



IASbaba

English

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**TEST BOOKLET**

**Open Mock 1 (Paper – 2)**

**Time Allowed: Two Hours**

**Maximum Marks: 200**

**INSTRUCTIONS**

1. IMMEDIATELY AFTER THE COMMENCEMENT OF THE EXAMINATION, YOU SHOULD CHECK THAT THIS TEST BOOKLET *DOES NOT HAVE ANY UNPRINTED OR TORN OR MISSING PAGES OR ITEMS, ETC.* IF SO, GET IT REPLACED BY A COMPLETE TEST BOOKLET.
2. Please note that it is the candidate's responsibility to encode and fill in the Roll Number and Test Booklet Series A, B, C or D carefully and without any omission or discrepancy at the appropriate places in the OMR Answer Sheet. Any omission / discrepancy will render the Answer Sheet liable for rejection.
3. You have to enter your Roll Number on the Test Booklet in the Box provided alongside. **DO NOT** write anything else on the Test Booklet.
4. This Test Booklet contains 100 items (questions). Each item is printed both in **Hindi** and **English**. Each item comprises four responses (answers). You will select the response which you want to mark on the Answer Sheet. In case you feel that there is more than one correct response, mark the response which you consider the best. In any case, choose *ONLY ONE* response for each item.
5. You have to mark all your responses **ONLY** on the separate Answer Sheet provided. See directions in the Answer Sheet.
6. **All** items carry equal marks.
7. Before you proceed to mark in the Answer Sheet the response to various items in the Test Booklet, you have to fill in some particulars in the Answer Sheet as per instructions sent to you with your Admission Certificate.
8. After you have completed filling in all your responses on the Answer Sheet and the examination has concluded, you should hand over to the Invigilator only the Answer Sheet. You are permitted to take away with you the Test Booklet.
9. Sheets for rough work are appended in the Test Booklet at the end

**10. Penalty for wrong answers**

THERE WILL BE PENALTY FOR WRONG ANSWERS MARKED BY A CANDIDATE IN THE OBJECTIVE TYPE QUESTION PAPERS.

- i. There are four alternatives for the answer to every question. For each question for which a wrong answer has been given by the candidate, **one-third** of the marks assigned to that question will be deducted as penalty.'
- ii. If a candidate gives more than one answer, it will be treated as a **wrong answer** even if one of the given answers happens to be correct and there will be same penalty as above to that question.
- iii. If a question is left blank, i.e., no answer is given by the candidate, there will be **no penalty** for that question.

Q.1) Sujay plays cricket for a club and has a certain average for 9 innings. In the tenth innings, he scores 100 runs thereby increasing his average by 8 runs. His new average is?

- a) 22
- b) 28
- c) 30
- d) 32

Q.2) Two trains running in opposite directions cross a man standing on the platform in 27 seconds and 17 seconds respectively and they cross each other in 23 seconds. The ratio of their speeds is?

- a) 3:2
- b) 3:1
- c) 2:3
- d) 3:5

Q.3) If  $a = 2b = 4c$  and  $a+b+c = 13$  then the value of  $[\sqrt{a^2+b^2+c^2}]/2c$  is

- a)  $5/6$
- b)  $9/2$
- c)  $2/9$
- d)  $3/5$

Q.4) Two water taps together can fill a tank in  $9\frac{3}{8}$  hours. The tap of larger diameter takes 10 hours less than the smaller one to fill the tank separately. Find the time taken by larger pipe to separately fill the tank

- a) 15 hours
- b) 20 hours
- c) 25 hours
- d) 30 hours

Q.5) Which is the smallest 3-digit number that is exactly divisible by 6, 8 and 12?

- a) 120
- b) 125
- c) 135
- d) 150

Q.6) Weights of two friends Ram and Shyam are in the ratio 4:5. If Ram's weight is increased by 10% and total weight of Ram and Shyam become 82.8 kg, with an increase of 15%. By what percent did the weight of Shyam has to be increased?

- a) 10%
- b) 19%
- c) 21%
- d) 25%

Q.7) In certain code language, 'FOX' is coded as '108' and 'SOUP' is coded as '148'. How will 'UPSIDE' be coded as in that language?

