# XAT

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# MOCK XAT

**MCT-0004/12**

**Test Booklet No. 7 7 1 6 9 3**

**Time: Part A - 140 min.**
**Part B - 40 min.**

**Name:** _____

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**INSTRUCTIONS**

1. **DO NOT OPEN THIS TEST BOOKLET UNTIL YOU ARE ASKED TO DO SO.**
2. Fill in the information required in the answer sheet. Your test may not be evaluated if the required details are not entered correctly on the answer sheet.
3. Do not seek clarification on any item in the test booklet from anyone including the test invigilator or the centre supervisor. Use your best judgement.
4. This booklet consists of two parts -

   Part A consists of three sections -

   A. Decision Making - 25 questions

   B. English Language Ability and Logical Reasoning - 32 questions and

   C. Quantitative Ability - 28 questions

   Part B consists of two sections -

   A. General Knowledge - 30 questions

   B. Essay

   **According to the information given by XAT authorities, the paper this year will consist of two parts as given above. You do not have to mark the answers to the questions given in Part B of the paper in OMR sheet. Part B of the paper, in the actual test, will be evaluated only by a few colleges. The score obtained in part B of the paper will not be taken into account while calculating percentile scores.** Only part A of the test has to be submitted at the centre. The time to be taken for part A is **140 min.**
5. Questions in each section have been allotted different mark(s), which are indicated on the right hand side of each question. You are expected to maximize scores in each section.
6. **NEGATIVE MARKS (one fourth of the mark(s) allotted for each question) may be deducted for answering incorrectly any particular question.**
7. Failure to follow instructions and examination norms will lead to disqualification.

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**BEST OF LUCK!**

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# Part - A

**Time: 140 mins**

## Section A - Decision Making

**Answer question nos. 1 - 2 on the basis of the following case.**

1. Mr. Ahuja is an executive grade employee of CHEL and had recently been transferred to Delhi. While staying at the temporary accommodation, he had also applied for a permanent house (valid till he got a promotion or a transfer out of the city). Houses were allotted by the company (by the Administrative department, responsible for allotting accommodation to employees) on the basis of seniority and need. Mr. Ahuja was at the top of the list in both categories and he should have received a permanent accommodation within a week of his transfer. Meanwhile, two of his colleagues, junior to him, were allotted houses by the company. Rumour was that these colleagues were close to the Vice-President (Marketing) and had hence been allotted houses out-of-turn. Mr. Ahuja approached the Administrative Department with a complaint but was told that he would have to wait indefinitely until a house fell vacant.

   Which of the following is a suitable course of action for Mr. Ahuja?

   **1.5**

   A. Approach the Human Resources Department and lodge a complaint against the Administrative in-charge.
   B. Ask for a transfer back to the location he had just come from and lodge a complaint against the concerned Vice-President.
   C. Put in his resignation and lodge a complaint with the internal ethics committee.
   D. Lodge a complaint with his superior and the Vice-President (Operations), under whom the functioning of the Administrative Department falls.
   E. Send an anonymous letter to the media stating the details of his complaint.

2. Which of the following, if true, can be a valid reason for the out of turn allotment being sanctioned by the company?

   **1.5**

   A. Strong backing from the employees' bosses
   B. Better performance of the employees who were allotted the houses
   C. A medical issue that required immediate allotment of a house
   D. Rejection of Mr. Ahuja's application due to incorrect information provided
   E. Personal rapport with the officer-in-charge of allotment

**Answer question nos. 3 - 7 on the basis of the information given in the following case.**

Once a household name, Dutch consumer electronics major Rexco has slipped over the years to become an 'also ran'. Its repeated attempts to rekindle its past performance have failed.

In April 2010, when Rexco announced its plan to outsource its TV business to Rideocon Industries, the decision came as no surprise. The five-year pact, under which Rideocon is handling Rexco's TV manufacturing, distribution and sales in India, was aimed at restoring the profitability of the TV business. Rexco was once a dominant player in the segment, with a market share of around 15 per cent in the early 1990s, but business eroded as Korean and

Indian brands grabbed market share. As volumes fell, the company struggled to run its TV factory in Pune efficiently. It took the third-party route to manufacture CRTs and imported LCD screens, but this didn't help. Then the company licensed the unit to Rideocon.

Through the arrangement, Rexco would get royalty income based on turnover. Rideocon's economies of scale in manufacturing and its strong distribution network would help the Rexco brand reach more outlets and reduce the cost per unit.

The downfall of Rexco's consumer business - especially TV - began in the late 1990s. The reasons were beyond the control of the management. The entry of Korean organisations such as **Damsung** and CG started eating into the market share of older players such as Tonida, Rideocon and Rexco. Rexco decided to stick to its usual strategy: relying on technology rather than strengthening distribution and marketing. It didn't want to compete with the Koreans on pricing and thought the superior technology of its products, be it picture or sound quality, would stand out. "We took a conscious decision not to cut prices," says Kris Ramachandran, former CEO of Rexco Electronics, India.

In no time, the strategy flopped. The slow-moving Rexco couldn't sustain its top position and its market share fell to some 3.5 per cent by 1999. After losing its relevance in the consumer business, Rexco did take some steps to address the situation.

In early 2000, it roped in DwC to revamp its consumer products portfolio, set up new processes and overhaul the supply chain. After this, it launched a new range of CRT TVs under the brand name EyeQ. "The idea was to Indianise products to suit local tastes," says Rajeev Karwal, who headed Rexco's consumer electronics division in 1999.

The new sets had 300 channels, as opposed to 60 channels in older ones. High-end plasma TVs were also introduced. "The earlier TVs were more suited for Europeans, who like subtle colours. Indians, on the other hand, have a fondness for saturation and bright colours. The later versions of our TVs focused on targeting this issue," says S. Venkataramani, Non-Executive Director, Rexco India.

"Rexco was strong in innovation, but lacked aggressive marketing," says Karwal. "When I joined Rexco, I brought in fresh blood to challenge internal systems. A country like India requires go-to-market strategies. We tied up with dealers and proved that the technologies of our Korean counterparts are no superior to ours."

Rexco also rejigged its skills portfolio. Its workforce went from more than 11,000 in the early 1990s to around 3,500 by 2005. From six legal entities, it became one legal entity. "The focus was on reshaping the company to ensure sustainable, profitable growth," says Ramachandran. A 2001 survey by ad agency JWT further helped Rexco improve its brand image. Although the brand was iconic in India for several decades with customers associating the transistor radio and incandescent bulbs with the Rexco name, the survey found that people did not associate the brand with high-end technology.

So from 2001 on, most of Rexco's ad campaigns emphasised the advanced features of its products. Gradually, the company reclaimed some lost ground. The TV market share went up to eight per cent in 2002.

Although Rexco sustained its TV market share at around six per cent in the following years, it lost the way when it shifted focus from TVs to low margin products such as DVD players, MP3 players and headphones.

When the consumer electronics and appliances market exploded - it went from Rs 20,000 crore in 2005 to Rs 33,000 crore in 2010 - Rexco's revenues from the consumer business declined - from nearly Rs 1,091 crore in 2005 to Rs 659 crore in 2010. The revenue mix got overhauled. From over 42 per cent of turnover in 2005, the consumer business fell to some 28 per cent in 2010.

According to some senior executives, this was partly because the CRT division was given less importance at a time when the CRT market was growing in India. "Since the parent company exited the CRT industry in 2006, the Indian arm, too, showed little interest in the business, and it affected growth momentum," says A.D.A. Ratnam, President of Rexco India's consumer lifestyle division.

While the consumer business hit a brick wall, exponential growth in the lighting and health care segments kept Rexco going. In lighting, the company has historically been the leader, with a market share of more than 30 per cent - more than twice that of its nearest competitors, Bajaj Electricals, Havells, Wipro Consumer Care and Lighting, and Surya Roshni.

"Whether it's CFL or LED technology, Rexco is a pioneer in bringing lighting solutions to India," says Nirupam Sahay, President of Rexco's lighting division. "We have a big distribution network and reach out to one million electrical and non-electrical outlets."

3. Which of the following would best help explain why Rexco faced a downfall in its consumer business? **1.5**

   A. By refusing to reduce the prices of its products, Rexco sent out incorrect brand perceptions to its consumers.
   B. Despite its technological strengths, the company failed to market its products well, which hurt its brand perception.
   C. The company was not quick on the uptake and had too many process bottlenecks.
   D. Korean majors came with a clear cut entry strategy and were aggressive in retaining market share.
   E. Damsung and CG ate into the market share of three older players including Rexco.

4. Which of the following has not been indicated as a factor that helps gain quick share of the market? **1.5**

   A. Ensuring economies of scales in manufacturing
   B. Setting up a strong distributor network in a quick span of time
   C. Introducing sales promotions and discounts to attract customers
   D. Introducing indianised products to attract the local consumer
   E. Ensuring that a strong brand image and brand value is built in the customer's mind

5. Which of the following, if true, would help explain why Rexco's plan of outsourcing its TV business to Rideocon will not have positive results? **1**

   A. Attrition rates are very high at Rideocon.
   B. Rideocon has a superior distribution network as compared with Rexco.
   C. Rideocon does not have a good reputation on the outsourcing front.
   D. Rideocon has faced management problems in the past.
   E. Rideocon is an organisation known more for its sales strategies than its marketing strategies.

6. Which of the following can be inferred to have been the biggest challenge for Rexco?

**1**

A. Bringing out a marketing strategy that would help challenge the Korean majors
B. Ensuring that losses due to reduction in market share did not adversely affect the employees
C. Rolling out multiple strategies to overcome its problems
D. Reducing the workforce by more than half with no disruption in manufacturing
E. Offering products that would suit the local tastes and the changing times

7. In a comparative analysis of Rexco and Korean companies, which of the following options is correct and should be taken into consideration?

**1**

A. Rexco initially used its global strategy in the Indian market scenario whereas Korean manufacturers used an India specific approach.
B. While Korean brands invested in manufacturing in India, Rexco closed its plants.
C. Rexco gained comparative advantage because of its investment in the CRT business.
D. Rexco's strategy today is to become a leader in health care, and retain its top position in lighting with new technologies such as LED.
E. Rexco concentrated more on diversifying product offerings whereas the Korean manufacturers offered a minimal product line.

**Answer question nos. 8 - 9 on the basis of the information given in the following case.**

When Narendra Modi took over as chief minister of Gujarat in October 2001, he found the state's power situation grim. The Gujarat State Electricity Board, or GSEB, had posted a loss of Rs 2,246 crore for 2000-01, on revenues of Rs 6,280 crore. Interest costs alone were Rs 1,227 crore. Transmission and distribution, or T&D, losses were a substantial 35.27 per cent, and load shedding was frequent. GSEB had no funds to add generation capacity on its own.

Reforming the GSEB, thus, became one of Modi's top priorities. "He feared that a bankrupt power utility could derail his vision for the state," says Saurabh Patel, Gujarat's Industries and Power Minister, then as now. "He knew electricity is crucial for growth."

Modi's first step was to identify a bureaucrat capable of taking on the enormous challenge. He chose Manjula Subramaniam, a Gujarat cadre officer, who had been joint secretary in the prime minister's office from 1993 to 1998, playing a key role in the country's liberalisation, and appointed her Chairperson of GSEB and Principal Secretary, Energy and Power.

Subramaniam quickly realised that GSEB was too large an entity to be managed effectively. But she did not rush into unbundling it. Instead, she initially concentrated on two areas: bolstering the power utility's finances and building employee morale. Discovering that GSEB had secured loans at interest rates of 18 per cent or more, she sought debt restructuring, convincing banks and financial institutions to lower their rates, which resulted in savings of Rs 500 crore in 2002-03.

8. Which of the following courses of action would Subramanian have taken to increase the power generation capacity of the state?

**1.5**

A. Reduce the load on the electricity board by borrowing power from other states.
B. Renegotiate power price agreements already signed with private players.
C. Reduce the power consumption within the state and indulge in power cuts when needed.
D. Bring in partnerships to increase power generation and to ensure funding of new projects.
E. Improve the technology being used by the power station to ensure no wastage and loss of power.

9. Which of the following would not have added to the woes of the power sector in Gujarat?

**1**

A. Leakages in distribution.
B. Power thefts
C. Large power bill arrears
D. Unmetered power supply
E. Lack of awareness

**Answer question nos. 10 - 11 on the basis of the information given in the following case.**

XYZ is a private firm that deals in the manufacture and supply of arms in Israel. The organisation has a strict leave policy as they are short-staffed and in one of the most volatile situations in the world. Recently demand for arms, from the Israeli army, had risen because of tensions between Israel and a military group that represents Palestine. In view of this situation, the organisation had stated (at the beginning of the calendar year) that for the coming year, employees would be granted annual leave of 60 days instead of the usual 90 days. Employees were to be given a monetary compensation for the 30 days leave that they had to forego this year. No employee would be allowed any extra leave unless it was for an emergency. The new leave policy was necessary to ensure that there was no disruption in the work of the organisation. Two personnel from this organisation recently came to the department head as they wanted to request for leave. Both the personnel wanted to proceed on leave for their respective marriages. One personnel was left with 7 days balance leave and another with 17 days balance leave. Both however requested for a month's leave as a special case as they were to get married. Besides, travel time would leave the former with 5 days of actual leave and the latter with 13 days of actual leave. The deputy head of the department also sided with the two personnel stating that they be granted leave for a month.

10 Which of the following is the best decision that the department head can take?

**1**

A. Grant only 7 and 17 days leave respectively to the two personnel.
B. Grant the two personnel leave as requested for a month.
C. Grant leave for a week extra to each of the two employees in addition to their leave balance.
D. Grant 15 days leave to each of the two employees.
E. Grant leave of 20 days to each of the two employees, while reducing the leave balance of two other employees in turn.

11. How best could the department head justify his decision to the rest of the personnel?

**1**

A. Stating that the request for extra leave was for a celebration and not an emergency and hence did not fall within the leave policy of the organisation
B. Stating that the extra leave granted was on compassionate grounds and that the two personnel would be made to work extra hours every week once they joined back work
C. Stating that each employee of the department was to contribute two extra hours of work for one week in order to ensure that no delay in manufacturing took place due to the week's extra leave granted to the two employees
D. Stating that the department would not suffer greatly if leave was given for 15 days to the former (8 extra days) and 15 days to the latter (2 reduced days of leave)
E. Stating that in a matter of consensus, two other employees had volunteered to forego the additional days of leave that was granted to the personnel getting married

**Answer question nos. 12 - 13 on the basis of the information given in the following case.**

The year 2000 could have been decisive. That was when the board of directors at Eicher Motors decided to either shut down or sell off Royal Enfield - the company's Chennai-based motorcycle division, which manufactured the iconic Bullet motorbikes. For all its reputation, the sales of the bike was down to 2,000 units a month against the plant's installed capacity of 6,000; losses had been mounting for years. Though the bikes had diehard followers, there were also frequent complaints about them - of engine seizures, snapping of the accelerator or clutch cables, electrical failures and oil leakages. Many found them too heavy, difficult to maintain, with the gear lever inconveniently positioned and a daunting kick-start.

Just one person stood up to the board, insisting Royal Enfield should get another chance. He was Siddhartha Lal, a third generation member of the Delhi-based Lal family, promoters of the Eicher group of companies. Lal, then 26, was an unabashed Bullet fan: he even rode a Bullet while leading the baraat (procession) to his wedding venue, instead of the traditional horse. "The board agreed to give me a chance," says Lal. "It was not because of its confidence in me, but because the business was doing so badly it could hardly get any worse."

Lal felt Royal Enfield could still be saved. The bike had its reputation, a cult following, an instantly recognisable build, and aspirational value. Changes had to be made to keep up with the times and make the bike more acceptable, and therein lay the problem. Royal Enfield fans liked the bikes exactly the way they had always been. "We needed changes to attract new customers but by doing so risked losing existing ones," says R.L. Ravichandran, whom Lal brought in as CEO in 2005 as part of his revival effort. Ravichandran had earlier worked with both TVS Motor and Bajaj Auto. "We were in a peculiar situation," he adds.

