

## INSTRUCTIONS TO CANDIDATES

1. Do not open this booklet until asked to do so.
2. Do not leave the examination hall until the test is over and permitted by the invigilator.
3. Fill up the necessary information in the space provided on the cover of the Question Booklet and the Answer Sheet before commencement of the test.
4. Check for the completeness of the Question Booklet immediately after opening.
5. The duration of the test is **2 hours**.
6. There are **150** questions. Each question has four answer options marked (1), (2), (3) or (4).
7. Answers are to be marked on the Answer Sheet, which is provided separately.
8. Choose the most appropriate option and darken the oval completely, corresponding to (1), (2), (3) or (4) against the relevant question number.
9. Use only **HB pencil** to darken the oval for answering.
10. Do not darken more than one oval against any question, as scanner will read such marking as wrong answer.
11. If you wish to change any answer, erase completely the one already marked and darken the fresh oval with an HB pencil.
12. All questions carry equal marks. There is **negative marking**. 0.25 mark will be deducted for every wrong answer.
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, Mobile, etc., are not permitted inside the examination hall.**
15. Candidate using unfair means in the test will be disqualified.
16. Appropriate civil/criminal proceedings will be instituted against the candidate taking or attempting to take this booklet or part of it outside the examination hall, besides cancellation of his/her candidature..
17. The right to exclude any question(s) from final evaluation rests with the testing authority.

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



**Directions (Questions 1 – 30) :** Study the following passages and answer the questions that follow each passage.

### Passage I

Customer anticipation and satisfaction are two capricious variables that every service industry seeks to master in order to succeed. Some gambits are new, others age-old and time-tested. A great example of the latter, of course, is the way restaurants fill up the long minutes between taking orders and serving food by a calibrated series of 'build-up' measures. Pouring water, then bringing the bread basket and finally ceremoniously laying heated plates in front of hungry diners are the 30-minute prelude to the final event: the food. If all this was done beforehand, customer impatience would be practically guaranteed. Airlines padding their 'block time' to burnish their on-time arrival records is another variant of the anticipation-satisfaction principle. Differences in stated flight times on same routes by various airlines are rationalized by prospective passengers as consequences of aircraft sizes (and, therefore, speeds), headwinds and even traffic conditions and, thus, hardly incite questions. Indeed, the point is moot whether on-time arrivals matter that much to most Indians anyway, used as we are to late trains and buses. There is no denying, however, the smiles on the faces of passengers when they are told by usually chatty airline captains these days that their flights have reached their destinations half an hour 'ahead' of schedule. So, it seems cruel to deny them that comforting, if notional, buffer given the delays that await thereafter: interminable circling before touchdown thanks to air congestion or absent instrumental landing facilities in bad weather, not to mention tortuously long taxiing and docking procedures before they actually disembark. The DGCA should perhaps also demand honesty from airports about that extra time.

1. What is the issue that the author of the passage is attempting to highlight ?
  - (1) The means by which customers are kept at least notionally happy by the service industry.
  - (2) A humorous account of his experience in a restaurant.
  - (3) An amazing experience that he had in a flight.
  - (4) None of these
2. What is the time-tested gimmick adopted by restaurants that the author has discussed in the passage ?
  - (1) Filling-in the intervening period between taking the order and serving the food with a series of activities.
  - (2) Informing the customer that the order would take longer than the expected time for delivery.
  - (3) Playing music or switching-on the TV in the restaurant.
  - (4) All these
3. What, according to the author, is the recipe for success for a restaurant ?
  - (1) Serving up food in the quickest possible time.
  - (2) Getting their chefs to cook up the tastiest food in town.
  - (3) Getting a fix on what the customers expect; and would feel satisfied with.
  - (4) Train their waiters to be polite with the customers.
4. Which of the following statements is true in the context of the passage ?
  - (1) Indians are used to late arrivals and departures of all means of public transport.
  - (2) Restaurants and airlines are cheating the public.
  - (3) There is generally no difference in flight times of different airlines flying to the same destination.
  - (4) Customer anticipation and satisfaction are two sides of the same coin.



## Passage II

Rising inflation, coupled with a new packaging legislation, will make price hikes of packaged foods inevitable, says the Divisional Chief Executive of ITC's foods division. On one hand the costs of inputs such as raw material, furnace oil and packaging material and even logistics have gone up, while on the other, the new packaging law that bans producers from reducing the quantity inside the packet, will leave them with no choice but to raise prices. This new Legal Metrology Act is likely to come into force shortly. At present, FMCG companies rely on reduced quantity to tackle rising inflationary pressure on input costs rather than changing the price points owing mainly to coinage issues. The new Act will make the price-point concept impossible, he said. On the demand-supply side, he said the company had to make a lot of efforts to meet the spurt in demand for its cream biscuits. Giving an example, he said the company's premium range offerings such as Dark Fantasy and Dream Cream Bourbon have witnessed a growth of 118 per cent in the second quarter over the first. Even other Sunfeast premium creams have shown a growth of 72 per cent in Q2 over Q1. Responding to a question on competition from global brands such as Oreo (from Kraft Foods), McVitie's from (United Biscuits), and domestic brands such as Parle and Britannia, he said international competition is a reality. It is good, as it aids "premiumisation" of the category. He said this has actually enriched Sunfeast's portfolio last year. On the domestic front, given the emerging trends in consumption patterns, the biscuit market offers enormous opportunities, scope for improvement both in terms of new products and segments and also in terms of operational excellence. "The field of play is large and we are encouraged and really excited about the years ahead," he said. At present ITC's Sunfeast is the third largest national player after Parle and Britannia. The brand has 10 per cent share of the ₹ 15,000-crore biscuit market. And, within this, in the creams segment (which accounts for over ₹ 3,500 crore) Sunfeast commands 15 per cent share.

