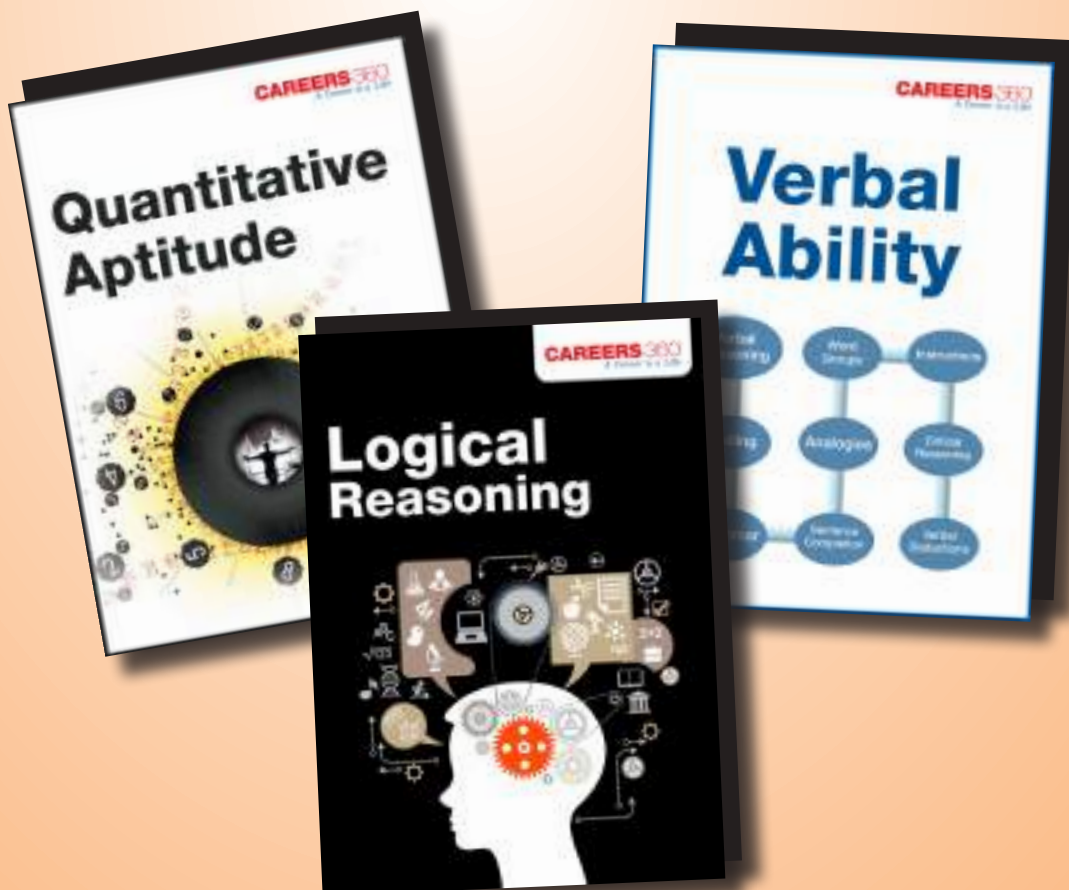


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# UPES MET

PREVIOUS YEAR PAPER



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**Directions (Questions 1-12): Study the passages below and answer the questions that follow each passage.**

### Passage I

Entrepreneurship is one of the most popular clubs at US business schools these days, and the field is gaining momentum. As more educational institutions dive into social entrepreneurship, we'd like to share with them and their students one of the primary ingredients for turning promising ideas into success stories. With more than a decade working with field-based social entrepreneurs from the developing world through our Global Social Benefit Incubator, we feel our mentorship programme is the secret sauce. Mentors help social entrepreneurs build their businesses, often by learning with them how to overcome obstacles that range from government antipathy and a dearth of distribution channels to a lack of talented human capital. These are radically different from the challenges they have faced in their Silicon Valley careers. Forty executives, financiers, consultants, and venture capitalists share their entrepreneurial expertise and business acumen with social entrepreneurs in the poorest countries, helping them expand revenues faster than expenses while increasing the number of lives affected. Social enterprises only help the poor if they're sustainable, and they help more people if they can scale up. These advisers have founded Nasdaq companies, funded startups, and run divisions of well-known companies. They excel at what we teach - value proposition, business models, operations, growth plans, and a clear presentation to potential investors. They have to listen well, be culturally sensitive, and create rapport and trust. They often are humbled by efforts required to expand social enterprises in markets where customers live on less than \$4 a day - the "Base of the Pyramid". Unlike mentoring a young, eager American startup - for whom the best infrastructure, technology, resources, and financial capital are within relatively easy reach-mentoring startups in the developing world requires a different perspective for these seasoned leaders. One of our social entrepreneurs wanted to make and distribute soap to support "slum women" in tsunami-devastated Southern India. His mentor helped him instead start a home-care assistance business by demonstrating that leveraging the women's existing home-care skills was a better approach than launching an untested soap business. Mentors routinely say they learn more from social entrepreneurs than vice versa. They feel privileged to work with ambitious people committed to making an impact on the lives of the poor.

1. It could be inferred from the passage that
  - (1) a club named 'Entrepreneurship' is gaining popularity among students of US business schools.
  - (2) a chain of social clubs named 'Entrepreneurship' are expanding their network in US business schools.
  - (3) more and more educational institutions are encouraging students to form entrepreneurship clubs.
  - (4) many US business schools have begun to offer social entrepreneurship programs as part of their curriculum.
  
2. Which of the following factors is/are key to the success of social entrepreneurs?
  - A Good Mentorship
  - B Sustained profitability
  - C Business ideas with great potential

(1) A only                      (2) A & B                      (3) B & C                      (4) A, B & C

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3. Which of the following statements about Global Social Benefit Incubator is/are true?
- (1) It runs businesses manufacturing items of particular use to the poor people.
  - (2) 'It is an organization formed by a team of experienced experts from different fields' with the common goal of helping social entrepreneurs in developing countries.
  - (3) Its primary task is to empanel founders of Nasdaq companies.
  - (4) Its goal is to help entrepreneurs to learn to listen well and be culturally sensitive to their customers' needs.
4. What are the achievements of the 'mentors' referred to in the passage; in their previous careers?
- A Having mentored young, eager American start-ups to great success.
  - B Having been in responsible corporate positions in leading companies.
  - C Having started a successful home-care assistance business in tsunami devastated Southern India.
- (1) A only                                      (2) B only                                      (3) A & B                                      (4) A, B & C