12. Which of the following would be a change in the Royal Enfield that would adversely affect the customer base?

**1**

A. Introducing a new engine with better design and fewer components
B. Altering the position of the gears
C. Changing the design to make the shape of the bike sleek and aerodynamic
D. Improving the overall quality of components used in the bike
E. Improving the engine quality to introduce greater fuel efficiency

13. Which of the following best sums up the challenge that Royal Enfield faced in 2000?

**1**

A. Changing consumer perceptions so that new customers could be attracted
B. Not compromising the individuality of the bike
C. Maintaining the cult following of the bike
D. Expanding the market segment of the Royal Enfield to include the leisure segment
E. Modernising the bikes without taking away their unique identity

**Answer question nos. 14 - 15 on the basis of the information given in the following case.**

Sarah has recently been hired as a creative director at one of the most sought after agencies in the country. It is her dream job. She is leading an award winning team that is working on the agency's largest and most lucrative account—a world renowned women's fashion brand. Her team is currently under a great deal of pressure to prepare a dynamite campaign for a new product introduction—a new line of fashion for teenage girls. Since sales of its flagship women's fashion brand have been stagnant, the client believes that this campaign is crucial to the continued viability of its business. Furthermore, the client has hinted that if the campaign is not an unqualified success (that is, truly sensational), then the entire account will go out for competitive bidding, and a new agency will likely be selected. Sarah is eager for the team to continue its winning record under her leadership, and she knows that losing this account would be devastating to the agency.

However, an issue related to the campaign has begun to concern her. Specifically, the models selected for the campaign are young and exceedingly thin. Sarah recently has read some research regarding the negative effects that ultra thin female images in the media can have on teenage girls and their conceptions of beauty, and she feels uncomfortable about the images of beauty portrayed in the campaign. When she questioned one of her staff about this, he told her that the client liked this type of model, which had been used in its previous campaigns, and that it was the client's prerogative to use any type of model he wanted. Sarah knows that any questions that she raises could have negative effects on her staff. Since she is new, Sarah very much wants to win the respect and confidence of her team. She does not want to tinker with the team's winning formula, and she does not want to do anything to constrain their creativity.

14. Which of the following is the best course of action for Sarah?

**1**

A. Sarah should control her misgivings and continue to prepare the campaign according to the client brief.
B. Since the average teenage girl is thin, the use of young and extremely thin models is perfect for the campaign; Sarah should follow the client brief.
C. Sarah should take her team into confidence and ask them to go against the client brief and prepare a campaign that takes away the focus from the models and keeps it on the garments.
D. Sarah should approach the client and make them aware of the dangers of sending an unhealthy message to young and impressionable teenage girls.
E. Sarah should subtly convince the client and her team to create a campaign that maintains the focus on the garments and not on the models.

15. The campaign was released a week ago and despite the best efforts from Sarah and the team, it receives an initial lukewarm response. How should Sarah justify the response to the client?

**1**

A. The campaign has been released during admissions season and the response from the teenage girls will soon gather strength.
B. Fashion trends have recently changed and the new product introduction does not fall in line with these trends.
C. Teenagers always take time to respond to a brand campaign and it will be a few weeks before the client will see results.
D. The brand campaign has been hindered due to protests from women's groups on the use of young and underweight models.
E. The new product line has been slammed by some fashion critics and hence teenagers have not responded positively to the campaign.

**Answer question nos. 16 - 17 on the basis of the information given in the following case.**

In April 2008, Ram Karuturi, CEO of Bangalore-based Karuturi Global, received a proposal to set up an agriculture farm in a remote corner of western Ethiopia. The Ethiopian government was offering Karuturi more than 300,000 hectares - an area more than seven times the size of Mumbai - at extremely low prices ($245 per week) to grow food crops. Ethiopia and its neighbouring countries faced food shortages, but had an abundance of undeveloped land. However, Karuturi had no prior experience with food crops, let alone farming on such a large scale.

Outsized investments would also be needed to bring this land to production, and the risks were immense for the middling Rs 395-crore company Karuturi Global was then. The land offered bordered war-torn Sudan and had little infrastructure. However, success would make Karuturi one of the largest food producers in the world in a few years.

The company was not new to such growth prospects. Incorporated in 1994, Karuturi had become the world's largest cut rose producer by 2008, exporting about 1.5 million stems of 40 different rose varieties a day to Japan, Australia, South-East Asia, West Asia, Europe and North America.

It was no novice in Africa either. Most of its production came from two African countries - Kenya and Ethiopia. In about 15 years, the company had broken into the mature rose market dominated by European farmers, capturing about nine per cent of the European market share.

By 2003, Karuturi had become the lowest-cost and largest single rose producer in India. But the eight million roses a year the company was producing was still a negligible fraction of the global market.

Cost based inflation was also eating into its bottom line. African rose growers, while exporting to Europe, had a significant cost advantage over those in India, which when combined with a favourable tax structure, resulted in lower cost to market of over 25 per cent.

Realising that he would not be able to compete for long in the global market in these circumstances, Karuturi took the bold step of shifting production to Africa starting in Ethiopia in 2005.

16. Which of the following options would not help explain why Karuturi chose to start production in Ethiopia in 2005, despite the fact that Kenya was also an established production centre for other organisations?

**1**

A. Ethiopia had the same favourable climate as Kenya.
B. Ethiopia was less developed and hence had lower establishment and operational costs.
C. Ethiopia was seen as a high-risk country by most investors.
D. Ethiopian exports to Europe were exempt from customs duty.
E. The Ethiopian government was offering a five-year tax holiday to Karuturi's firm.

17. Which of the following options can be inferred as the reason for why the Ethiopian government was keen to offer 300,000 hectares of land to Karuturi at extremely nominal rates?

**1.5**

A. The land was located in the remote under-developed western corner of the country, close to the Sudan border with an uncertain security environment that required military protection.
B. The Ethiopian government had built up a strong rapport with Karuturi and was offering the land as a goodwill gesture.
C. The Ethiopian government was offering disputed land to Karuturi with the hope that the establishment of production facilities on the land would deter those making claims of ownership.
D. The Ethiopian government felt that Karuturi Global was the most convenient option for the cultivation of food crops.
E. Karuturi Global had promised the government a lumpsum amount as 'compensation' after the first five years of starting cultivation.

**Answer question nos. 18 - 20 on the basis of the information given in the following case.**

The name Haagen-Dazs was invented by Reuben and Rose Mattus in 1961, because they thought it looked Scandinavian, and because Denmark was known for dairy products. Fifty years on, Haagen-Dazs sells in over 80 countries. Its revenues were over $750 million in 2011. In the global ice cream market, Haagen-Dazs has only a two per cent market share, while Unilever has 18 per cent and Nestle 14 per cent. But in the premium category, Haagen-Dazs is ahead of Unilever's Ben & Jerry's brand and Nestle's Movenpick.

Haagen-Dazs created the "premium ice cream" category with its rich ice cream made with exotic ingredients such as Belgian chocolate and vanilla beans from Madagascar. It reinforces the message of indulgence through its prize-winning advertising campaigns and new flavours.

For Haagen-Dazs, the temptation to expand operations to China was great. Despite the traditional lack of dairy in the Chinese diet, demand was rising as the population gained exposure to Hong Kong since 1984 despite the fact that venturing on to the mainland in 1996 introduced a completely different set of challenges.

One of the most appealing was to direct the brand at the local hunger for luxury goods that were markers of economic status. Luxury brands such as Louis Vuitton and Cartier lined the high-end shopping areas of Shanghai and Beijing. With increased buying power and a diminishing stigma on displays of wealth, upper-class Chinese appeared well situated to appreciate Haagen-Dazs' themes of indulgence and self-gratification.

In carving out a brand identity specific to China, Haagen-Dazs decided not to compete with incumbent ice cream brands, and instead aligned itself with western icons of luxury. As Pedro Man, Vice President of the company's Asia-Pacific operations, told reporters in 1998: "What Rolls-Royce is to cars... Haagen-Dazs is to ice cream."

18. Which of the following was not done by Haagen-Dazs in order to enter the Chinese market?

**1**

A. The company created a premium ice cream category made with exotic ingredients.
B. The organisation positioned itself as a luxury brand to appeal to the Chinese market.
C. The brand competed against other international brands and not the local Chinese brands.
D. The brand created a retail environment to cater to the tastes of the Chinese customer.
E. Both (A) and (D)

19. From the information given in the case, which of the following marketing strategies would not help Haagen-Dazs in establishing a strong brand in China?

**1**

A. Introduc new products for the Chinese practice of giving gifts
B. Establish shops in premium locations to maintain the premium image of the ice-cream brand
C. Ensure quality of the product by maintaining sole control on the distribution of its own products
D. Build luxurious cafes to create a high-end experience for the Chinese customer
E. Invest in building strong relationships with the Chinese trade and commerce industry

20. Which of the following options does not correctly present the unique features of the Chinese consumer?

**1**

A. An increased ability to buy
B. The Chinese tradition of accepting imports from foreign countries
C. Increasing acceptance of displays of wealth
D. Increasing flexibility in the traditional Chinese diet
E. The obsession with luxury/high-end products

21. X has recently joined at the helm of a public sector bank that has its origins in Gujarat. Unlike his predecessor Y, who hailed from the same state, X is from Karnataka. The bank has been profitable right through its 100-year existence. The management's relation with unions is far better than that at many peer banks. Much of the groundwork – rebranding, initiation of a core banking solution – has been done by Y whose forte was human resources. A week after joining the organization, X called a meeting of the top 5% performers in the bank. Most of these performers seemed content with the way they were being treated by the company. In the same week, X also met with employees in the middle management who had been in the organization for no more than 5 years. X was puzzled to find that the number of such employees was considerably small. He also came to know that the average age of managers in the organization is 56 years—ageism was not a problem in this organization for sure! Things seem to be rolling along just fine and after a few weeks X has begun to wonder whether it's not advisable "not to try and improve what's already better" and simply be on the lookout for any possible disturbance to this fine-tuned system.

**Which of the following statements identifies the next logical step for X?**

**1.5**

A. X, given that he's not a local, needs to make more of an effort than his predecessor to connect with and motivate employees in the bank.
B. X needs to only look into the operational aspects and financials of the business and does not need to pay any attention to HR functions.
C. X needs to put in a serious effort into leadership development programs within the organization.
D. X needs to ensure that the top performers in the bank are given new responsibilities and challenges.
E. X should continue with whatever has been established by Y and does not need to do anything else.

**Answer question nos. 22 - 25 on the basis of the information given in the following case.**

Mr. Mittal, a business tycoon, plans to organize his daughter's marriage ceremony at Exotica resort which is located in Lagoon island. He appoints Ekaant, a wedding planner, to look after all the arrangements of the marriage. One of the vital tasks of Ekaant is to facilitate the transportation of the guests to the wedding venue from mainland. After market research, he zeroed in three airplane service providers – Ming Airlines, Ding Airlines and Sing Airlines – for the purpose. Each airplane service provider offers a distinct type of airplane. The total cost of each of the three airlines consists of three kinds of costs – variable fuel cost per airplane per kilometer, variable passenger cost and fixed cost per plane. The fixed cost of the airplane offered by Sing Airlines is $500. The maximum passenger capacity of B547 is 30. The variable fuel cost of airplane offered by Ding Airlines is $1.1 per kilometer. The variable passenger cost of airplane B547 is $10 per passenger. The fixed cost of airplane A549 is $600. The airplane of Sing Airlines can carry at most 20 passengers. The variable fuel cost of C106 is $1per kilometer. The airplanes of Ding Airlines and Ming Airlines are A549 and B547 respectively. The variable fuel cost of the airplane of Ming Airlines is $1.5 per kilometer. The fixed cost of airplane of Ming Airlines is $700. The airplane of Ding Airlines can carry at most 25 passengers. The variable passenger cost of A549 is $20 per passenger and that of C106 is $30 per passenger.

22. If the island is located at a distance of 200 km from mainland and the number of guests is 20, what will be the travelling cost by A549?

**1**

A. $1220 B. $2220 C. $3000 D. $3300 E. $3330

23. Apart from Ekaant and his assistant, there are 33 other guests who are to attend the marriage ceremony. The island is located at a distance of 100 km from the mainland. The travelling cost will be the cheapest if

**1.5**

A. All the guests are to be taken by B547.
B. All the guests are to be taken by the airplane of Ding Airlines.
C. 30 guests are to be taken by the airplane of Ming Airlines and 5 guests by C106.
D. 15 guests are to be taken by B547 and 20 guests by the airplane of Sing Airlines.
E. Both (A) and (B)

24. If Ekaant chooses A549 as his preferred airplane, the number of guests is N and the island is located at a distance of 500 km from mainland, then for which of the following values of N, will his decision be wise?

**1.5**

A. 12 B. 30 C. 45 D. 60 E. None of the above

25. Mr. Mittal has alloted $10,000 to Ekaant to spend on air travel. If the number of guests is 100 and the island is located at a distance of 500 km from mainland, what is the maximum percentage of money that Ekaant can save, if all the guests are to be taken to the venue by the airplanes of a single airline?

**1.5**

A. 32 B. 42 C. 52 D. 62 E. None of the above

## Section B - English Language Ability and Logical Reasoning

26. The findings from a recent study indicate that neuroscience has the potential to explain what aesthetics is. The study was conducted on a group of artisans of dzi beads. One of the distinguishing features of these handcrafted dzi beads is the square white area on each bead. The study found that when the hippocampus (a part of the brain) is smaller in artisans, their use of this white area shrinks drastically. This study indicates a relation between the area of the hippocampus and our sense of aesthetics.

**Which of the following is an assumption made in the above argument?**

I. Brain areas other than the hippocampus do not have a significant role to play in our sense of aesthetics.
II. The greater the white square area in each dzi bead, the more its aesthetic value.
III. A distinguishing feature of an aesthetically pleasing object will always add to its aesthetic value.
IV. The artisans had received identical training in craftsmanship before the study.
V. A direct correlation between the structure of the brain and aesthetics can be established based on the findings of a single study.

**1**

A. Options I and II
B. Option V only
C. Options II and IV
D. Option III and IV
E. Option I and IV

27. *This demographic has turned out to be the low-hanging fruit for our new product.*

**From the above sentence it can be inferred that**

**1**

A. the demographic has brought in the most profits.
B. the demographic can be sold to easily.
C. the new product has been designed with the demographic in mind.
D. the new product is a success.
E. the new product is yet to be a success in the demographic.

28. The governing body _____, and_____, take such strong measures without justification.

**The option that best fills in the blanks in the above sentence would be:**

**1**

A. never had, never would
B. never had, never should
C. never would have, never will
D. never has, never will
E. never could, never did

29. **Choose the odd one:**

**1**

A. Modest/Braggart
B. Eloquent/ Irascible
C. Taciturn/Loquacious
D. Panache/ Awkwardness
E. Respectful/ Flippant

30. A new study found an unexpected link between the reported numbers of nonfatal and fatal injuries among construction workers. The findings show that states with low fatality rates seem to report higher numbers of nonfatal injuries. Conversely, states with higher rates of fatal injuries report lower numbers of nonfatal injuries. The study compared fatal and nonfatal construction-site injury reports across various states. Researchers chose to focus on the construction industry because it typically accounts for more fatal work accidents than any other sector.

**Which of the following can be inferred from the given paragraph?**

**1**

A. A study focused on workplace accident should take into account data for both fatal and non-fatal injuries.
B. States with high fatality rates are underreporting their rates of nonfatal injuries.
C. The number of injuries per manhour of work done remains the same for each state.
D. States with low fatality rates have more stringent work regulations in place.
E. Most injuries in the construction industry go unreported.

31. **Choose the grammatically correct sentence from the options given below.**

**1**

A. If only he had started work on the project in August, he will meet the deadline by now.
B. If only he had been starting work on the project in August, he will meet the deadline by now.
C. If only he will start work on the project in August, he will meet the deadline by now.
D. If only he had started work on the project in August, he would have met the deadline by now.
E. If only he had started work on the project in August, he shall have met the deadline by now.