5. The new Legal Metrology Act is in respect of
- (1) the legalities involved in weather forecasting.
  - (2) anything that has to be marketed in Metro cities.
  - (3) packaging of biscuits only.
  - (4) packaged foods in general.
6. How has competition from foreign brands affected the Indian biscuit market ?
- A. Only the three largest manufacturers survived; while the smaller ones withered away.
  - B. The range of categories available to the Indian consumers has expanded.
  - C. The foreign brands got restricted to premium categories only; leaving the field open to domestic brands in non-premium categories.
- (1) A & B                      (2) B & C                      (3) B only                      (4) A, B & C
7. The price-point concept discussed in the passage is referring to
- (1) fixing prices of packaged foods in round figures for ease of payment at the point of purchase.
  - (2) prices to be fixed by the government.
  - (3) variations of prices from point-to-point in any city.
  - (4) None of these
8. It can be accurately inferred from the passage that
- (1) Parle is the largest selling brand of biscuits in India.
  - (2) Sunfeast is the third largest selling brand of cream biscuits in the country.
  - (3) competition from foreign brands has adversely affected the sales of Sunfeast.
  - (4) All these



### Passage III

Changes in lifestyle are ushered in primarily by growing urbanization. With urbanization, availability of food that can be purchased in small quantities, stored easily and cooked easily would attract greater demand. Fresh looks, standardization in looks and quality would fetch better price. New foods would attract urban consumers. There may be quicker convergence of tastes across income groups in the urban setting than in rural settings. Although, rural life was synonymous with nutritious food, the urban population may yet embrace better nutrition. Diversification of the food basket is likely to be faster in the urban setting. Diversification of food in terms of rising share of fruits, vegetables and livestock products is one change in demand that the farm sector would have to re-orient its supplies to. While there are the inevitable supply-side bottlenecks, demand may rise sharply and quickly as a result of shifts in tastes and preferences. What might facilitate diversification of the food basket are the improvements in consumption infrastructure. Urban population growth will spur demand for higher value food items. Sustained growth of farm income will require urban growth and support for diversification of the food basket by the consumers. Creating better urban infrastructure for the food industry will help the farm sector. A change in consumption patterns is likely to benefit small as well as large farmers so long as they can make the changes in their output composition. Urbanization will make demands on land and water, but will also raise the demand for high-value farm output.

9. The author of the passage appears to believe that growing urbanization
- (1) is a necessary evil for progress.
  - (2) is the only reason for changes in lifestyle.
  - (3) is a major factor affecting lifestyle changes.
  - (4) leads to higher incidence of lifestyle diseases.
10. As per the passage, growth in urban population would result in
- A. more houses being built.
  - B. higher demand for drinking water.
  - C. demand for more nutritious food items.
- (1) C only                      (2) B & C                      (3) A & B                      (4) A, B & C
11. What, according to the passage, is the major challenge that growing urbanization, and the resultant growth in demand, would throw up ?
- (1) Farmers would have to find more efficient ways to ensure continuous supply of their produce to urban areas.
  - (2) More playgrounds would have to be made available for the children to play in.
  - (3) Better roads would have to be laid in cities to facilitate the farmers' carts and tractors to ply.
  - (4) All these
12. It can be inferred from the passage that
- (1) urban growth is pushing the farmers to shake off their habitual laziness and increase farm output.
  - (2) growing urban demand for farm produce is leading to unhealthy competitiveness amongst farmers.
  - (3) food packaging industries would have to come up in villages to keep pace with urban demands for convenience foods.
  - (4) growing urbanization will lead to improvements in rural lifestyles also.



### Passage IV

If you think that most poor people in the world live in the poorest countries, you are mistaken. A new study of 1.65 billion of the world's poor shows that 72 per cent (1,189 million) live in middle income countries compared with 459 million in low income countries. What's more, higher percentage (586 million) live in 'severe poverty' in middle income countries, than in low income countries (285 million), says the study. Nearly three quarters of the poor live in middle income countries. Another key finding is that 50 per cent (827 million) of the poor live in South Asia, which includes India, and 29 per cent (473 million) in Sub-Saharan Africa. "Multi-dimensionally" poor people in middle income countries have simply been bypassed as their nation's comparative wealth increased, says the study. The poverty measure used in the study took into account a range of deprivations in areas such as education, malnutrition, child mortality, sanitation and services. The researchers analysed the most recent publicly available household survey data for 109 countries, covering 93 per cent of people living in low- and middle-income countries. Middle-income countries are classed as those with an average yearly wage of between \$1,006 and \$12,275, while low income countries are those with a national average wage of \$1,005 or below.

13. Which of the following statements is *not* implied in the passage ?
- (1) Less than one-third of the world's poor live in poorer countries.
  - (2) More than 70% of the population in middle-income countries is poor.
  - (3) Oxford University, UK, recently conducted a study of 1.65 billion poor of the world's population.
  - (4) All these
14. Which of the following factors are considered relevant in measuring poverty ?
- A. Income                      B. Education                      C. Nutrition
- (1) A only                      (2) A & B                      (3) A & C                      (4) A, B & C
15. Countries are categorized as middle-income or low-income depending on
- (1) the national average yearly income.
  - (2) the number of poor people in the country.
  - (3) Both (1) and (2)
  - (4) Neither (1) nor (2)
16. As per the study referred to in the passage,
- (1) data of only 109 countries is available.
  - (2) fifty per cent of the world's poor live in India.
  - (3) there are no higher income countries in the world today.
  - (4) many poor people in middle-income countries did not benefit from the growth and development taking place there.



## Passage V

Italian coffee chain Lavazza has launched its international brand Espression in the country in a move that industry insiders say will push Barista Lavazza to the back seat. The first outlet of Espression, positioned at the high-end of the café segment in the country, opened at Connaught Place in New Delhi in September 2011, replacing a Barista Lavazza café. But company executives say the two brands will co-exist. "Lavazza Barista remains an Indian reality with an extensive presence in the region," the Lavazza Asia and Pacific Director said. There are more than 160 Barista Lavazza cafes in India. Lavazza entered India in 2007 with the acquisition of café chain Barista Coffee Company and coffee vendor and retailer Fresh & Honest. Officials said it is in the midst of a consolidation phase in the country. Over the past few months, it also witnessed changes in leadership. The then CEO of Barista Coffee Company, stepped down in September 2011 to join Om Pizza & Eats, the holding company for Papa John's, the Great Kabab Factory and Chili's. Lavazza Espression, known for its culinary collaboration with the three-Michelin star El Bulli restaurant's chef, is expected to enter Bangalore and Mumbai next. Its food and beverages are priced 15-20% higher than the classic Barista. Espression, globally launched in 2007, has presence in Italy, the US, China, Spain, Ireland, Republic of Korea, Romania and the UK. Industry players say Espression is Lavazza's strategy to differentiate in a market dominated by Café Coffee Day. There are an estimated 5,000 outlets of café chains in the country, growing 20-25% a year. Competition includes Costa Coffee and Gloria Jean's Coffees. Espression will be positioned at par with players such as Coffee Bean & Tea Leaf and Segafredo Zanetti Espresso that are present at the top end of the market, said a person with direct knowledge of the development.