#### Passage II

Any query on 'how customer-friendly are the digital platforms for banking' evokes a set pattern of responses. From the basic issue of urban vs rural user profile being different; to issues like 'the tech-savvy nature' of Gen-Y users as compared to senior citizens being 'technology-use challenged', as also security issues of the digitized platforms - these are the standard reactions. There's convenience-banking for the customer banking becomes free of the constraint of 'branch location' and the restriction of 'working hours and holidays' - but it comes with a price tag: it has to evolve and be able to meet the challenges which crop up with unfailing regularity. "This is the biggest challenge for these new platforms: how do they manage the trade-off between keeping the on-line transaction experience simple and user-friendly and at the same time, makes sure that the customer does not suffer losses due to fraud," says the Chief Information Officer, ING Vysya Bank. While internet and mobile banking platforms have been successful with educated customers in urban and semi-urban areas, being user-friendly is an on-going challenge. One of the key issues is developing local language support as also 'device support' for the basic handsets that are used widely by customers in rural areas. Many of the 'unbanked' potential rural customers may not be educated or have the access to broad-band/Smart Phones. This needs to be factored in. "To ensure that digital platforms are truly customer friendly, illiteracy and technology need to be adopted as major drivers, even as Indian banks continue to rollout mobile and internet-based banking services," says the CEO of WINIT. Co-Founder and CMO, Xerogo feels that internet and mobile technology that powers Indian banking for a 'branch-less' existence is truly 'customer-friendly'. "Digital platforms, Internet and Mobile, are being seen as extremely useful for banks to get customer centric and user-friendly," he adds. "Indian banking can no longer afford to operate a 'one-size-fits-all' kind of service model. It started with privatization of banks from 1993 onwards, and now, expectations of higher level of services from the consumer means banks have to 'go beyond' to win and retain them. Digital platforms provide this opportunity at a cost-advantage, so that banks can get customer-centric and friendly.

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5. What are the factors affecting the extent of usage of digital platforms for banking?
- A Age of the customer  
B Whether the facility is situated in a city or village  
C How simple and user-friendly the transaction is
- (1) A & B                      (2) B & C                      (3) A & C                      (4) A, B & C
6. Which of the following statements are true as per the passage?
- A Due to digitization and the extensive usage of mobile phones even in rural areas, banks would soon be able to do away with having branches.  
B With digitization, banks can actually focus more on providing better services to customers.  
C Usage of mobile banking services gets limited by the age of the handset also.
- (1) B only                      (2) C only                      (3) A & B                      (4) A, B & C
7. Which of the following statements is/are not true?
- A The possibility of digital platforms being misused by hackers is real.  
B Uneducated customers are less likely to be comfortable with mobile banking than educated ones.  
C The present digital banking technology in India needs no improvements in the near future; as the rural customers need time to catch up with the urban ones in terms of its usage.
- (1) A only                      (2) B only                      (3) C only                      (4) B & C
8. What is implied by the phrase "one-size-fits-all" in the context of the passage?
- (1) Indian banks' ATMs are all of a standard size.  
(2) Ideally all mobile handsets should be of the same type for optimal usage of mobile banking.  
(3) Both private-sector and public-sector banks have identical digital services on offer to their customers.  
(4) None of these

### Passage III

Leading consumer goods companies across sectors are making subtle changes in bonus structure as they look to drive performance in the tough market conditions they are facing since last year, and retain top performers. Companies like Dabur, Godrej Consumer Products, Philips, Samsung, Spencer's Retail and Panasonic are tweaking the parameters on which they assess and make bonus payouts, increasing the frequency of payouts, and the variable pay component in total compensation. "There is no point in cheating or punishing employees by keeping performance matrices which are irrational or not relevant, especially since the market and way of doing business has changed a lot in the past few months," says the Dabur India Executive Director (HR). Godrej Consumer Products has removed the cap on bonus earning, whereby the top talent can fill their kitty handsomely. Top achievers make up to 300% to 400% of their target bonus amount, and can even earn more than the fixed pay component by way of bonus, says the HR head of Godrej Consumer Products. Companies' knee-jerk reaction on bonus structures is seen as being driven by both performance and the need to retain key talent, who may otherwise feel the brunt of poor company performance.

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The alteration of compensation structure is also aimed at stopping attrition among top performers, since overall variable payout could be impacted due to low business last year, says the HR consultancy Mercer's Director (Information Product Solutions). RP-Sanjiv Goenka Group's retail flagship Spencer's Retail is introducing a new bonus scheme linked to both performance and retention only for the CEO and business heads. The group's president HR says the top management can earn 40% to 50% of their cost to company as this special bonus if they are able to meet revenue and profitability targets, and stay with the company for five years. "The special bonus will accrue to them on a yearly basis but they will get it after five years. This way, we hope to drive both performance and retain critical senior talent in a rather bad market," he says.

9. What are the factors leading to consumer goods companies making changes in bonus pay structures for employees?
- A The need for being subtle in this aspect.
  - B The decreased need for punishing the employees; given the changed market conditions.
  - C The market conditions have got tougher.
- (1) A & C                      (2) A & B                      (3) A, B & C                      (4) C only
10. What benefits do employers expect by "tweaking" the bonus payout mechanisms?
- (1) None of the employees would quit their jobs.
  - (2) The top performing executives in all the consumer goods companies across India would surely continue to serve the same organizations for at least five more years.
  - (3) There will be improved performance by the employees.
  - (4) All these
11. It is implied in the passage that
- (1) the proposed changes in bonus structures of companies are neither well thought out nor rational.
  - (2) periodic increments in salaries of employees this year have been lower than before.
  - (3) increasingly, salaries are going to have both fixed and variable components.
  - (4) All these
12. Which of the following statements is not a possible inference in the context of the passage?
- (1) With the new bonus payment structures coming into place, all the companies in the consumer durables sector will show improved performance.
  - (2) The outlay on bonus payments by all companies in the durables sector will increase in comparison to last year's payouts.
  - (3) The bonus scheme being introduced by RP-Sanjiv Goenka Group has the best chance of success in retaining top performing executives for at least five years.
  - (4) There was a drop in business across the consumer durables sector last year, leading to bonus payments of even top performers getting affected.

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**Directions (Questions 13-18): Fill in the blanks.**

13. We have to \_\_\_\_\_ in our young men and women a sense of discipline, which is a \_\_\_\_\_ for progress and happiness.  
(1) generate, concomitant (2) instill, need  
(3) produce, necessity (4) inculcate, pre-requisite
14. The partners broke off as they found each other \_\_\_\_\_ of \_\_\_\_\_ breach of promise.  
(1) faulty, severe (2) responsible, serious  
(3) guilty, flagrant (4) accused, rigid
15. We must prevent endangered wild animal species from becoming \_\_\_\_\_ in order that our future generations may \_\_\_\_\_ the great diversity of animal life.  
(1) rare, escape (2) outdated, know  
(3) volatile, notice (4) extinct, enjoy
16. The company's plans to \_\_\_\_\_ its capacity to generate more renewable energy does expose its profits/ revenues to policy changes in the offtake of renewable energy as also \_\_\_\_\_ short-term power tariffs.  
(1) increase, fluctuate (2) expand, increasing  
(3) downsize, maximizing (4) expand, fluctuating
17. The \_\_\_\_\_ in earnings apart, it is noteworthy that a good part of the decline in this stock is also \_\_\_\_\_ to a de-rating of the stock's price-earnings multiple from nine times to less than four now.  
(1) increasing, due (2) spurts, attributed  
(3) decrease, partly (4) volatility, attributable
18. The \_\_\_\_\_ correction is a good \_\_\_\_\_ to add the blue-chip Sun Pharmaceuticals stock to your portfolio.  
(1) ongoing, opportunity (2) undergoing, chance  
(3) running, attempt (4) present, time