32. **Read the sentences and choose the option that best arranges them in a logical order.**

A. In an organization, it is not possible to reduce the fixed capital but the working capital may be decreased.
B. Hence one important method of increasing the return is to reduce all kinds of inventories stocked in warehouses.
C. According to our research studies, 90 percent of the working capital is blocked in the form of inventories of raw material, machinery spares, and semi-finished and finished goods.
D. One of the major corporate objectives in any organization is to improve the return on investment which is defined as return divided by investment where investment comprises fixed and working capital.
E. So, if we want to improve the return on investment, we have to reduce the working capital.

**1**

A. A-B-C-D-E
B. D-A-B-E-C
C. C-A-B-D-E
D. C-B-D-A-E
E. D-A-E-C-B

33. **Read the sentences and choose the option that best arranges them in a logical order.**

I. But today's money flows are not only vastly larger than portfolio investments ever were, they are also almost totally autonomous and uncontrollable by any national agency or in large measure by any national policy.
II. The money flows of traditional portfolio investment were the stabilizers of the international economy.
III. They flowed from countries of low short-term returns—low because of low interest rates, overvalued stock prices, or overvalued currency—into countries of higher short-term returns, thus restoring equilibrium.
IV. Transnational money flows can be seen as the successor to what bankers call 'portfolio investments', that is, investments made for the sake of (usually short-term) financial income such as dividends or interest.
V. Above all their economic impact is different.

**1**

A. II-III-I-V-IV
B. IV-III-II-I-V
C. IV-II-III-I-V
D. II-IV-III-I-V
E. I-II-III-V-IV

**Read the following passage and provide appropriate answers for the questions 34-35**

The different manners which custom teaches us to approve of in the different professions and states of life, do not concern things of the greatest importance. We expect truth and justice from an old man as well as from a young, from a clergyman as well as from an officer; and it is in matters of small moment only that we look for the distinguishing marks of their respective characters. With regard to these too, there is often some unobserved circumstance which, if it was attended to, would show us, that, independent of custom, there was a propriety in the character which custom had taught us to allot to each profession. We cannot complain, therefore, in this case, that the perversion of natural sentiment is very great. Though the manners of different nations require different degrees of the same quality, in the character which they think worthy of esteem, yet the worst that can be said to happen even here, is that the duties of one virtue are sometimes extended so as to encroach a little upon the precincts of some other.

34. Which of the following is the nearest to the central idea in the passage?

**1**

A. Different manners and codes of conduct often overlap and encroach upon each other's acceptance levels and standards.
B. The greatest perversion of judgment produced by customs is in terms of the general style of character and behavior attached to professions.
C. Acceptable standards of behavior and morals adjudged by individual opinions are not affected by customs and traditions.
D. Different customs should not pervert people's sentiments with regard to general character of conduct or behavior.
E. Customs often corrupt people's opinions in terms of acceptable standards of behavior and morals.

35. Which of the following statements disagree with the underlying views of the author of the passage?

i. Human beings establish acceptable norms of behavior and manners based on their personal experiences and knowledge.
ii. Behavior and morals hold the same level of importance throughout the world.
iii. Customs are a mere reflection of state of mind of an individual and people adapt to a given custom differently.
iv. Some manners and behavioral norms are acceptable throughout different professions.

**1**

A. i and ii B. i, ii and iii C. ii and iv D. i and iii E. i, ii and iv

**Read the following passage and provide appropriate answers for the questions 36 - 37**

Philosophy is the study of phenomena, not real objects. But phenomena are objects nonetheless: in a new, ideal sense. For what we experience in perception is not disembodied qualities, as the empiricists hold; instead, we encounter a world broken up into chunks. Trees, mailboxes, airplanes, and skeletons lie spread before us, each of them inducing specific moods and sparkling with various subordinate qualities. Since we are speaking solely of the phenomenal realm, it does not matter if these things are hallucinations; even delusions perform the genuine labor of organizing our perception into discrete zones.

Note already that sensual objects have a different fate from real ones. Whereas real zebras and lighthouses withdraw from direct access, their sensual counterparts do not withdraw in the least. For here is a zebra before me. Admittedly, I can view it from an infinite variety of angles and distances, in sadness and exultation, at sunset or amidst driving rain, and none of these moments exhaust all possible perceptions of it. Nonetheless, the zebra is already there for me as a whole in all its partial profiles; I see right through them and look to it as a unified object. Although some

specific visual or conceptual profile of the zebra is needed for us to experience it, the unified sensual zebra lies at a deeper level of perception than these transient, mutable images. Each sensual profile is encrusted onto the unified zebra-object like a patina of brine. Whereas real objects withdraw, sensual objects lie directly before us, frosted over with a swirling, superfluous outer shell. But this difference seems to give sensual objects the opposite causal status of real ones. Given that real objects never touch directly, their causal relations can only be vicarious. But sensual objects, far from being withdrawn, exist side by side in the same perceptual space from the outset, since we encounter numerous phenomena simultaneously. This presents the contrary problem to vicarious causation: namely, why do all the phenomena not instantly fuse together into a single lump? There must be some unknown principle of blockage between them. If real objects require vicarious causation, sensual objects endure a buffered causation in which their interactions are partly dammed or stunted.

Real objects withdraw into obscure cavernous underworlds, deprived of causal links. Sensual objects, by contrast, are so inclined to interact with their neighbours that we wonder why they fail to do so at every instant. In other words, the only place in the cosmos where interactions occur is the sensual, phenomenal realm.

36. According to the ideas in the passage, the following are not true, except

**1**

A. Real objects can be viewed from an infinite variety of angles, in varied moods and moments.
B. Hallucinations and delusions influence our perception of real objects like trees, mailboxes etc.
C. Sensual objects persist in the deeper level of perception only and cannot be viewed in melancholy and ecstasy.
D. A zebra can be perceived even after it withdraws access or touch.
E. The unified sensual image of an object nullifies the existence of its conceptual profile or specific visuals.

37. Read the sentences given below and choose the option that is best in accordance with the ideas in the passage.

I. Sensual objects fail to interact with their neighbours because they undergo buffered causation.
II. A zebra can be viewed amidst driving rain only when it is right in front of you.
III. Real objects are different from sensual objects as the former denies causal links when it withdraws into vast ambiguous realms.

**1**

A. I only
B. I and II
C. II and III
D. I and III
E. III only

38. In an experiment by Amy Cuddy, Susan Fiske, and Peter Glick, people were asked to imagine that they were McKinsey & Company clients, evaluating consultants on the basis of several profiles. One of the profiles varied two factors: gender and whether the candidate had a child. Discrimination was observed on these two factors. For example, when identified as a mother as opposed to a woman or man whose parental status wasn't mentioned, the consultant was judged to be significantly less competent and was least likely to be hired or promoted by the participants. The mere mention of a child led people to see the mother as less competent, and this perception did her in.

**Which of the following statements does not support the existence of the discrimination described in the above case?**

**1.5**

A. Caregiver discrimination suits have now moved into the class action arena.
B. In some departments of the federal government, women are readily allowed to work part-time but are then barred from management positions.

C. In *Dukes v. Wal-Mart a*nd in *Velez v. Novartis Pharmaceuticals,* a case that combined maternal-wall bias with other kinds of discrimination, a jury awarded the plaintiffs more than $250 million.
D. A male state trooper received damages after being denied family medical leave to care for his wife and newborn son.
E. Employees who have taken maternity leaves are rated low on performance review of the period in which leaves have been taken.

39. Our research over the past four years in several North American offices of the Boston Consulting Group (BCG) suggests that it is perfectly possible for consultants and other professionals to meet the highest standards of service and still have planned, uninterrupted time off. Indeed, we found that when the assumption that everyone needs to be always available was collectively challenged, not only could individuals take time off, but their work actually benefited. Our experiments with time off resulted in more open dialogue among team members, which is valuable in itself. But the improved communication also sparked new processes that enhanced the teams' ability to work most efficiently and effectively.

**Which of the following statements, if true, weakens the argument given above?**

**1.5**

A. People in professional services (consultants, investment bankers, accountants, lawyers, IT, and the like) are almost always expected to respond within an hour of receiving a message from a colleague or a client.
B. For people in professional services, a 24/7 work ethic is essential for getting ahead and if they take time off then the competition is going to get ahead of them.
C. Most projects involve a lot of daily interaction with the client, leading the consultants to believe that their presence/availability is imperative.
D. The demands of consulting projects vary a great deal depending on multiple dimensions and no generalizations can be made about the amount of time a consultant is required to put in.
E. Both A and B

40. When Frederick Herzberg researched the sources of employee motivation during the 1950s and 1960s, he discovered a dichotomy that stills intrigues (and baffles) managers: The things that make people satisfied and motivated on the job are different in kind from the things that make them dissatisfied. Managed badly, environmental factors make people miserable, and they can certainly be demotivating. But even if managed brilliantly, they don't motivate anybody to work much harder or smarter. Intrinsic factors motivate and are those that answer people's deep-seated need for growth and achievement.

**Which of the following is most likely to motivate employees?**

**1.5**

A. Reduced work hours per day or lesser number of working days in a week.
B. Removal of the most difficult parts of the assignment in order to free the worker to accomplish more of the less challenging assignments.
C. Threat of wage cut or lay-off.
D. Increase in the amount of production expected.
E. Introduction of team based games and activities in workplace.

41. Everyone knows that conflict of interest can lead to intentionally corrupt behavior. But numerous psychological experiments show how powerfully such conflicts can unintentionally skew decision making. These experiments suggest that the work world is rife with situations in which such conflicts lead honest, ethical professionals to unconsciously make unsound and unethical recommendations.

**Which of the following is least likely to be intentionally corrupt?**

**1.5**

A. Physicians accepting payment for referring patients into clinical trials.
B. Lawyers who earn a percentage of their clients' awards or settlements.
C. Brokers recommending 'buy' options when revenue of the brokerage firms is linked to their incentives.
D. Teachers recommending guide/reference books when performance of the students is linked to their incentives.
E. Both B and D

42. **Read the sentences and choose the option that best arranges them in a logical order.**

A. The moral paradox of the invisible hand often seems lost on those who speak loudest in its favor.
B. Insofar as it portrays a conspicuous group of people who act with conscious moral purpose, it bears no resemblance to the phenomenon Smith describes.
C. We might as well call this vision of development the "visible hand" of capitalism, for it has the original theory backward.
D. The merchants of Smith's world busy themselves seeking profit, while the idle rich build monuments to their own self-importance.
E. Take the stubborn rhetoric of the "jobs creators."

**1**

A. A-E-B-C-D B. A-B-C-D-E C. C-D-A-E-B
D. E-C-D-A-B E. B-E-C-D-A

43. Milk that is packaged in tetra packs has a longer shelf life than milk that is packaged in plastic packets. It is also observed that supplies of packet milk have greater chances of getting spoilt at the retail store. It makes business sense for retailers to store and sell milk in tetra packs as the costs in the long run are lower. Customers will also be better served as there is greater safety in buying a product with a longer shelf life.

**Which of the following if true most seriously weakens the argument above?**

**1**

A. In order to reduce cost of storage, milk in packets can be stored along with other perishable items.
B. Most dairy products suppliers never package milk in tetra packs.
C. Customers prefer packet milk as they believe it is natural and do not buy milk in tetra packs because it contains artificial agents.
D. Customers prefer to buy packet milk for daily consumption and milk in tetra packs for emergencies.
E. Tetra pack packaging costs almost twice as much as ordinary packet packaging.

44. Mrs. visits the market a little after opening time, usually 11:30 am. She has found some of the best deals in the market and boasts about her economical purchases to neighbours and relatives alike. Last week, Mrs. X decided to visit Chandni Chowk a little later in the day, at 3 pm. She found the market more crowded than usual and was appalled by the attitude of the shop keepers. She returned disappointed and vowed never to visit the market at 3 pm again.

**Mrs. X's argument proceeds by**

**1**

A. assuming that there is only one possible situation that should have occurred and refusing to accept any other possibility.
B. generalizing her future actions based on a specific instance.

C. using information that allows application to a specific instance.
D. using her experience to reach an inevitable conclusion.
E. assuming that 3:00 pm is the only time at which the attitude of the shopkeepers is affected.

45. "A degree in management does not ensure a successful career." This was a statement made by a successful business man in the country. The business man himself is known to have completed only a high school education and encourages a common sense approach to management. To draw parallels, a recent survey also concluded that only 20 per cent of respondents (all of who hold a degree in management) reported to having a successful career.

**Which of the following, if true, most strongly supports the argument made above?**

**1**

A. A degree in management is no longer considered necessary for a successful career.
B. Many of the respondents claimed to have had a successful career until the recent economic slowdown.
C. Many of the respondents had different definitions of what defined a successful career.
D. The respondents who reported a successful career belonged to successful business families.
E. The respondents who did not have successful careers had done well in academic pursuits.

**Read the following passage and provide appropriate answer for question 46 - 48**

Opponents often accuse moral skepticism of leading to immorality. However, skeptics about justified moral belief can act well and be nice people. They need not be any less motivated to be moral, nor need they have (or believe in) any less reason to be moral than non-skeptics have (or believe in). Moral skeptics can hold substantive moral beliefs just as strongly as non-skeptics. Their substantive moral beliefs can be common and plausible ones. Moral skeptics can even believe that their moral beliefs are true by virtue of corresponding to an independent moral reality. All that moral skeptics deny is that their (or anyone's) moral beliefs are justified. This meta-ethical position about the epistemic status of moral beliefs need not trickle down and infect anyone's substantive moral beliefs or actions.

Critics still argue that moral skepticism conflicts with common sense. Most people think that they are justified in holding many moral beliefs, such as that it is morally wrong to beat your opponent senseless with a baseball bat just because she beat you in a baseball game. People also claim moral knowledge, such as when a neighbor says, "I know that it is wrong for him to spank his daughter so hard, but I don't know what I should do about it." Moral skepticism conflicts with these common ways of talking and thinking, so moral skeptics seem to owe us some argument for their controversial claim.

Dogmatic moral skepticism is, moreover, a universal and abstruse claim. It is the claim that all moral beliefs have a certain epistemic status. Normally one should not make such a strong claim without some reason. One should not, for example, claim that all astronomical beliefs are unjustified unless one has some reason for this claim. Analogously, it seems that one should not claim that all moral beliefs are unjustified unless one has some positive argument. Thus, its form, like its conflict with common sense, seems to create a presumption against moral skepticism.

Moral skeptics, in response, sometimes try to shift the burden of proof to their opponents. Anyone who makes the positive moral claim that sodomy is morally wrong seems to need some reason for that claim, just as someone who claims that there is life on Mars seems to need evidence for that claim. If the presumption is always against those who make positive moral claims, then it is opponents of moral skepticism who must carry the burden of proof. Or, at least, moral skeptics can deny that the burden of proof is on moral skeptics. Then moral skeptics may criticize any moral belief or theory without needing to offer any positive argument for moral skepticism, and their opponents need to take moral skepticism seriously enough to argue against it.

46. Which of the following is a valid example of moral skepticism?

I. If someone argues that there is fire in the jungle, he/she should be able to show the smoke.
II. If someone sees smoke coming out from the jungle, he/she can argue there is fire.
III. If someone argues that there is fire in the jungle, it is up to her opponents to prove or disprove her claim using evidence.
IV. If someone claims that bad parenting is to physically abuse the child, then they should be able to stop the parents from inflicting physical abuse.
V. If someone claims that bad parenting is to physically abuse the child, then they should be able to show at least one case of such an abuse.

**1**

A. Only I B. I and III C. I and V D. Only II E. IV and V

47. Which of the following can be inferred from the passage?

**1**

A. Moral skeptics raise doubts about whether moral beliefs can ever be justified.
B. Moral skeptics like non-skeptics, correspond to a system of independent moral reality.
C. Being moral stems from the very belief in the concept of morality.
D. The burden of proof lies equally with both - moral skeptics and their opponents.
E. Dogmatic skeptics about justified moral belief make a universal claim that conflicts with common sense, so they seem to have the burden of arguing for their claim.