17. 'Espression', the international brand, has presence in which of the following countries ?
- |                          |                                    |
|--------------------------|------------------------------------|
| (1) Italy, US, China, UK | (2) Romania, Ireland, Spain, Korea |
| (3) India, US, UK, Italy | (4) All these                      |
18. The Italian coffee chain Lavazza entered the Indian market in which year ?
- |   |               |
|---|---------------|
| (1) 2007                                | (2) 2011      |
| (3) Expected to enter some time in 2012 | (4) Can't say |
19. It is implied in the passage that
- (1) Lavazza wants to ease out the Barista brand from India.
  - (2) the launch of Espression is a strategy to grab market share from Café Coffee Day.
  - (3) El Bulli's food and beverages are priced 15-20% higher than the classic Barista.
  - (4) there are 5000 coffee chains operating in India.
20. Which of the following statements is *not* true ?
- (1) Espression, Coffee Bean & Tea Leaf and Segafredo Zenetti Espresso are in direct competition.
  - (2) Barista Coffee Company and 'Fresh & Honest' brands are both owned by the same holding company.
  - (3) All the Espression outlets in India would be opened by replacing Barista Lavazza cafes.
  - (4) Costa Coffee and Gloria Jean's Coffees are in competition in India.



## Passage VI

Kolkata headquartered menswear apparel and accessories maker Turtle is planning to launch its own brand of casual wear clothing. The company is in talks with several foreign players – mostly UK-based denim brands – to firm up its product portfolio for the new range. The new brand is expected to be launched between end of 2012 and early 2013. A name has not been decided. “Some foreign collaborator may partner us for the project. However, if the talks fail, we may go ahead on our own,” says the director of Turtle. “Plans have not yet been cemented but we are expecting the launch of this new brand in another 12 to 15 months.” Market sources say that a possible entry of foreign brands in a market could be through a licensing agreement, a joint venture or a buyout of the intellectual property rights of the (foreign) brand. Turtle has some denim offerings, but it does not have a dedicated range of casual wear. “Most casual brands concentrate on denim as an offering and we are also exploring the option,” he said. The brand with sales of ₹ 85 crore is targeting ₹ 130 crore in the current fiscal. The company has two lifestyle brands under the names Turtle and London Bridge. While Turtle competes with premium brands such as Scullers and Lombard, London Bridge is a value brand offering lower priced products. According to the director, the company is firming up its production capacities to cater to an increase in demand as well as its new clothing range. While talks are on with private labels in Bangladesh, it is also in discussions with Indian private labels to ensure higher supply. The company produces nearly two million units annually from its facilities – one each in Kolkata (West Bengal) and Bangalore (Karnataka). It procures another one million units from private labels in India.

21. The range of clothing offered by Turtle includes
- A. Menswear                      B. Casualwear                      C. Denim
- (1) A & B                              (2) A & C                              (3) A only                              (4) A, B & C
22. Turtle is looking at possible collaborators from which of the following countries in order to launch its own casualwear clothing ?
- A. UK                                      B. Bangladesh                      C. India
- (1) A only                              (2) A & B                              (3) A, B & C                              (4) A & C
23. Which of the following statements is implied in the passage ?
- (1) The company (Turtle) would end the current year with a turnover of ₹ 130 crore.
- (2) Turtle expects to increase its turnover to ₹ 130 crore with the launch of a new casualwear brand.
- (3) Turtle has collaboration with a London brand.
- (4) India and Bangladesh are worthy destinations for foreign collaborators.
24. It can be inferred from the passage that
- (1) Turtle is already marketing domestic brands other than its own also.
- (2) Turtle is expecting increase in sales volumes due mainly to the new labels it plans to launch.
- (3) The company that makes Turtle is into manufacturing and marketing of premium apparel ranges only.
- (4) The management of Turtle brand is determined to press ahead with the launch of a casualwear brand of clothing; with or without a foreign collaborator.



## Passage VII

India and Pakistan are the only two countries starting construction of a nuclear power plant in 2011, even as plants are being shut down in many countries and nuclear power generation has declined. It may be a little too early to predict the long-term decline of nuclear energy; but analysis indicates that countries are turning to other energy sources as a result of high costs, low demand and perceived risks from recent disasters. Despite reaching record levels in 2010, global installed nuclear capacity – the potential power generation from all existing plants – declined to 366.5 gigawatts (GW) in 2011, from 375.5 GW at the end of 2010. “Due to increasing cost of production, a slowed demand for electricity and fresh memories of disaster in Japan, production of nuclear power fell in 2011,” the Washington DC-based Worldwatch Institute said in its report recently. Much of the decline in installed capacity is the result of halted reactor construction around the world, the report pointed out, adding, in the first ten months of the current year as many as 13 nuclear reactors were closed, thereby reducing the total number of reactors in operation around the world from 441 at the beginning of the year to 433. It is also interesting that while construction of 16 new reactors began in 2010 – the highest number in over a decade – the number fell to just two in 2011. The two countries to start construction are India and Pakistan. Pointing out that China is an exception to the global slump in nuclear electricity generation in terms of both the number of plants being built and capacity of planned installations, the report added that the US too does not seem to be abandoning its nuclear power just yet. Although nuclear power remains an important energy source for many countries including Russia and France, it is likely that its prominence will continue to decrease. To maintain current generation levels, the world would need to install an additional 18 GW by 2015 and another 175 GW by 2025. In the aftermath of Fukushima and in the context of a fragile global economy, an increase that sharp is improbable, the independent research organization pointed out. China, India, Iran, Pakistan, Russia, and South Korea have together contributed around five GW of new installed capacity since the beginning of 2010. During this same period, nearly 11.5 GW of installed capacity has been shut down in France, Germany, Japan, and the UK.