**Directions (Questions 19-21): Rearrange the jumbled alphabets in the following four options and find the odd word among them.**

19. (1) PTEELHNA (2) ERDE (3) NOKYEM (4) NBAAAN
20. (1) TSI (2) DTASN (3) PUMJ (4) THRIS
21. (1) NURYAAJ (2) HRCAM (3) NJEU (4) PWOLLI

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**Directions (Questions 22-25): Each of these questions has a text portion followed by four alternative summaries. Choose the option that best captures the essence of the text.**

22. Globalization and tourism have become a deadly mix for Maasai, Kenya's indigenous people. They are under threat from pressures outside their control— modernization and global warming. The limited land available to them has been affected by climate change. In their drive for profit, holiday corporations have devastated the pastoral life style of these tribes.
- (1) Maasai are the most authentic pastoral tribe of Kenya.
  - (2) Global warming and tourist influx has started influencing their life style.
  - (3) The Maasai's natural way of life is being compromised by the spread of modern civilization.
  - (4) The tribes are being showcased for the growth of tourism in Kenya.
23. The Stuxnet worm is the first computer virus that causes tangible harm and has run amok in five continents. Experts believe that it was created with the explicit aim of disabling the Iranian nuclear plant by some government. The finger of suspicion has, naturally been pointed first at Israel. The Stuxnet worm has the potential to take over industrial control systems.
- (1) Like real warfare, even the most carefully aimed weapon in computer warfare leaves collateral damage.
  - (2) Stuxnet worm has been created as a war weapon to destroy specific targets.
  - (3) An unidentified government is supposed to be behind this worm.
  - (4) Due to some shoddy handling, the Stuxnet virus has spread all over the world instead of being confined to the area it was intended to.
24. Life is the greatest of all games. The danger lies in treating it as a trivial game, a game to be taken lightly, and a game in which rules do not matter. The rules matter a great deal. Besides, winning the game is not the chief end. The chief end is to win fairly and honorably. The spirit of the game matters much more than winning or losing.
- (1) Life is the best of all games but is fraught with risk if played casually.
  - (2) Life, like any of the serious games, should be played with certain set of rules.
  - (3) Merely winning the game is not as important as playing it fairly and squarely.
  - (4) Life is a game where achieving goals is not as important as the means used to achieve them.
25. Pre-cycling is a form of waste minimization. It involves reducing the use of outer packaging and instead opting directly for what's inside. This would involve buying things loose instead of opting for pre-packaged product, bringing one's own container or bag and shopping for locally produced things. The rationale is to accumulate less waste.
- (1) Selling unpackaged things at local markets can help in reducing waste.
  - (2) Bringing one's bags instead of asking for plastic bags can check the accumulation of waste.
  - (3) Pre-cycling is the process of eliminating the need for packaging, for locally produced goods.
  - (4) Practice of reducing waste by avoiding bringing home the packaging is pre-cycling.



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**Directions (Questions 26-30): Rearrange the following jumbled word and select the word which is opposite in meaning to the rearranged word.**

26. TERWNI

- (1) cloud                      (2) autumn                      (3) spring                      (4) summer

27. TRAHDE

- (1) hesitation                      (2) broader                      (3) wealth                      (4) love

28. SEPTERN

- (1) nearby                      (2) closeness                      (3) absent                      (4) master

29. HLRUSEST

- (1) graceful                      (2) management                      (3) apologise                      (4) humane

30. OLSPCYUMOR

- (1) excuse                      (2) admission                      (3) voluntary                      (4) irregular

**Directions (Questions 31-35): Choose the order of the sentences marked A, B, C, D and E to form a logical paragraph.**

31. A This is the fundamental concept of a filter.

B The action of a light filter is to stop light of certain colours.

C Alight, the filter appears coloured, by the colour which it absorbs.

D It should be kept in mind whenever a filter is so used.

E That is, rays of some colours are allowed to pass through freely, while others are partially or wholly absorbed.

- (1) ABCDE                      (2) BECAD                      (3) ADCEB                      (4) BCADE

32. A The more fundamental and far-reaching a scientific theory, the more speculative it is likely to be.

B But speculation is its very life-blood.

C A mature science tries to arrange facts in significant patterns to see the relationship between unrelated aspects of the universe.

D Idle speculation has no place in science.

E It is erroneous to believe that science is only concerned with pure facts.

- (1) DBAEC                      (2) AECBD                      (3) BDECA                      (4) AECDB

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33. A But this time a curious philosophy has emerged.  
B But it seems a regulatory solution is yet far away.  
C It says that the more we know about a problem, the more uncertainty is introduced and the more it needs to be studied.  
D The recent debates on acid rain have pitted the environmentalists head to head against industry.  
E As a result, we know more about acid rain and its effect than ever before.  
(1) ABDEC (2) DACEB (3) CEBAD (4) BADCE
34. A Seconds later, the glaring object swept past and he thought he had outmanouevred it.  
B While flying over enemy territory, Jones received the warning of an oncoming missile.  
C He was proved wrong when he saw the vertical tail fins on fire.  
D Without wasting time, he slammed the throttles forward and made the plane roll into a high speed turn.  
E Hardly had he responded to the message when he actually saw whatever he dreaded most.  
(1) EDCBA (2) BCDEA (3) DAECB (4) BEDAC
35. A A film director has to translate the given scenario into film language.  
B The novelist works in the written word.  
C But the film director works in pictures, in visual movement.  
D The pictures may be supported by speech, sound and colour.  
E But primarily the film is a pictorial art.  
(1) ABCDE (2) CDEAB (3) BCDEA (4) EDCBA

**Directions (Questions 36-40): Fill in the blanks.**

36. Rajesh has come up \_\_\_\_\_ a problem.  
(1) to (2) for (3) against (4) into
37. He succeeded in getting possession \_\_\_\_\_ his land after a long court case.  
(1) For (2) to (3) of (4) with
38. Some people revel \_\_\_\_\_ gossip.  
(1) at (2) with (3) by (4) in
39. Even if it rains all day I will not be able to \_\_\_\_\_ my journey.  
(1) put by (2) put out (3) put off (4) put away
40. There is an exception \_\_\_\_\_ every rule.  
(1) on (2) to (3) in (4) for

