

**POST GRADUATE PROGRAMME IN FASHION MANAGEMENT  
PAPER-II – MANAGERIAL ABILITY TEST**

**Time Allowed: 2 Hours**

**Max. Marks: 120**

**Total Questions: 120**

It is a test to judge the managerial effectiveness and inter personnel skills of the candidates. This test comprises various sub tests as given below:

- (1) Vikalp (Case Study)
- (2) Business Management Test
- (3) Logical Ability Test
  - (i) This paper contains 120 questions of one mark each.
  - (ii) Answers are required to be marked only on the OMR/ICR Answer-Sheet, which shall be provided separately
  - (iii) For each question, four alternative answers have been provided out of which only one is correct. Darken the appropriate circle in the Answer-Sheet by using Ball Pen only on the best alternative amongst (a), (b), (c) or (d)

**Directions (Q. Nos. 1-6):** Study the situation given below to answer these questions.

The Super Mart is a new departmental store inaugurated only last year in a fast upcoming upper – middle class colony in south Delhi. The colony has been attracting investments from builders, government establishments as well as private house owners. A double income couple with one – two children would be very comfortable staying in this type of locality. It is being said that this place will be one of the best affording and highly congested but comfortable localities of Delhi a few years from now.

Two kilometers away is the Modern Mart, the all-famous departmental store, known for having the top class politicians, cine stars, fashion designers and cream of business men on their customer list. It is said that whenever Amitabh Bachchan or Madhuri Dixit has to buy anything on a trip to Delhi, this is the place. Almost every big manufacturer of the country considers it as a matter of pride to be a supplier to the modern mart. Because of factors of such crucial business importance; the supplies are purchased by the store in bulk and all these get them heavy discounts on their purchases. Pricing is too good to be beaten by any ordinary shopkeeper even on the roadside. The Super Mart has not been able to decide about the: -

- Product Profile
- Pricing Strategy
- Customer Profile

Considering that Super Mart is being started by an NRI with tremendous financial strength and has got a plot of 2000 square meters all available to it, wishes to make itself a world class departmental store and super market.

1. The opportunities available to super mart are:-
  - (a) The financial strength
  - (b) the plot of land
  - (c) The prospect of large population with capacity to buy
  - (d) Location
2. What are the strengths of modern mart?
  - I. Its clientele
  - II. The product range
  - III. It's pricing strategy
  - (a) I only
  - (b) II only
  - (c) I & III
  - (d) II & III
3. If you were to catch the attention of the population what will be the theme of your ad – campaign
  - (a) Larger land area of the store
  - (b) Proximity to the colony
  - (c) Upper middle class positioning & pricing
  - (d) Celebrities on the customer list
4. With the strengths it has, Super Mart would be better off if it positions itself as a:
  - (a) Departmental store
  - (b) Super market
  - (c) Can't say
  - (d) None of these
5. What could be the possible threat to Modern Mart?
  - (a) Financial strength of Super Mart
  - (b) Population of the colony
  - (c) High profile of the Modern Mart not suitable to the upper-middle class
  - (d) None of these
6. One strength, which could be exploited unmistakably in favour of Super Mart, is
  - (a) The financial strength
  - (b) The NRI connection
  - (c) The free coupons to cine stars
  - (d) None of these

**Directions (Q. Nos. 7-11):** Study the situation given below to answer these questions.

In 2001, Marico industries' worst nightmare is coming true. At the beginning of the decade, the marketer had woken up to a disquieting fact. Over 70% of its turnover and profits come from a single brand: parachute coconut oil while parachute was the clear market leader, all that could change easily if any rival with deep pockets launched a serious assault. And if that happened, Marico industries would be in big trouble.

Today that is exactly what is happening. Hindustan Lever is planning the launch of its own coconut oil brand. And the Rs. 290 crore Marico has to defend its flagship brand from the attack of the biggest and most aggressive consumer products marketer in the country.

It was not as if Marico hadn't taken any steps to reduce its over whelming dependence on parachute where it first realized the danger. It had taken steps to revamp its oil brand, Saffola. It had launched another edible oil brand Sweekar made from sunflower oil. And it had launched Hair & Care, a non-sticky hair oil brand & Revive, an instant starch. Marico had also taken over the Sil range of jams from its sister company Kenmoor foods, in 1993 .

And by all accounts, it crafted excellent marketing strategies is build up these brands. But for all that, Marico is still in a tight spot today – because parachute continues to account for nearly 60% of its turnover & the bulk of its profits.

