyu Chatterjee	Our Trees Still Grow in Dehra	Novel
4	2001	Amitav Ghosh	Fire On the Mountain	Biography
5	2004	Rajmohan Gandhi	Mammaries of the Welfare State	Novel

- A. 1-i, 2-ii, 1-iii, 5-iv
 B. 2-i, 1-ii, 3-iii, 2-iv
 C. 4-i, 5-ii, 2-iii, 4-iv
 D. 5-i, 3-ii, 4-iii, 1-iv

4. Which of the following film personality had received the Dadasaheb Phalke Award for lifetime contribution to Indian Cinema in the year 2005?

- A. Shyam Benegal
C. Yash Chopra
B. Mirnal Sen
D. Adoor Gopalakrishnan

5. Which of the combination of the Arjuna award winners are correct?

	i	ii	iii
	Year	Name	Field
1	2002	Deepak Thakur	Badminton
2	2004	Anju Bobby George	Hockey
3	2003	Pullela Gopichand	Shooting
4	1999	I.M. Vijayan	Athletics
5	2002	Mahesh Bhupati	Football
6	1995	Rajyavardhan Singh Rathore	LawnTennis

- A. 5-i, 1-ii, 2-iii
C. 2-i, 6-ii, 3-iii
B. 4-i, 3-ii, 1-iii
D. 3-i, 4-ii, 5-iii

6. Which of the following chess player became India's second Grandmaster in world chess after Viswanathan Anand?

- A. Krishnan Sasikiran
C. Dibyendu Barua
B. Pravin Thipsay
D. Abhijit Kunte

7. In the recent WTA Bank of the West Classic tennis tournament in Stanford, USA Sania Mirza won the Women's Doubles Title pairing up with _____.

- A. Vania King
C. Liezel Huber
B. Shahar Peer
D. Bethanie Mattek

8. Match the following:

Name	Hobby/Profession
(i) Numismatists	(a) Linguist who focuses on the origin of words
(ii) Epigraphist	(b) Person expert in the art of fine handwriting
(iii) Calligraphist	(c) Scientists who study insects
(iv) Etymologists	(d) Collectors of coin
(v) Entomologists	(e) Study of inscriptions engraved into stone or other durable material Scientists who study insects

A. i-a, ii-b, iii-d, iv-e, v-c

B. i-d, ii-e, iii-b, iv-a, v-c

C. i-d, ii-a, iii-c, iv-b, v-e

D. i-b, ii-c, iii-e, iv-d, v-a

9. Which of the following combination is correct?

A. Andaman Express: Chennai to Jammu Tawi

B. Gitanjali Express: Mumbai to Jammu Tawi

C. Hirakud Express: Puri to Amritsar

D. Navyug Express: Mangalore to Howrah

10. Which one of the following is not correct about Palagummi Sainath?

A. Development journalist

B. Expert on famine and hunger

C. Was a student of Delhi University

D. Grand son of former president V.V. Giri

11. Which of the following countries with their capital and currency is not correct?

	Country	Capital	Currency
A.	Botswana	Gaborone	Peso
B.	Bulgaria	Sofia	Lev
C.	Cambodia	Phnom Penh	Riel
D.	Macedonia	Skopje	Denar

12. Which of the following state –river match is correct?

	River	State
A.	Koodor	Maharashtra
B.	Girnar	Kerala
C.	Mahi	Goa
D.	Tunga	Karnataka

13. What is common to Steve Martin and Peter Sellers?

- A. Both of them have featured in the title role of Inspector Blake
- B. Both of them have featured in the title role of Inspector Lynley
- C. Both of them have featured in the title role of Inspector Jacques Clouseau
- D. Both of them have featured in the title role of Inspector Migraet

14. From which country did India receive the highest FDI inflow during 2006-07?

- A. United States of America
- B. United Kingdom
- C. Netherlands
- D. Mauritius

15. The CEO of Arcelor at the time of its acquisition by the Ispat group was _____.

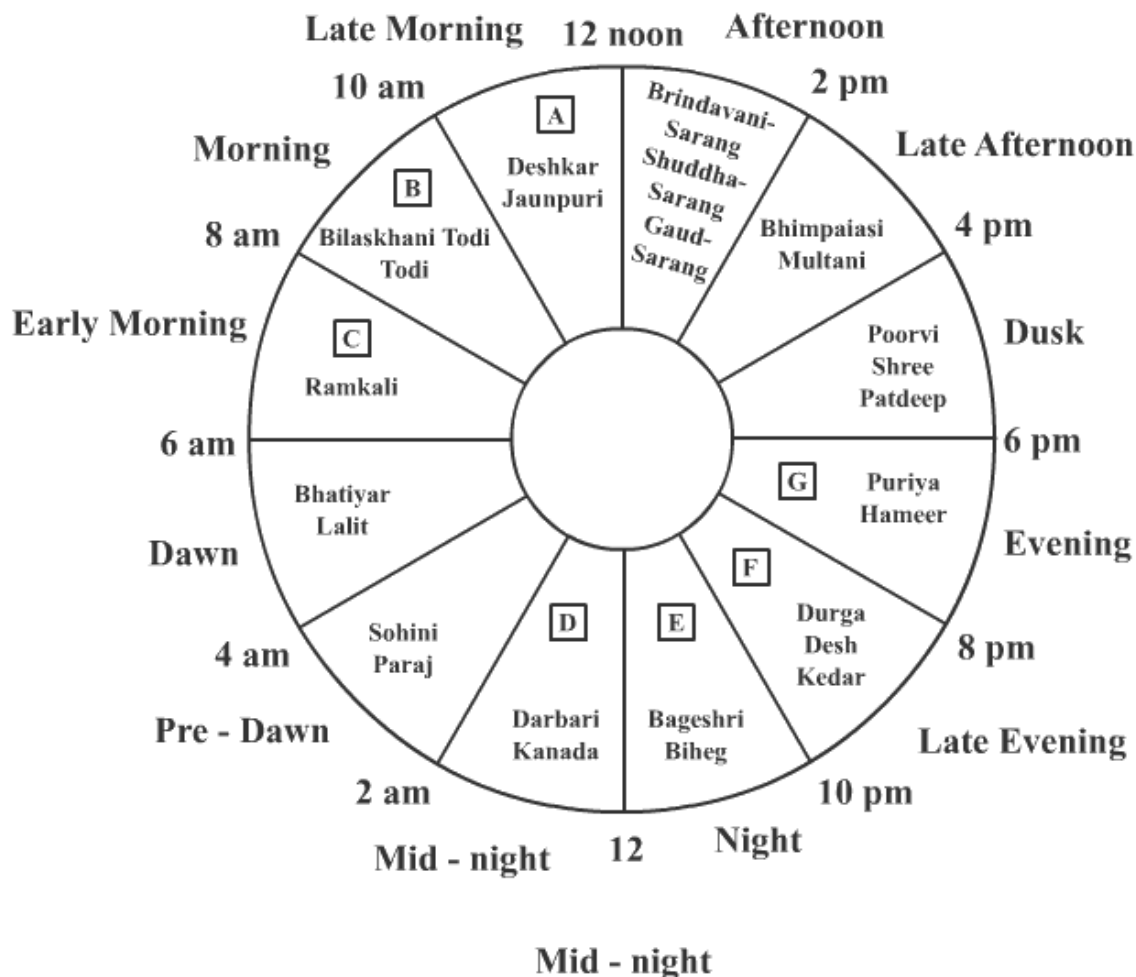
- A. John M Cassaday
- B. David Lev
- C. Guy Dolle
- D. Antonio Murta