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41. A Chartered Accountant applies for a job in two firms X and Y. The probability of his being selected in firm X is 0.7, and being rejected at Y is 0.5 and the probability of at least one of his applications being rejected is 0.6. What is the probability that he will be selected in one of the firms?
- (1) 0.2                      (2) 0.8                      (3) 0.4                      (4) 0.7
42. In a test consisting 150 questions carrying 1 mark each, Saurabh answered 80% of the first 75 questions correctly. What percent of other 75 questions does he need to answer correctly to score 60% overall?
- (1) 20                      (2) 40                      (3) 50                      (4) 60
43. During one year, the population of a town increased by 5% and during the next year, the population decreased by 5%. If the total population is 9975 at the end of the second year, then what was the population size in the beginning of the first year?
- (1) 9000                      (2) 9500                      (3) 10000                      (4) 10500
44. A hostel has provisions for 250 students for 35 days. After 5 days, a fresh batch of 25 students were admitted to the hostel. Again after 10 days, a batch of 25 students left the hostel. How long will the remaining provisions survive?
- (1) 18 days                      (2) 19 days                      (3) 20 days                      (4) 17 days
45. One-fourth of sixty percent of a number is equal to two-fifth of twenty percent of another number. What is the respective ratio of the first number to the second number?
- (1) 8 : 15                      (2) 5 : 9                      (3) 8 : 13                      (4) 4 : 7
46. A sum of ₹ 53 is divided among A, B, C in such a way that A gets ₹ 7 more than what B gets and B gets ₹ 8 more than what C gets. The ratio of their shares is
- (1) 15 : 8 : 30                      (2) 18 : 25 : 10                      (3) 25 : 18 : 10                      (4) 16 : 9 : 18
47. A tank is fitted with 8 pipes, some of them that fill the tank and other pipes are meant to empty the tank. Each pipe that fill the tank can fill it in 8 hours, while each of those that empty the tank can empty it in 6 hours. All the pipes are kept open when tank is full, it will take exactly 6 hours for the tank to empty. How many pipes are filling the tank?
- (1) 5                      (2) 7                      (3) 8                      (4) 4
48. The speed of a boat in still water is 6 km/h and the speed of the stream is 1.5 km/h. A man rows to a place at a distance of 22.5 km and comes back to the starting point. Find the total time taken by him.
- (1) 8 hours                      (2) 4 hours                      (3) 7 hours                      (4) 2 hours



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57. A man bought two packets of toffees, the same number in each. The first, he bought at 5 paise each, but the second at 3 for 13 paise. He then mixed them all together and sold them at 70 paise a dozen. His gain is
- (1) 25%                      (2) 12%                      (3) 24%                      (4) 16%
58. A manufacturer sells a pair of glasses to a wholesale dealer at a profit of 18%. The wholesaler sells the same to a retailer at a profit of 20%. The retailer in turn sells them to a customer for ₹ 30.09, thereby earning a profit of 25%. The cost price for the manufacturer is
- (1) ₹ 15                      (2) ₹ 16                      (3) ₹ 17                      (4) ₹ 18
59. A manufacturer of a certain item can sell all he can produce at the selling price of ₹ 60 each. It costs him ₹ 40 in materials and labour to produce each item and he has overhead expenses of ₹ 3000 per week in order to operate the plant. The number of units he should produce and sell in order to make a profit of at least ₹ 1000 per week, is
- (1) 200                      (2) 250                      (3) 300                      (4) 400
60. The average marks of a student in 8 subjects are 87. Of these, the highest marks are 2 more than the one next in value. If these two subjects are eliminated, the average marks of the remaining subjects are 85. What is the highest score?
- (1) 91                      (2) 94                      (3) 89                      (4) 96

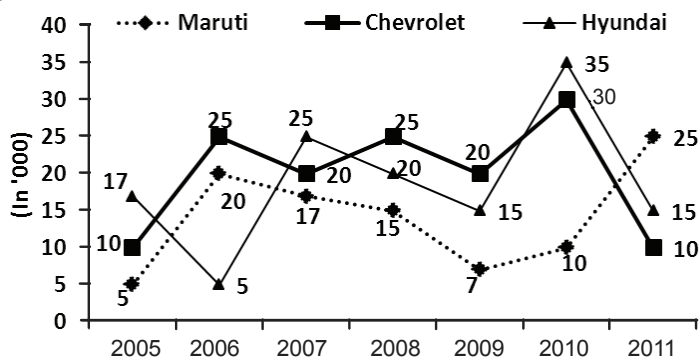
**Directions (Questions 61 - 64): Each of these has a question followed by two statements numbered as I and II. Mark answer as**

- (1) if statement I alone is sufficient but statement II alone is not sufficient to answer the question.  
(2) if statement II alone is sufficient but statement I alone is not sufficient to answer the question.  
(3) if both statements I and II together are required to answer the question but neither statement alone is sufficient.  
(4) if statements I and II together are not sufficient to answer the question.
61. Is Rahul older than Saurav?
- I. Sachin is four years younger than Saurav and two years younger than Rahul.  
II. Average of Sachin and Saurav is equal to the age of Rahul.
62. How many books are there on a certain shelf?
- I. If four books are removed, the number of books remaining on the shelf will be less than 12.  
II. If three more books are placed on the shelf, the total number of books on the shelf will be more than 17.

63. Are some books water bottles? It is given that "all pens are books".  
 I. Some pens are copies.  
 II. All copies are water bottles.
64. In how many days will A, B and C finish a work together if A finishes the same work in 10 days while working alone?  
 I. A is 1.5 times as efficient as B while B is 2.5 times as efficient as C.  
 II. Combined efficiency of any two persons among A, B and C is twice that of the third person.

**Directions (Questions 65 - 69): Study the graph to answer these questions.**

The graph represents the production of cars in thousands over the given years.



65. What is the approximate average number of cars manufactured by Hyundai over the given years?  
 (1) 18500                      (2) 18850                      (3) 19540                      (4) 18100
66. In how many years is the number of cars manufactured by Maruti less than the average number of cars manufactured by Chevrolet over the given years?  
 (1) 3                              (2) 4                              (3) 5                              (4) 6
67. What percentage of the average manufactured units of Hyundai and Chevrolet in the year 2010 does Maruti form if its (Maruti's) production that year was 30% less than that shown in the graph?  
 (1) 21.5%                      (2) 22.6%                      (3) 19.7%                      (4) None of these
68. If the total average production of all cars increases at the rate of 10% every year from 2011 onwards, what will be the average production in terms of cars produced in the year 2014?  
 (1) 20187                      (2) 21396                      (3) 22184                      (4) 23760

69. Find the turnover of Chevrolet car company in 2013 if the turnover is ₹  $3 \times 10^9$  in 2011. The production is going to increase by 10% every year while the inflation will also increase the cost by 10% overall in 2013 as compared to cost of a car in 2011. (Assume that all the units produced are sold)