Today, Marico's report card for the rest of its brands reads like this:- Parachute & Saffola are profit makers, with bulk of profits coming from the former. Sweekar and Hair & Care are expected to break even this year. But the Sil range & Revive have at least 3 years to go before they start making any money.

7. What was wrong business decision by Marico Industries?  
(a) Its dependence on Parachute (b) Getting into Sil  
(c) Getting into Sweekar (d) None of these.
8. The future of Sil & Revive is:-  
(a) Certain (b) Uncertain  
(c) Not going to save the Marico (d) None of these
9. As on date, who owns Sil?  
(a) Hindustan Levers Ltd. (b) Marico Industries  
(c) Kanmoor foods (d) None of these
10. If you want to comment on the business decision of Marico, what will be your remark?  
(a) Marico made lot of marketing mistakes (b) Marico chose the wrong market  
(c) Marico entered selling & not trading (d) None of these
11. The present scenario is that: -  
(a) HLL has already launched its coconut oil (b) HLL is planning to launch its coconut oil  
(c) Hair & Care is considered to be a good alternative to Parachute (d)None of these

**Directions (Q. Nos. 12-20):** Study the situation given below to answer these questions.

The great challenge to public health services in economically poor countries like India lies in providing primary health care to satisfy the minimum health needs of rural population. Assistance from advance nations, however, has often adversely influenced the development of health services because most aid programmes do not recognize the priorities involved in the health needs of developing countries.

Assistance programmes, with concern for visibility, not infrequently include spectacular but ill-adapted showpieces such as large hospitals, advanced technical apparatus, and specialized training in clinical medicine and surgery. In promoting such complicated and expensive projects, outside aid programmes dissipate local resources and skilled manpower and perpetuate the dependency of poorer nations on the advanced nations. Developing countries basically need to improve their sanitary systems, provide for adequate nutrition, and immunize their people against communicable diseases. Experience has shown those even programmes only partially meeting these need results in a dramatic reduction of infant mortality and an increase in life expectancy.

A crucial factor for the success of such programmes is the ability to provide large numbers of minimally trained individuals who can mobilize the self-help capacities of the people themselves and who can maximize the benefits of whatever health resources are available. A pyramidal structure with a wide base of minimally trained workers, covering even remote rural areas, with referral of more serious cases to

progressively more complex medical institutions leading to an apex of highly specialized medical and surgical facilities, would provide the health care system most appropriate to developing countries.

In training physicians from the developing countries, the major error has been the insistence on level competence and areas of study relevant to the advanced countries. Both the medical schools and the authorities of the countries that provide such training have failed to recognize that advanced countries have medical needs markedly different from those of developing countries. This has led to significant loss of physicians in developing countries because of the frustrations highly skilled physicians feel upon returning to countries that are unable economically or organizationally to satisfy their misplaced expectations. The answer surely lies in promoting medical education in the developing countries which is appropriate to the priorities and essential needs of those countries.

12. The author uses the image of a pyramid to suggest that
  - (a) The financial aid sent to developing countries is not disturbed evenly.
  - (b) The ratio of large, complex facilities to small clinics in developing countries is very rich.
  - (c) A small number of administrators can control a large number of medical programmes.
  - (d) The number of highly specialized physicians needed in developing countries is  
Relatively small.
13. According to the passage, a successful medical system in a developing country will have a large number of
  - (a) Physicians specializing in urban diseases.
  - (b) Men or women with limited medical training.
  - (c) Administrators with experience in managing hospitals and clinics.
  - (d) Dentists specializing in oral surgery.
14. The author condemns complex medical assistance programmes for developing countries because they are
  - (a) Expensive and limit the number of countries that can receive such programmes
  - (b) Wasteful and prolong the developing countries' reliance on external resources.
  - (c) Corrupt and permit the donating country to exploit the developing country
  - (d) Extravagant and exhaust the financial resources of the donating countries.
15. It can be inferred that the author's objective in the passage is to
  - (a) Indict the administrators of large medical schools.
  - (b) Advocate reform of the medical education systems of developing countries.
  - (c) Undermine suggestions that a country's resources should be used for political rather than medical reform.
  - (d) Urge that all citizens in developing countries be provided with minimal medical assistance.
16. According to the passage, the developing countries
  - (a) Don't need medical assistance from advance countries
  - (b) Need specialized and highly professional medical experts to cure its diseases
  - (c) Needs to improve upon its sanitary system, provide nutrition and immunize people
  - (d) Needs to increase its expenditure on medical concerns.
17. There is a significance loss of Physicists in developing countries because:
  - (a) They are natives of foreign lands
  - (b) They cannot cure people of the developing countries of their diseases
  - (c) They are not qualified enough according to the medical requirements and demands of a  
Developing country
  - (d) They are frustrated due to misplaced expectations.
18. The public health of a developing country depends upon, according to the passage
  - (a) The level of production and consumption of medicines in the country
  - (b) The provision of primary health care to satisfy the minimum health needs of the population.
  - (c) The provision of primary health care to satisfy the minimum health needs of the rural population.
  - (d) The provision of primary health care to satisfy the minimum health needs of the urban population.
19. The last paragraph presents the idea that
  - (a) There should be a justified relationship between the training programme and the work assigned for Job satisfaction