16. Match the following:

Name of the Retailer	Country of origin
Wal-Mart (a)	France (i)
Carrefour (b)	USA (ii)
TESCO (c)	Australia(iii)
Woolworth (d)	UK (iv)

- A. a-iii, b-i, c-iv, d-ii
- B. a-ii, b-iv, c-iii, d-i
- C. a-ii, b-i, c-iv, d-iii
- D. a-iv, b-ii, c-iii, d-i

17. Match the right combination of the numbered boxes from the options below



- A. A-Bhairavi, B-Ahir Bhairav, C-Bhairav, D- Yaman, E-Jayjaiwanti, F-Chandrakauns, G- Malkauns
 B. A-Bhairavi, B-Ahir Bhairav, C-Bhairav, D- Malkauns, E-Chandrakauns, F-Jayjaiwanti, G- Yaman
 C. A- Bhairav, B-Ahir Bhairav, C-Bhairavi, D-Malkauns, E- Yaman, F-Jayjaiwanti, G-Chandrakauns
 D. A-Ahir Bhairav, B-Bhairavi, C- Bhairav, D- Malkauns, E-Chandrakauns, F-Jayjaiwanti, G- Yaman

18. Match the following:

State	Location	Type of Special Economic Zone
(i) Andhra Pradesh	(a) Hassan	(A) Automobile and Automobile Component
(ii) Maharashtra	(b) Ranipet	(B) Leather
(iii) Karnataka	(c) Hyderabad	(C) Textile
(iv) Tamil Nadu	(d) Waluj	(D) Gems and Jewellery

- A. i-b-D, ii-d-A, iii-a-C, iv-c-B
 B. i-b-B, ii-a-A, iii-d-C, iv-c-D
 C. i-c-B, ii-d-A, iii-a-C, iv-b-D
 D. i-c-D, ii-d-A, iii-a-C, iv-b-B

19. Match the following:

Country	President
(i) Ghana	(a) Umaru Yar' Adua
(ii) Tanzania	(b) Yoweri Museveni
(iii) Nigeria	(c) John Agyekum Kufour
(iv) Uganda	(d) Jakaya Mrisho Kikwete

- A. i-a, ii-d, iii-c, iv-b
C. i-b, ii-a, iii-c, iv-d

- B. i-c, ii-d, iii-a, iv-b
D. i-a, ii-b, iii-d, iv-c

20. With which of the following country, India currently does not have a Preferential Trade Agreement?

- A. Sri Lanka
C. Chile

- B. Thailand
D. Peru

21. Match the following:

State	Festival	Fair
(i) Bihar	(a) Chhath	(A) Madai Fair
(ii) Andhra Pradesh	(b) Gugga Naumi	(B) Yellamma Jatara
(iii) Harayana	(c) Margazh	(C) Sonapur Cattle Fair
(iv) Madhya Pradesh	(d) Koqsar	(D) Basdoda Fair

- A. i-a-D, ii-b-B, iii-c-C, iv-d-A
C. i-a-C, ii-c-B, iii-b-D, iv-d-A

- B. i-d-C, ii-c-B, iii-a-A, iv-b-D
D. i-b-A, ii-a-C, iii-d-D, iv-c-B

22. Match the correct combination in the following:

Age	Period	Composer
(i) Medieval	(a) 476-1400 AD	(A) Johann Christian Bach
(ii) Renaissance	(b) 1400-1600 AD	(B) Gioacchino Rossini
(iii) Baroque	(c) 1600-1760 AD	(C) Thomas Campion
(iv) Classical	(d) 1730-1820 AD	(D) Dante Alighieri
(v) Romantic	(e) 1850-1910 AD	(E) William Byrd

- A. i-a-E, ii-b-C, iii-c-D, iv-d-A, v-e-B
 B. i-a-D, ii-b-A, iii-c-B, iv-d-C, v-e-E
 C. i-a-A, ii-b-C, iii-c-E, iv-d-D, v-e-B
 D. i-a-D, ii-b-E, iii-c-C, iv-d-A, v-e-B

23. State wise largest producers of following crops (in quantity) are given in descending order. Mark which is not correct combination?

S.No	Crops	States
A	Sugarcane	Uttar Pradesh, Maharashtra, Tamil Nadu
B	Coffee	Karnataka, Kerala, Tamil Nadu
C	Wheat	Punjab, Uttar Pradesh, Haryana
D	Soybeans	Madhya Pradesh, Maharashtra, Rajasthan

24. Match the correct combination in the following:

Cartoon Characters	Creators
(i) Asterix	(a) Bill Watterson
(ii) Dilbert	(b) Jim Davis
(iii) Calvin and Hobbes	(c) Charles Schulz
(iv) Peanuts	(d) Albert Uderzo & Rene Goscinny
(v) Garfield	(e) Scott Adams

- A. i-a, ii-c, iii-b, iv-e, v-d
 B. i-d, ii-e, iii-a, iv-c, v-b
 C. i-b, ii-d, iii-a, iv-e, v-c
 D. i-c, ii-a, iii-b, iv-d, v-e

25. Match the correct combination in the following:

Actresses	Featured in a James Bond Movie
(i) Izabella Scorupco	(a) The World is not enough
(ii) Teri Hatcher	(b) Die Another Day
(iii) Sophie Marceau	(c) Golden Eye
(iv) Roasmund Pike	(d) Tomorrow Never Dies