25. Which amongst the following groups of countries has increased the installed capacity of nuclear power generation since 2010 ?
- (1) India and Pakistan. (2) China, US, India and Pakistan.  
(3) China, India, Pakistan and Japan. (4) China, India, Iran and Russia.
26. What are the factors adversely affecting nuclear power production in the world ?
- A. Cost of production.  
B. Fukushima disaster.  
C. Lower demand for electricity.
- (1) A & B (2) B only (3) A only (4) A, B & C
27. Which of the following countries are bucking the trend of global slump in nuclear power generation, in terms of both the number of plants being built and capacity of planned installations ?
- A. India B. China C. Pakistan
- (1) A & B (2) B only (3) A, B & C (4) A only



### Passage VIII

Others goof off work. Indians, says a new study, goof off holidays. They leave 20 per cent of their vacations unused. Conducted by the online travel firm Expedia, the "vacation deprivation survey", which polled employed people across 21 countries, finds that 29 per cent of Indians couldn't plan their holidays due to work pressures. In all, 28 per cent Indian respondents said they would prefer getting paid for unused vacations. An equal percentage cited their boss' disapproval for not availing themselves of their earned leave. The head-Marketing, Expedia (India), points out, "In India, vacations tend to be viewed as a guilty habit." Europeans and Brazilians, by contrast, view vacation as a necessity rather than a luxury, says the survey. Most Indians don't disconnect from work even while on holiday. Fifty-three per cent of Indians regularly check in on their emails and work status even during vacations and 31 per cent sometimes. Japan has a similar percentage. Most European employees seem to know how to relax – they completely switch off during vacation, hardly ever checking in, with the exception of France with 56 per cent checking in regularly and 31 percent sometimes. Indians get about 25 days off in a year, while Europeans get the maximum vacation at 25-30 days in a year. The Koreans and the Japanese get the least amount of holidays – just 10-11 days a year. Amazingly, they still don't avail themselves of all their leave for work reasons. Scandinavians are most likely to use all of their vacation days, leaving no days on the table.

28. What is the essential difference between Indians and "others" as per the passage ?
- (1) Indians are hard-working while the others are not.
  - (2) Indians check their emails, while others strictly do not.
  - (3) Indians seem to view vacations as a luxury while others view them as a necessity.
  - (4) All these
29. It could be inferred from the passage that
- (1) Indians relax completely while on holidays.
  - (2) many Indian working class people take leave only with prior approval of their bosses.
  - (3) eighty per cent of employed Indians take vacations every year.
  - (4) all the Indians who go on vacations continue to stay connected to work.
30. Which are the countries where the employed people don't necessarily avail of all their holidays ?
- (1) Only India
  - (2) India and Scandinavian countries
  - (3) India and European countries
  - (4) India, Koreas and Japan



**Directions (Questions 31 – 34) :** Choose the order of the sentences marked A, B, C, D and E to form logical paragraph.

31. A. Doctors rearrange them.  
B. People make jokes about their unflattering characteristics.  
C. Boxers flatten them.  
D. Worst of all when it comes to smell no one really understands them.  
E. Noses have it pretty hard.  
(1) BDECA (2) ACEDB (3) ECABD (4) EDACB
32. A. They brought gifts to the babe in the manger.  
B. Being wise, their gifts were, no doubt, wise ones.  
C. The Magi were wise men.  
D. They invented the art of giving Christmas presents.  
E. They were wonderfully wise men.  
(1) ABCDE (2) CDEAB (3) DEABC (4) CEADB
33. A. He was a great heavy fellow from the Middle West.  
B. He was on a flying visit to New York to fetch his wife.  
C. Mrs Ramsay was a very pretty little thing.  
D. Ramsay was in the American Consular service.  
E. He was on his way back to resume his post.  
(1) DAEBC (2) DABCE (3) BCEAD (4) ABCED
34. A. The director has to translate this scenario into film language.  
B. The novelist works in the written word.  
C. 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 35 – 37) :** Choose the option which best expresses the meaning of the word(s) bold in the sentence.

35. The data **compiled** by the organization was very useful.  
(1) analysed (2) enclosed (3) collected (4) published
36. Gandhiji always advocated the cause of **indigenous** industries.  
(1) foreign (2) big (3) cottage (4) native
37. Kamini could not **recollect** the incident that had taken place in her childhood.  
(1) remind (2) recall (3) memorise (4) assemble

**Directions (Questions 38 – 41) :** Choose the word which is opposite in meaning of the word in bold the sentence.

38. This window-glass is **transparent**.  
(1) opaque (2) translucent (3) solid (4) fragile
39. The government is taking measures to **augment** the country's food supply.  
(1) prohibit (2) decrease (3) surpass (4) compensate
40. It was a **unanimous** decision.  
(1) uncertain (2) partial (3) discordant (4) divergent
41. The students **assembled** in the meeting hall.  
(1) removed (2) diffused (3) dispersed (4) eliminated



**Directions (Questions 42 – 45) :** Choose the option which can be substituted for the given words.

42. Student of the meaning and psychology of words  
(1) philanderer (2) etymologist (3) entomologist (4) semanticist
43. Something, or someone, out of time  
(1) incongruity (2) anachronism (3) chronicity (4) incorrigible
44. A method of doing something, based on practical experience rather than theory or careful calculation.  
(1) rule of thumb (2) rule of three (3) fact (4) law
45. Deliberate or underhand damage or destruction, especially carried out for military or political reasons.  
(1) abet (2) damage (3) sabotage (4) aid

**Directions (Questions 46 – 49) :** A word has been written in four different ways out of which only one is correctly spelt. Choose the correctly spelt word.

46. (1) genology (2) genealogy (3) geneology (4) genalogy
47. (1) brethoren (2) brothren (3) brethren (4) brethron
48. (1) aliennate (2) allienate (3) alienate (4) alienatte
49. (1) acquiescence (2) aquicence (3) acquisence (4) acquissence

**Directions (Questions 50 – 53) :** Fill in the blanks.

50. Hence the word sophistry has an unfavourable \_\_\_\_\_ and means arguing deceitfully, attempting to turn a poor case into a good one by means of clever but \_\_\_\_\_ reasoning.  
(1) impact, cogent (2) denotation, ingenuous  
(3) significance, vague (4) connotation, specious
51. Though he is reputed for his technical \_\_\_\_\_, his books were sadly \_\_\_\_\_ of the work of others as he lacked originality.  
(1) advice, unconscious (2) skill, independent  
(3) knowledge, ignorant (4) expertise, derivative
52. Nothing is so \_\_\_\_\_ to a nation as an extreme of self partiality, and the total want of \_\_\_\_\_ of what others will naturally hope or fear.  
(1) detrimental, concern (2) repugnant, sense  
(3) unethical, discretion (4) fatal, consideration
53. I would like to \_\_\_\_\_ your attention to the second paragraph of my letter \_\_\_\_\_ to the terms of sale of the machinery.  
(1) invite, according (2) withdraw, regarding  
(3) react, mainly (4) draw, pertaining

**Directions (Questions 54 – 56) :** A sentence has been broken into four parts. Choose the part that has an error.

54. (1) It is suggested that  
(2) a part of the reserves is drawn on  
(3) to set up a sovereign wealth fund  
(4) to acquire raw material assets abroad.
55. (1) Consumption much more than investment  
(2) has always fuelled the Indian economy,  
(3) but it has been domestic consumption more than anything else  
(4) that has helped prop up growth during the global financial crisis.
56. (1) Sadly, he never (2) reached his ambition  
(3) of playing for (4) his country.