48. Which of the following best replaces the word 'infect' as used in the passage?

**1**

A. To imbue B. To contain C. To corrupt D. To tarnish E. To interfere

49. **Which of the following is the opposite of the word 'philistine'?**

**1**

A. August B. Civilized C. Barbaric D. Conservative E. Liberal

50. **Amnesty means all of the following except**

**1**

A. Pardon B. Absolution C. Reprieve D. Mercy E. Forgiveness

**Read the following passage and provide appropriate answer for question 51.**

"Objectivity" is usually linked to universality: a judgment is said to be objective if and only if everyone would accept that judgment, regardless of their location, if they reasoned consistently from the available evidence and arguments. The core idea is that of interpersonal invariance of judgment. Amartya Sen has argued that the concept of objectivity as interpersonal invariance can be extended by relativizing it to a position. A judgment about an object is positionally objective if anyone in that position would accept the same judgment. Observation statements provide the clearest illustration of a positionally objective judgment. "The Sun and Moon appear to be of the same size," is interpersonally invariant for observers standing on Earth, but not for observers in most other positions in space. Many parameters besides spatial location can affect a person's judgment of an object, including the person's background, beliefs and attitudes, cognitive limitations, personal relations to the object, and so forth. One could say of any judgment that it is positionally objective if anyone standing in the same position (affected by the same parameters) would make the same judgment. This would not make the judgment true, but at best warranted relative to the perhaps limited or defective parameters defining that position.

The concept of positional objectivity is particularly useful as applied to value judgments, because value judgments are essentially "perspectival" in ways that other judgments are not. Call a judgment "perspectival" if it essentially asserts a relation to someone's point of view, as constituted by her mental states of perceiving, feeling, and willing. The contents of some judgments, such as "2 + 2 = 4," or "electrons have negative charge" are not perspectival, for they do not essentially involve any mental states. By contrast, value judgments essentially lay a normative claim on people's mental states, directing them to feel, desire, or deliberate in certain ways with respect to the valued object. Value claims, then, are perspectival in that they essentially assert a relation between the valued object and an agent's will or emotion.

Because different people often stand in different positions relative to the same objects, it often makes sense for them to value these objects in different ways. Many emotions and attitudes, such as loyalty, pride, love, and enmity, are characteristically local in this way: their warranting conditions are relative to social positions that cannot be occupied by everyone, since the positions are defining against contrasting social locations (member vs. nonmember, partner vs. rival, friend vs.stranger or enemy, and so forth). Such cases of positionally objective but interpersonally varying valuations are not troubling, because there is good reason for people to occupy the different positions from which it makes sense for them to value the same things in different ways. Some positions, however, ought not to be occupied at all. Given the racist beliefs of the Nazis, contempt for Jews made sense. But the cognitive position of the Nazis was not one that could bear critical scrutiny, shaped as it was by lies, distortions, and pseudo-science. That their position could not bear critical scrutiny is a universally objective judgment, one that even the Nazis would have had to accept had they viewed the evidence and arguments impartially.

51. According to the passage, which of the following is an instance of a "positionally objective judgment"?

I. Fans of the Brazilian team are elated at Brazil's victory over the German team, even while the same event reasonably disappoints the German team and its fans.
II. As a patriotic citizen, a woman supports her nation's war effort, including the draft that takes her son, even though as a loving mother, she dreads her son's being drafted.
III. Apartheid, though widely practiced in the late nineteenth century, is now criticized universally by people of all nationalities, color and creed.

**2**

A. Only I B. Only II C. Only III D. I and II E. None of the above

52. It is symptomatic of our lack of intellectual self-confidence that we constantly take our measure from what is written about us abroad. Some of this is to the good: an outside perspective can be an aid to greater self-awareness. But our relationship with outside perspectives is not in the service of greater self-reflection. It has, rather, become the yardstick by which we measure ourselves, the basis of judgement and the mechanism by which our pride is inflated or deflated. We are overjoyed at vindication and hurt at denunciation, but we never take the argument on its own terms.

**Which of the following presents a comprehensive summary of the above paragraph?**

**1**

A. We accept what is written about us abroad as judgement and do not use it for further self reflection.
B. We are immature and incapable of regarding an outsider's opinion or perspective with objectivity.
C. We are overly concerned with what is written about us abroad and it shows our lack of confidence in ourselves.
D. What is written about us abroad becomes our estimation of ourselves and it points to a lack of intellectual self confidence.
E. Our emotions are largely governed by what is written about us abroad, which is good sometimes but leads to a lack in intellectual self-confidence at other times.

53. Both are, in a fundamental sense, beyond the ordinary standards of democratic reproach. You can criticise them in the abstract, but candour about them is impossible. Try publishing something on the Ambani business enterprise and you will quickly recognise the subtle censorship that pervades the public sphere in India. Except for fringe right-wing groups, the Gandhis are treated with more self-censorship and deference. Both have had family feuds of sorts, but it strengthens rather than weakens the mainline business.

**Which of the following statements best summarises the above paragraph?**

**1**

A. The Gandhis and the Ambanis have a lot of similarities.
B. Both the familes are treated with deference by the media and no criticism is tolerated.
C. There is a lot of respect for both the Gandhi family and the Ambani family in the public sphere in India.
D. The Gandhi family and the Ambani family, due to their respective political and economic stature, are not subjected to criticism in the public sphere in India.
E. Like other institutions, media in India too functions under the influence of the rich and powerful , like the Gandhis and the Ambanis.

54. No concrete justification has ever been presented for the claim that the right for homosexuals to marry would affect straight marriage negatively. Instead, this claim seems to be a cover for the religious and/or moral belief that gay marriage is wrong. One would think that individuals who oppose gay marriage on those grounds would ensure that their own children are brought up to believe in straight marriage and that therefore the existence of gay marriage would have no effect on them. On the other hand, heterosexual individuals who support gay marriage clearly think it presents no problem to their own marriages.

**Which of the following if true strengthens the argument above?**

**1**

A. With a divorce rate of 50%, celebrities divorcing and getting married four or more times, it's clear that our society, as a whole, places misplaced importance on the meaning of marriage.
B. Blacks have been given their rights, women have been given their rights, and deaf and mentally challenged people are not now seen as "mentally insane" or "animals", it is about time homosexuals are given the right to marry.
C. The right for homosexuals to marry would not affect straight marriage, because it wouldn't change anything having to do with straight marriage at all.
D. Gay marriage if anything confirms the commitment value of marriage by providing an example of people who want to get married by choice and even if they have to overcome roadblocks.
E. Traditionally marriage has been between a man and a woman but the fact that two women or two men wish to be married should allow them to get legally married.

55. Because of the complexity and perfection of life and the Universe it makes sense that it would have been designed by an intelligent designer. An intelligent designer would take great care to make certain that their invention or creation worked perfectly and looked very nice as well. These things are both so abundantly evident in the natural world that one can easily assign scientific validity to the possibility of intelligent design. Whether or not there will ever be scientific proof of that being is another question entirely.

**Which of the following if true weakens the argument above?**

**1**

A. No testable scientific proof has been shown that intelligent design is a viable theory.
B. The theory of intelligent design has no basis in fact, and no testable method of proof, therefore it is not a valid theory.
C. All living organisms known to us exhibit all the identifiable signs and indicators of design with purpose.
D. Ability and aesthetics are results of natural selection in genetic makeup of organisms as disability and ugliness are results of malfunction in this process of natural selection.
E. While living organisms are marvelous, science has not found any indication of deliberate design in their structures and functions.

56. In general, modern medicine is a better option compared to traditional medicine. Modern medicine tends to be much more rigorously tested than more traditional types of medicine. But blanket statements do not really work here. Tylenol works better than an herbal tea for pain, but does acupuncture work better than Tylenol? That is something the patient alone can decide as they navigate their health care options.

**Which of the following if true weakens the argument that modern medicine is a better option compared to traditional medicine?**

**1**

A. Traditional medicine is around for centuries and that surely is the biggest test of all.
B. Modern medicine relies on science and the scientific process, in which treatments are based on facts, and fact based things are definitely better than beliefs.
C. Modern medicine is great, but we look too far into modern medicines for help.
D. Recently there has been an onslaught of class action law suits won by consumers against modern drug manufacturers, because of side effects and negative effects of a modern medicine.
E. Traditional medicine does not have any side effects compared to modern medicines, all of which have well documented and sometimes dangerous side effects.

57. The Israeli military called up thousands of reservists and massed troops, tanks and armoured vehicles along the border with Gaza, signalling a ground invasion of the densely populated seaside strip could be _____.

**The option that will best fill the blank in the above sentence would be:**

**1**

A. imminent B. eminent C. immanent D. implicit E. elicit

## Section C - Quantitative Ability

58. Seven trees – $T_1$, $T_2$, $T_3$, $T_4$, $T_5$, $T_6$ and $T_7$ – are planted in a park which is in the shape of a quadrilateral. $T_1$, $T_2$, $T_3$ and $T_4$ are at the four corners of the park in an anticlockwise direction. $T_5$ is at the point of intersection of the diagonals of the park and is also equidistance from $T_2$ and $T_4$. $T_6$ is on the diagonal $T_1T_3$ such that $T_5$ is equidistance from $T_1$ and $T_6$. $T_7$ is on one of the sides of the park such that $T_4$, $T_6$ and $T_7$ are collinear and the ratio of the distances between $T_2$ and $T_4$ to $T_3$ and $T_4$ is same as that of $T_2$ and $T_7$ to $T_3$ and $T_7$. If the distance between $T_1$ and $T_2$ is 72 m and $T_4T_5 : T_4T_3 = 3 : 4$, then find the distance between $T_4$ and $T_7$.

**2**

A. 90.8 m B. 86.4 m C. 120 m D. 100.8 m E. Cannot be determined

59. A list of 9 natural numbers, in which 2 is the smallest number, has two modes. The range of the data of the list is 9. The mean, the median and the largest mode of the list are equal. If 2, 3 and 10 appear once in the list, then how many such list(s) is/are possible?

**1**

A. 0 B. 1 C. 2 D. 3 E. Cannot be determined

60. Three business partners Aka, Bhika and Chika traveled from city A to cities P, Q and R respectively to attend business meetings. They took 5 hours, 3 hours and 6 hours respectively for their travels. After their meetings, they decided to meet in city Z. They took 9 hours, 6 hours and 1 hour respectively to reach city Z from their respective cities. If AP + AQ + AR = 200 km and PZ + QZ + RZ = 310 km, and the usual speeds of all the partners are integers, then find the speed (in km/hr) of Bhika.

**1.5**

A. 23 B. 17 C. 29 D. 31 E. Cannot be determined

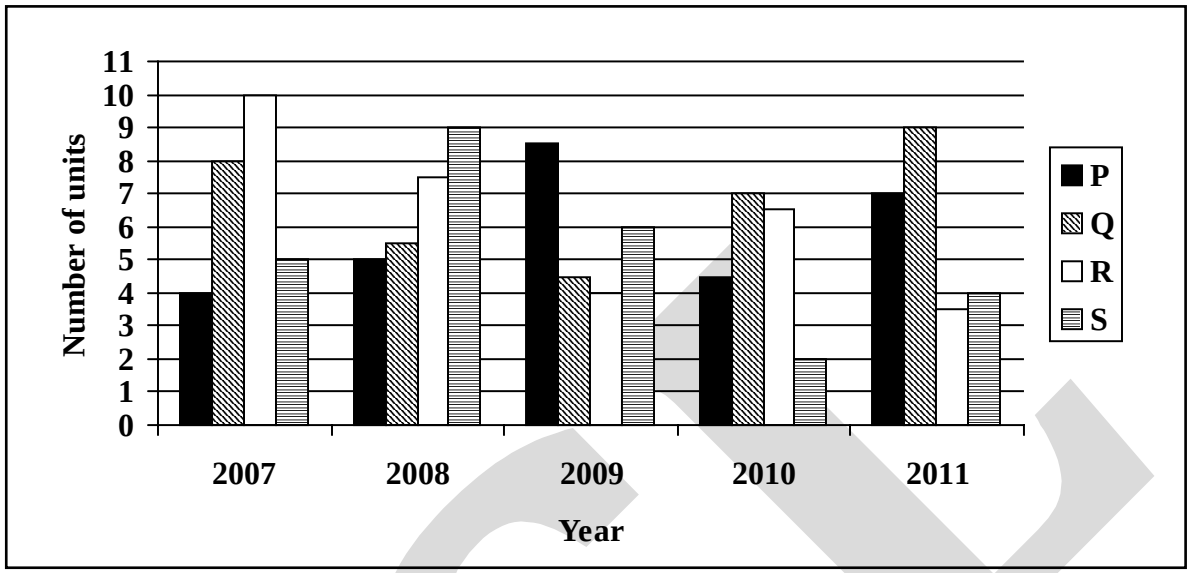
61. Rohan and Vikas decide to play a game which involves flipping of a coin. In a round, Rohan gives ₹5 to Vikas if the coin shows tail whereas Vikas gives ₹2 to Rohan if the coin shows head. They start the game with a biased coin in which head is likely to occur 50% more times than tail. If initially, each of the two has ₹50, then what is the probability that at the end of 10th round Vikas would have at least 80 rupees in all?

**2**

A. $\frac{463\times 2^8}{5^{10}}$ B. $\frac{467\times 2^8}{5^{10}}$ C. $\frac{469\times 2^8}{5^{10}}$ D. $\frac{461\times 2^8}{5^{10}}$ E. $\frac{465\times 2^8}{5^{10}}$

**Answer question nos. 62 - 64 based on the following information**

The bar graph given below shows the number of units (in '00) of four articles – P, Q, R and S – sold by Zectton Ltd. during the period 2007 to 2011.




62. In 2007, the per unit price of the articles P, Q, R and S was ₹9, ₹7, ₹5 and ₹10 respectively. If the price of each of the articles increased by 10% p.a. in subsequent years, find the total sales revenue (in ₹) generated by the given articles in 2009.

**1**

A. 22950 B. 22688 C. 22848 D. 22668 E. None of the above

63. The per unit price of each of the articles was same in 2008. The per unit price of each of the articles in 2009 was 20% more than that in 2008. If the per unit price of each of the articles in 2011was the average of the prices in 2008 and 2009, by approximately what percent sales revenue in 2009 was more than that in 2011?

**1**

A. 9.8% B. 8.8% C. 7.8% D. 7.2% E. 6.8%

64. The per unit price of the articles P, Q, R and S was ₹18, ₹12, ₹16 and ₹20 respectively during the given period. If the revenue generated by articles P, Q, R and S during the period was p, q, r and s respectively, then which of the following is true?

**1**

A. s > p > r > q B. q > p > s > r C. p > s > q > r
D. p > s > r > q E. p > r > s > q

65. 512 players from 30 different countries participated in a Billiards single round elimination tournament. Players were divided into N teams of two players each. In the first round, each team played a match against exactly one of the other teams. Winners of the first round advanced to the next round whereas the losers got eliminated. Same went on in the next rounds. Find the total number of matches played by a team which lost into the semi-finals of the tournament.

**1**

A. 10 B. 9 C. 8 D. 7 E. None of the above

66. Prakash purchased some books of Physics, Mathematics and Chemistry to distribute among the children in an orphanage. Each of the Physics books was priced at ₹120, that of Mathematics at ₹100 and that of Chemistry at ₹150. The number of Physics books was more than that of Chemistry but less than that of Mathematics. If the amount paid for purchasing the books was ₹1,800, then which of the following could be the number of books purchased?

**1**

A. 15 B. 18 C. 21 D. 24 E. 12

67. Sunil and Ajay went to a pub and ordered two cocktails, each of which comprised of bear, vodka and wine in the ratio 2 : 1 : 2. Sunil, a regular boozer, fooled Ajay by drinking 17 ml from his drink and replacing the same quantity by soda. If after replacement, the percentage of wine in Ajay's glass was 30%, what was the quantity (in ml) of drink served in each cocktail?

**1**

A. 51 B. 68 C. 85 D. 40 E. Cannot be determined

**Question numbers 68 and 69 are followed by two statements labelled as I and II. Decide if these statements are sufficient to conclusively answer the questions. Choose the appropriate answer from the options given below:**

A. Statement I alone is sufficient to answer the question.
B. Statement II alone is sufficient to answer the question.
C. Statement I and Statement II together are sufficient, but neither of the two alone is sufficient to answer the question.
D. Either Statement I or Statement II alone is sufficient to answer the question.
E. Neither Statement I nor Statement II is necessary to answer the question.

68. What is the area of the triangle whose two vertices are (1, 2) and (4, 6) and the third vertex lies on the line $4x - 3y = -10$?