- A. i-c, ii-d, iii-a, iv-b
C. i-c, ii-d, iii-b, iv-a

- B. i-a, ii-c, iii-d, iv-b
D. i-a, ii-b, iii-c, iv-b

26. Match the following:

Painter	Title of Creation
(i) Leonardo Da Vinci	(a) The Last Supper
(ii) Jonannes Vermeer	(b) The descent from the cross
(iii) Vincent Van Gogh	(c) Starry Night
(iv) Rembrandt Harmensz Van Rijn	(d) Christ in the house of Martha and Mary
(v) Salvador Dali	(e) The disintegration of the persistence of memory

- A. i-a, ii-d, iii-c, iv-b, v-e
C. i-c, ii-d, iii-e, iv-b, v-a

- B. i-a, ii-b, iii-c, iv-d, v-e
D. i-e, ii-b, iii-d, iv-c, v-a

27. Who were the founders of the company Hewlett Packard (HP)?

- A. Dave Hewlett and Bill Packard
B. Bill Hewlett and Dave Packard
C. Jack Hewlett and Edwards Packard
D. Edwards Hewlett and Jack Packard

28. Who won the 'Asia Business Leader of the Year' award at the CNBC Asia Business Leaders Awards in 2006?

- A. Rahul Bajaj
C. Anand Mahindra
- B. Ratan Tata
D. Vijay Mallya

29. Which of the following Indian ports is a private port?

- A. Bedi Bunder
C. Ratnagiri
- B. Navlakhi
D. Pipavav

SECTION – B (PART- i)

30. Mr. Bedi's family members went on a picnic. There were two grandfathers and four fathers and two grandmothers and four mothers in the group. There was at least one grandson or a granddaughter present in this group. There were two husband-wife pairs in this group. The single grandfather (whose wife was not present) had two grandsons and a son present in the party. The single grandmother (whose husband was not present) had two granddaughters present. A grandfather or a grandmother present with their spouses did not have any grandson or granddaughter present.
What was the minimum number of people present in this picnic group?

- A. 14
C. 12
- B. 10
D. 16

Directions for Questions 31-33:

- i. Five girls- Seema, Reema, Neeta, Mona and Veena have total five tickets of movie theatres- Priya, Chanakya, M2K, PVR Saket, Satyam where movies - Gangster, Khiladi, Hero, Saalaam Namaste and Iqbal are currently playing. Each girl has one movie ticket of one of the five theatres.
- ii. Movie Gangster is running in Priya theatre whose ticket is not with Veena and Seema.
- iii. Mona has ticket of Iqbal movie.
- iv. Neeta has ticket for the M2K theatre. Veena has the ticket of Satyam theatre where Khiladi is not running.
- v. In PVR Saket theatre Saalaam Namaste is running.

31. Which is the correct combination of the Theatre – Girl – Movie?

- A. M2K – Neeta – Hero
C. Satyam – Veena – Iqbal
- B. Priya – Mona – Gangster
D. PVR Saket – Seema – Saalaam Namaste

32. Which movie is running at Chanakya?

- A. Gangster
C. Hero
- B. Iqbal
D. Data inadequate

33. Who is having the ticket of the movie Hero?

- A. Reema
C. Seema
- B. Veena
D. Mona

Directions for Questions 34-36:

Director of a drama group has to assign different roles to two artistes - Paramjeet and Kamaljeet to play in a drama depending on four different symbols - @ for father, \$ for wife, # for brother and * for daughter. There were four combinations decided by the director showing following results.
Answer the following questions on the basis of results I, II, III, IV

- I. Paramjeet @ Kamaljeet stands for Paramjeet is father of Kamaljeet
- II. Paramjeet \$ Kamaljeet implies Paramjeet is the wife of Kamaljeet
- III. Paramjeet # Kamaljeet stands for Paramjeet is brother of Kamaljeet
- IV. Paramjeet * Kamaljeet stands for Paramjeet is daughter of Kamaljeet

34. If Daljeet # Chiranjeet \$ Baljeet which of the following statements is true?
- A. Daljeet is the brother of Baljeet
B. Daljeet is the father-in-law of Baljeet
C. Daljeet is the father of Baljeet
D. Daljeet is the brother-in-law of Baljeet

35. If Manjeet * Chiranjeet @ Daljeet @ Baljeet, which of the following is not true?
- A. Manjeet is the mother of Baljeet
B. Chiranjeet is the grandfather of Baljeet
C. Manjeet and Daljeet are siblings
D. Manjeet is the aunt of Baljeet

36. If Abhijeet # Chiranjeet * Baljeet, which of the following is not true?
- A. Baljeet is the parent of Abhijeet
B. Abhijeet and Chiranjeet are siblings
C. Abhijeet is the son of Baljeet
D. Baljeet is the mother-in-law of Chiranjeet

Directions for Questions 37-40:

Each question consists of five statements followed by options consisting of three statements put together in a specific order. Choose the option which indicates a valid argument, that is, where the third statement is a conclusion drawn from the preceding two statements.

- 37.
- A. All universities appoint experienced teachers
B. Kashi Vidyapeeth appoints experienced teachers
C. Kashi Vidyapeeth is a university
D. Some universities employ experienced teachers
E. Kashi Vidyapeeth only appoints experienced teachers.

- A. ABC
B. CDB
C. ACB
D. ACE

- 38.
- A. Migration of people augments housing problem in urban areas.
B. Increase in housing problem in urban areas is detrimental to economic growth.
C. Migration of people is detrimental to economic growth.
D. Some migration does not cause increase in urban housing problem.
E. Some migration is not detrimental to economic growth.

- A. CBA
B. BDE
C. CDE
D. BAC

- 39.
- A. Some drivers are drug addicted.
B. All drug addicted drivers should be terminated.
C. Driver Balbeer should be terminated.
D. Driver Balbeer is drug addicted.
E. Some drivers should be terminated.

- A. BAE
B. BDE
C. CDE
D. BAC

40.

- A. No officer is a teacher.
- B. Mr. Rangachary is not a teacher.
- C. Mr. Rangachary is an officer.
- D. Dr. Nandi is not an officer.
- E. Dr. Nandi is a teacher.

- A. ABE
- C. ADE

- B. ABC
- D. ACB

Directions for Questions 41-42:

Answer the questions based on following information.

In an institute there are five identical rooms having different items in it. Every identical looking room has a name indicating its contents. The details of the contents and the name of each room are as given below.

Contents	Name of Rooms
Two printers	Pashupatti
Two Computers	Chandrachud
Two Bags	Bagbahadur
One printer and one computer	Purnachandra
One bag and one computer	Biswachakrak

One day somebody in the institute changed the name plate of every room such that no room contains the name correctly explaining its contents.