- a) 528
- b) 590
- c) 385
- d) 494

Q.8) A shopkeeper sells two tables, each procured at cost price  $p$ , to Amal and Asim at a profit of 20% and at a loss of 20%, respectively. Amal sells his table to Bimal at a profit of 30%, while Asim sells his table to Barun at a loss of 30%. If the amounts paid by Bimal and Barun are  $x$  and  $y$ , respectively, then  $(x - y) / p$  equals

- a) 1.2
- b) 0.6
- c) 0.8
- d) 1

**Direction for the following 6 (five) items:**

Read the following five passages and answer the items that follow. Your answer to these items should be based on the passages only

**Passage 1**

At this stage of civilisation, when many nations are brought in to close and vital contact for good and evil, it is essential, as never before, that their gross ignorance of one another should be diminished, that they should begin to understand a little of one another's historical experience and resulting mentality. It is the fault of the English to expect the people of other countries to react as they do, to

political and international situations. Our genuine goodwill and good intentions are often brought to nothing, because we expect other people to be like us. This would be corrected if we knew the history, not necessarily in detail but in broad outlines, of the social and political conditions which have given to each nation its present character.

Q.9) As per the passage, The need for a greater understanding between nations

- a) is more today than ever before
- b) was always there
- c) is no longer there
- d) will always be there

### Passage 2

If the more articulate members of a community formed a coherent and united class with a common interest, democracy would probably replace in to the rule of that intelligent, educated minority; even as it is, the democracies of the modern world are much closer to this fate than they are to the much-canvassed dangers of mob rule. Far from oppressing the cultured minority, or any other minorities, democracy gives more of them more scope to have their way than any other system does. This is the lesson of experience. It might also have been derived from an analysis of the concept of democracy, if the concept had been accurately analysed.

Q.10) What is the most logical inference that can be drawn from the passage?

- a) forms of government other than democracy give the mobs great scope for self- expression
- b) democracy provides greater scope for mob rule
- c) democracy provides greater scope for the rule of the minority
- d) forms of government other than democracy give the educated minority greater scope for self-expression

### Passage 3

In the world today we make health an end in itself. We have forgotten that health is really means to enable a person to do his work and does it well. A lot of modern medicine and this includes many patients as well as many physicians pays very little attention to health but very much attention to those who imagine that they are ill. Our great concern with health is shown by the medical columns in newspapers. The health articles in popular magazines and the popularity of television programmes and all those books on medicine. We talk about health all the time. Yet for the most part the only result is more people with imaginary illness. The healthy man should not be wasting time talking about health: he should be using health for work. The work does the work that good health possible.

Q.11) Modern medicine is primarily concerned with

- a) promotion of good health
- b) people suffering from imaginary illness
- c) people suffering from real illness
- d) increased efficiency in work

### Passage 4

It is to progress in the human sciences that we must look to undo the evils which have resulted from knowledge of physical world hastily and superficially acquired by population unconscious of the changes in them that the new knowledge is imperative. The road to a happier world than any known in the past lies open before us if atavistic destructive passions can be kept in leash while the necessary adaptations are made. Fears are inevitable in time, but hopes are equally rational and far more likely to bear good fruit. We must learn to think rather less of the dangers to be avoided than of the good that will lie within our grasp if we can believe in it and let it dominate our thoughts. Science, whatever unpleasant consequences it may have by the way, is in its very nature a liberator, a liberator of bondage to physical nature and in time to come, a liberator from the weight of destructive passions. We are on the threshold of utter disaster or unprecedentedly glorious achievement. No previous age has been fraught with problems so momentous; and it is to science that we must look to for a happy future.

Q.12) According to the passage, if man's bestial yearning is controlled

- the future will be tolerable
- the future will be brighter than the present
- the present will be brighter than the future
- the present will become tolerable

Q.13) Fears and hopes according to the author

- are closely linked with the life of modern man
- can bear fruit
- can yield good results
- are irrational

### Passage 5

Much has rightly been made of the problem of political polarisation, but not nearly as much has been said about the problem of political homogenisation. Both are toxic to public discourse. While the former makes for awkward conversations at the family dinner table, the latter buries difficult conversations. Where agreement is sought without a decent discussion, opinion corridors form, limiting the range of ideas tolerated in public discourse. Where all views are not heard in appropriate discussion, the only alternative is inappropriate discussion. And populist rhetoric cuts through this muffled discussion culture like a hot knife through butter, as the pent-up need to be heard surfaces.

Q.14) Which among the following best captures the summary of ideas contained in the passage?

- Political ambivalence is as harmful to public discourse as political polarisation.
- By subduing discussion, political homogenisation can lead to the rise of populism.
- When opinion across the political spectrum is not heard, public discourse is crippled.
- Political homogenisation is as much a cause for rise of populism as political polarisation.

Q.15) 150 workers were engaged to finish a job in a certain number of days. 4 workers dropped out on second day, 4 more workers dropped out on third day and so on. It took 8 more days to finish the work. Find the number of days in which the work was completed.