**2**

I. The third vertex lies in the second quadrant.
II. The x-coordinate of the third vertex is –4.

69. The integers a, b, c, d and e are in geometric progression and $c < d$. Is $a < e$?

**1**

I. Alternate terms are positive and negative.
II. All terms are positive.

70. Tolu, Molu and Golu start running simultaneously around a triangular track from point 'A'. Tolu and Molu run in the anti-clockwise direction at speeds of 5 m/sec and 8 m/sec respectively, whereas Golu runs in the clockwise direction at a speed of 6 m/sec. What is the ratio of the time after that they meet for the first time at the starting point to that of the first time at any point on the track?

**1**

A. 1 : 1 B. 2 : 1 C. 3 : 1 D. 3 : 2 E. Data Insufficient

71. A biscuit manufacturing company, Critannia, sold its two brands 'Bourbon' and '30-70' in May 2012. Each packet of 'Bourbon' was sold at 20% loss whereas each packet of '30-70' was sold at 30% profit. In the whole transaction, there was neither profit nor loss. If it had sold each packet of 'Bourbon' at 10% profit and that of '30-70' at 25% profit, the company would have made a profit of ₹0.8 million. If the ratio of number of packets sold of Bourbon to that of '30-70' was 6 : 5, what was the difference between the cost price of per packet of Bourbon and '30-70'?

**1**

A. ₹0 B. ₹1 C. ₹2 D. ₹2.5 E. Cannot be determined

72. One of the sides of a right angled triangle is 39 cm. The length of the altitude drawn from the vertex which contains right angle is x cm and the length of its circum radius is y cm. If length (in cm) of each of the sides of the triangle is an integer not more than 48, then find the numerical value of x × y.

**1**

A. 240 B. 260 C. 270 D. 364 E. Cannot be determined

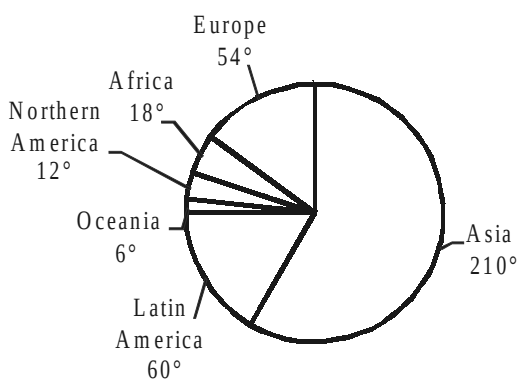
**Answer question nos. 73 - 74 based on the following information.**

The following pie charts show data related to nativity and place of birth of the population aged 25 or older with a Science and Engineering Bachelor's degree of the USA in 2012.

**Pie Chart - I**

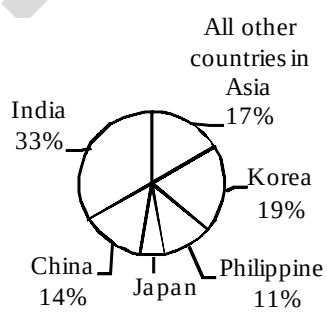

**Science and Engineering Bachelor's degree holders aged 25 or older**

**Pie Chart - II**




**Region of birth for foreign born**

**Pie Chart - III**




**Country of birth for those born in Asia**

73. If the population of Korea born Science and Engineering Bachelor's degree holders aged 25 or older of the USA was 1,14,000, then what was the ratio of the population of Science and Engineering Bachelor's degree holders aged 25 or older from Latin America to that of from China?

**1**

A. 10 : 7 B. 100 : 49 C. 8 : 5 D. 13: 6 E. Cannot be determined

74. The ratio of the native and the foreign born Science and Engineering Bachelor's degree holders aged 25 or older in the USA was 71 : 14. If the total population of Science and Engineering Bachelor's degree holders aged 25 or older in the USA was 2,04,000, find the population of India born Science and Engineering Bachelor's degree holders aged 25 or older in the USA.

**1**

A. 6872 B. 19600 C. 6468 D. 8464 E. 9664

75. A carat, which is in the shape of a right circular cone, is divided into 27 pieces of same thickness by making cuts parallel to the base surface. If the semi vertical angle is 45°, the combined total surface area of the pieces is how many times more than the total surface area of the carat?

**1.5**

A. $\frac{1378(\sqrt{2}-1)}{81}$ B. $1+\frac{1378(\sqrt{2}+1)}{81}$ C. $1+\frac{1378(\sqrt{2}-1)}{81}$

D. $\frac{1378(\sqrt{2}+1)}{81}$ E. None of the above

76. Ashi, Harpu and Kangki are assigned an assignment which consists of preparing a certain number of test papers, each of equal length, which they can complete in 15 days by working together. Their respective efficiencies of making test papers are in the ratio 1 : 2 : 3 and their respective wages per day are in the ratio 2 : 3 : 6. They start working together on the assignment under the constraint that no two of them can work on the same test paper. After the completion of x% of the work, one of them is withdrawn due to budget constraint. If x is an integer such that $23 < x < 58$ and the number of days taken to complete x% of the work and that of total work are integers, find the number of days in which the work is completed at the optimal cost.

**1.5**

A. 24 B. 22 C. 19 D. 18 E. 16

**Answer question nos. 77 - 78 based on the following information.**

Govind distributed 84 identical candies among 'n' students of a class. It is also known that:

- Each student of the class received at least one candy.
- At least 20% of the students received 3 to 5 candies each.
- 75% of the students received at most two candies each such that each of the students belonging to this category received equal number of candies.
- $n < 25$, and no candy was left with Govind after the distribution.

77. Find the number of ways in which candies could be distributed.

**2**

A. $162[^{20}C_{15} \times 5 + {}^{24}C_{18} \times 18]$ B. $81[^{20}C_{15} \times 5 + {}^{24}C_{18} \times 18]$

C. $^{20}C_{15} \times 810 + {}^{24}C_{18} \times 1458$ D. $^{20}C_{15} \times 405 + {}^{24}C_{18} \times 2916$

E. $81[^{20}C_{15} \times 5 + {}^{24}C_{18} \times 36]$

78. What could be the minimum number of students in the class?

**1.5**

A. 24 B. 8 C. 12 D. 16 E. 20

79. Two tourists – Ms Biel and Mr. Timberlake, came to Delhi by same flight. After reaching Indira Gandhi International Airport, both of them hired cabs run by two different companies namely 'SERU Cabs' and 'CAB for U'. The respective charges of cabs were ₹$[49 + (t-1)^2]$ and ₹$[10 + t]$, where t was the number of hours for which cabs were hired. Both of them hired cabs for same number of hours that was a natural number between 20 and 30. If the amounts (in ₹) paid by each of them were integral multiples of x, then what is the maximum possible integral value of x?

**2**

A. 17 B. 24 C. 36 D. 85 E. None of the above

80. Two circles of radii R and 2R intersect each other. If the length of common chord is y and the distance between their centers is x, then which of the following must be true?

**1**

A. $y_{max}$ at x = R  B. $y_{max}$ at $x = 2\sqrt{3}R$  C. $y_{max}$ at x = 3R

D. $y_{max}$ at $x = \sqrt{3}R$  E. None of the above

81. If x, y and z are positive real numbers, then the minimum value of $(x + 2y + 3z)\left(\frac{1}{x} + \frac{1}{2y} + \frac{1}{3z}\right)$ is

**1**

A. 1  B. 3  C. 6  D. 11  E. None of the above

82. If a, b and c are three distinct integers such that b + c – a = 0, then the roots of the quadratic equation $(a + b - c)\,x^2 + 2(2a - b - c)\,x + (a - b + c) = 0$ are

**1**

A. Rational and distinct  B. Rational and equal  C. Irrational
D. Non real  E. Cannot be determined

83. In a society, 90% of boys play at least one of the three games among Cricket, Football and Hockey. The number of boys who play Hockey and Football but not Cricket is the average of the number of boys who play Hockey and Cricket but not Football and Football and Cricket but not Hockey. The number of boys who play all the three games is one-third of the numbers of boys who play exactly two games. The number of boys who play only Cricket, only Hockey and only Football is 10 each. The number of boys who play Hockey but not Football is 6 more than the number of boys who play Football but not Hockey. If the number of boys who do not play any of the three games is 10, then how many boys play Football?

**1**

A. 52  B. 55  C. 58  D. 64  E. None of the above

**Answer question nos. 84 - 85 based on the following information.**

There are1120 students in a school namely 'Junior King II'. The ratio of the number of boys to the number of girls is (n + 1) : n, where n is a natural number. Each of the students play exactly one of the five games – Badminton, Table Tennis, Cricket, Football and Volleyball. One-fifth of the total students play football whereas one-fifth of the girls play Badminton. The ratio of the number of boys to girls who play Football is 5 : 2. The number of girls who play Cricket is 80% of that of the boys. The number of boys who play Badminton is 70. The number of boys who play Volleyball is 50% more than that of girls. The number of boys who play Table Tennis is equal to that of girls, which in turn, is equal to 80.

84. How many girls play Cricket?

**1**

A. 80  B. 96  C. 120  D. 64  E. None of the above

85. What is the difference between the number of boys who play Cricket and Volleyball?

**1**

A. 10  B. 30  C. 70  D. 80  E. 100

# Part - B

**Time: 40 mins**

## Section A - General Knowledge

1. India's first financial super market aimed at cross-selling non-standard banking products recently has been opened in which of the following cities?
   A. Jaipur B. Ahmedabad C. Hyderabad
   D. Chennai E. Nagpur

2. According to the Global Competitiveness Report 2012-2013, which of the following countries tops the overall ranking?
   A. China B. Sweden C. Italy
   D. Japan E. Switzerland

3. Project Big Green has been initiated by which of the following companies?
   A. Microsoft B. Apple C. Infosys
   D. IBM E. None of the above

4. Who among the following is the current president of Nasscom?
   A. Natarajan Chandrasekaran B. Krishnakumar Natarajan C. Aprup Sengupta
   D. Som Mittal E. None of the above

5. Recently, the 'Bloomberg Markets' magazine has included an Indian personality in the list of 50 most influential people in the finance category. Name the personality.
   A. Mamta Banerjee B. Mayawati C. Uma Bharti
   D. Indra Nooyi E. Sonia Gandhi

6. Wipro BPO, the business process outsourcing arm of Wipro Technologies, has opened its first rural centre in which of the following states recently?
   A. Karnataka B. Tamil Nadu C. Punjab
   D. Maharashtra E. Haryana

7. More than three lakh trees in which of the following state are recently under the attack of Leptocybe Invasa, a gall insect, which causes swelling in the veins of the leaves of young trees and hampers their growth?
   A. Uttar Pradesh B.Punjab C. Haryana
   D. Madhya Pradesh E. Tamil nadu

8. Who among the following was appointed the President of Standard & Poor's recently?
   A. Dellep Nayar B. Douglas Peterson C. Michelle Roberto
   D. Jonathan Dennison E. None of the above

9. Which country had introduced first polymer currency notes?
   A. Australia B. Switzerland C. France
   D. USA E. None of the above

10. The union government approved merger of State Bank of India Commercial and International Bank Ltd (SBICI) with its parent bank SBI. SBICI was set up in which of the following year?
A. 1991 B. 1992 C. 1993
D. 1994 E. 1997

11. Which country's Airlines recently has placed largest aircraft order in history of Airlines industry?
A. Australia B. Germany C. United States
D. Russia E. None of the above

12. After 18 years of negotiations on 22 August 2012, Russia became member of which of the following organisations?
A. IMF B. UNO C. World Bank
D. WTO E. ILO

13. In a recent meeting India and China agreed to work to take steps to ensure that the two countries achieve a USD 100 billion trade target by:
A. 2015 B. 2020 C. 2025
D. 2018 E. 2030

14. In a discovery that could potentially alter the supply-demand dynamics of the global rare-earth market, Japanese explorers have found large deposits of the minerals on the floor of which of the following oceans?
A. Indian Ocean B. Arctic Ocean C. Atlantic Ocean
D. Pacific Ocean E. Antarctic Ocean

15. Belo Monte hydro-electric dam, the third largest dam in the world is located in:
A. China B. Egypt C. Brazil
D. Ethiopia E. Indonesia

16. Who among the following has been recently appointed as the Chairman of Central Board of Direct Taxes (CBDT)?
A. Poonam Kishore Saxena B. B.K. Chaturvedi C. Raghuram Rajan
D. M C Joshi E. None of the above

17. The iconic Bhilai steel plant in Chhattisgarh, a symbol of India's industrial prowess, may face closure following threats from Maoists who are against which proposed iron ore mine?
A. Bailadila B. Mahamaya-Dulki C. Sinshi Gaval
D. Rowghat E. None of the above

18. Who is the current Chairman of Forward Markets Commission (FMC)?
A. Ashok Ahluwalia B. C. Rangarajan C. B.K. Chaturvedi
D. Ramesh Abhishek E. M. D. Mallya

19. Which two smart phonemakers have resolved all their outstanding legal issues over patents by entering into a ten-year licensing arrangement recently?
A. Apple and Motorola B. Apple and Samsung C. HTC and Samsung
D. Apple and HTC E. None of these

20. Which of the following, Asia's largest fresh water lake, was recently in news to be encroached upon over the past century reducing it from 217 sq km to just 125 sq km?
A. Van Sea B. Wullar Lake C. Caspian Sea
D. Kolleru Lake E. None of the above

21. The World Energy Forum 2012 was held at-
A. Dubai B. Johannesburg C. New Delhi
D. Tehran E. Kuala Lumpur

22. Which of the following is not an element/factor of Human Development Index?
A. Life expectancy at birth B. Adult literacy rate C. Per capita income
D. Percentage of senior citizens E. All of the above

23. Which of the following retail Groups, in India, is the 50:50 partner of world's largest retailer Walmart Stores Inc?
A. Bharti Group B. Reliance group C. Sara Group
D. Future Group E. Aditya Birla Group

24. The report of thirteenth Finance Commission of India is for the period of:
A. 2007-12 B. 2009-14 C. 2010-15
D. 20012-17 E. None of the above

25. Twelve five year plan envisages annual economic growth at:
A. 8 percent B. 9 percent C. 11 percent
D. 7.5 percent E. 10 per cent

26. Recently, Alvin Roth and Lloyd Shapley were awarded the 2012 Nobel prize in economics. They belong to which of the following countries?
A. Russia B. Israel C. France
D. USA E. Germany

27. According to the report on Global Hunger Index 2012 released by the International Food Policy Research Institute (IFPRI), Welthungerhilfe, and Concern Worldwide, India ranks:
A. $79^{th}$ B. $65^{th}$ C. $80^{th}$
D. $91^{st}$ E. $72^{nd}$

28. G-20 summit 2012 was held in:
A. Rome B. Masko C. Cannes
D. Laos Cabos E. None of the above

29. ECOMARC is granted to such a product, which is not harmful to environment. What is the mark of this?
A. A pitcher of clay B. A green Tree C. Cloud
D. A picture of rabbit E. None of the above

30. According to new norms of the RBI, a cheque issued by a drawer should be deposited with the drawee bank within:
A. 6 months B. 5 months C. 3 months
D. 2 months E. 4 months

## Section B - Essay

You have to write an essay (length - one side of the page) on the following topic:

**Essay Topic:** ***"It is not the critic who counts; not the man who points out how the strong man stumbles. The credit belongs to the man in the arena, whose face is marred by dust and sweat and blood"***

# MOCK XAT

# Answers and Explanations

## Part - A

| | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **1** | D | **2** | C | **3** | B | **4** | C | **5** | C | **6** | C | **7** | A | **8** | D | **9** | E | **10** | A |
| **11** | A | **12** | C | **13** | E | **14** | E | **15** | A | **16** | C | **17** | A | **18** | A | **19** | E | **20** | B |
| **21** | D | **22** | A | **23** | C | **24** | C | **25** | E | **26** | D | **27** | B | **28** | E | **29** | B | **30** | A |
| **31** | D | **32** | E | **33** | C | **34** | C | **35** | B | **36** | D | **37** | A | **38** | B | **39** | B | **40** | D |
| **41** | E | **42** | A | **43** | C | **44** | C | **45** | D | **46** | A | **47** | E | **48** | C | **49** | B | **50** | D |
| **51** | D | **52** | D | **53** | D | **54** | C | **55** | D | **56** | E | **57** | A | **58** | D | **59** | B | **60** | D |
| **61** | C | **62** | E | **63** | E | **64** | D | **65** | D | **66** | A | **67** | B | **68** | E | **69** | B | **70** | A |
| **71** | E | **72** | C | **73** | B | **74** | C | **75** | A | **76** | A | **77** | A | **78** | E | **79** | E | **80** | D |
| **81** | E | **82** | A | **83** | A | **84** | C | **85** | B | | | | | | | | | | |

| **MY PERFORMANCE** | | | | | | |
|---|---|---|---|---|---|---|
| | Total Questions | Time Taken (Min) | Total Attempts | Correct Attempts | Incorrect Attempts | Net Score |
| Decision Making | 25 | | | | | |
| English Language Ability and Logical Reasoning | 32 | | | | | |
| Quantitative Ability | 28 | | | | | |
| **TOTAL** | **85** | **140** | | | | |

## Part - B

| | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **1** | A | **2** | E | **3** | D | **4** | D | **5** | A | **6** | B | **7** | B | **8** | B | **9** | A | **10** | D |
| **11** | C | **12** | D | **13** | A | **14** | D | **15** | C | **16** | A | **17** | D | **18** | D | **19** | D | **20** | B |
| **21** | A | **22** | D | **23** | A | **24** | C | **25** | B | **26** | D | **27** | B | **28** | D | **29** | A | **30** | C |

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**MCT-0004/12**

1. D From the question it is unclear if the Administrative Department or the Vice-President (Marketing) or a third party has influenced the out-of-turn allotment. Hence, it would be unwise to lodge a complaint against the Administrative Department or the Vice-President (Marketing). Options (A) and (B) can hence be ruled out. Option (C) is hasty as it leads to Mr. Ahuja closing all contact with the organisation. Option (D) is the best course of action as it looks for a resolution to the issue and also may lead to a better system – by bringing the problem to the notice of the Vice-President (Operations), under whom the functioning of the Administrative Department falls. Option (E) is incorrect as it looks at bringing negative publicity to the organisation and is a form of revenge and not an attempt to reconcile the issue.