41. If supervisor of the institute opened a room named Biswachakra and found that one item was a bag. Which of the following would ***definitely be correct?***
- A. the other item will be a bag
 - B. the other item will not be a bag
 - C. the other room named Bagbahadur will contain a bag
 - D. the other item is a computer
42. If it is known that room named Purnachandra does not contain either any printer or any computer, the room named Pashupatti does not contain any printer and room named Chandrachud contains one computer and one bag, which of the following will ***definitely be true*** if only one of the remaining rooms is opened?
- A. It will have at least one computer and printer
 - B. It will have two printers
 - C. It will have at least one computer
 - D. It will have at least one printer

Directions for Questions 43-46:

Answer the questions based on the following information

Four persons (1) Mohit, (2) Monohar, (3) Prasant and (4) Dinesh each had some initial money with them. They all were playing bridge in a way that the loser doubles the money of each of the other three persons from his share. They played four rounds and each person lost one round in the order 1,2, 3 and 4 as mentioned above, At the end of the fourth round each person had Rs. 32000/-

43. What was the amount with Mohit to start with?

- A. Rs. 60000
B. Rs. 34000
C. Rs. 66000
D. Rs. 28000

44. What was the amount with Monohar at the end of first round?

- A. Rs. 68000
B. Rs. 72000
C. Rs. 64000
D. Rs. 80000

45. Who has the lowest amount at any round of play throughout the tournament?

- A. Mohit
B. Monohar
C. Prasant
D. Dinesh

46. What was the amount with Prasant at the end of the second round?

- A. 36000
B. 72000
C. 16000
D. 68000

47. The VC (Vice-Chancellor) of a university has to select four professors, out of eight professors for a committee. The VC decided to select these four professors in such a manner that each selected professor has a habit common with at least one of the other three professors selected. The selected professors must also share at least one of the non-common habits of any of the other three professors selected.

Professor Arora likes surfing and smoking but hates gambling
Professor Bhalla likes smoking and drinking but hates surfing
Professor Chadha likes gambling but hates smoking
Professor Dhyani likes movie but hates drinking.
Professor Eswar likes drinking but hates smoking and movie
Professor Fazil likes surfing but hates smoking and movie
Professor Goyal likes gambling and movie, but hates surfing
Professor Hooda likes smoking and gambling but hates movie

Who are the four professors selected by the VC for the committee?

- A. Prof. Chadha, Prof. Dhyani, Prof. Eswar, Prof. Goyal
B. Prof. Arora, Prof. Bhalla, Prof. Eswar, Prof. Fazil
C. Prof. Bhalla, Prof. Chadha, Prof. Goyal, Prof. Hooda
D. Prof. Dhyani, Prof. Eswar, Prof. Fazil, Prof Hooda

Directions for Questions 48-51:

While selecting candidates for positions of engineers, a software firm followed criteria as given below. A candidate must

- i. be an engineering graduate with at least 60% marks at degree and 80% marks at higher secondary level.
- ii. have at least one year's experience of working
- iii. be ready to sign a bond of three years
- iv. must not be more than 28 years of age on 1.2.2007

However, if a candidate fulfils all the criteria except-

- a. at (i) above but has obtained 50% marks at degree and 70% at higher secondary respectively and has at least three years experience of working, the case may be referred to the director of the firm.
- b. at (ii) above, but is willing to pay an amount of 1 lakh if required to leave, the case may be referred to the president of the firm
- c. at (ii) above but is a computer engineer, the case may be referred to DGM.

Based on the above criteria and the information given in each of the following cases, you have to take the decision on employing a candidate. You are not to assume anything and in the absence of adequate information, your answer will be not to be selected. The case is given to you as on 1.2.2007. The options available for you are provided in A, B, C and D.

48. Amar is a mechanical engineer with 65% marks at degree and 88% marks at HSC. He completed his engineering degree in 2003 at the age of 22 years and immediately started working in an engineering firm. He is keenly interested in going to USA and is not ready to sign a bond. However, he does not mind paying an amount of Rs. 1 lakh

- A. if the case is to be selected
- B. if the case is not to be selected
- C. if the case is to be referred to Director
- D. if the case is to be referred to President

49. Rajkishore, a computer engineer, has just completed graduation in July 2006, at the age of 23 years obtaining 72% marks. He had obtained 92% marks in HSC. He is willing to sign a bond with the company. He was joined a software company as trainee in August 2006 and working there till date

- A. if the case is to be selected
- B. if the case is not to be selected
- C. if the case is to be referred to Director
- D. if the case is to be referred to President

50. Madhuri is an electrical engineer and working as an assistant engineer for past two years. She had secured 85% and 69% marks at HSC and degree respectively. She has just completed 25 years of age.

- A. if the case is to be selected
- B. if the case is not to be selected
- C. if the case is to be referred to Director
- D. if the case is to be referred to President

51. Kamla is an engineering graduate with 66% marks at degree and 90% at HSC. She has joined engineering firm 2 years ago at the age of 24 years. She is ready to sign the bond.

- A. if the case is to be selected
- B. if the case is not to be selected
- C. if the case is to be referred to Director
- D. if the case is to be referred to President

Directions for Questions 52-54:

Answer the questions on the basis of the information given below.

There was an effort to study the relative importance that beneficiaries of five states assigned to five different development programme implemented by their governments. The programmes were Jawahar Rozgar Yojana (JRY), Indira Awas Yozna (IAY), Mid-Day Meal (MDM), Rural Health Mission (RHM), National Rural Employment Guarantee Scheme (NREG). The level of dissimilarity between two states is the maximum difference in the rank allotted by the two states to any five programmes. The following table indicates the rank order of the five programmes for each state.

Rank	Orissa	Bihar	Rajasthan	Kerala	Karnataka
1	JRY	MDM	IAY	NREG	NREG
2	RHM	JRY	MDM	IAY	JRY
3	MDM	RHM	JRY	RHM	MDM
4	NREG	IAY	NREG	JRY	RHM
5	IAY	NREG	RHM	MDM	IAY

52. Which of the following states is least dissimilar to Orissa?

- A. Bihar
- B. Rajasthan
- C. Kerala
- D. Karnataka

53. Which of the following states is most dissimilar to Orissa?

- A. Bihar
- B. Rajasthan
- C. Kerala
- D. Karnataka

54. Three of the following four pairs of states have identical levels of dissimilarity. Which is the odd one out?

- A. Kerala & Bihar
- B. Bihar & Karnataka
- C. Rajasthan & Kerala
- D. Karnataka & Rajasthan

SECTION – B (PART – ii)

The questions in this group are based on the content of the passage. After reading the passage, choose the best answer to each question. Answer all questions following the passage on the basis what is stated or implied in the passage.