- 18 days
- 21 days
- 25 days
- 32 days

Q.16) Vijay travelled a distance of 50 km in 9 hours. He travelled partly on foot at 5 km/h and partly by bicycle at 10 km/h. The distance travelled on the bicycle is:

- 13 km
- 10 km
- 12 km
- 17 km

Q.17) The average temperature for Wednesday, Thursday and Friday was  $40^{\circ}\text{C}$ . The average for Thursday, Friday and Saturday was  $41^{\circ}\text{C}$ . If temperature on Saturday was  $42^{\circ}\text{C}$ , what was the temperature on Wednesday?

- $39^{\circ}\text{C}$
- $41^{\circ}\text{C}$
- $43^{\circ}\text{C}$
- $45^{\circ}\text{C}$

Q.18)  $A + B$  means 'A is the father of B';  $A - B$  means 'A is the sister of B';  $A \times B$  means 'A is the brother of B';  $A \div B$  means 'A is the daughter of B'. If,  $R + S \times T - V \div U$ , then how is S related to U?

- Son
- Daughter
- Brother
- Husband

Q.19) Select the term that will come next in the given series

65, 30, 54, 20, 67, 42, 64, ?

- a) 20
- b) 63
- c) 78
- d) 24

Q.20) In how many ways can 8 Indians and, 4 American and 4 Englishmen can be seated in a row so that all person of the same nationality sit together?

- a)  $3! 8! 4! 4!$
- b)  $8! 4!$
- c)  $8! 4! 4!$
- d)  $3! 8!$

Q.21) Suraj walks 20 km towards North. He turns left and walks 40 km. He again turns left and walks 20 km. Finally he moves 20 km after turning to the left. How far is he from his starting position?

- a) 20 km.
- b) 30 km.
- c) 50 km.
- d) 60 km.

**Directions for the following two questions:** Study the following two questions and mark whether it can be answered with the given statements.

Q.22) How long did Mr. X take to cover 5000 km. journey with 10 stopovers?

I: The  $i^{\text{th}}$  stopover lasted  $i^2$  minutes.

II: The average speed between any two stopovers was 66 kmph.

Choose the correct code

- a) The question can be answered with the help of statement I alone
- b) The question can be answered with the help of statement II alone
- c) Both, statement I and statement II are needed to answer the question
- d) The question cannot be answered even with the help of both the statements

Q.23) The average weight of students in a class is 50 kg. What is the number of students in the class?

Statement 1: The heaviest and the lightest members of the class weigh 60 kg and 40 kg respectively.

Statement 2: Exclusion of the heaviest and the lightest members from the class does not change the average weight of the students.

Choose the correct code

- a) The question can be answered by using one of the statements alone, but cannot be answered using the other statement alone.
- b) The question can be answered by using either statement alone.
- c) The question can be answered by using both statements together, but cannot be answered using either statement alone.
- d) The question cannot be answered even by using both statements together

Q.24) The difference between two positive numbers is 10 and the ratio between them is 5:3. Find the product of the two numbers.

- a) 275
- b) 375
- c) 350
- d) 425

**Directions for the following two questions:** Study the problem statement given below and answer the items that follow

125 small but identical cubes are put together to form a large cube. This large cube is now painted on all six faces.

Q.25) How many of the smaller cubes have no face painted at all.

- a) 27
- b) 64
- c) 8
- d) 36

Q.26) How many of the smaller cubes have exactly three faces painted?

- a) 4
- b) 6
- c) 8
- d) 12

Q.27) A cat leaps 5 leaps for every 4 leaps of a dog, but 3 leaps of the dog are equal to 4 leaps of the cat.

What is the ratio of the speed of the cat to that of the dog?

- a) 15:16
- b) 16:15
- c) 15:11
- d) 11:15

Q.28) Which two numbers should be interchanged to make the given equation correct?

$$28 + 49 - 35 \div 7 \times 4 = 68$$

- a) 48 and 35
- b) 28 and 49
- c) 28 and 35
- d) 4 and 28

Q.29) When a student weighing 54 kg left a class, the average weight of the remaining 59 students increased by 100g. What is the average weight of the remaining 59 students?

- a) 60
- b) 59
- c) 57
- d) 61

Q.30) What is the angle between the hands of the clock at 7:20?

- a) 95 degrees
- b) 100 degrees
- c) 110 degrees
- d) 125 degrees

Q.31) It was Tuesday on Feb 8, 2005. What was the day of the week on Feb 8, 2004?