- (b) Improper training leads to frustration
  - (c) Developing countries will keep on losing physicist.
  - (d) Expectations should be based on some rational basis.
20. While designing/promoting medical education
- (a) The widespread diseases of the country should be considered and prioritized for creating awareness
  - (b) Sanitary system should be given priority.
  - (c) Essential needs in terms of resources and call of the hour should be prioritized
  - (d) None of the above

**Directions (Q. Nos. 21-30):** Study the situation given below to answer these questions.

Dad is back. Dow Chemical announced in mid December that it was booting its CEO, who has been in the job just 25 months, and bringing back Bill Stavropolous, the previous CEO. That's mildly interesting on its own, but this occurrence is very far from being on its own. Bringing back the CEO has moved beyond a trend and has become a phenomenon.

You have seen it happening. Jamie Houghton comes back to run Corning. Larry Bossidy comes back to run Honeywell. Len Hadley returns to run Maytag. Ted Waitt comes back to run Gateway. Before that returnees included Henry Schact at Lucent, Paul Allaire at Xerox, David Johnson at Campbell Soup, William Sovey at Newell Rubbermaid, and David Jones at Humana. And let's not forget Steve Jobs coming back to Apple. All in just the few past years, and all following the same pattern: The successor of a successful CEO flames out, and the retiree's phone rings with an invitation to retake the controls.

The corporate press release always casts this news in the driest, most euphemistic prose, but don't be fooled. This is profound stuff. It goes to the deepest roots of our culture. There is a natural order, right? Dad is in charge, and then the day comes when dad steps aside and the junior takes over. Except in these cases he blows it! He wastes his patrimony. Junior assumes the mantle, but he fails to become the new DAD. Oedipus gets into the famous duel with his father—but then screws it up! He does not kill the guy. The Old Dad marches on.

The problem crops up more often now for reasons of pure economics. The pressure to make the stock go up is really stronger than it used to be. Most US equities are now held in the hands of professional money managers rather than the individuals, and the pros and cons are a lot more demanding. They will just as CEOs complain, sell your stock in a heartbeat, if they don't like its prospects.

But why are so many boards bringing back the old man? They will tell you it's because they need someone who knows where the levers are, someone who can take action tomorrow to start fixing the problems.

But there's more. They do it because it's comfortable. It feels good. It's a retreat into the fantasy that the world isn't changing so fast. Bringing back the old CEO represents a double failure: not choosing the right successor in the first place, and then not having a qualified replacement available. In that awful situation everybody could use a dose of relief. Employees typically love when Dad returns. At Lucent they gave Henry Schact a standing ovation. The good old days are back!

Except they usually aren't. Shares of Lucent and Gateway are now far lower than when their CEOs returned. We all know that the good old days can never come back, so it's just a matter of how long does the board takes to face reality. At some companies they face it quickly, maybe even immediately.

Facing a harsher judging, faster moving a new world isn't easy for anyone. This recent rash of Dad recalls, is an understandable reaction by companies that weren't that ready. They are seeking a final taste of the secure world they knew so well before plunging fully into the world we are all trying to figure out. That's fine as long as they realize the warm feeling is false. Until they get a new Dad, or Mom, they are going nowhere.

21. Why are old CEOs being brought back.
- (a) They are experienced
  - (b) they know where the strategies lies
  - (c) They can take immediate action to fix problems.
  - (d) They are well read.
22. According to the passage, most US equities are held by
- (a) Professional money managers.
  - (b) Individuals
  - (c) Workers
  - (d) All of these
23. Bringing back the old CEO represents double failure because
- a) Of not choosing the right successor and not having a qualified replacement.
  - b) Old CEOs cannot work for long hours and have slow reflexes.