**Directions (Questions 57 – 60) :** For these questions, identify the correctly written option conveying the message clearly.

57. (1) The other, a bull-necked youth with coarse bloated features, had stood in front of the window with his hands in his pockets, whistling a popular hymn.  
(2) The other, a bull-necked youth with coarse bloated features, is standing in front of the window with his hands in his pockets, whistling a popular hymn.  
(3) The other, a bull-necked youth with coarse bloated features, was standing in front of the window with his hands in his pockets, whistling a popular hymn.  
(4) The other, a bull-necked youth with coarse bloated features, has stood in front of the window with his hands in his pockets, whistling a popular hymn.
58. (1) He expected that he would receive some message or remonstrance from Young for his conduct, and he was not mistaken, though it came in an unlooked-for manner.  
(2) He expected that he would receive some message or remonstrance from Young about his conduct, and he was not mistaken, though it came in an unlooked-for manner.  
(3) He expected that he would receive some message or remonstrance from Young to his conduct and he was not mistaken, though it came in an unlooked-for manner.  
(4) He expected that he would receive some message or remonstrance from Young as to his conduct, and he was not mistaken, though it came in an unlooked-for manner.
59. (1) In old days Stamford had never been a particular crony of mine, but now I hailed him with enthusiasm, and he, in his turn, was appearing delighted to see me.  
(2) In old days Stamford had never been a particular crony of mine, but now I hailed him with enthusiasm, and he, in his turn, appears to be delighted to see me.  
(3) In old days Stamford had never been a particular crony of mine, but now I hailed him with enthusiasm, and he, in his turn, appeared delighted to see me.  
(4) In old days Stamford had never been a particular crony of mine, but now I hailed him with enthusiasm, and he, in his turn, appeared to be delighted to see me.
60. (1) In the year 1878 I could take my degree of Doctor of Medicine of the University of London and proceeded to Netley to go through the course prescribed for surgeons in the army.  
(2) In the year 1878 I took my degree of Doctor of Medicine of the University of London, and proceeded to Netley to go through the course prescribed for surgeons in the army.  
(3) In the year 1878 I had taken my degree of Doctor of Medicine of the University of London and proceeded to Netley to go through the course prescribed for surgeons in the army.  
(4) In the year 1878 I did take my degree of Doctor of Medicine of the University of London and proceeded to Netley to go through the course prescribed for surgeons in the army.

**Directions (Questions 61 – 64) :** These questions follow the passage; and each question contains an inference. Examine each inference separately in the context of the passage and decide upon its degree of truth or falsity. Mark answer as

- (1) if the inference is 'definitely true' i.e., it directly follows from the facts given in the passage.  
(2) if the inference is 'probably true' though not definitely true in the light of the facts given.  
(3) if you think the data are inadequate i.e., from the facts given you cannot say whether the inference is likely to be true or false.  
(4) if you think the inference is 'definitely false' i.e., it contradicts the given facts.

Procurement of wheat is in full swing in the north-western states of India. By June end, public agencies are likely to end up with foodgrain stocks of about 40 to 42 million tonnes, the highest ever witnessed in the history of this country. This stock should be more than sufficient to ensure that the country's "food security" is not endangered even if India faces two consecutive droughts. But strangely enough, while the granaries overflow, there is still widespread hunger in the country, even without a drought. The estimates of poverty are being debated, but broadly one-third of India seems to remain underfed. And this coexistence of grain surpluses with large scale hunger should make any serious policy-maker think and examine the existing policy mix with a view to ensure faster economic growth and reduction in poverty.



61. The distribution of foodgrains to the masses has remained a problem area for India.  
 62. India's foodgrains stock has been satisfactory over the past few years.  
 63. More than 30 percent of population in India do not even get two square meals per day.  
 64. The policy of India needs to be revamped to reduce the extent of poverty in the country.

**Directions (Questions 65 – 68) :** In each of these questions, arrange the given words in a meaningful sequence and then choose the most appropriate sequence from amongst the given alternatives.

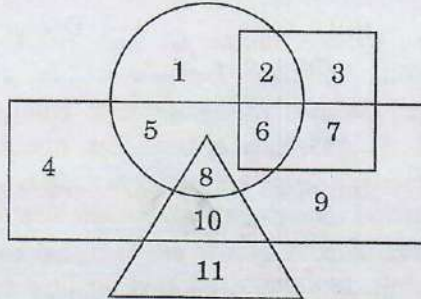
65. a. Rain                      b. Monsoon                      c. Rescue                      d. Flood  
 (1) b, a, d, c                      (2) a, b, c, d                      (3) c, a, b, d                      (4) a, c, b, d
66. a. Patient                      b. Diagnosis                      c. Bill                      d. Doctor  
 (1) a, d, b, c                      (2) c, a, b, d                      (3) a, d, c, b                      (4) c, d, a, b
67. a. Hecta                      b. Centi                      c. Deca                      d. Deci  
 (1) b, d, c, a                      (2) c, a, b, d                      (3) d, a, c, b                      (4) a, b, c, d
68. a. Puberty                      b. Childhood                      c. Infancy                      d. Adolescence  
 (1) c, b, d, a                      (2) c, b, a, d                      (3) a, c, d, b                      (4) a, d, b, c