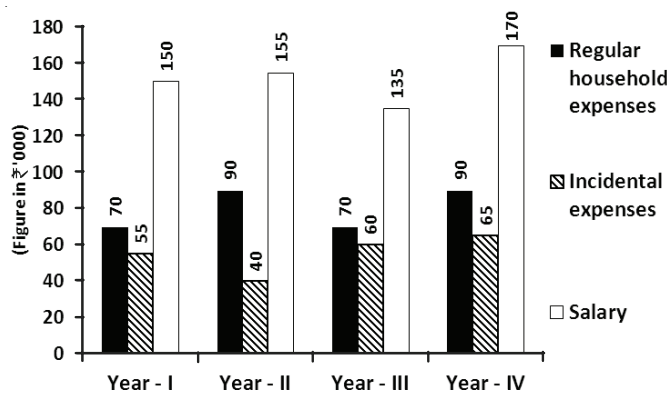
- (1) ₹  $39.93 \times 10^8$       (2) ₹  $39.65 \times 10^8$       (3) ₹  $39.44 \times 10^9$       (4) ₹  $39.15 \times 10^8$

Directions (Questions 70 - 73): Study the graph to answer these questions.

Ramesh spends his yearly salary on two types of expenses and saves the remaining amount. Given below is the graphical representation of his yearly salary and expenses over the four year period.

$$\text{Salary} = \text{Total Expenses} + \text{Savings}$$

$$\text{Total Expenses} = \text{Regular Household Expenses} + \text{Incidental Expenses}$$



70. If regular household expenses as a percentage of salary exceed 50%, then the living style in that year is said to be lavish. For Ramesh, the living style has been lavish in all years except

- (1) Year I      (2) Year II      (3) Year III      (4) Year IV

71. The ratio of incidental expenses to salary has been the highest in which year ?

- (1) Year I      (2) Year II      (3) Year III      (4) Year IV

72. What is average monthly salary of Ramesh over the four year period (in ₹ 000) ?

- (1) 10.8      (2) 12.7      (3) 14.8      (4) 16.8

73. In which year was the saving rate the highest?

$$\text{Note: Saving Rate} = \frac{\text{Savings}}{\text{Salary}} \times 100$$

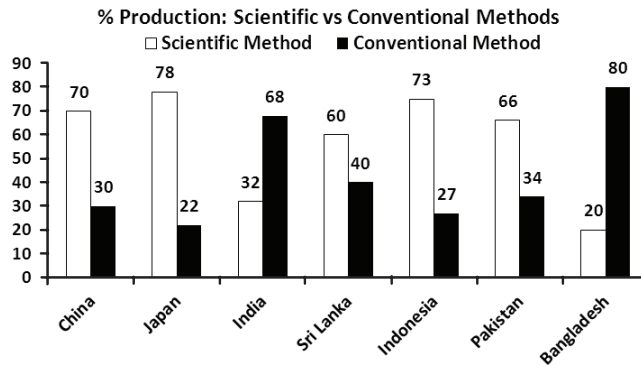
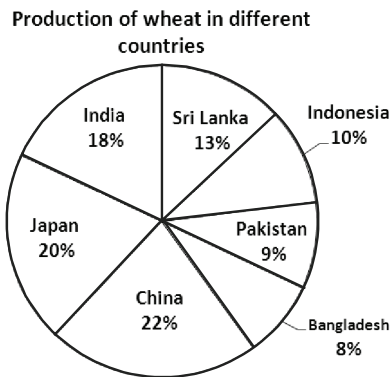
- (1) Year I      (2) Year II      (3) Year III      (4) Year IV

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Directions (Questions 74 - 77): Study the graph to answer these questions.

Total wheat production in all the countries = 50 lakh tons.



74. What is the difference between the production (in tons) by scientific method and conventional method in Indonesia?
- (1) 2.3 lakh tons      (2) 2.5 lakh tons      (3) 2.8 lakh tons      (4) 3 lakh tons
75. What is the average production of wheat (in tons) by scientific method for all the countries?
- (1) 3.1 lakh      (2) 2.6 lakh      (3) 4.24 lakh      (4) 3.7 lakh
76. What is the ratio of production by conventional method in Pakistan to that of scientific method in Japan?
- (1)  $\frac{9}{40}$       (2)  $\frac{51}{260}$       (3)  $\frac{99}{260}$       (4)  $\frac{48}{77}$
77. The production by scientific method in China is approximately what percent greater than the production by conventional method in Bangladesh?
- (1) 130%      (2) 135%      (3) 150%      (4) 140%



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**Directions (Questions 78 - 80): Two quantities A and B are given in each of the following questions.**

**Mark answer as**

- (1) if Quantity A is greater than Quantity B.
- (2) if Quantity B is greater than Quantity A.
- (3) if Quantities A and B are equal.
- (4) if comparison cannot be made.

- 78.** A circular apple pie with a circumference of 18" is cut into 9 equal slices. The slices are all cut starting at the center of the pie out to the edge of the crust.
- A. The length of the arc formed by the crust of one slice at its outer edge
  - B. 1.5"
- 79.** 70% of the students enrolled in a chemistry class passed the final exam.
- A. The ratio of those who failed to those passed.
  - B. 3/5.
- 80.** A bag contains 6 blue marbles and 8 red marbles. Two marbles are selected at random, with the first selected marble being replaced in the bag before the second marble is drawn.
- A. Probability of drawing a red followed by a blue marble.
  - B. Probability of drawing a blue followed by a red marble.
- 81.** Two men and two women are playing cards and are seated around a square table in the East, West, North and South directions of the table but not necessarily in this order. No woman is facing East. Also, persons sitting opposite to each other should also be not of the same gender. One man is facing south. Which directions are the women facing?
- (1) East and West
  - (2) South and East
  - (3) North and west
  - (4) North and South
- 82.** Read the following information to answer the question.
- A, B, C, D, E, F and G are seven members of a family. Each one of them has a different profession-doctor, teacher, lawyer, engineer, architect, CA and banker and their incomes are different. There are two married couples in the group. C is the doctor and earns more than the engineer and the lawyer. E is married to the CA and she earns the least. No lady is either lawyer or engineer. B, the teacher, earns less than A, the banker. G is married to B and he earns more than D and A. F is not the lawyer. The CA earns less than the lawyer but more than the banker. At least how many male members are there in the family?
- (1) 3
  - (2) 4
  - (3) 2
  - (4) 5