PASSAGE 1:

Line From the very beginning TCL (Tata Chemicals Ltd.) has successfully grown by meeting consumer requirements in a mutually beneficial way. To determine its benchmark, it uses its own ‘*Customer Requirements Determination Process (CRDP)*’ where in it explores present and future customer requirements to enable them to

(5) incorporate those in their business offerings. This process starts with listening to end-users by exploring various customer listening information sources. This information captures various expectations of customers. Next step starts with identification of segments and matching of segment wise expectations. Outcome of this exercise gives enough guidelines about new business scopes and grey areas of current

(10) business practices. After validation of customer expectations through cross checking, TCL matches its internal resources and skill sets with external opportunities and threats to address attractive business avenues. Launch of Tata Kisan Sansar was an outcome of that to offer all sort of end-to-end agri solutions to farmers.

Agriculture till today contributes a lot for the development of Indian economy with

(15) **an employment share of around 69 percent of the work force and with a contribution of near about 24 percent of the GDP of the country. Indian agriculture sector has its importance in economic growth but value addition in this sector in terms of earning capacity is decreasing because of greater income streams from industry and services sectors. The continuous expanding of the gap in per**

(20) **capita income between the agricultural and non-agricultural sectors has huge economic and social implications and it is almost necessary to empower the farmers financially by enriching the source of income.** In this backdrop, one of the motivations for TCL to start ‘Tata Kisan Sansar (TKS)’ was to ensure business by empowering agri-product producers. Again TCL felt that due to its business nature of

(25) manufacturing and marketing commodities, it developed an image of a purely product centric organization. TCL's internal research substantiated its feeling and it recognized a paradigm shift towards a customer centric organization.

TCL first started 'Tata Kisan Kendra' in 1988, exclusive franchised retail outlets of Tata with the objective of providing 'one-stop agri input shop' to the farmers. With the

(30) marketing function being transferred from Rallis to Tata Chemicals. TCL used the Tata Kisan Kendras (TKKs) more extensively to market their products. It was understood by the company that the range of offerings under the TKKs offered an attractive basket of benefits to the farmers. The business model of the TKKs was based on offering a complete set of inputs to the farmer. Along with this, it also offered

(35) extension services and technology inputs to help farmers plan their crops. At that time it dealt more with offering fertilizers and other inputs from those centers. Over the time it realized that the job is half done because requirements of a farmer is multi-layered. To offer a more holistic services it changed “Tata Kisan Kendra” as ‘Tata Kisan Sansar’ and repositioned it as ‘one-stop farmers solution shop’ by offering entire

(40) range of agri services including quality agri input products. Objective was to empower farmers by providing them information about better agronomic practices, facilitating farm credit and providing quality agri inputs from a single source.

55. Which of the following best describes the purpose of the statement in bold (Agriculture...income)?
- A. The emergence of TKS is only because of the rising gap between the income from the agricultural and non-agricultural sources.
 - B. The farmers income can be enriched through TKS.
 - C. The alternate sector growth can only be curtailed through emphasis on TKS.
 - D. TKS can enhance agriculture's GDP contribution.
56. As a business manager, what ***was not*** a major motivation behind using 'CRDP' programme of TCL?
- A. Ensuring sustainable competitive advantage by knowing customers in a better manner.
 - B. For segmenting the market into heterogeneous group of customers to serve better.
 - C. For estimating of gap analysis of what customer expects and TCL delivers.
 - D. Formulate business offerings and identification of new business scopes.
57. What would have been a ***wrong decision*** as a manager in the context of 'CRDP' programme of TCL?
- A. Using external agencies to cross check validity of information.
 - B. Using information to offer readymade solution for different initiatives of TCL.
 - C. Identify external opportunities to explore in a strategically profitable manner.
 - D. Projecting TCL as more customer centric organization.
58. For long term sustainability of TKS as a concept a manager ***should not***?
- A. Project TKS as a corporate social responsibility initiative of TCL.
 - B. Enrich offerings of TKS with value added facilities and services.
 - C. Position itself as a commodity retailing centre of TCL.
 - D. Focus on return on investment of TKS initiative.
59. Transition from TKK to TKS was logical for TCL because:
- A. Conceptually there was a mismatch between skill sets of TCL and TKK.
 - B. TKK lost its acceptability as it became older as a concept and could not leverage first mover advantages.
 - C. Emerging needs sets outmoded existing value proposition of TKK.
 - D. Changing demographics of farmers forced TCL to add new spark in its offer.

PASSAGE 2:

Indian car rental market may be segmented under four broad categories.

First, the most popular segment is of a fuel conscious and mileage hungry consumer who prefers a chauffer driven car. To extract maximum benefit from hired car, consumer representing this segment wants to check credibility of car rental agency and chauffer in terms of

(5) mileage per liter of fuel that he has paid for. Consumer of this segment is very price sensitive and wants maximum value for money even if he may rent an economy car like a Tata Indica or a top end luxury limousine. This segment is dominated by unorganized players. Branded players are lagging behind to lure this segment because of their stringent service condition in comparison to unorganized players. In

(10) Indian market, organized car rental industry is crawling for the last couple of years to position itself as a most sought after option to meet segment requirements. Hertz India is also practicing the same. To position itself perfectly in the mind of the targeted segment, it has gone for multiple strategic routes to win over different segments. The major external influencing factors for the consumer in this segment may

(15) be the firm's marketing efforts to establish itself as a service provider with value for money. Due to their association with renowned airlines and hotels, Hertz, to a lot of people means faith. **This may help Hertz to create an impression in the mind of this segment that they will definitely not be cheated and get their value, even if it means spending a little extra. Further, it is trying to educate this segment about**

(20) **benefits of self-driven car as a medium of hassle-free journey by projecting a premium value for money image and with a fleet mix of compact and luxury cars (such as Ikon, Accent and Esteem).**

Second, a sizable amount of people are there who usually use their own compact or three box mid size car but prefer to enjoy the riding thrill of SUV (Sports Utility

(25) Vehicles) like Ford Endeavor/Honda CRV/GM Chevrolet or a Luxury car like a Mercedes/Camry for a shorter time span. Upcoming new generations or urban executives of large corporate in India with a high disposable income and proactive to enjoy all new things in life and to make it more adventurous and eventful represent this segment. To them, renting a self-drive car and driving off to a place of their choice in a