**Directions (Questions 69 – 72) :** In each of these questions, complete the series by replacing the “?” mark.

69. 3, 10, 15, 26, 35, “?”  
 (1) 37                      (2) 40                      (3) 50                      (4) 64
70. 0, 6, 24, 60, 120, 210, “?”  
 (1) 290                      (2) 336                      (3) 504                      (4) 240
71. Q1F, S2E, U6D, W21C, “?”  
 (1) Y44B                      (2) Y66B                      (3) Y88B                      (4) Z88B
72. A, G, L, P, S, “?”  
 (1) U                      (2) W                      (3) X                      (4) Y
73. A man travels 1 km east and turns to his right. After travelling 1 km, he again turns to the right. In which direction is he going ?  
 (1) North                      (2) East                      (3) South                      (4) West
74. A man faces North and covers 12 km, turns West and covers 6 km, then turns South and covers 3 km, and turns West again and covers 6 km. How far is he from the starting point ?  
 (1) 12 km                      (2) 15 km                      (3) 18 km                      (4) 21 km
75. Gopal started from his house at 8:00 a.m. for his cycling practice. He went 8 km towards East, took left turn for 6 km, and again a left turn for 8 km. Then he decided to turn South-East till he reached the point where he had taken the first left turn. From there he took a right turn till he reached his house at 10:30 a.m. What distance did Gopal cover on the South-East track ?  
 (1) 9 km                      (2) 10 km                      (3) 11 km                      (4) 12 km
76. My friend and I start simultaneously towards each other from two places 100 m apart. After walking 30 m, my friend turns left and goes 10 m and then he turns right and goes 20 m and then turns right again and comes back to the road on which he had started walking. If we walk with the same speed, what is the distance between us at this point of time ?  
 (1) 50 m                      (2) 20 m                      (3) 30 m                      (4) 40 m
77. Pointing to a lady, a man said, “The son of her only brother is the brother of my wife.” How is the lady related to the man ?  
 (1) Mother-in-law                      (2) Sister of father-in-law  
 (3) Maternal aunt                      (4) Mother's sister

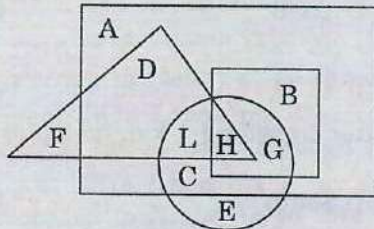


78. In a family, each daughter has the same number of brothers as she has sisters and each son has twice as many sisters as he has brothers. How many sons are there in the family ?  
 (1) 2 (2) 3 (3) 4 (4) 5
79. Neera is daughter of Mahender. Mala, Achla's sister has a son Mohan and daughter Sushila. Kamla is maternal aunt of Sushila and mother of Krishna. Mohan is cousin of Krishna. Krishna is brother of Neera. How is Achla related to Mahender ?  
 (1) Cousin (2) Sister-in-law (3) Niece (4) Sister
80. In the following diagram, the circle represents rural people, triangle represents educated people, square represents government officials and rectangle represents females.

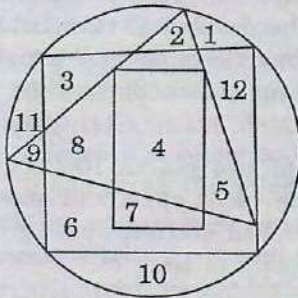


Which among the following represents uneducated females belonging to rural areas but not government officials ?

- (1) 5 (2) 8 (3) 2 (4) 10
81. In the following diagram, the triangle represents the teachers, square represents the Members of Parliament, circle represents graduates and rectangle represents politicians. Different regions of the diagram are represented by certain alphabets. Which of the following represent politicians who are not Members of Parliament ?



- (1) C, L, H, G (2) D, L (3) A, C (4) A, D, L, C
82. In the following diagram, each figure stands for a certain class of people. Which of these people can speak neither English nor Hindi ?



- △ People who can speak Hindi    □ People who can speak English & Hindi  
 ▭ People who can speak English    ○ People

- (1) 2, 11, 6 (2) 1, 2, 3 (3) 11, 9, 1, 10 (4) 1, 10, 11



**Directions (Questions 83 – 86) :** Each of these questions is followed by two statements numbered I and II. Decide whether the data given in the statements are sufficient to answer the question. 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 sufficient to answer the question but neither statement alone is sufficient.
- (4) if statements I and II together are not sufficient to answer the question.

83. How long will the tank take to fill up completely ?  
I. Two taps can fill up the tank in 6 hours.  
II. One tap can empty the tank in 14 hours.
84. The area of a rectangle is equal to the area of a right-angled triangle. What is the length of the rectangle ?  
I. The base of the triangle is 40 cm.  
II. The height of the triangle is 50 cm.
85. What is Sudha's present age ?  
I. Sudha's present age is five times her son's present age.  
II. Five years ago her age was twenty-five times her son's age that time.
86. How many children are there in the group ?  
I. Average age of this group of children is 16 years. The total of ages of all the children in the group is 240 years.  
II. The total of ages of all the children in the group and the teacher is 262 years. The teacher's age is six years more than the average age of the children.
87. If Suresh walks at 4 km/h, he misses the bus by 10 minutes. If he walks at 5 km/h he reaches 5 minutes before the arrival of the bus. How far did Suresh walk to reach the bus stand ?  
(1) 7 km                                      (2) 6 km                                      (3) 5 km                                      (4) 8 km
88. A man covers a certain distance on a toy train. If the train moved 4 km/h faster, it would take 30 minutes less. If it moved 2 km/h slower, it would have taken 20 minutes more. What is the distance ?  
(1) 70 km                                      (2) 55 km                                      (3) 80 km                                      (4) 60 km
89. If incomes of Ram and Shyam are in the ratio 3 : 5 and that of Shyam and Mohan are in the ratio of 7 : 4, then what is the ratio of incomes of Ram, Shyam and Mohan ?  
(1) 21 : 35 : 20                              (2) 21 : 7 : 15                              (3) 21 : 35 : 19                              (4) None of these
90. Sixty metres of a uniform wire weighs 80 kg. What will 141 metres of the same wire weigh ?  
(1) 120 kg                                      (2) 145 kg                                      (3) 188 kg                                      (4) 155 kg
91. 15 men can complete a work in 210 days. They started the work together, but at the end of 10 days an additional 15 men, with double efficiency, were inducted. How many days, in whole, did they take to finish the work ?  
(1)  $76\frac{2}{3}$  days                                      (2)  $84\frac{3}{4}$  days                                      (3)  $72\frac{1}{2}$  days                                      (4) 70 days
92. Working 7 hours daily, 24 men can complete a piece of work in 27 days. In how many days would 14 men complete the same piece of work working 9 hours daily ?  
(1) 32 days                                      (2) 31 days                                      (3) 36 days                                      (4) 39 days
93. A sum of money is invested at compound interest payable annually. The interest in successive years was ₹ 225 and ₹ 238.50. Find the rate percent per annum.  
(1) 7%    (2) 6%    (3) 8%    (4) 9%
94. A teak tree was planted three years ago. The rate of its growth is 30% per annum. If at present, the height of the tree is 670 cm, what was it when the tree was planted ?  
(1) 305 cm                                      (2) 520 cm                                      (3) 360 cm                                      (4) 405 cm