- c) Old CEOs do not welcome new ideas and use old techniques and theories.  
d) Both (b) and (c)
24. Find the correct match  
 a) Bill Stavropolous 1) Cornign  
 b) Jamie Houghton 2) Apple  
 c) Ted Waitt 3) Dow Chemical  
 d) Steve Jobs 4) Gateway  
 (a) 1-A 2-B 3-C 4-D (b) 1-B 2-C 3-D 4-A (c) 1-C 2-C 3-D 4-B (d) 1-B 2-D 3-A
- 4-C
25. The phrase Dad recalls means  
 (a) Recalling your dad's face (b) Dad calls you up again  
 (c) The CEO of a company takes position of its dad.  
 (d) The previous CEO is called back to take charge of the situation
26. The word euphemistic means  
 (a) Expressing a harsh fact in a milder tone (b) Melodious and sweet to the ears.  
 (c) Trying to conceal a fact. (d) None of the above.
27. 'Oedipus' refers to  
 (a) The new CEO (b) The old CEO  
 (c) A mythical Greek character (d) Someone belonging to the clan of Octopus
28. According to the passage, why are the new CEOs being fired so quickly?  
 (a) They take time in adapting to the new position and responsibilities  
 (b) They are corrupt and misuse the resources  
 (c) The value of the company's stocks fluctuates with their selection and the market is extremely volatile  
 (d) Both a and b
29. As implicit in the passage, the professional money managers  
 (a) Are heartless and indifferent to the fortunes of a company  
 (b) Are hardcore professionals whose aim is to mint money  
 (c) Affect the fortunes of a company in an indirect manner  
 (d) All of the above.
30. The theme of the passage is  
 (a) Preceding CEOs are more valuable to a company than their successors  
 (b) The future of a company depends solely upon its CEOs  
 (c) When in trouble, call the good old Dad (d) None of the above
31. Which one out of these, is not considered as fashion capital of the world?  
 (a) Paris (b) Melbourne (c) Tokyo (d) Chicago
32. With which fashion capital you would associate "very oriental clothing with experimentation in terms of textile and stitching" ?  
 (a) Tokyo (b) Melbourne (c) London (d) New York
33. Which fashion capital prefers 'a very tom boyish, traveler look' ?  
 (a) New York (b) Melbourne (c) Paris (d) Milan
34. Where the classic styles and colors like dark brown, black, whites are preferred?  
 (a) New York (b) London (c) Milan (d) Tokyo
35. Who is considered as father of fashion?  
 (a) Adrein Gautier (b) Charles Fredrick Worth (c) Harris Morphone  
 (a) Nicholas Phillip
36. What is the full form of FDCI?  
 (a) Fashion Designers Committee (b) Fashion Design Council of India  
 (c) Fashion Design Collection for India (d) Fashion Design Confederation of India
37. Which Indian Designers won the Whirlpool Women Award for 2004?  
 (a) Ritu Beri (b) Rina Dhaka (c) Anamika Khanna (d) Ritu Kumar