- a) Monday
- b) Thursday
- c) Friday
- d) Sunday

Q.32) In a mixture of 60 litres, the ratio of milk and water 2:1. If this ratio is to be 1:2, then the quantity of water to be further added is:

- a) 20 litres
- b) 30 litres
- c) 40 litres
- d) 60 litres

**Direction for the following 7 (seven) items:**

Read the following six passages and answer the items that follow. Your answer to these items should be based on the passages only

**Passage 1**

Manufacturers of consumer packaged goods (CPG) face two key challenges this year. The first is continued slow or negative growth in people's disposable incomes. The second is changing consumer attitudes toward products and brands, as the great fragmentation of consumer markets takes another turn. In response, companies must dramatically shift the route they take to reach consumers in terms of both product distribution and communications. In many markets, consumer wages have been static for five years. Even where economies are starting to perform better, the squeeze on after-tax wages, especially for the middle class, younger

people, and families, is depressing consumer spending. Although growth in developing countries is still better than in the United States and Europe, a slowdown in emerging countries such as China — where many companies had hoped for higher sales — has translated quickly into lower-than-expected consumer spending growth. We expect continued weakness in consumer disposable income regardless of which way macro GNP uncertainties break.

Q.33) Which of the following best describes the central theme of the passage?

- Reduction in consumer spending because of less disposable income
- Changing spending patterns of the consumers
- Challenges faced by the manufacturers of CPG
- Fate of CPG manufacturers in China

### Passage 2

When a language seems especially telegraphic (that is, requiring less to be actually said to put a sentence together), it is usually because enough adults learnt it at a certain stage in its history that, given the difficulty of learning a new language after childhood, it became a kind of stripped-down schoolroom version of itself. Because all languages are, to some extent, busier than they need to be, this streamlining leaves the language thoroughly complex and nuanced, just lighter on the bric-a-brac that so many languages pant under. For example, Indonesian, one of the most economical languages in the world, is a first language to only one in four of its speakers; the language has been used for many centuries as a lingua franca in a vast region, imposed on speakers of several hundred languages. This means that while other languages can be like overgrown lawns, Indonesian's grammar has been regularly mowed, such that especially the colloquial forms are tidier.

Q.34) Which one of the following best summarises the passage?

- When a language has been used for many centuries as the lingua franca in a vast region, it becomes especially telegraphic.
- Languages become less "busy" and more nuanced when imposed over long periods of time on new people, who learn it as adults.
- When more adults who are non-native speakers are forced, over time, to learn a language, its colloquial forms become cryptic.
- In languages that have been spoken for centuries over vast regions, time and repetition wear words out, and what wears away is often a nugget of meaning.

### Passage 3

Though they do not involve burning dirty fossil fuels, hydropower projects are not emissions free. Often, large dams flood vast vegetated areas. As a result, the vegetation rots under water. Eventually, this leads to the release of methane, a greenhouse gas 34 times as potent as carbon dioxide. In some cases, large dams can result in even more lifetime greenhouse gas emissions than equivalent conventional sources. And this does not even include the emissions resulting from the construction of such dams – cement and equipment-heavy projects that usually take several years to build.

Q.35) Which one of the following best summarises the passage?

- Large hydropower projects contribute more to climate change than fossil fuels plants of equivalent generating capacity.
- As large dams result in significant greenhouse gas emissions, hydropower cannot be regarded as a clean source of energy.
- Hydropower projects cause flooding, leading to significant greenhouse gas emissions from rotting organic material.
- In terms of greenhouse gas costs, hydropower is comparable to more conventional sources of energy.

**Passage 4**

The first report presented by the Disinvestment Commission has all the ingredients of a well-researched policy document but its recommendations will be of little relief to the cash starved Government in mobilising additional resources from the selling of the equity shares of the public sector enterprises. The commission headed by Mr. GV Ramakrishna has proposed the setting up of a disinvestment fund constituted from the proceeds of sale of equity of profitable PSEs and the funds available with the National Renewal Fund. It has been stipulated that the amount thus collected could be utilised for turning around the loss-making units and restructuring the marginally profit-marking undertakings. This is one way of reducing the budgetary support to loss-making PSEs while ensuring that they do not face closure due to paucity of funds. With the Government incurring expenditure of 2200 crore Rs in providing budgetary support to the loss-making PSEs, the United Front regime is in an unenviable position but at the same time the common minimum programme and the pressure from the Left parties have ruled out hard decisions on PSE restructuring and hence this roundabout way of withdrawal of budgetary support to the ailing PSEs.