2. C Options (A) and (E) can be ruled out because the question asks for a valid reason on why an out-of-turn allotment could have been sanctioned. Options (A) and (E) depict a situation that goes against the stated company policy. Option (B) is incorrect because it states a new criterion of allotment apart from those already stated in the passage. Option (C) is the answer because it states that the out-of-turn allotment was an exception and was done only because the two cases were special. Option (D) is incorrect because it does not answer why an out-of-turn allotment was made to the two employees.

3. B The passage states that Rexco relied on technology instead of focusing on marketing and distribution. Thus option (B) is the answer. Option (A) can be ruled out because it only focuses on the incorrect brand perceptions due to pricing and not on failure to market the products. Option (C) is incorrect because process bottlenecks have not been discussed in the passage. Option (D) is incorrect because the Korean majors were aggressive in capturing market share and not in retaining it. Option (E) can be ruled out because it does not help explain why Rexco faced a downfall. The statement only implies that Rexco faced problems with the entry of Damsung and CG.

4. C Options (A), (B), (D) and (E) can all be inferred from the passage Only option (C) cannot be inferred as there is no discussion in the passage on the relevance of sales promotions and discounts for customers.

5. C Option (A) is incorrect as it is not necessary that a high attrition rate would have a negative effect on the performance of Rideocon. Option (B), rather than being a weak point, highlights a strong area of Rideocon and one that would probably make the outsourcing exercise a success for Rexco. Option (D) states that Rideocon has faced management problems in the past. However, there is no information in the passage to imply that such problems have persisted into the present or, indeed, that they may arise in the future. Option (E), even if true, doesn't necessarily spell doom for the outsourcing exercise as it does not indicate that Rideocon's marketing strategies are worse than those of Rexco or Rexco's competitors. Moreover, there is nothing in the passage to indicate that having a sales strategy is any better or worse than having a marketing strategy. Option (C) is the correct answer since it states that Rideocon does not have a good reputation on the outsourcing front.

6. C The passage discusses the various problems faced by Rexco in light of the changing dynamics of the TV market in India. It then discusses the various steps that the company took to remedy the situation – setting up new processes, overhauling the supply chain, changing its marketing strategy and realigning its skills portfolio. Having devised such a multi-pronged approach, the biggest challenge would be to ensure roll out and implementation of these strategies. Thus, option (C) is the correct answer.

7. A Option (A) talks about a fault in the strategy adopted by Rexco and can be inferred from the passage. Thus it is pertinent to the discussion. Options (B) and (E) are not mentioned in the passage and any discussion on them would be superfluous for a comparative analysis between Rexco and its Korean competitors. Option (C) is contrary to what is stated in the passage and is therefore incorrect.

8. D Option (A) can be ruled out because it does not help the state increase its own capacity and is a temporary solution. Option (B) can be ruled out because the price of electricity is not the main issue, it is the increase in capacity that is the focus. Option (C) is incorrect because it is a temporary measure to keep the state within its power resources. However, it is not a positive measure to increase capacity. Option (D) is the answer as partnerships that help increase power generation will be important and inflow of funds will help GSEB to increase its capacity –refer to the last line of the first paragraph. Option (E) talks about improving efficiency and reducing wastage and loss of power but is silent on the subject of increasing the power generation capacity of the state.

9. E The passage states that transmission and distribution losses were major reasons for the grim power situation in Gujarat. Options (A), (B) and (D) would all be contributing factors to the power woes of the state. Option (C) too can be thought of as a cause as it is stated in the passage that the state suffered from huge losses and large bill arrears would have aggravated the situation in such a case. Lack of awareness, on the other hand, cannot be said to have added to the woes of the power sector. Thus, option (E) is the correct answer.

10. A The case clearly states that the organisation has to supply arms to the Israeli army and since it is short-staffed it has a strict leave policy within the organisation. Also, it is indicated that the new leave policy was communicated to all personnel and hence the two employees with 7 and 17 days of leave balance were aware of the fact that this year they were only allowed to avail 60 days leave. Since, their requirement was due to their respective marriages and not an emergency, it would not be pragmatic to go against the company policy and issue any extra leave. Hence option (A) is the answer as it remains within the company policy and ensures that no similar requests come in from other personnel. It would also help maintain the motivation and discipline within the organisation.

11. A Option (E) can be ruled out because it is an unfair decision that is based on a generous offer made by two other personnel who have extra leave balance. However, this option does not take into account that the personnel who have foregone leave may in future need leave in case of an emergency. Option (D) can be ruled out because it will send an incorrect message that the organisation is not serious about its own policy. This will bring in more requests for extra leave and may also result in leave requests that will be made using unethical means. Option (C) is incorrect because it penalises every other employee in the department so that two employees can be given extra leave. This will lead to low motivation and lack of respect for the leave policy of the organisation. Option (B) is incorrect because it relies on the fact that the two employees will remain with the organisation in order to compensate for the extra leave that they have availed. There is no mention of a bond signed between the organisation and the employees and hence such an option is only based on good faith. Option (A) is the answer as it stays with the company policy and justifies the decision according to the points laid down in the policy.

12. C The passage outlines customer complaints as primarily having to do with engine seizures, issues with the quality of components (accelerator and clutch cables), electrical failures, maintenance issues and the inconveniently positioned gear lever. Options (A), (B), (D) and (E), all enunciate changes that would address these issues and thus be appreciated by customers. Option (C) talks about changing the design to make the bike more sleek and aerodynamic. However, the design of the bike has not been mentioned as a problem in the passage. Rather it is what makes the bike unique and 'iconic'. Thus, option (C) is the correct answer.

13. E It is clear that existing customers did not want changes in the bike even though there had been complaints about the bike. And any change that the company was going to make had to be done keeping this in mind – the organisation would have to make changes while ensuring that the bike retained much of its original flavour. Option (E) is the answer. Option (A) is incorrect because it only focuses on attracting new customers and not on keeping existing customers happy too. Option (B) is incorrect because it does not mention the changes that the manufacturers had to make in the bike. Option (C) is incorrect because it presents the case as a marketing problem and not a manufacturing and marketing problem as it actually is. Option (D) is incorrect because expanding the market segment is not a main issue in the case.

14. E According to a member of Sarah's team, the client is adamant on the use of young and thin models. These kinds of models have been used in the previous campaign too. Additionally, Sarah feels that if she raises any doubts on the use of these models, her team's creativity will be adversely affected. On the other hand, Sarah's misgivings are not unjustified and hence blindly following the client brief would be unethical for her. Hence, option (A) can be ruled out. Option (B) is incorrect because it helps Sarah justify the use of young and thin models and does not address the issue. Option (C) is incorrect because she would be going against the client brief and involving her team members in this decision. Option (D) is also incorrect because educating the client is not Sarah's job profile – in all probability she would waste time and not be able to prepare a satisfactory campaign in the process. Option (E) is the answer because it tries to take into account the needs of every stakeholder – the client, the team and Sarah – and also looks at creating a campaign that does not send out an incorrect message to young teenage girls. It thus represents a 'win – win' situation for all concerned.

15. A The question states that Sarah and her team have put in their best efforts into the campaign indicating that the client would have been satisfied with the campaign before it was finally released. The justification that Sarah brings for the lukewarm response to the campaign has to logically look at external circumstances – the teenage girl segment, the timing and the environment. Option (A) is the most positive response considering that the campaign was drawn up taking into account the client brief and ethical considerations. Option (B) is not logical because it is understood that the client would have brought out the product line considering the trends at the time of the release of the campaign. Option (C) is incorrect because it indicates that this is a trend, in which case the client as well as Sarah and her team should have been ready for the initial response. Option (D) is incorrect because we do not know if teenagers have taken any note of the protests of women's groups. Option (E) is incorrect because a few fashion critics should not have been able to affect the response of the teenage girls – had the product line been criticised by most fashion critics, it could have been taken as a cause for the mild response to the campaign.

16. C Option (A) would help explain why production would not be a problem in Ethiopia. Options (B), (D) and (E) indicate tax savings and lower setting up and running costs making Ethiopia a more lucrative investment option as against Kenya. Option (C) is incorrect because it justifies not investing in Ethiopia.

17. A The question searches for a reason from the perspective of the Ethiopian government. Option (A) is a logical reason as the government was offering lower rates due to the perceived risk related to cultivating the land. Option (B) cannot be inferred from the passage. Options (C) and (D) and (E) are not supported by the information in the passage.

18. A Option (A) has not been mentioned as a step that Haagen-Dazs took to enter the Chinese market. It was a step that the company took as a global strategy. Options (B), (C) and (D)are all mentioned in the passage as steps taken by the company to enter and position itself in the Chinese market.

19. E Option (A) would be logical as it helps Haagen-Dazs fit its products with the Chinese culture. Option (B) is correct as it would ensure that the company reaches its target customers. Option (C) is also a strategy that would help build a strong brand as the luxury segment would be associated with high product quality. Option (D) is correct as it adds to the perceived value of a luxury brand. Option (E) is incorrect because this is not a marketing strategy aimed at the end consumer but an effort to maintain business and trade relationships.

20. B Option (A) is a feature of the Chinese consumer and is mentioned in fourth paragraph. Option (B) is incorrect as there is no mention of the Chinese tradition of accepting imports. Option (C) is also mentioned in the fourth paragraph. Option (D) can be inferred from the third paragraph. Option (E) can be inferred from the first line of the fourth paragraph.

21. D Human Resource was Y's forte. So it is not surprising that people would be happy and satisfied. The case states that the company is profitable and union relations are good. But still , in position of X , the next logical step may be to examine operations and finances to check if there are any problems there. But, the case already mentions profitability. Also, option (B) is incorrect as it suggests that X does not at all needs to pay attention to HR. A and C might be true in the context of the case but are not the immediate next steps. Option (D) is correct as X needs to have a progressive outlook and needs to take the firm forward. For this he needs to identify new challenges and ensure that the top performers of the company are given newer responsibilities.

**For questions 22 to 25:** The given information can be tabulated as shown below:

| Airline service provider | Airplane Name | Passenger capacity | Fixed cost (in $) | Variable fuel cost per km (in $) | Fixed cost per passenger (in $) |
|---|---|---|---|---|---|
| Ding | A549 | 25 | 600 | 1.1 | 20 |
| Ming | B547 | 30 | 700 | 1.5 | 10 |
| Sing | C106 | 20 | 500 | 1 | 30 |

22. A The required cost = $(600 + 1.1 × 200 + 20 × 20) = $1220.

23. C Computing the costs:
Option (A): 2 × 700 + 2 × 1.5 × 100 + 10 × 35 = $2050
Option (B): 2 × 600 + 2 × 1.1 × 100 + 20 × 35 = $2120
Option (C): (700 + 1.5 × 100 + 30 × 10) + (500 + 1 × 100 + 5 × 30) = $1900
Option (D): (700 + 1.5 × 100 + 15 × 10) + (500 + 1× 100 + 20 × 30) = $2200
Hence, option (C) is the cheapest.

24. C The fixed cost for each airplane for the journey of 500 km:
A549 – 600 + 1.1 × 500 = $1150
B547 – 700 + 1.5 × 500 = $1450
C106 – 500 + 1 × 500 = $1000

Option (A): For 12 people, Ekaant would require one A549 at a cost of 1 × 1150 + 12 × 20 = $1390 or one B547 at a cost of 1 × 1450 + 12 × 10 = $1570 or one C106 at a cost of 1 × 1000 + 12 × 30 = $1360

Option (B): For 30 people, Ekaant would require two A549 at a cost of 2 × 1150 + 20 × 30 = $2900 or one B547 at a cost of 1 × 1450 + 30 × 10 = $1750 or two C106 at a cost of 2 × 1000 + 30 × 30 = $2900.

Option (C): For 45 people, Ekaant would require two A549 at a cost of 2 × 1150 + 45 × 20 = $ 3200 or two B547 at a cost of 2 × 1450 + 45 × 10 = $3350 or three C106 at a cost of 3 × 1000 + 45 × 30 = $4350.

Option (D): For 60 people, Ekaant would require three A549 at a cost of 3 × 1150 + 60 × 20 = $4650 or two B547 at a cost of 2 × 1450 + 60 × 10 = $3500 or three C106 at a cost of 3 × 1000 + 30 × 60 = $4800.
Hence, for N = 45, Ekaant's decision is wise.

25. E The fixed cost for each airplane for the journey of 500 km:
A549 – 600 + 1.1 × 500 = $1150
B547 – 700 + 1.5 × 500 = $1450
C106 – 500 + 1 × 500 = $1000
For 100 people, Ekaant would require four A549 at a cost of 4 × 1150 + 100 × 20 = $6600 or four B547 at a cost of 4 × 1450 + 100 × 10 = $6800 or five C106 at a cost of 5 × 1000 + 100 × 30 = $8000.
Therefore, the amount saved would be maximum if he chooses A549.
Hence, the maximum savings percentage

$$\frac{10000-6600}{10000}\times 100 = 34.$$

26. D Statement III is an assumption in the given argument. The argument assumes that the square white area is of aesthetic value simply because it is a distinguishing feature. Statement IV is an assumption. This assumption makes sure that the use of the white area is affected only by brain structure and not by other variables like training. Statement I is incorrect. The argument cites only one study to argue that neuroscience can explain what aesthetics is. The hippocampus is given as an example. The argument does not assume that other parts of the brain do not contribute to our sense of aesthetics. Statement II is not assumed. We are only told that when the hippocampus is smaller, the white area shrinks. This does not imply that the greater the white area, the more the aesthetic value. Statement V is not an assumption. The argument uses a specific example and merely states the findings of that one particular study. Also related and directly correlated are two very different things.

27. B The idiom *low-hanging fruit* is used to talk about the easiest person(s) to sell something to, to convince of something. The rest of the inferences do not follow. It cannot be determined whether the product is a success or not because no parameters for success have been mentioned. Also nothing can be inferred about the design of or profits from the new product.