38. Who is the only Indian fashion designer who had a fashion show at London's Madame Tussaud's museum?  
 (a) Ritu kumar (b) Ritu Beri (c) J Valaya (d) Satya Paul
39. Where does 'Pret' line sells the most with most important thing whether the outfit is comfortable or not?  
 (a) New York (b) Paris (c) Tokyo (d) London
40. Who took over the house of Chanel in 1983, 12 years after the death of Coco Chanel?  
 (a) Giorgio Armani (b) Karl Lagerfeld (c) Tom Ford (d) Versace
41. Who was conferred Knighthood in recognition for his contributions to the WWW (World Wide Web)?  
 (a) Bill Gates (b) Lou Gerstner (c) Larry Elisson (d) Tim Berners Lee
42. The brand Dandi Salt belongs to which group?  
 (a) Kunwar Ajay (b) ITC (c) HLL (d) Bunge
43. When a doctor by the name John Stythe Pemberton mixed up a concoction of medicinal syrup in May in 1886, which company was about to be born?  
 (a) Pepsi (b) Coke (c) Budweiser (d) Pfizer
44. Before Microsoft, Bill Gates and Paul Allen had floated another company. What was it called?  
 (a) Tericon Data Systems (b) Xensys (c) Traf-O-Data (d) Data systems
45. Since 1946, this company has been a leading food brand. Its ad campaign is as famous as it is and is set to enter the Guinness Book of World Records as the longest running ad campaign. The company's name means 'priceless'. Name the company.  
 (a) Nestle (b) Amul (c) Del Monte (d) Cadbury
46. Which newspaper advertisement claims it is UN-Putdownnable?  
 (a) Deccan Herald (b) Hindu (c) Telegraph (d) The Indian Express
47. Which management consultancy did Tom Peters work in when he co-authored In Search of Excellence?  
 (a) Mckinsey and Co. (b) Citibank (c) Lehmann Brothers (d) Accenture
48. Buttonwood Agreement established the: Securities and Exchange Commission  
 (a) NASDAQ (b) New York Stock Exchange (c) IMF (d) None of these
49. Tiger Airways belongs to which country?  
 (a) Singapore (b) Iraq (c) Indonesia (d) Thailand
50. In January 2003, the US Supreme Court delivered a historic judgement, giving a 20 year copyright extension to a well-known comic character. Name it.  
 (a) Tin Tin (b) Mickey Mouse (c) Donald Duck (d) Garfield
51. The wife of which Industrialist would you associate with the fashion magazine Gladrags?  
 (a) Nusli Wadia (b) Mukesh Ambani (c) Anand Mahindra (d) Harsh Goenka
52. Who was heading the Empowered Committee of Finance Ministers for the implementation of VAT?  
 (a) Mr. Oomen Chandy (b) Mr. Gulab Singh (c) Mr. Asim Das Gupta (d) Mr. Rossiah
53. You would associate the Textile Revitalization Act with which country?  
 (a) U.K. (b)U.S. (c)Italy (d)Germany
54. Elaborate AGOA?  
 (a) Andaman Growth and Opportunity Act (b)America Growth and Opportunity Act  
 (b) African Growth and Opportunity Act (d)Association for Growth and Opportunities in Africa
55. With which Italian Textiles and Clothing Company would you associate Hugo Boss and Valentino brands?  
 a) Otto (b) Sulzer (c) Mainetti (d) Treutzhler
56. What is the name of the retail initiative by Titan for clearing factory surpluses?  
 (a) The Value House (b) House of Discounts (c)Value by Titan (d) Value Mart
57. Who is the President of RPG Retail?

- (a) Mr. Harsh Goenka      (b) Mr. Harsh Bahadur      (c) Mr. Sanjeev Goenka      (d) Mr. Raghu Pillai
58. Which designer would you associate the mid-priced prêt line Le Spice?  
 (a) Suneet Verma      (b) Rocky S      (c) Reena Dhaka      (d) Manish Malhotra
59. Which Indian company has the Germany Textile company Zimmer AG tied up for a polyester plant in Butibori in Maharashtra?  
 (a) Reliance Textiles      (b) Raymonds  
 (c) Vardhaman Group      (d) Indo Rama Synthetics
60. Which is the largest Cotton producing state in India?  
 (a) Andhra Pradesh      (b) Gujarat      (c) Maharashtra      (d) Tamil Nadu

**Directions (Q. Nos. 61–65):** In these questions, a matrix of certain characters is given. These characters follow a certain trend, row wise or column wise. Choose the missing character from the given alternatives.

61.

5	6	7
3	4	5
9	10	11
345	460	?

- (a) 535      (b) 577      (c) 755      (d) 775

62.

6	6	8
5	7	5
4	3	?
120	126	320

- (a) 4      (b) 8      (c) 12      (d) 16

63.

BD <sub>3</sub>	CE <sub>5</sub>	DF <sub>15</sub>
EG <sub>2</sub>	FH <sub>4</sub>	GI <sub>8</sub>
HJ <sub>4</sub>	IK <sub>6</sub>	?

- (a) JL<sub>24</sub>      (b) IJ<sub>18</sub>      (c) JK<sub>18</sub>      (d) JL<sub>12</sub>

64.

3	4	5
3	7	12
3	?	22

- (a) 11      (b) 10      (c) 9      (d) 8

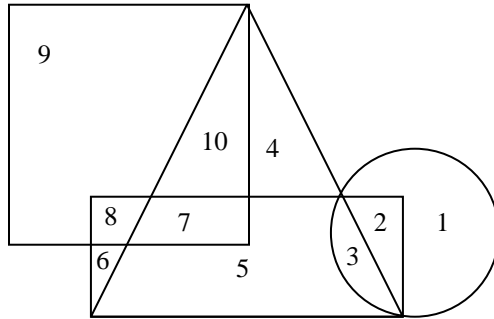
65.