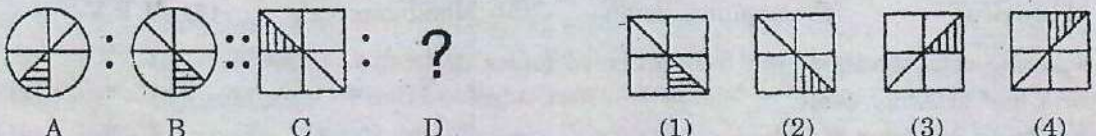



95. If  $2\frac{1}{2}\%$  of the weight of a table is 0.2 kg, then what will be 120% of it ?  
 (1) 7 kg (2) 8.6 kg (3) 9.6 kg (4) 11 kg
96. There are two equal numbers, one increased by  $66\frac{2}{3}\%$  and second is decreased by  $66\frac{2}{3}\%$ . What percent is the second number less than the first ?  
 (1) 80% (2) 70% (3) 55% (4) 65%
97. Which one of the following fractions is less than  $\frac{1}{3}$  ?  
 (1)  $\frac{22}{63}$  (2)  $\frac{4}{11}$  (3)  $\frac{15}{46}$  (4)  $\frac{33}{98}$
98. The value of  $\frac{489 \cdot 1375 \times 0.0483 \times 1.956}{0.0873 \times 92.581 \times 99.749}$  is closest to  
 (1) 6 (2) 0.6 (3) 0.006 (4) 0.06
99. Evaluate :  $\frac{(0.96) \times (0.96) \times (0.96) - (0.1) \times (0.1) \times (0.1)}{(0.96) \times (0.96) + 0.0096 + (0.1) \times (0.1)}$   
 (1) 1.06 (2) 0.97 (3) 0.95 (4) 0.86
100. Which option contains the fractions in ascending order ?  
 (1)  $\frac{2}{5}, \frac{3}{5}, \frac{1}{3}, \frac{4}{7}, \frac{5}{6}, \frac{6}{7}$  (2)  $\frac{1}{3}, \frac{2}{5}, \frac{3}{5}, \frac{5}{6}, \frac{4}{7}, \frac{6}{7}$   
 (3)  $\frac{1}{3}, \frac{2}{5}, \frac{3}{5}, \frac{4}{7}, \frac{5}{6}, \frac{6}{7}$  (4)  $\frac{1}{3}, \frac{2}{5}, \frac{4}{7}, \frac{3}{5}, \frac{5}{6}, \frac{6}{7}$
101. Two friends X and Y walk from A to B at a distance of 39 km, at 3 km an hour and  $3\frac{1}{2}$  km an hour respectively. Y reaches B, returns immediately and meets X at C. What is the distance from A to C ?  
 (1) 36 km (2) 45 km (3) 47 km (4) 37 km
102. A train starts at 7 a.m. from A towards B with a speed of 50 km/hr. Another train from B starts at 8 a.m. with a speed of 60 km/hr towards A. Both of them meet at 10 a.m. at C. The ratio of the distance AC to BC is  
 (1) 4 : 5 (2) 5 : 4 (3) 5 : 6 (4) 6 : 5
103. The ratio between two numbers is 12 : 13. If each number is reduced by 20, the ratio becomes 2 : 3. What are the numbers ?  
 (1) 24 & 26 (2) 34 & 42 (3) 42 & 45 (4) 23 & 26
104. The sum of the present ages of A, B and C is 90 years. Six years ago, their ages were in the ratio 1 : 2 : 3. What is the present age of C ?  
 (1) 72 years (2) 45 years (3) 65 years (4) 42 years
105. A can finish a work in 18 days and B can do the same work in half the time taken by A. Then working together the part of the work they can finish in a day is  
 (1)  $\frac{2}{7}$  (2)  $\frac{2}{5}$  (3)  $\frac{1}{9}$  (4)  $\frac{1}{6}$
106. Carpenter A can make a chair in 6 hours, carpenter B in 7 hours and carpenter C in 8 hours. If each carpenter works for 8 hours per day, how many chairs will be made in 21 days ?  
 (1) 79 (2) 73 (3) 67 (4) 61
107. The difference between simple and compound interest on a certain sum of money for 3 years at 10% p.a is ₹ 15.50. What is the sum ?  
 (1) ₹ 400 (2) ₹ 500 (3) ₹ 600 (4) ₹ 650
108. In a factory, the production of cement rose to 2420 tonnes from 2000 tonnes in two years. What is the rate of growth per annum ?  
 (1) 10% p.a (2) 15% p.a (3) 20% p.a (4) 18% p.a




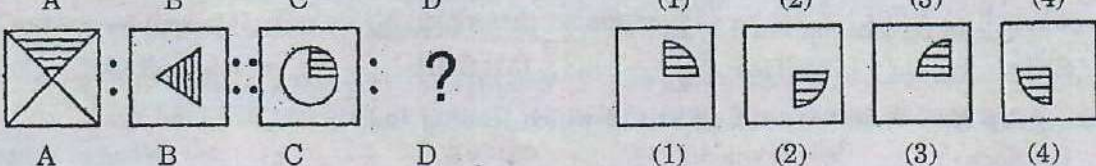
109. Arun's marks in Science are 20 less than 60% of the total marks obtained by him in Science and Maths together. If his total marks are 250, what are his marks in Maths ?  
 (1) 100 (2) 120 (3) 170 (4) 130
110. If the numerator of a fraction be increased by 15% and its denominator be diminished by 8%, the value of the fraction is  $\frac{15}{16}$ . What is the original fraction.  
 (1)  $\frac{3}{4}$  (2)  $\frac{4}{5}$  (3)  $\frac{6}{7}$  (4)  $\frac{8}{9}$
111. If  $\frac{x}{y} = \frac{3}{4}$ , then the value of  $\left(\frac{6}{7} + \frac{y-x}{y+x}\right)$  equals  
 (1)  $\frac{5}{7}$  (2)  $1\frac{1}{7}$  (3) 1 (4) 2
112. Three-fourths of one-fifth of a number is 60. The number is  
 (1) 300 (2) 400 (3) 450 (4) 1200
113. The value of  $9^3 \times 18^4 \div 3^{16}$  is  
 (1)  $\frac{2}{3}$  (2)  $\frac{4}{9}$  (3)  $\frac{16}{81}$  (4)  $\frac{32}{243}$
114. If  $x * y = (x + 2)^2 (y - 2)$  then  $7 * 5 = ?$   
 (1) 234 (2) 243 (3) 343 (4) 423
115.  $\sqrt{(? \times 7)} \times 18 = 84$   
 (1) 3·11 (2) 3·12 (3) 3·13 (4) 3·14
116. If  $a^2 + b^2 = 45$  and  $ab = 18$ , what is  $\frac{1}{a} + \frac{1}{b}$  ?  
 (1)  $\pm \frac{1}{3}$  (2)  $\pm \frac{2}{3}$   
 (3)  $\pm \frac{1}{2}$  (4) Cannot be determined

**Directions (Questions 117 – 120) :** Each of these questions consists of two sets of figures. Figures A, B, C and D constitute the Problem Set while figures 1, 2, 3 and 4 constitute the Answer Set. There is a definite relationship between figures A and B. Establish a similar relationship between figures C and D by selecting a suitable figure from the Answer Set that would replace the question mark (?) in figure D.