28. E Two auxiliaries can be used with one principal verb, only when the form of the principal verb is appropriate to both the auxiliaries. Only option (E) does this correctly (never could take, never did take). In the rest of the options the first auxiliary does not go with the main verb form (e.g. *never had take* is incorrect)

29. B *Irascible*(which means irritable) and *eloquent* are not antonyms. The rest of the word pairs feature antonyms.

30. A The paragraph establishes a link between the number of fatal and non-fatal injuries. Clearly, any study that takes into account data for only one of the two mentioned above will not be able to make an objective statements/result about work place injuries. Hence, it is important for any such study to consider all the data.

31. D The sentence takes the form of the third conditional since it talks about an unfulfilled condition. The if-clause is in the past perfect (*had started*) and the main clause has a modal followed by a perfect infinitive. (*would have met*)

32. E The correct sequence is D-A-E-C-B. (D) introduces the topic of improving return on investment. Return on investment is defined as return divided by (fixed capital + working capital). It logically follows that decreasing (fixed capital + working capital) will increase return on investment. (A) expands on this ratio by stating that only the working capital can be reduced by increasing capacity utilization. (E) concludes that if we want to improve the return on investment, we have to reduce the working capital. (C) follows (E) by talking about the details of working capital, mostly inventories. So it follows that to decrease working capital, inventories need to be decreased. This is exactly what (B) goes on to state.

33. C Sentence IV introduces *portfolio investments* and talks about how transnational money flows are successors to portfolio investments. II and III form a mandatory pair that describes how the money flows of traditional portfolio investment were the stabilizers of the international economy. Sentence I brings in a contrast between today's money flows and the money flows described in sentences II and III. I and V form a mandatory pair because V completes the contrast between traditional and today's money flows. (note *Above all* in sentence V)

34. C Option (A) is stated in the passage, however it does not form the central idea. Option (B) does not coincide with the ideas of the author because the author feels the greatest perversion is not the character or behavior attached but the propriety of their usage. Option (D) cannot be inferred from the passage because even though the author talks about different customs perverting sentiments he does not mention whether this practice should be followed or not. The author mainly talks about the perversion of natural sentiment. Option (E) is incorrect as the author feels that behavioral norms attached by custom do not vary from our natural sentiments regarding the same. Throughout the passage the author feels that humans attach a given propriety or conventionally acceptable standards to characters and behaviors throughout different professions. However, they do not get affected by the standards set by customs and traditions. Based on their natural sentiments and inherent opinions, people have a tendency to judge a person's behavior as moral or immoral and acceptable or unacceptable irrespective of what customs have to say about it. Hence, option (C) is the correct answer.

35. B Statement i states that people establish norms of behavior and manners based on their personal experiences and knowledge. However, the author makes no such mention in the passage. ii weakens the author's views because in the last few lines he states that "though the manners of different nations require different degrees of the same quality, in the character which they think worthy of esteem". Hence manners cannot hold the same level of significance throughout the world.
Statement iii weakens the author's view as it states different people adapt differently to a custom. This means that the different manners and the propriety attached to them would differ within a custom itself and no given norms can be attached on the basis of custom. Statement iv does not weaken the views expressed in the passage as it states what is already mentioned in the passage.

36. D Option (D) is true as per the passage. The author states that real objects withdraw access but their sensual counterparts (objects) withdraw in the least. It implies that even if the zebra is not directly before us, the sensual image of the zebra lies right in front of us which can be viewed from variety of angles and in all moods. As per the passage, it's a sensual object that can be viewed from an infinite variety of angles and in varied moods, not a real object. This makes options (A) and (C) false. Option (B), hallucinations and perceptions organize our perception into discrete zones, but do not affect or influence our perception of real objects. Option (E) is not true because the conceptual profile of real objects is needed to experience it in perception. It can be inferred from these lines, "Although some specific visual or conceptual profile of the zebra is needed for us to experience it, the unified sensual zebra lies at a deeper level of perception than these transient, mutable images."

37. A Only I is true as per the passage. The last few lines of the passage state that sensual objects endure buffered causation in which their interactions are partly damned or stunted. As a consequence, they fail to interact with their neighbours. Hence, option (A) is correct. Statement II is false because sensual objects do not withdraw and can be perceived in the absence of the real object. It implies that the sensual image of the zebra can be viewed even when it is not in front of the eyes. Statement III is not substantiated by the passage. 'Real objects are deprived of causal links(effect) **because** they withdraw into vast ambiguous realms(**cause**) and not **when** (**condition**) they withdraw…'

38. B Option (A) states that caregiver discrimination suits are in the class action arena . This shows that these cases are common and plenty. Options (C), (D) and (E) are examples where a person has been penalized for assuming the caregiver role. Option (B) talks about women who are working part time. It says nothing about these women working part time because of their caregiver role.

39. B The paragraph states an assumption that everyone needs to be always available. Option (A) is similar to this as here as well people are expected to respond within an hour. This expectation may or may not be correct/valid. Only because something is expected does not make this something correct or valid or even a reasonable expectation. Hence A does not weaken the argument. Options (C) and (D) both address the need to spend time on projects and presence . But they do not address the issue at hand which is continuous availability without time-offs. Option (B) is correct as it gives us a reason for the need to stay connected and available all the time.

40. D Option (D) is the only option that leads to possibility of greater achievement. Options (A) and (B) would reduce workload/ challenge which would not address the need for achievement and growth. Option (C) is a threat might inculcate fear but may or may not lead to motivation. Option (E) might lead to better work-place environment but this also will not answer the deep sated need for growth.

41. E In options (B) and (D), the person talked about earns the reward/payment as earned benefit of the job. In options (A) and (C), the possibility of wrong referral/revenue for the reasons of monetary benefit exists.

42. A The *"job creators"* in E are an example of *"those who speak loudest in its favor"* in A. BC continues the description and the contradiction with Smith's ideas.

43. C The argument states that storing and selling milk in tetra packs is more cost effective for retailers. It is also safe for customers as there are lower chances of the product perishing while on the shelf. In order to weaken the argument, the correct option will have to present information that either opposes the information given in the paragraph or presents the customers preference. Option (C) does this. Even if a retailer were to keep supplies of milk in tetra packs, this would not be viable as customer's would not demand this product. Option (A) does not present an argument as to why storing and selling milk in tetra packs would not be feasible. Option (B) is incorrect because it incorrectly tries to weaken the argument on the basis that tetra packs are not a commonly used packaging format. Option (D) is also incorrect because it only presents buying behavior but not the reason behind it. A counter argument can be placed for this option because buying behavior can be influenced. The option fails to attack the main argument.

44. C Mrs. X's usual shopping experience at Chandni Chowk occurs at around 11:30 am. However, with a deviation in her shopping time there is also a change in her experience. Mrs. X's argument lies in the last line of the paragraph when she concludes that she will never visit Chandni Chowk at 3 pm again. Option (B) presents the process of the argument – Mrs. X has generalized her future actions based on the specific instance of visiting the market at 3 pm. Option (A) can be ruled out because Mrs. X's argument links past experience with future action. Option (A) judges the argument itself and this is not required by the question. Option (C) is incorrect because the argument is linked with future action – this is not taken into account by the option. Option (D) is incorrect because an inevitable conclusion points to a predictable/unavoidable decision. However, there isn't enough information in the paragraph to judge that Mrs. X's decision was unavoidable or certain.

45. D The argument states that a degree in management does not ensure a successful career. The recent survey also concludes that only 20 per cent of respondents who were themselves management graduates reported that they had a successful career. Option (D) best supports the argument by further reinforcing the fact that 20 per cent of the respondents who reported a successful career already belonged to successful business families – their career success thus may not be attributed to their degree. Option (A) is incorrect because it does not substantiate the argument. Instead, it only presents a point of view. Option (B) is incorrect because it may serve to weaken the argument. Option (C) is incorrect because the argument is not linked with how each respondent defined a successful career. Option (E) is incorrect as it talks about academic pursuits and not specifically MBA.

46. A According to the passage, moral skeptics demand evidence for every claim, moral or otherwise. Statement I details a situation wherein a claim is made (fire in the jungle) and states that it needs a proof to be accepted (show the smoke). Thus, statement I is in line with the moral skeptics' view as stated in the passage. Statement II states the opposite; it says that since we have an evidence (smoke coming out of the jungle), we can make a claim (there is fire). Statement III is not an example of moral skepticism but an argument given by the opponents and the moral skeptics to shift the burden of proof on each other. IV and V, though relate to moral beliefs, are not the right examples of moral skepticism. It is not about being able to prevent an immoral act or proving that such an act exists, but providing a reason for something to be called moral or immoral in the first place. Option (A), only I, is the correct choice.

47. E Option (A) cannot be inferred from the passage; all that is stated in the passage is that moral skeptics deny that moral beliefs are justified. It cannot be inferred from here that they believe that these beliefs can never be justified. Option (B) cannot be inferred from the passage as the passage is silent on whether the non-skeptics too, like the skeptics, correspond to a system of independent moral reality. Option (C) is contradictory to what is implied in the passage. It is stated that even the skeptics, who believe that morals cannot be justified, behave morally. Thus, one need not believe in the concept of morality to behave morally. The passage presents the arguments of both sides, the moral skeptics and their opponents, but it doesn't state that the burden of proof should be shared equally by both. Option (E) is the correct answer. The passage clearly states that due to the fact that the view of moral skeptics contradicts with common sense, they seem to owe us some explanation for their claim.

48. C Refer to the last line of the first paragraph. Clearly, the author refers to the word 'infect' in the sense of 'to alter for the worse'. Hence option (C) is correct.

49. B 'Philistine' (adjective) means coarse or uncouth. 'Barbaric' is a synonym of the word. 'Civilized' is the correct antonym. 'August' means honorable; grand or high-bred. 'Conservative' means someone who preserves the status quo. 'Liberal' means progressive.

50. D Amnesty means exemption from punishment, usually by government. All other options except option (D) are synonyms of the word. 'Mercy', though is close, means kindness and compassion. Amnesty is a consequence of mercy on the part of the concerned authorities. Thus, option (D) is the correct answer.

51. D In statement I, the emotions displayed by fans of Brazilian and German teams respectively are understandable from their respective positions. Hence, this is an example of positionally objective judgement. In statement II, the woman plays two role at once and views the instance from two different standpoint. Refer to the last paragraph - "Such cases of positionally objective but interpersonally varying valuations are not troubling, because there is good reason for people to occupy the different positions from which it makes sense for them to value the same things in different ways." Hence, this is also an example of positionally objective judgement. In statement III, the standpoint taken against aparthied does not depend on any position of cast, colour, creed or nationality.

52. D Option (D) presents the best summary of the passage. Option (A) is incomplete as it doesn't talk of the fact that 'we take what is written about us abroad as judgment' pointing to our lack of intellectual self-confidence. Option (B) is a sweeping statement that doesn't find enough support in the passage. Option (C) is incorrect as it does not mention that we measure ourselves based on the opinion of people abroad. The passage states that it is only what is written about us abroad that determines how we feel about ourselves. Option (D) captures this idea perfectly and is thus the correct answer. Option (E) is incorrect; the fact that we measure ourselves according to the opinion of outsiders points to our lack of intellectual self-confidence, not leads to it.

53. D The perspective on this paragraph comes from the following lines - "subtle censorship that pervades" and "treated with more self-censorship and deference". Hence, the answer is (D). Option (B), although close, is not the right answer as the Gandhi and the Ambani families are treated with deference not only by the media but by the people in general.

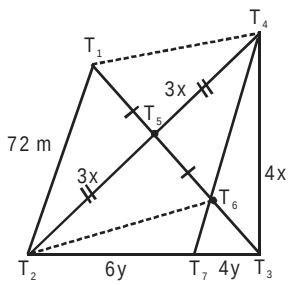
54. C The argument here is that the right for homosexuals to marry does not affect straight marriage negatively. Option (A) is unrelated because it doesn't talk about the subject at hand i.e. how homosexuals' marriage will affect straight marriages. Option (B) does not address the argument completely because it talks about the right of homosexuals to marry and not the effect of such a marriage on straight marriage. Option (C) is correct as it tells us that there is no link between gay marriages and straight marriages and that gay marriage will not change anything that affects straight marriage. Option (D) only says that homosexual marriages confirm the commitment value of marriage but does not tell us if this will have any negative effect on straight marriage. Option (E) is unrelated to the argument whether right for homosexuals to marry affects straight marriage negatively.

55. D The argument here is that life was possibly created by an intelligent designer and even if there is no scientific that is a separate issue. Option (A), doesn't talk about creation of life. Besides, the argument does not assert that there is or will be any scientific proof (refer last sentence). Hence this is unrelated. Option (B) talks about intelligent design per se, and claims that it does not have basis in fact. It doesn't talk about creation of life. Hence this is unrelated. Option C strengthens the argument and its claim. Option (E), also draws on what science indicates, whereas the argument keeps the scientific part of the claim aside. Hence this is unrelated. Option (D) is correct as it challenges the premise of the argument. The argument suggest that perfect and beauty are a result of intelligent design whereas option tells us that perfection and beauty comes from the process of natural selection.

56. E The argument here is that "In general, modern medicine is a better option compared to traditional medicine". Option (A) is incorrect as only being around for a number of years does not test the usefulness of the treatment. The option is also silent on how long the modern medicine has been around. Without this comparison , the argument cannot be justified. Option (B) strengthens the argument by saying that modern medicine is scientific. Option (C) is unrelated since it talks about the fact that we expect too much from modern medicine – that does not logically connect with the argument at hand. Option (D) is unrelated because instead of comparing modern medicine with traditional medicine, it just talks about modern medicine. The wins of the law suits could have been unjustified; in the absence of additional data we can't draw any conclusion. Option (E) weakens the argument because it says that most modern medicines have negative effects whereas traditional medicines don't. This goes against the argument "In general, modern medicine is a better option compared to traditional medicine".

57. A 'Imminent' means something that is round the corner, about to happen. In the context of the given sentence, imminent is the right word. 'Eminent' is famous or superior. 'Immanent' means native, inherent or inborn. 'Implicit' is being implied without question, inherent. 'Elicit' means to bring forth; draw out.

58. D The positions of the trees are shown in the diagram given below.




Let $T_3T_4 = 4x$.
$\therefore T_4T_5 = T_5T_2 = 3x$
Let $T_2T_7 = 6y$.

$\therefore T_7T_3 = 4y \left[\because \frac{T_4T_2}{T_4T_3} = \frac{T_2T_7}{T_7T_3}\right]$

By joining $T_2T_6$, we get quadrilateral $T_1T_2T_6T_4$ which is a parallelogram.
$\therefore T_6T_7 \parallel T_1T_2$
Now, $\Delta T_1T_2T_3 \sim \Delta T_6T_7T_3$.

$\therefore \frac{T_6T_7}{T_1T_2} = \frac{T_7T_3}{T_2T_3}$

$\Rightarrow \frac{T_6T_7}{72} = \frac{4}{10}$

$\Rightarrow T_6T_7 = \frac{72 \times 4}{10} = 28.8$

$\therefore T_4T_7 = 72 + 28.8 = 100.8$ m.

59. B As the smallest number and the range of the list are 2 and 9 respectively, the largest number in the list will be 11. Since the mean, the median and the largest mode are equal, data in ascending order will be in the form of 2, 3, x, x, y, y, z, 10, 11, where x is the smallest mode and y is the largest mode.

$\therefore \frac{2+3+2x+2y+z+10+11}{9} = y$

$\Rightarrow 2x + 2y + z + 26 = 9y$

$\Rightarrow y = \frac{2x+z+26}{7}$

As x, y and z are in ascending order, the only possible ordered triplets of (x, y, z) is (4, 6, 8).

60. D Let the speeds (in km/hr) of Aka, Bhika and Chika be x, y and z respectively.
$\therefore$ 5x + 3y + 6z = 200 ...(i)
and 9x + 6y + z = 310 ...(ii)
From (i) and (ii), we get x + 11z = 90, and from (ii) x < 35, so possible ordered pairs of (x, z) can be (24, 6), (13, 7) and (2, 8). Out of these three possible pairs only (13, 7) satisfies the above equations.
$\therefore$ 5 × 13 + 3y + 6 × 7 = 200
$\Rightarrow$ y = 31.