B	G	N
D	J	R
G	N	?

- (a) 11      (b) 10      (c) 9      (d) 8

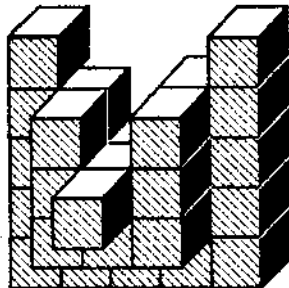
**Questions (66-70):** Study the following figure and answer the questions below it.

In the following figure, the triangle represents honest persons, the circle represents officers, the square represents businessmen and the rectangle represents our countrymen in foreign countries.

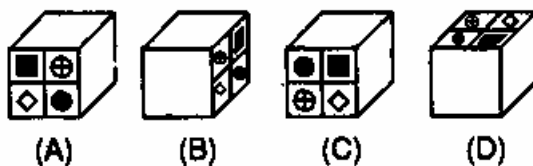


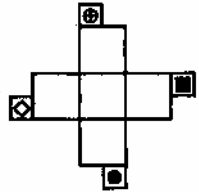
66. Which number represents our countrymen who are neither businessmen nor officers, but are living in foreign countries and are not honest?
- (a) 6                                      (b) 2                                      (c) 5                                      (d) 8
67. Which number represents businessmen who are working in foreign countries?
- (a) 1                                      (b) 8                                      (c) 10                                      (d) 4
68. Which number represents honest officers in foreign countries?
- (a) 3                                      (b) 4                                      (c) 2                                      (d) 5
69. Which number represents the officers who are our countrymen, living in foreign countries neither honest nor businessmen?
- (a) 4                                      (b) 3                                      (c) 2                                      (d) 5
70. Which number represents the businessmen who are dishonest and our countrymen not living in foreign countries?
- (a) 4                                      (b) 3                                      (c) 2                                      (d) 9

71. Count the number of cubes in the figure that follows.



- (a) 25                                      (b) 30                                      (c) 32                                      (d) 34
72. A figure is given on the left side is folded to form a box. Choose amongst the alternatives (a), (b), (c) and (d), the boxes that are similar to the box formed.





- only (a) A and B only (b) B only (c) B and C only (d) A, B and D

73. In the following figure, find which number is opposite to 3?



(i)



(ii)



(iii)

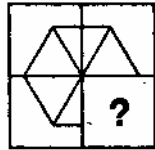


(iv)

- (a) 2 (b) 3 (c) 4 (d) 6

**Direction for Q. Nos. 74-75:** In the following figures, there is a problem figure called X. choose the correct answer among the choices given, which best fits in the blank space provided.

74.



(x)



(a)



(b)

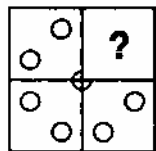


(c)



(d)

75.



(x)



(a)



(b)



(c)



(d)

**Direction (76-79).** Study the series given below and answer the questions.

3527143617325142472365325

76. How many 2s have 5 as their immediate neighbours?  
 (a) 2 (b) 3 (c) 4 (d) None of these
77. If all the alternate numbers starting from 3 were added together and the sum of the remaining numbers was subtracted from the set, the result would be:  
 (a) 3 (b) -7 (c) 1 (d) None of these
78. How many sets of three numbers add up to 10? One number may be used more than once.  
 (a) 6 (b) 7 (c) 8 (d) None of these
79. How many numbers are followed by their usual next or preceding numbers?



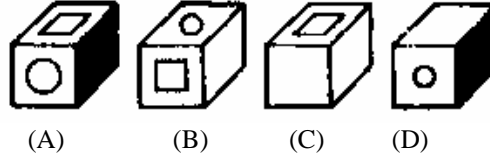
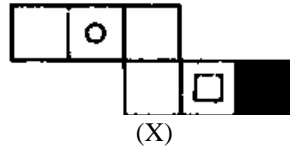
(a) 64

(b) 66

(c) 68

(d) 70

86. The figure (X) given on the left side is folded to form a box. Choose amongst the alternatives (a), (b), (c) and (d), the boxes that are similar to the box formed.