(30) Mercedes/SUV gives them an experience similar to that of a foreign holiday. **Under this same self-drive segment, another type of consumers are frequent international travelers (including foreign tourists) who prefer their privacy and independence and wish to choose their own routes/car model at the time of exploring destinations. They love their freedom & space in life where-ever they**

(35) **travel without any barrier like being driven by a chauffer.** Equipped with their internationally accepted credit cards, an international driving permit or license, they prefer advance car rental bookings by logging on the car rental company's website and thereafter just picking up the keys of their booked car once they enter a new country/city. They are adventurous, driving enthusiast, belonging to the upper-middle

(40) class, have brand loyalty about their car rental agency. In this self-driven segment, Hertz India is trying to position itself as a contemporary service provider by offering both economy cars and SUVs (Scorpio and Tata Safari). To win over occasional self-drivers of SUV type cars and frequent travelers, Hertz uses slogans like "Break free" or "Drive the world's # 1" regularly in travel magazines to portrait the quality of its cars,

(45) and the range it offers.

Third segment consists of institutional consumers, mainly hotels in big cities and air service providers.

Institutional consumers prefer quality and service assurance to offer maximum possible service to their customers. In India, all big car rental agencies have contract with star hotels to offer rental service to them. In this segment, Hertz has contract with star hotels to offer rental service to them. In this segment, Hertz has

(50) prominent clienteles like Taj Group of Hotels, Marriott and Jet Airways. Further, they have contract with hotels like Shangrila in Delhi, and Renaissance and JW Marriott in Mumbai to provide all car rental requirements of them. Their other clients are Carlson Wagonlit, BTI Sita, Thomas Cook and online travel sites like Makemytrip, Indiatimes and Travelguru. According to their deal with Jet Airways, it allows Jet

(55) Privilege members to earn 'miles' every time they use Hertz car rental service. For every Rs.

1000/- spent on Hertz rentals, a Jet privilege member earns 100 JP Miles and special discounts are given to platinum, gold and silver card holders.

In recent past 'fleet management' is coming up as a possible **fourth** target segment for car rental companies in India. Worldwide cars are not purchased but only leased and

(60) this trend is getting its root in Indian market als. It means the management of a fleet of vehicles, using certain tools, to improve operational efficiency and effectiveness. To win over consumers of this segment, services should be professional and a fleet management company should address all the issues a company might deal with pertaining to managing its fleet. In India, LeasePlan Fleet Management

(65) India (LPFM), the wholly-owned subsidiary of LeasePlan Corporation, Netherlands is pioneer in this field. Orix Auto and Business Solutions, is also present in this segment, Hertz is focusing more on car rentals than on fleet management. Though it provides chauffeur-driven cars to many companies like IBM, Sony, KPMG, Compaq, there is a huge scope in this segment for future growth. This segment demands

(70) customized service in terms of vehicle acquisition, fuel management, vehicle financing and maintenance, resale of the cars at the end of the contract period etc.

60. The primary purpose of this passage is to:

- A. Illustrate how Hertz could plan for the Indian market and maximize profits
- B. Illustrate buying behavior of unorganized sectors offering car rental services
- C. Illustrate segment opportunities for a new entrant in car rental business
- D. Illustrate consumer awareness and views about options available in car-rental business in India

61. 'Self-Drive' concept may be a lucrative option to a manager to lure Indian consumers because:

- A. Collectivist culture motivates Indian consumers to opt for self drive
- B. Indian roads encourage consumers to experience joy of long drive
- C. Indians may enjoy driving comfort of SUV as they don't have capacity to own it
- D. A sizeable number of Indian consumers aspire to enjoy new things in life

62. As a business manager of a car-rental company, you may popularize 'self-drive' concept to international travellers because:

- A. They know Indian roads and want to explore new places by their own
- B. They dislike concept of chauffeur as Indian chauffeurs are not very professional
- C. Individualistic culture discourages them to travel in group
- D. They can easily book their cars through website of car rental agencies

63. As a business manager of a globally recognised 'car-rental' agency if you like to tap institutional consumers of India, you should not:

- A. Bank on your globally recognized 'brand name' to ensure sale
- B. Make a list of your global clientele to impress your prospective customer
- C. Consider offerings of your competitors to formulate your value proposition
- D. Accept service assurance not as a major influencer behind buying decision

64. As a business manager you think 'fleet management' a profitable segment for organized sector to explore in India because:

- A. Companies want to associate with 'brand name' and unorganized players are lacking here
- B. There is a huge scope as competition is low in this field
- C. Everywhere in India logistics services are outsourced and companies are focusing on their core business
- D. This business demands gamut of customized services and organized professionals may only offer those

65. If you are to tap 'first' segment of 'car rental' business as a manager of a branded company, you ***should not:***

- A. Advertise your brand name to communicate with consumers
- B. Compare your service conditions vis-a-vis your competitors to influence consumers
- C. Match price of your service with your competitors from organized sector
- D. Create unique value proposition to position you away from your competition

SECTION – C (PART - i)

66. The value of $\sum_{r=1}^n \frac{{}^n P_r}{r!}$ is:

- A. 2^n
C. 2^{n-1}

- B. $2^n - 1$
D. $2^n + 1$

67. Mr. Jeevan wanted to give some amount of money to his two children, so that although today they may not be using it, in the future the money would be of use to them. He divides a sum of Rs.18,750/- between his two sons of age 10 years and 13 years respectively in such a way that each would receive the same amount at 3% p.a. compound interest when he attains the age of 30 years. What would be the original share of the younger son?

- A. 8959.80
C. 8969.80

- B. 8559.80
D. 8995.80

68. Let $\omega = -\frac{1}{2} + \frac{\sqrt{3}}{2}i$, then the value of the determinant $\begin{vmatrix} 1 & 1 & 1 \\ 1 & -1 - \omega^2 & \omega^2 \\ 1 & \omega^2 & \omega^4 \end{vmatrix}$ is:

- A. 3ω
C. $3\omega^2$

- B. $3\omega(\omega - 1)$
D. $3\omega(1 - \omega)$

69. There are 2 men, 3 women and 1 child in Pradeep's family and 1 man, 1 woman and 2 children in Prabhat's family. The recommended calorie requirement is- Men: 2400, Women: 1900, Children: 1800 and for proteins is: Men: 55gm, Woman: 45 gm, Children: 33gm. Calculate the total requirement of calories and proteins for each of the two families.