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83. Ram starts from his house on cycle and goes 10 km towards North-East. He turns to the left and cycles 8 km, then he turns towards South-East and cycles for another 10 km. Finally, he turns towards his house. Using the data given in the above question, if Ram is cycling at the speed of 16 km/hour, how much time does he take to come back home?
- (1) 2 hours 15 minutes  
(2) 2 hours 25 minutes  
(3) 2 hours 30 minutes  
(4) 2 hours 45 minutes
84. Aarti, Bhoomi, Chunariya, Damyanti, Imli, Faulad and Ganeshi are seven friends sitting in a circle, facing the centre. Imli is in the neighbourhood of Damyanti and Aarti and seated between them. The person between Faulad and Chunariya is not Ganeshi. Faulad is to the immediate right of Aarti. Ganeshi and Aarti are seated opposite to each other. Who are the neighbours of Bhoomi?
- (1) Ganeshi and Aarti  
(2) Imli and Faulad  
(3) Chunariya and Damyanti  
(4) Faulad and Chunariya
85. X and Y start moving towards each other from two places which are 240 metres apart on the same road. After walking 60 metres, X turns left and goes 20 metres, then he turns to the right and goes another 40 metres. He then turns right and comes back to the same road on which he had started walking. If X and Y start with the same speed, what would be the distance between them now?
- (1) 40 metres                      (2) 60 metres                      (3) zero metre                      (4) 20 metres
86. Six persons namely Akanksha, Bhairvi, Chandrika, Damyanti, Imarti and Phoolan are sitting on the ground in a hexagonal shape. All the sides of the hexagon so formed are equal in length. Akanksha is not adjacent to Bhairvi or Chandrika. Damyanti is not adjacent to Chandrika or Imarti. Bhairvi and Chandrika are adjacent. Phoolan is in the middle of Damyanti and Chandrika. Akanksha is closest to Damyanti. If one neighbour of Akanksha is Damyanti, who is the other neighbour?
- (1) Bhairvi                      (2) Phoolan                      (3) Imarti                      (4) Chandrika

**Directions (Questions 87-91):** The questions given below have a statement followed by two conclusions I and II. Consider the statement and the following conclusions. Decide which of the conclusions follows from the statement. Mark answer as

- (1) if conclusion I follows  
(2) if conclusion II follows  
(3) if neither conclusion follows  
(4) if both conclusions follow

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**87. Statement:** According to a recent report a glass of wine daily for women with breast cancer could boost the success rate of treatment.

**Conclusions:**

- I Women taking a glass of wine daily will never suffer from breast cancer.
- II A glass of wine will cure the women suffering from breast cancer.

**88. Statement:** National integration is necessary because there are diversities in India.

**Conclusions:**

- I India is a country of people with diverse cultures, different languages and different social and economic set-ups.
- II Ours is a disintegrated nation.

**89. Statement:** A Brahmin priest is expected to be able to recite at least one of the Vedas.

**Conclusions:**

- I Any person who can recite the Vedas is a Brahmin.
- II Reciting the Vedas is a Brahmin's obligation.

**90. Statement:** According to a prediction our planet would not be able to support the human population for long as population grows at geometric rate while food supply grows at arithmetic rate.

**Conclusions:**

- I Unchecked growth in population is going to put strain on our food supply.
- II Earth is facing the threats of famine in future due to growing population.

**91. Statement:** A real friend is one who walks in when the rest of the world walks out.

**Conclusions:**

- I A true friend stays with us through rough weather while the fair weather friends leave us in the lurch.
- II Adversity is the test of true friendship.

**Directions (Questions 92-94): Study the information below to answer these questions.**

Five female friends namely Tulsi, Sunanda, Nalini, Arushi and Perna and five male friends namely Atul, Karan, Pran, Sudarshan and Tarun sat together on the two sides of a rectangular table for a quiz competition. Females sat alternately with and opposite to male members. Sudarshan sat in a central position. Arushi sat opposite to Atul. Sunanda sat next to the right of Sudarshan and at fourth place from Atul. Perna sat to the left of Arushi at the extreme end. Nalini sat two places from Sunanda to her left and Pran sat opposite to Sunanda. Karan was seated three places from Perna to her right.

**92.** Who sat opposite to Sudarshan?

- (1) Sunanda                      (2) Tulsi                      (3) Nalini                      (4) Perna

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93. Who sat opposite to Tarun?

- (1) Nalini                      (2) Arushi                      (3) Tulsi                      (4) Perna

94. Which pair is occupying diagonally opposite ends?

- (1) Tarun and Arushi                      (2) Tarun and Perna  
(3) Tulsi and Atul                      (4) Arushi and Perna

**Directions (Questions 95-97): Study the information below to answer these questions.**

Delhi is known for specialty hospitals, where highly specialized doctors are available with modern technical medical gadgets aided by special computers. Patients with complicated ailments come from far and near for treatment. Some of these hospitals have performed extra-ordinary surgical operations. As the cost of treatment and surgical operations are cheaper in India than in western countries, patients come to India for treatment.

A few seriously sick patients were asked to opt for hospitals they would like to be treated in. Their order of preferences was as follows:

- Patient A: Gangaram, AIIMS, Apollo & Escorts
- Patient B: Batra, Research and Referral (R&R), Apollo & Safdarjung
- Patient C: Holy Family, Apollo, AIIMS & Batra
- Patient D: R&R, Gangaram, Safdarjung & Escorts.
- Patient E: Safdarjung, Holy Family, Batra & AIIMS

95. Who does not like to go to Gangaram and Apollo but prefers AIIMS and Safdarjung Hospital?

- (1) E                      (2) D                      (3) C                      (4) B

96. Which pair is keen for Research and Referral (R&R) and Safdarjung but not for Holy Family and AIIMS?

- (1) A and B                      (2) B and D                      (3) C and E                      (4) D and E

97. Which pair prefers AIIMS and Apollo but not R&R and Safdarjung?

- (1) B and C                      (2) C and D                      (3) A and C                      (4) A and E

**Directions (Questions 98-100): Study the information below to answer these questions.**

Seven persons namely Prem, Tirkey, Madan, Jagan, Virender, Raghubir and Waris are good friends and are studying in MBA, Engineering and medical courses. Three are doing MBA course, two are in engineering course and another two are in medical course. Each of them has a very distinct and favourite colour choice ranging from Blue, Red, Yellow, White, Black, Pink and Brown but not necessarily in the same order. None doing MBA likes either red or black. Madan is doing engineering and he likes blue. Raghubir is doing medical and likes brown. Jagan is doing MBA and likes yellow. Prem who does not like red is in the same discipline of Raghubir. Tirkey is in the same discipline of Madan. Virender does not like pink.

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98. Which of the following groups is doing MBA?

- (1) Jagan, Raghubir, Madan (2) Virendar, Waris, Tirkey  
(3) Jagan, Virender, Waris (4) Jagan, prem, Raghubir

99. What is the colour- combination choice of those who are in medical discipline?

- (1) Brown and pink (2) Black and white  
(3) Black and brown (4) Yellow and black

100. Which colour does Virendar like?

- (1) Yellow (2) Pink (3) White (4) Brown

**Directions (Questions 101-103): Study the information below to answer these questions.**

L, M, N, O, P are five important cities of our country out of which, three are industrial cities, two are port cities, one is a hill station and three cities have a university each. Every hill city has a university but has no port. 'O' is not a port city. No port city has a university. 'M' is a port city. Two industrial cities have universities and 'N' and 'O' are not industrial cities. The industrial cities with universities don't have ports. None of the industrial cities is a hill station. 'O' is a hill station and 'P' has a university.