117. 

118. 

119. 

120. 



121. The coin of what denomination went out of circulation in India with effect from June 30, 2011 ?  
 (1) 50 paise (2) 25 paise (3) One rupee (4) 10 paise
122. Which country, given 'Most Favoured Nation' status by India in 1996, reciprocated the gesture in November 2011 ?  
 (1) Nepal (2) China (3) Canada (4) Pakistan
123. Name the Indian music composer who was honoured with the Crystal Award of the World Economic Forum in January 2011.  
 (1) Pandit Ravi Shankar (2) A.R. Rahman (3) Himesh Reshammiya (4) Ilaiyaraja
124. According to the census data released in July 2011, what is the percentage of Indians living in villages ?  
 (1) 50% (2) 33% (3) 70% (4) 90%
125. Which are the countries considered to be the world's five major emerging economies; also collectively known as the 'BRICS' countries ?  
 (1) Brazil, Russia, India, China and South Africa  
 (2) Brazil, Russia, India, China and Singapore  
 (3) Belgium, Romania, India, China and Sri Lanka  
 (4) Brazil, Russia, Italy, Canada and South Africa
126. The Kaziranga National Park, internationally famous for the one-horned Rhino, is in  
 (1) Uttar Pradesh (2) West Bengal (3) Sikkim (4) Assam
127. What is the expansion of the term WAN in computer terminology ?  
 (1) Wide Area Network (2) Wide Angle Network  
 (3) Word Application Network (4) Word Application Node
128. Who is heading the committee to tackle the menace of black money in India ?  
 (1) Chairman, CBDT (2) Director, ED  
 (3) DG, DRI (4) DG, Currency
129. Cyrus P. Mistry's name was recently in the news for being chosen to head which of the following business conglomerates ?  
 (1) Reliance group (2) Shapoorji Pallonji group  
 (3) Tata Sons (4) Birla group
130. What is the name of the vaccine developed recently to cure Alzheimer's disease ?  
 (1) Rotavirus (2) Bapineuzumab (3) Meningococcal (4) H P V
131. The supreme commander of the Indian armed forces is  
 (1) the Chief of Army Staff  
 (2) the Prime Minister of India  
 (3) the President of India  
 (4) the Chiefs of Army, Navy and Air Force jointly
132. UN has how many principal organs ?  
 (1) 6 (2) 8 (3) 10 (4) 12
133. Which leading Indian textile company has recently changed its logo to depict free flowing fabric ?  
 (1) NTC (2) Reliance Textiles (3) Bombay Dyeing (4) Dinesh Suitings
134. 'Arrow' is a leading international brand of \_\_\_\_\_ brought to India in 1993 by Arvind group.  
 (1) Shoes (2) Ties (3) Shirts (4) Jeans
135. "Dressing Up New India" is the tag line of which leading Indian textile brand ?  
 (1) Reliance (2) Raymond (3) NTC (4) None of these



136. Monte Carlo is a leading Indian brand of  
 (1) Winterwear and apparels (2) Casualwear only  
 (3) Formalwear only (4) Fashion accessories
137. MYCK is a leading Indian made brand of  
 (1) jewellery (2) cosmetics (3) home furnishings (4) watches
138. Ulysse Nardin is a premium brand of watches from which country ?  
 (1) USA (2) Switzerland (3) Germany (4) Sweden
139. Formula One car racing event was held in India for the first time in 2011, in  
 (1) New Delhi (2) Greater Noida (3) Sholavaram (4) None of these
140. Which of the following Indian film stars is a brand ambassador for premium wristwatch brand Longines ?  
 (1) Aishwarya Rai (2) Sushmita Sen (3) Lara Dutta (4) Esha Deol
141. Neena Haridas is the Editor of the Indian edition of which one of the following fashion & lifestyle magazines ?  
 (1) Cosmopolitan (2) Marie Claire (3) Elle (4) None of these
142. Nakshatra Diamond Jewellery brand is endorsed by which of the following leading Indian film stars ?  
 (1) Katrina Kaif (2) Sonam Kapoor (3) Deepika Padukone (4) None of these
143. Who is the current Chairman of the Planning Commission of India ?  
 (1) Montek Singh Ahluwalia (2) Manmohan Singh  
 (3) Pranab Mukherjee (4) None of these
144. Which is the world's largest online retailing company ?  
 (1) Walmart.com (2) Amazon.com (3) Rediff.com (4) Wikipedia.org
145. The term 'tap out' is used in which sport ?  
 (1) Wrestling (2) Baseball (3) Football (4) Gymnastics
146. Which one of the following brands was the title sponsor of India Fashion Week pageant organized by Fashion Design Council of India in October 2011 ?  
 (1) Lakme (2) Wills Lifestyle (3) Raymond (4) Allen Solly
147. The Delhi-Mumbai Industrial Corridor is a 1,483 km project running through seven states including which of the following ?  
 (1) UP – Haryana – Rajasthan – Gujarat – MP  
 (2) UP – Uttarakhand – Rajasthan – Gujarat – MP  
 (3) UP – Uttarakhand – Punjab – Rajasthan – Gujarat  
 (4) UP – Haryana – Rajasthan – Punjab – Gujarat
148. Who won the top prize money of ₹ 5 crore on the TV game show "Kaun Banega Crorepati" hosted by the famous filmstar Amitabh Bachchan?  
 (1) Narendra Kumar (2) Sushant Kumar (3) Sushil Kumar (4) Sushil Nand
149. The longest train journey in India is between  
 (1) Trivandrum - Jammu Tawi (2) Dibrugarh - Chennai  
 (3) Mumbai - Kolkata (4) Kanyakumari - Dibrugarh
150. Name the film about Mark Zuckerberg's popular social networking site 'Facebook,' that won four awards at the 2011 Golden Globe Awards ceremony ?  
 (1) The Facebook (2) The Social Network  
 (3) The Twitter Network (4) The Linked In