- A. $A \begin{bmatrix} 12300 & 278 \\ 7900 & 166 \end{bmatrix}$
C. $A \begin{bmatrix} 12300 & 278 \\ 6600 & 200 \end{bmatrix}$

- B. $A \begin{bmatrix} 12400 & 300 \\ 8000 & 167 \end{bmatrix}$
D. $A \begin{bmatrix} 15000 & 278 \\ 7900 & 166 \end{bmatrix}$

70. $x_1, x_2, x_3, \dots, x_{50}$ are fifty real numbers such that $x_r < x_{r+1}$ for $r = 1, 2, 3, \dots, 49$. Five, numbers out of these are picked up at random. The probability that the five numbers have x_{20} as the middle is:

- A. $\frac{{}^{20}C_2 \times {}^{30}C_2}{{}^{50}C_5}$
C. $\frac{{}^{19}C_2 \times {}^{31}C_2}{{}^{50}C_5}$

- B. $\frac{{}^{30}C_2 \times {}^{19}C_2}{{}^{50}C_5}$
D. None of these

71. Suppose q is the number of workers employed by Ltd. for one of its projects. The average cost of production c is given by $c = \frac{1}{3}q^2 + \frac{5}{2}q - 150 + \frac{75}{q}$. In the interest of the company, it should employ _____ workers.

- A. 5
C. 7

- B. 4
D. None of these

72. If $u_1 = \sqrt{3}$, $u_2 = \sqrt{3\sqrt{3}}$, $\sqrt{3\sqrt{3\sqrt{3}}}$, etc., $u_{10} : u_9$ is:

- A. $\sqrt{3}$
C. $3^{\frac{1}{10}}$

- B. $3^{\frac{1}{10}}$
D. none of these

73. Pawan retires at the age of 60 years and his employer gives him a pension of Rs.3600/- a year paid in half yearly installments for the rest of his life. Assuming life expectancy in India is 70 years and interest is 6% per annum payable half yearly, determine the present value of the pension. [Given, $(103)^{-20} = 0.55362$]

- A. 26, 728.50
C. 26, 744.40

- B. 27, 782.80
D. 26, 782.80

74. The value of the expression $7777 + 7777 \times 7777 \times (5 \div 77) \times (11 \div 35)$ is:

- A. 1234321
C. 7^{7777}

- B. 12344321
D. none of these

75. For constructing the working class consumer price index number of a particular town, the following weights corresponding to different group of items were assigned:

Food-55, Fuel-15, Clothing-10, Rent-8 and Miscellaneous-12

It is known that the rise in food prices is double that of fuel and the rise in miscellaneous group prices is double that of rent In October 2006, the increased D.A. by a factory of that town by 182% fully compensated for the rise in prices of food and rent but did not compensate for anything else. Another factory of the same locality increased D.A. by 46.5%, which compensated for the rise in fuel and miscellaneous groups.

Which is the correct combination of the rise in prices of food, fuel, rent and miscellaneous groups?

- A. 320.14, 159.57, 95.64, 166.82
C. 311.14, 159.57, 90.64, 198.28

- B. 317.14, 158.57, 94.64, 189.28
D. 321.14, 162.57, 84.46, 175.38

76. IBM-Daksh observes that it gets a call at an interval of every 10 minutes from Seattle, at every 12 minutes from Arizona, at the interval of 20 minutes from New York and after every 25 minutes it gets the call from Network. If in the early morning at 5:00 a.m. it has received the calls simultaneously from all the four destinations, then at which time it will receive the calls at a time from all places on the same day?

- A. 10:00 a.m.
C. 5:00 p.m.

- B. 3:00 a.m.
D. both (a) and (b)

77. LG Electronics finds that it can sell x television per week at Rs. P each where $p = 2\left(100 - \frac{x}{4}\right)$. The cost of production of x television per week is Rs. $\left(120x + \frac{x^2}{2}\right)$. Find it's maximum profit per week.
- A. 1200
 B. 1700
 C. 1600
 D. 1000

Directions for questions 78-79:

Space Institute, which is involved in training and helping students prepare for Management Institute Entrance Exams, was established on January 1, 2004 with 3, 4, 5 and 6 faculty members in the Logical Reasoning (LR), Data Interpretation (DI), English Language and Quantitative Analysis (QA) areas respectively, to start with. No faculty member retired or joined the institute recruited faculty members in each of the four areas. All these new faculty members who joined the institute subsequently over the years were 25 years old at the time of joining the institute. All of them joined the institute on April 1. During these four years, one of the faculty members retired at the age of 60. The following table gives the area-wise average age (in terms of number of completed years) of faculty members as on April 1 of 2004, 2005, 2006 and 2007.

Faculty	2004	2005	2006	2007
LR	49.33	44	45	46
DI	50.5	51.5	52.5	47.8
English	50.2	49	45	46
Quants	45	43	44	45

78. In which year did the new faculty member join the as the faculty of English?
- A. 2004
 B. 2005
 C. 2006
 D. 2007
79. Professor Sharma and Professor Verma, two faculty members in the LR area, who have been with the Institute since its inception, share a birthday, which falls on 30th November. One was born in 1951 and the other in 1954. On April 1, 2009 what would be the age of the third faculty member, who has been in the same area since inception?
- A. 47
 B. 50
 C. 51
 D. 52

Directions for question 80-81:

TT School of Management is a management institute involved in teaching, training and research. Currently it has 37 faculty members. They are involved in three jobs: teaching, training and research. Each faculty member working with TT School of Management has to be involved in atleast one of the three jobs mentioned above:

- A maximum number of faculty members are involved in training. Among them, a number of faculty members are having additional involvement in the research.
- The number of faculty members in research alone is double the number of faculty members involved in all three jobs.
- 17 faculty members are involved in teaching.
- The number of faculty members involved in teaching alone is less than the number of faculty members involved in the teaching are also involved in at least one more job.

80.

After some time, the faculty members who were involved in all the three tasks were asked to withdraw from one task. As a result, one of the faculty members each opted out of teaching and research, while remaining ones involved in all the three tasks opted out of training. Which one of the following statements, then necessarily follows:

- A. The least number of faculty members is now involved in teaching.
- B. More faculty members are now associated with training as compared to research.
- C. More faculty members are now involved in teaching as compared to research.
- D. None of the above.