(a) A and B only

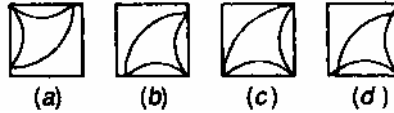
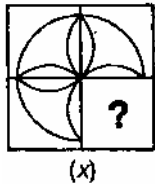
(b) B, C and D only

(c) D only

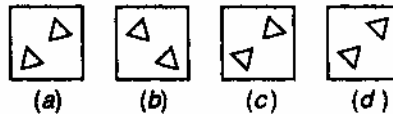
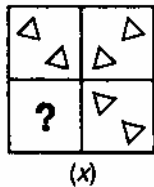
(d) C and D only

**Direction for Q. Nos. 87-88:** In the following figures, there is a problem figure called X. choose the correct answer among the choices given, which best fits in the blank space provided.

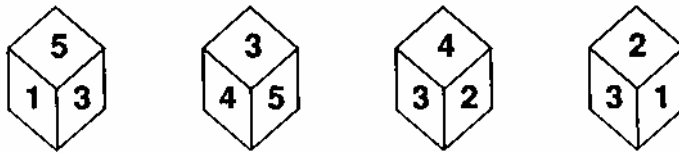
87.



88.



89. In the following figure, find which number is opposite to 4?



(a) 1

(b) 2

(c) 5

(d) 6

**Directions for Q. Nos. 90-94:** Read the following statements carefully and answer the questions based on this information.

Five students Sumedha, Jubeda, Sumit, Kishu and Deepika apply for admission to management courses MBAFT, MCM, MFC, MCA and MIB. Sumedha makes it to MBAFT and MIB. Jubeda gets calls for MCM and MCA. Sumit gets admissions in MBAFT and MIB. Kishu has made it to MCM, MFC, MCA as well as MIB. Only Deepika could not make it to more than one course and it is also said that every course offered admission to at least two students in this group.

It is also known that the university has certain preferences while deciding on admissions. The admission panel of:

- MBAFT emphasises more on English Comprehension.
- MCM stresses more on comfort at Quantitative Aptitude.
- MFC lays more importance on Business Reasoning.
- MCA offers admissions to students who are good at General Awareness.
- MIB considers Data Analysis as most important.

90. The subject in which the highest number of students feel very comfortable:

- (a) Quantitative Aptitude (b) Business Reasoning  
(c) Data Analysis (d) None of these
91. A student who is good at Quantitative Aptitude as well as Business Reasoning:  
(a) Sumedha (b) Both Sumedha & Jubeda  
(c) Both Sumedha & Sumit (d) Kishu
92. Which of the following is very good at English Comprehension:  
(a) Sumedha alone (b) Both Sumedha & Jubeda  
(c) Both Sumedha & Sumit (d) None of them
93. The student who is good at highest number of subjects:  
(a) Sumedha (b) Jubeda (c) Sumit (d) None of them
94. Where did Deepika get the admission?  
(a) MCM (b) MFC (c) MCA (d) MIB

**Directions for Q. Nos. 95-99:** Each of these questions consists of a question and two statements labelled I and II. You are to decide whether the data given in the statements are sufficient to answer the question or not. Using the data and your knowledge of everyday facts, make the appropriate choice from A to D as per the following guidelines. Mark:

- (a) If statement I alone is sufficient to answer the question asked.  
(b) If statement II alone is sufficient to answer the question asked.  
(c) If both statements I and II together are sufficient to answer the question asked, but neither statement alone is sufficient.  
(d) If both statements I and II together are not sufficient to answer the question asked and additional data are required.
95. What is the value of  $a + b + c$ ?  
I.  $abc = 0$ . II.  $a + 6 = 4$ .
96. How far has Ram gone?  
I. He started at 8.00 a.m. II. He walks at 12 km/hr.
97. What is the area of the lawn?  
I. The total plot is 250 sq. m. II. The construction is on 73% of the plot.
98. What is the value of  $x$ .  
I.  $x$  is a two-digit number. II.  $x$  is two times the sum of its digits minus 5.
99. If  $y$  and  $z$  are whole numbers greater than zero, then what is the value of  $y$ ?  
I.  $y + z = 2$ . II.  $y - z = 4$ .

**Directions (Q. Nos. 100–120)**

Following are a list of 21 questions with 4 alternatives each. Choose the correct/best alternative.