101. Which city has industries as well as a port but does not have a university?

- (1) L and O (2) O and M (3) M (4) N

102. Which city has neither industries nor a university nor a hill station?

- (1) M (2) N (3) L (4) P

103. Which two cities have ports?

- (1) L and M (2) M and N (3) N and O (4) N and P

**Directions (Questions 104-111): 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.

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### Passage-I

Britannia Industries has seen its margins rise in the current fiscal despite rising costs of inputs, according to a top company official. The company hopes to improve its margins further in the last quarter through a tight leash on costs and if necessary, by increasing product prices. "We had operating margins of 4.3 per cent last year. We have already posted relatively higher margins so far during this year. We intend to grow it further, through a combination of cost control measures and also by passing on the effect of price hike to the consumers to some extent if necessary," the category director (health and wellness), Britannia, told newsmen here on Saturday. Britannia has hiked prices of its products across various categories by about 6 per cent over the last nine months. While the hike has been steeper to the tune of 8-10 per cent on premium category biscuits, it has been 4-5 per cent in the staple line. "We will try to hold prices at current levels. However, even if we have to raise it, then the hike will be much less than what has happened so far." Britannia holds about 33 per cent share in the total biscuits market in the country pegged at ₹ 15,000 crore. The company's health and wellness segment accounts for almost 50 per cent of its total turnover which stood at ₹ 4,600 crore as on March 31, 2011. The adult health category accounts for a mere 3 per cent of the total health and wellness segment of the company at present.

- 104. The increase in prices would be less than before.
- 105. Ending the current financial year with higher margins.
- 106. The fact that higher margins have already been posted in the first three quarters of the year.
- 107. Britannia had operating margins of 4.3 per cent last year.

### Passage-II

Tanzifco, a cleaning company in Kuwait and the Gulf, is entering India by undertaking cleaning and waste management contracts. The company has floated a separate entity- Tanzifco Cleaning and Waste Management Services Pvt. Ltd. - in which 70 per cent will be held by Tanzifco and 30 per cent by a few Indian private players. The chairman of Tanzifco said his company was scouting for waste management contracts in various cities and towns. Besides waste management, it plans to take up cleaning contracts in hospitals, hotels, malls and IT buildings. At present, Tanzifco is in talks with authorities for maintenance of Hyderabad and Delhi airports. The company has trained professionals for undertaking cleaning of glass claddings used in high-rise buildings. It also trades in high quality cleaning agents, he added. Tanzifco, he said, was one of the cleaning companies which were awarded a multi-million dinar (Kuwait currency) contract by the Kuwait Municipality for waste management services for 5 years. The group now employs more than 30,000 people across the region with operations in Kuwait, Qatar, Dubai, Abu Dhabi, Al Ain, Bahrain, Egypt and Oman. The group's total turnover is about \$200 million.

- 108. Cleaning and maintenance requirements of Hyderabad and Delhi airports.
- 109. The company has trained professionals for undertaking cleaning of glass claddings in high-rise buildings.

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110. Expanding Tanzifco's operations into India.

111. Tanzifco would replicate its success of Kuwait and the Gulf, in India also.

**Directions (Questions 112 - 115): Each of these questions consists of a statement followed by two courses of action numbered I and II. Mark answer as**

- (1) if only course of action I follows.
- (2) if only course of action II follows.
- (3) if either course of action I or II follows.
- (4) if neither course of action I nor II follows.

112. **Statements :** Every year a large number of devotees die due to severe cold on their way to the shrine located at the top of the mountain range.

**Courses of action**

- I. The devotees should be discouraged to visit the shrine without having proper warm clothes and other amenities.
- II. The government should provide warm clothes and shelter to all the devotees visiting the shrine.

113. **Statements :** Many medical and engineering graduates are taking up jobs in administrative services and in banks.

**Courses of action**

- I. All the professionals should be advised to refrain from taking up such jobs.
- II. The government should appoint a committee to find out the reasons for these professionals taking up such jobs and to suggest remedial measures.

114. **Statements :** A large number of students have been caught using unfair means during the final year degree examination.

**Courses of action**

- I. All these students should permanently be debarred from appearing for any examination conducted by the authority.
- II. The guardians of these students should be called by the authority to inform them that any such behavior in future will not be tolerated.





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**121.** According to World Bank estimates announced in January 2013, India's economy could expand in 2013 by around

- (1) 6 per cent.
- (2) 6.8 per cent.
- (3) 7.8 per cent.
- (4) 8 per cent.

**122.** Ad line 'Good people to bank with' is linked with which bank?

- (1) Bank of India
- (2) Allahabad Bank
- (3) Indian Bank
- (4) Union Bank of India

**123.** IRDA stands for

- (1) Indian Rural Development Authority.
- (2) Insurance Regulations and Development Authority.
- (3) Insurance Rules and Deciding Authority.
- (4) Insurance Regulatory Development Authority.

**124.** Which of the following is the largest district of Gujarat state?

- (1) Jamnagar
- (2) Ahmadabad
- (3) Kutch
- (4) Bhavnagar

**125.** Kudankulam nuclear power plant in Tamil Nadu has been built in collaboration of which country?

- (1) Russia
- (2) France
- (3) Australia
- (4) Japan

**126.** The Indian government launched the first phase of Direct (Cash) Benefit Transfer (DBT) scheme on

- (1) 26 Jan 2012.
- (2) 15 Aug 2012.
- (3) 01 Jan 2013.
- (4) 25 Dec 2012.

**127.** Tata Institute of Fundamental Research is located at which place?

- (1) Hyderabad
- (2) Ahmedabad
- (3) Bangalore
- (4) Mumbai

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- 128.** The High Court of Uttarakhand is located at
- (1) Dehradun. (2) Nainital.  
(3) Pauri. (4) Hardwar.
- 129.** \_\_\_\_\_ was the chief guest at India's 64th Republic Day Parade.
- (1) Qaboos Said bin Said- Sultan of Oman  
(2) Jigme Khesar Namgyel Wangchuck-King of Bhutan  
(3) Abdullah bin Abdulaziz al-Saud-King of Saudi Arabia  
(4) None of these
- 130.** In January 2013, President's rule has been imposed in which state of India?
- (1) Manipur (2) Jharkhand  
(3) Nagaland (4) Chhattisgarh
- 131.** The Indian railway ministry has hiked the fares of all classes in January 2013 to generate \_\_\_\_\_ crore a year.
- (1) ₹ 6,600 (2) ₹ 5,500 (3) ₹ 4,000 (4) ₹ 7,800
- 132.** Headquarters of SEBI is located at
- (1) Delhi (2) Bangalore  
(3) Mumbai (4) Hyderabad
- 133.** Tourism Board of which state has the punch line as 'Full of Surprises'?
- (1) Jharkhand (2) Delhi  
(3) Karnataka (4) Chattisgarh
- 134.** Allen Solly is a brand of apparel from which business house?
- (1) Lalbhai Group (2) Aditya Birla Group  
(3) Reliance Group (4) None of these
- 135.** 'Servo lubricants' have been launched by which of the following oil companies?
- (1) Bharat Petroleum (2) Indian Oil  
(3) Hindustan Petroleum (4) Reliance Petroleum
- 136.** Which company has recently launched two motorcycle models called Pantero and Centuro?
- (1) Yamaha (2) TVS  
(3) Suzuki (4) Mahindra and Mahindra

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137. 'Inspire the Next' is the punch line of which company?