81. Based on the information given above, the minimum number of faculty members involved in both training and teaching, but not in research is:

- A. 1
- B. 3
- C. 4
- D. 5

82. Gujarat Fisheries processes two kinds of prawns, P1 and P2, before exporting. The profit margin is Rs.20/kg on the P1 variety and Rs.30/kg on the P2 variety. The prawn must be processed and dried on dryer A and on dryer B. The processing time per kg of prawn on the two dryers is as follows:

Type of Prawn	Time Required (hours/prawn per kg)	
	Dryer A	Dryer B
P1	4	6
P2	5	10

The total time available for using Dryer A is 700 hours and on Dryer B is 1250 hours. Among the following production plans, which of the following combination meets the machine availability constraints and maximizes the profit?

- A. P1 75 kg, P2 80 kg
- B. P1 100 kg, P2 60 kg
- C. P1 50 kg, P2 100 kg
- D. P1 60 kg, P2 90 kg

83. If the complex number z_1 and z_2 are such that $|z_1| = 12$ and $|z_2 - 3 - 4i| = 5$, then the minimum value of $|z_1 - z_2|$ is:

- A. 0
 B. 2
 C. 7
 D. None of these

84. If α, β, γ and δ be four angles of a cyclic quadrilateral, then the value of $\cos\alpha + \cos\beta + \cos\gamma + \cos\delta$ is:

- A. -1
 B. 0
 C. 1
 D. None of these

85. The following data represent the age of husband (y) and wife (x) for 10 couples:

X	18	20	20	24	22	24	27	24	21	25
Y	22	24	26	26	27	27	28	28	29	30

- i. What is the predicted age of husband when age of wife is 23?
 ii. What is the predicted age of wife when age of husband is 35?

- A. 35.735 and 29.389
 B. 31.76 and 31.334
 C. 37.223 and 29.389
 D. None of these

86. At the end of the year 2002, Rajoria Institute of Management (RIM) had conducted 108 Management Development Programmes (MDP). Henceforth, every year the institute added $p\%$ of the MDP topics at the beginning of the year and discarded $q\%$ of the outdated MDP topics at the end of the year, where $p > 0$ and $q > 0$. If RIM scheduled 108 MDP programmes at the end of the year 2006, which one of the following is true?

- A. $p = q$
 B. $p < q$
 C. $p > q$
 D. $p = \frac{q}{2}$

87. The digging work of the DMRC on the Adchini-Andheriamore stretch requires Twenty-four men to complete the work in sixteen days. As a part of the task if DMRC were to hire Thirty-two women, they can complete the same work in twenty-four days. Sixteen men and sixteen women started working and worked for twelve days. Due to time bound schedule the work had to be completed in remaining 2 days, for which how many more men are to be employed?

- A. 48
 B. 24
 C. 36
 D. 16

88. Sumit works as a state contractor for PWD and supplies bitumen mix for road construction. He has two varieties of bitumen, one at Rs.42 per kg and the other at RS.25 per kg. How many kg of first variety must Sumit mix with 25 kg of second variety, so that he may, on selling the mixture at 40 kg, gain 25% on the outlay?

- A. 30
 B. 20
 C. 25
 D. None of these

89. The Ghaziabad-Hapur-Meerut EMU and the Meerut-Hapur-Ghaziabad EMU start at the same time from Ghaziabad and Meerut and proceed towards each other at 16km/hr and 21km/hr, respectively. When they meet, it is found that one train has traveled 60 km more than the other. The distance between two stations is:

- A. 445 km
- C. 440 km

- B. 444 km
- D. 450 km

90. Ashok a master adulterator cum grosser sells haldi powder (turmeric powder), which contains five percent saw dust. What quantity of pure haldi should be added to two kilos of haldi (containing five percent saw dust) so that the proportion of saw dust becomes four percent?

- A. 1 kg.
- C. 0.5 kg.

- B. 2 kgs
- D. None of these

95. If we calculate the difference between the highest and the lowest average annual export growth rate experienced by the countries year-wise, the difference would be minimum during _____.

- A. 1999-00.
- C. 2004-05.

- B. 2001-02.
- D. 2003-04.

Table2: Industrial Emission Level of SO₂ in Select City Points (1997-2003)Annual Mean Concentration Range ($\mu\text{g}/\text{m}^3$)

City	1997	1998	1999	2000	2001	2001	2003
Anpara	54.1	57.9	59.3	64.6	53	30.1	18.7
Bangalore	28.1	37.2	37.9	19.1	19.3	12.1	7.6
Bombay	36	21.7	22.3	11.8	12	9.7	7.4
Calcutta	33.2	40.8	66.9	25.3	21.9	13.3	18.1
Cochin	7.4	4.9	10.5	41.6	24.6	31.5	23.4
Faridabad	37.8	35.7	31.3	37.3	23.1	13.1	9.5
Gajroula	25.8	19.7	25.7	26.6	35.5	41.1	39.3
Madras	26.3	14.2	11.7	20.1	26.1	40.9	26.3
Mysore	32.4	32.1	31	30.7	24.1	20.6	11.2
Nagda	81.8	55.2	26.9	52.6	46.5	36.5	36.5
Pondichery	112.3	114.9	93.3	37.6	17.5	19.8	25.3
Solapur	19.4	17.2	18	18.9	19.4	20.1	19.9
Yamuna	27.8	32.2	9.8	18.9	22.1	28.6	28.2

96. Which of the following statement is *false*?

- A. Average annual levels of SO₂ emission for Pondichery over 1998-2003 is approximately $51.40 \mu\text{g}/\text{m}^3$.
- B. Average annual levels of SO₂ emission for Anpara over 1997-2003 is approximately $48.24 \mu\text{g}/\text{m}^3$.
- C. Average annual levels of SO₂ emission for Madras over 1999-2003 is approximately $25.02 \mu\text{g}/\text{m}^3$.
- D. Average annual levels of SO₂ emission for Yamuna Nagar during 1997-2003 is approximately $23.74 \mu\text{g}/\text{m}^3$.

97. If the highest average level of SO₂ emission among the given cities is noted year-wise, then their difference would be maximum for the following pair of years:

- A. 1998 and 2003.
- B. 1997 and 2001.
- C. 1997 and 2003.
- D. 1998 and 2002.

98. Which of the following statement is *true*?

- A. Bangalore in 2003 registered the lowest level of SO₂ emission in relation to the given dataset.
- B. The difference between the average annual level of SO₂ emission during 1997-2003 for Pondichery and Gajroula is lower than the corresponding average annual level for Mysore.
- C. The average annual level of SO₂ emission during 1997-2000 for Faridabad is higher than the average annual level for the city for the entire period (1997-2003).
- D. The sum of the average annual level of SO₂ emission during 1997-2003 for Bombay and Calcutta is lower than the corresponding average annual level for Anpara.