100. You are in the middle of watching a movie in a theatre. The lights go out and there is panic everywhere. May be there is a fire somewhere. You would  
(A) try to save your skin by running away (b) be seated and wait  
(c) try to calm down people and help them find a way out (d) cry at the pitch of your voice
101. The teacher has given the class an assignment to complete. You  
(a) ensure you do a good job within the time limit (b) complete it to the best of your ability  
(c) want to be the first to finish it (d) decide to do it at your own convenience
102. You have an important meeting with a client and are forced to wear gaudy clothes. Upon meeting the client you would  
(a) apologize to him for wearing gaudy clothes  
(b) tell your client that before the meeting you were dressed gaudily  
(c) ask him if you look smart enough  
(d) not talk about your clothes but carry on business as usual
103. There are 19 people in your class. The teacher asks everyone to form pairs for a quiz contest. You are left out. You would  
(a) cry because no one paired up with you (b) laugh because you don't have a partner  
(c) request the teacher to let you organize the quiz (d) leave the decision to the master
104. You are driving on the highway and see an accident. The car driver is seriously injured and the truck driver, who hit him, has run away. You would

- (a) ask for help from passersby (b) drive away from the accident site  
(c) take the victim to the hospital in your car (d) sit and pacify the victim
105. You are sitting for an examination and someone in your class is caught copying. The principal asks you whether the person was copying or not. Your reply would be  
(a) I do not know sir. (b) Yes sir! he was copying  
(b) Sir, I do not want to be involved (d) say you were busy writing answers and can't judge
106. In social situations, I always take the initiative to introduce everyone.  
(a) strongly agree (b) strongly disagree  
(c) moderately agree (d) moderately disagree
107. You have done a project, which you think is very good. When you tell your friends about it they give their suggestions and ideas. You  
(a) defend your work (b) think about their suggestions and ask for more ideas  
(d) ignore their ideas and suggestions (d) give reasons for the way you did the project
108. I very often feel low and dejected  
(a) strongly agree (b) strongly disagree  
(c) moderately agree (d) moderately disagree
109. Your class plans to go a day picnic  
(a) you get excited and start planning for it (b) you opt not to go for it  
(c) you try to dissuade others who are going for it (d) you say picnics are a waste of time
110. You are waiting at a traffic signal; the driver behind starts honking and urging you to break the signal. You  
(a) give in to pressure and break the signal (b) ignore the driver behind  
(c) Get down and yell at the driver (d) tell the driver that breaking signal is dangerous
111. You are the second best student of your class. The topper is intelligent and enjoys a good rapport with students and teachers alike. You want to emulate him. You would  
(a) work harder and try to copy him  
(b) work to improve your image in the minds of your teachers  
(c) work harder and follow your own style of studies, without bothering how the topper works  
(d) work harder, have a good rapport with your teachers and classmates and also assimilate the good points of the topper
112. When talking to members of the opposite sex  
(a) I feel confident and uninhibited (b) I am on my guard as to what I say  
(c) I avoid getting into such situations (d) I talk only to members of the same sex
113. I know my goals and ambitions in life and work towards them.  
(a) strongly agree (b) strongly disagree  
(c) moderately agree (d) moderately disagree
114. I often evaluate my behaviour and try to improve upon  
(a) strongly agree (b) strongly disagree  
(c) moderately agree (d) moderate disagree
115. Two persons are discussing something at a party. A third person, a common acquaintance of both joins them. The third person should  
(a) Inquire about the discussions being held prior to his arrival  
(b) Greet them and start a new topic of discussion  
(c) Greet them, feel sorry that he disturbed them and leave the scene  
(d) Greet them, feel sorry that he disturbed them and seek permission to join the discussion.
116. You are hurt badly by certain remarks made at the office about you. You would  
(a) forget and state 'I give a damn' (b) forgive and forget and start afresh  
(c) go to the management and complain (d) pretend nothing has happened
117. You are a successful sales executive, but because of a travelling job you are unable to settle down and have a family. You should  
(a) request your boss to allocate a limited sales territory to you and then you could get married  
(b) persuade your fiancé to accept the circumstances  
(c) quit your job (d) not get married
118. When working on a group project, I make sure to treat all group members as equals

- (a) strongly agree (b) strongly disagree  
(c) moderately agree (d) moderately disagree
119. I like to accomplish tasks that others recognize as requiring skill and effort  
(a) strongly agree (b) strongly disagree  
(c) moderate agree (d) moderately disagree
120. You want to be friends with someone but do not have the courage to go up to him. You would  
(a) introduce yourself to him  
(b) talk through a friend  
(c) try to find some common ground on the basis of which you could talk to him  
(d) decide against becoming friends