- (1) Lenovo
- (2) Dell
- (3) Hitachi
- (4) Sony

138. Gail India Ltd. has announced in January 2013, the commissioning of an LNG (Liquified Natural Gas) terminal at

- (1) Dabhol, Ratnagiri (Maharashtra).
- (2) Dahej, Gujarat.
- (3) Hazira, Gujarat.
- (4) Kochi, Kerala.

139. Which Indian has become the President of 'Dell Services' and also the part of Dell's global executive leadership team?

- (1) Shantanu Narayan
- (2) V K Mathews
- (3) Ranjit Shahani
- (4) Suresh Vaswani

140. Who has been appointed as the Chairman and Managing Director (CMD) of Bank of Baroda?

- (1) Raj Kumar Goyal
- (2) S S Mundra
- (3) R K Dubey
- (4) None of these

141. Vancouver is ranked as one of the most 'livable cities' worldwide and is also a beautiful tourist destination located in

- (1) USA
- (2) France
- (3) England
- (4) Canada

142. Which of the following is an Italian Car maker?

- (1) Volkswagen
- (2) BMW
- (3) Fiat
- (4) Audi

143. Which Indian business group has brought UK's pioneer retail brand 'Super Dry' to India recently?

- (1) Godrej Group
- (2) Tata group
- (3) Reliance Industries
- (4) None of these

144. Starbucks, the iconic Cafe brand has recently opened its first store in which city of India?

- (1) Delhi
- (2) Kolkata
- (3) Bangalore
- (4) Mumbai

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- 145.** Music album 'Gangnam Style' became the biggest internet sensation during 2012. It was released by the musician Psy. Which country he belongs to?
- (1) Indonesia (2) China  
(3) South Korea (4) Japan
- 146.** Elle is a well known life style brand launched by Lagardere Active Group belongs to
- (1) France (2) Italy  
(3) USA (4) Australia
- 147.** Which of the following is/are car model(s) from French car maker 'Renault'?
- (1) Scala (2) Fluence  
(3) Pulse (4) All these
- 148.** Eric Schmidt is presently the Chairman of which organization?
- (1) Hotmail (2) Google  
(3) Microsoft (4) None of these
- 149.** 'Make Believe' is the punch line of which MNC?
- (1) Phillips (2) Panasonic  
(3) Sony (4) Toshiba
- 150.** Who won the best female actor award in 70th annual Golden Globe Awards organized in January 2013?
- (1) Jessica Alba (2) Halle Berry  
(3) Jessica Chastain (4) Anne Hathaway
- 151.** 'Harley Davidson' is a globally enduring brand icon of which automobile industry?
- (1) Sports Car (2) Bus  
(3) Truck (4) Motor Cycle
- 152.** Which of the following is the correct sequence in terms of east flowing rivers from North to South in India?
- (1) Mahanadi, Godavari, Krishna, Pennar, Kaveri  
(2) Mahanadi, Krishna, Godavari, Pennar, Kaveri  
(3) Mahanadi, Godavari, Krishna, Kaveri, Pennar  
(4) Mahanadi, Krishna, Godavari, Pennar, Kaveri

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153. The full form of SIM is

- (1) Subscriber's Identity Module
- (2) Subscriber's Identity Machine
- (3) Self Identity Machine
- (4) Self Identity Module

154. Match List-I with List-II and select the correct answer from the codes given below the lists

List-I (Newspaper)	List-II (Language)
A Bharat Mitra	I Bengali
B Rashtramata	II Gujarati
C Prajmitra	III Hindi
D Nayak	IV Marathi

	A	B	C	D
(1)	I	II	IV	III
(2)	II	III	I	IV
(3)	III	IV	II	I
(4)	IV	I	III	II

155. Which of the following is correctly matched?

Lakes	Locations
(1) Lonar	- Madhya Pradesh
(2) Nakki	- Gujarat
(3) Kolleru	- Andhra Pradesh
(4) Pulicat	- Kerala

156. Which one of the following is not correctly matched?

- (1) Nangal Dam - Satluj River
- (2) Sardar Sarovar Project - Narmada River
- (3) Nagarjun Sagar - Godavari River
- (4) Hirakud Dam - Mahanadi

157. Indian Parliament consists of

- (1) Lok Sabha and Rajya Sabha
- (2) Lok Sabha, Rajya Sabha and Prime Minister
- (3) Speaker and Lok Sabha

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**158.** Money Bill is introduced in

- (1) Lok Sabha
- (2) Rajya Sabha
- (3) Joint sitting of both the Houses
- (4) None of the above

**159.** Which among the following functions as a coordinator between the Planning Commission and State Governments?

- (1) National Integration Council
- (2) Finance Commission
- (3) National Development Council
- (4) None of the above

**160.** What is the tenure of the Chief Election Commissioner of India?

- (1) Five Years
- (2) During the pleasure of the President
- (3) Six years or till the age of 65 years whichever is earlier
- (4) Five Years or till the age of 65 years whichever is earlier?

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## INSTRUCTIONS FOR CANDIDATE

1. Please do not open this booklet until you are told to do so.
2. Fill up the necessary information in the space provided on the cover of the Question Booklet and the OMR Answer Sheet before commencement of the test.
3. The duration of the test is **2 hours and 30 minutes**. There are **160** questions.
4. Please check for the completeness of the Question Booklet immediately after opening.
5. Each question has four options marked (1), (2), (3) and (4).
6. Answers are to be marked on the OMR Answer Sheet, which is provided separately.
7. Choose the correct option and darken the circle completely, corresponding to (1), (2), (3) or (4) against the relevant question number.
8. Use only **HB pencil** to darken the circle for answering.
9. Please do not darken more than one circle against any question, as scanner will read such marking as wrong answer.
10. If you wish to change any answer, erase completely the one already marked and darken the fresh circle with HB pencil.
11. Each question carries one mark.
12. **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. Calculator, Electronic gadgets, Mobile etc. are not permitted inside the examination hall.
15. Candidate seeking, receiving and/or giving assistance during 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.
17. The right to exclude any question(s) from final evaluation rests with the testing authority.
18. Do not seek clarification on any item in the question booklet from the test invigilator. Use your best judgement.

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