61. C Probability of getting head = $\frac{3}{5}$ and that of tail = $\frac{2}{5}$

For having at least ₹80 in all, Vikas's net gain in the game should be of at least ₹30. It can happen only if the coin shows tails at least 8 times out of the 10 flips.
Hence, the probability

$= {}^{10}C_{10}\left(\frac{2}{5}\right)^{10} + {}^{10}C_9\left(\frac{2}{5}\right)^9\left(\frac{3}{5}\right) + {}^{10}C_8\left(\frac{2}{5}\right)^8\left(\frac{3}{5}\right)^2$

$= \frac{2^{10} + 10 \times 2^9 \times 3 + 45 \times 2^8 \times 3^2}{5^{10}}$

$= \frac{2^8(4+60+405)}{5^{10}} = \frac{469 \times 2^8}{5^{10}}$.

62. E The sales revenue in 2009 = (9 × 850 + 7 × 450 + 5 × 400 + 10 × 600) × $(1.1)^2$ = ₹22,748.

63. E Let the per unit price of each of the articles in 2008 be ₹x
Total sales in 2009 = 2300x × 1.20 = 2760x
Total sales in 2011 = 2350 × 1.1x = 2585x

Hence, the percentage $= \frac{2760x - 2585x}{2585x} \times 100 \approx 6.8\%$.

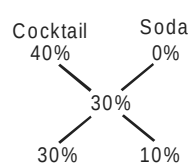
64. D p = 2900 × 18 = ₹52,200
q = 3400 × 12 = ₹40,800
r = 3150 × 16 = ₹50,400
s = 2600 × 20 = ₹52,000
Hence, p > s > r > q.

65. D N = $\frac{512}{2}$ = 256
Let the total number of matches played by the winner be x.
$\therefore N = 2^x$
$\Rightarrow 256 = 2^x \Rightarrow 2^8 = 2^x$
$\Rightarrow x = 8$
Hence, the number of matches played by a team which lost into the semi-finals = 8 – 1 = 7.

66. A Let the number of Mathematics, Physics and Chemistry books purchased by Prakash be m, p and c respectively.
$\therefore$ 100m + 120p + 150c = 1800
$\Rightarrow$ 10m + 12p + 15c = 180
As RHS is multiple of 10 i.e. LHS must also be multiple of 10, p should be multiple of 5 and c should be multiple of 2.
Also, c < p < m
The possible values of m, p and c can be 6, 5 and 4 or 9, 5 and 2 respectively.
Therefore, the number of books purchased could be either 15 or 16.
Hence, option (A) is the correct answer.

67. B Let the initial quantity of cocktail be x ml.

Allegation for wine:



$\frac{\text{Cocktail}}{\text{Soda}} = \frac{3}{1}$

$\Rightarrow \frac{x-17}{17} = \frac{3}{1}$

$\Rightarrow x = 68.$

**Alternative method:**
40% of 17 = 10% of x
$\Rightarrow x = 68.$

68. E Let A ≡ (1, 2) and B ≡ (4, 6).

$AB = \sqrt{(4-1)^2 + (6-2)^2} = 5$

Equation of line AB: 4x – 3y + 2 = 0
Equation of line on which third vertex lies: 4x – 3y + 10 = 0
Therefore, the lines are parallel.

$\therefore$ The distance between the two lines $= \frac{|2-10|}{\sqrt{4^2+3^2}} = \frac{8}{5}$

$\therefore$ The area $= \frac{1}{2} \times$ base × height

$= \frac{1}{2} \times$ AB × distance between the two lines $= \frac{1}{2} \times 5 \times \frac{8}{5}$

= 4 sq. units.
Hence, neither Statement I nor Statement II is required to answer the question.

69. B **From statement I:** When a, b, c, d and e are –1, 2, –4, 8 and –16 respectively, then a > e. But, when a, b, c, d and e are –16, 8, –4, 2 and –1 respectively, then a < e.
Hence, statement I alone is not sufficient.

**From statement II:** Since all the terms are positive and c < d, common ratio of the G.P. must be greater than 1. Therefore, a < e.
Hence, statement II alone is sufficient.

70. A Let the length (in meters) of the track be the LCM (5, 6, 8) i.e. 120. Therefore, the time taken by Tolu, Molu and Golu to complete one round of the track will be 24, 15 and 20 seconds respectively.
So all three will meet at A for the first time after LCM (24, 15, 20) i.e. 120 seconds.

Time after that Tolu and Molu meet for the first time $= \frac{120}{8-5}$

= 40 seconds.
Time after that Tolu and Golu meet for the first time

$= \frac{120}{5+6} = \frac{120}{11}$ seconds.

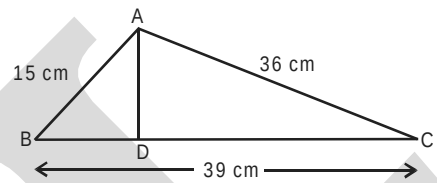
$\therefore$ Time after that all the three meet for the first time

$= \text{LCM}\left(40, \frac{120}{11}\right)$

= 120 seconds.
Hence, the ratio is 1 : 1.

71. E Let the cost price per packet of 'Bourbon' and that of '30-70' be ₹x and ₹y respectively and their respective number of packets sold be 6a and 5a. Then,
$\therefore$ 0.2x × 6a = 0.3y × 5a
$\Rightarrow$ 4x = 5y ...(i)
Also, 0.1x × 6a + 0.25y × 5a = 0.8 × $10^6$
$\Rightarrow$ 0.6ax + ax = 8 × $10^5$ [From (i)]
$\Rightarrow$ 16ax = 8 × $10^6$
From the above conclusions, it is obvious that cost price per packet of the two brands cannot be found. Hence, the question cannot be answered.

72. C As one of the sides of the right angled triangle whose all the sides are integer (in cm) is 39 cm, the possible triplets of the sides (in cm) can be (5 × 3, 12 × 3, 13 × 3) or (13 × 3, 13 × 4, 13 × 5) or (13 × 3, 84 × 3, 85 × 3). Since none of the sides is greater than 48 cm, the only possible triplet of the sides can be (5 × 3, 12 × 3, 13 × 3) i.e. (15, 36, 39).
Let ABC be the right angled triangle which is right angled at A.




$\therefore x = AD = \frac{15 \times 36}{39}$ cm and $y = \frac{39}{2}$ cm

Hence, the numerical value of $x \times y = \frac{15 \times 36}{39} \times \frac{39}{2} = 270.$

73. B The ratio = 60 : 210 × 14% = 2 : 7 × $\frac{14}{100}$ = 100 : 49.

74. C The population $= 204000 \times \frac{14}{85} \times \frac{210}{360} \times \frac{33}{100}$ = 6468.

75. A Let the radius of the base of the carat be r units. Therefore, the height of the carat will also be r units as the semi vertical angle is 45°.

$\therefore$ Slant height of the carat $= \sqrt{r^2 + r^2} = \sqrt{2}r$ units

$\therefore$ Total Surface area of the carat

$= \pi r \times \sqrt{2}r + \pi r^2 = (\sqrt{2}+1)\pi r^2$ sq.unit

Except the piece which is conical in shape all the other pieces will be in shape of frustum.
$\therefore$ The total combined surface area of the pieces =

$$\sqrt{2}\pi r^2 + \left[2 \times \pi \times \left(\frac{r}{27}\right)^2 + 2 \times \pi \times \left(\frac{2r}{27}\right)^2 + 2 \times \pi \times \left(\frac{3r}{27}\right)^2 + \ldots + 2 \times \pi \times \left(\frac{26r}{27}\right)^2 + \pi\left(\frac{27r}{27}\right)^2\right]$$

$$= \left(\sqrt{2}+1\right)\pi r^2 + 2 \times \pi \times \left(\frac{r}{27}\right)^2 \left[1^2 + 2^2 + 3^2 + \ldots + 26^2\right]$$

$$= \left(\sqrt{2}+1\right)\pi r^2 + \frac{1378 \times \pi r^2}{81}$$

Hence, the answer $= \frac{\left(\sqrt{2}+1\right)\pi r^2 + \frac{1378 \times \pi r^2}{81} - \left(\sqrt{2}+1\right)\pi r^2}{\left(\sqrt{2}+1\right)\pi r^2}$

$$= \frac{1378\left(\sqrt{2}-1\right)}{81}.$$

76. A Let the number of test papers prepared by Ashi, Harpu and Kangki in a day be k, 2k and 3k respectively.
So total number of test papers = 15 × 6k = 90k
Number of days taken to complete the x% of the work

$$\left(\frac{90k \times x}{100}\right) \times \frac{1}{6k} = \frac{3x}{20}$$

Since $\frac{3x}{20}$ is an integer, which means x must be multiple of 20.

Therefore, the possible value of x in the given range is 40.
So the number of days taken to complete the x% of the work

$$= \frac{3 \times 40}{20} = 6$$

Now, either Ashi or Kangki should be withdrawn as they are paid at same rate which is higher than Harpu. In case Ashi is withdrawn, number of test prepared per day would be 5k, which does not divide 54k (remaining number of test papers) completely. Therefore, Kangki must be withdrawn as the number of days taken is an integer.
Number of days taken to complete the remaining work

$$= \frac{60 \times \frac{90k}{100}}{k + 2k} = 18$$

Hence, the number of days = 6 + 18 = 24.

**For questions 77 and 78:**
As 75% of students received at most 2 candies, the number of students in the class must have been of the form 4k, where k is a natural number, since 75% of a number will be a positive integer only if the number is multiple of 4. Hence, the number of students in the class could have been any one of the values from the set {4, 8, 12, 16, 20, 24}.
There are three categories of students: who received at most 2 candies; who received 3 to 5 candies and who received more than 5 candies.
If the number of student(s) in the category who received more than five candies had been 0, then at max 66 candies could have been distributed by considering the case of 24 students, 25% of them receiving 3 to 5 candies. Hence, there must have been at least one student who received more than 5 candies, which could be possible only when the number of students in the class must have been either 20 or 24.
Let the number of students who received at most 2, 3 to 5 and more than 5 candies be $n_1$, $n_2$ and $n_3$ respectively.

**Case (i):** n = 20
$n_1$ = 15, $n_2$ = 4 and $n_3$ = 1
Number of ways to distribute candies among $n_1$ = ${}^{20}C_{15}$ × 2 (As 15 students can be selected in ${}^{20}C_{15}$ and each of the students could receive either 1 or 2 candies)
Number of ways to distribute candies among $n_2$ = ${}^{5}C_{4}$ × 3 × 3 × 3 × 3 = 405 (As 4 students among rest of the 5 can be the selected in ${}^{5}C_{4}$ ways and each of the students could receive either 3 or 4 or 5 candies)
Rest of the candies must have gone to the student who received more than 5 candies.
Therefore, the number of ways of distribution = ${}^{20}C_{15}$ × 2 × 405
= ${}^{20}C_{15}$ × 810

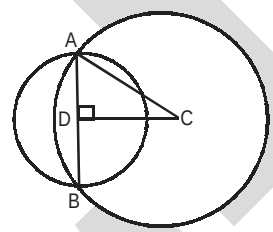
**Case (ii):** n = 24
$n_1$ = 18, $n_2$ = 5 and $n_3$ = 1
Number of ways to distribute candies among $n_1$ = ${}^{24}C_{18}$ × 2
Number of ways to distribute candies among $n_2$ = ${}^{6}C_{5}$ × 3 × 3 × 3 × 3 × 3 = 1458
Rest of the candies must have gone to the student who received more than 5 candies.
Therefore, the number of ways of distribution = ${}^{24}C_{18}$ × 2 × 1458
= ${}^{24}C_{18}$ × 2916
Hence, the total number of ways of distribution = ${}^{20}C_{15}$ × 810 + ${}^{24}C_{18}$ × 2916 = 162[${}^{20}C_{15}$ × 5 + ${}^{24}C_{18}$ × 18].

77. A

78. E

79. E The maximum integral value of x ($x_{max}$) will be the highest common factor of the amounts paid by the two.
∴ $x_{max}$ = HCF [($t^2$ – 2t + 50), (10 + t)]
= HCF [(t + 10)(t – 12) + 170, (10 + t)]
$\left\{\because t^2 - 2t + 50 = (t + 10)(t - 12) + 170\right\}$
= HCF [170, (10 + t)]
As 20 < t < 30 ⇒ 30 < (10 + t) < 40
Since the value of $x_{max}$ is the highest factor of 170 between 30 and 40, hence $x_{max}$ = 34.

80. D The maximum value of y can be 2R i.e. diameter of the smaller circle. When the length of the cord (AB) is the maximum, then figure will look like as shown below.




From Pythagoras' Theorem in right angled triangle ADC

$$DC = \sqrt{AC^2 - AD^2} = \sqrt{4R^2 - R^2} = \sqrt{3}R$$

Therefore, y is the maximum when $x = \sqrt{3}R$.
Hence, option (D) is the correct answer.

81. E As x, y and z are positive real numbers,

$$\therefore \frac{x + 2y + 3z}{3} \geq (x \times 2y \times 3z)^{\frac{1}{3}} \quad ...(i) \ (AM \geq GM)$$

$$\frac{\frac{1}{x} + \frac{1}{2y} + \frac{1}{3z}}{3} \geq \left(\frac{1}{x \times 2y \times 3z}\right)^{\frac{1}{3}} \quad ...(ii) \ (AM \geq GM)$$

Multiplying equations (i) and (ii), we get

$$(x + 2y + 3z)\left(\frac{1}{x} + \frac{1}{2y} + \frac{1}{3z}\right) \geq 9$$

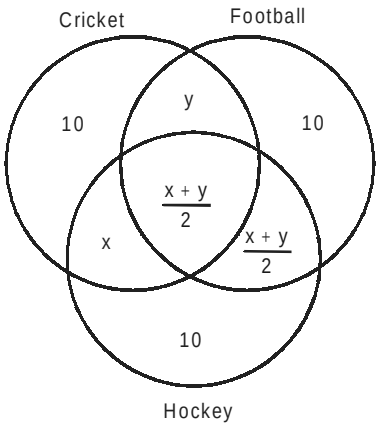
Hence, the minimum value is 9.

82. A The given quadratic equation can be written as,
$bx^2 + ax + c = 0$
⇒ $bx^2 + (b + c)x + c = 0$
⇒ (bx + c) (x + 1) = 0
⇒ $x = -1$ or $-\frac{c}{b}$

As b and c are distinct, $-\frac{c}{b} \neq -1$

Hence, the roots are rational and distinct.

83. A




Let x be the number of boys who play Hockey and Cricket but not Football and y be the number of boys who play Football and Cricket but not Hockey.

$\therefore 10 + x = 6 + (y + 10)$

$\Rightarrow x = y + 6$ … (i)

Total number of boys who play one or more games = 90

$\Rightarrow 2(x + y) = 90 - 30$

$\Rightarrow x + y = 30$

$\Rightarrow y + 6 + y = 30$ $(\because x = y + 6)$

$\Rightarrow y = 12$

Hence, the required number of boys = y + x + y + 10 = 52.

**For questions 84 and 85:**

Number of boys $= \frac{1120}{2n+1} \times (n+1)$

Number of girls $= \frac{1120}{2n+1} \times n$

Let the number of boys who play Cricket and the number of girls who play Volleyball be 'a' and 'b' respectively.

On the basis of the given information, initial table can be drawn as shown below.

| Sport | Number of boys | Number of girls |
|---|---|---|
| Badminton | 70 | $\frac{224n}{2n+1}$ |
| Table Tennis | 80 | 80 |
| Cricket | a | 0.8a |
| Football | 160 | 64 |
| Volleyball | 1.5b | b |

For $\frac{224n}{2n+1}$ to be integer, n = 3.

Number of boys = 640

Number of girls = 480

$\therefore \frac{224n}{2n+1} = 96$

Now, a + 1.5b = 330 and 0.8a + b = 240

$\therefore$ a = 150 and b = 120

Final table is given below.

| Sport | Number of boys | Number of girls |
|---|---|---|
| Badminton | 70 | 96 |
| Table Tennis | 80 | 80 |
| Cricket | 150 | 120 |
| Football | 160 | 64 |
| Volleyball | 180 | 120 |

84. C The number of girls who play Cricket = 120.

85. B The difference = 30.

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