Q.36) Why could the Government not restructure the loss-making PSEs?

- Because the government is giving budgetary support
- Because the government is going on setting up National Renewal Fund
- Because the government was compelled by Left parties not to take a hard step
- Because the government had already set up a committee to solve this problem

Q.37) The Commission has proposed the setting up of a disinvestment fund constituted from

- budgetary supports
- selling of loss-making units of PSEs
- restructuring the marginally profit-making undertakings
- selling of equity of profitable PSEs

**Passage 5**

An ignorant mind is precisely not a spotless, empty vessel, but one that's filled with the clutter of irrelevant or misleading life experiences, theories, facts, intuitions, strategies, algorithms, heuristics, metaphors, and hunches that regrettably have the look and feel of useful and accurate knowledge. This clutter is an unfortunate by-product of one of our greatest strengths as a species. We are unbridled pattern recognizers and profligate theorizers. Often, our theories are good enough to get us through the day, or at least to an age when we can procreate. But our genius for creative storytelling, combined with our inability to detect our own ignorance, can sometimes lead to situations that are embarrassing, unfortunate, or downright dangerous—especially in a technologically advanced, complex democratic society that occasionally invests mistaken popular beliefs with immense destructive power (See: crisis, financial; war, Iraq).

Q.38) Which of the following is the most logical inference that can be drawn from the passage?

- The ability to recognize patterns and creatively formulate theories is both the greatest strength and the greatest weakness of our species.
- The clutter in our minds that stems from our storytelling ability, along with our inability to perceive our own ignorance, hampers our judgement.
- Our ignorance is compounded by our tendency to create stories around inaccurate, irrelevant and misleading information that clutters our minds.
- Our tendency to weave theories out of the clutter of information stored in our minds can often lead us to truly dangerous situations.



**Passage 6**

The most momentous development of our era, precisely, is the waning of the nation state: its inability to withstand countervailing 21st-century forces, and its calamitous loss of influence over human circumstance. National political authority is in decline, and, since we do not know any other sort, it feels like the end of the world. This is why a strange brand of apocalyptic nationalism is so widely in vogue. The current appeal of machismo as political style, the wall-building and xenophobia, the mythology and race theory, the fantastical promises of national restoration – these are not cures, but symptoms of what is slowly revealing itself to all: nation states everywhere are in an advanced state of political and moral decay from which they cannot individually extricate themselves.

Q.39) Which of the following is the logical corollary that can be drawn from the passage?

- Apocalyptic nationalism is on the rise because the nation state is on the decline.
- Buffeted by countervailing 21st century forces, nation states have lost political authority.
- Xenophobia and apocalyptic nationalism have led to the waning of the nation state.
- The political and moral decay of nation states is the most significant development of our era.

Q.40) Select the combination of letters that when sequentially placed in the blanks of the given series will complete the series.

\_uvwuv\_wvtuw\_uvwuv\_wv\_uw

- t t t t t
- t u t u t
- t v w t t
- t t u t v

**Directions for the following two questions: Study the following problem statement and answer the questions that follow**

In a survey it was found that 10% people don't use Facebook, Twitter or Whatsapp. 8% uses all the three. There are 15% who use Facebook and Twitter only, 20% who use Twitter and Whatsapp only and 20% who use Facebook and Whatsapp only. Number of people that use only Facebook, only Twitter and only Whatsapp are equal. If the survey was conducted on 1000 people, answer the following:

Q.41) How many percentage of people use Whatsapp only?

- 15
- 18
- 9
- 20

Q.42) What is the ratio of number of people that uses Whatsapp only to the people using either Whatsapp or Facebook or both?

- 1/9
- 22/7
- 3/8
- 16/5

Q.43) Select the letter-cluster that can replace the question mark (?) in the following series.

DJQC, ELTG, FNWK, GPZO, ?

- HRCS
- HQCT
- GRDS
- HRBU

**Directions for the following 2 (two) questions:**

In each of the following questions one statement is given followed by two conclusions numbered 1 and 2. You have to take the given statement to be true even if it seem to be at variance from commonly known facts. Read the conclusions and then decide which of the given conclusions logically follows from the given statements.

Q.44) Statement: Good voice is a natural gift but one has to keep practising to improve and excel well in the field of music.

Conclusions

1. Natural gifts need nurturing and care
2. Even though your voice is not good, one can keep practising

Choose the correct code from below.

- a) Only conclusion 1 follows
- b) Only conclusion 2 follows
- c) Both conclusion 1 and 2 follow
- d) Neither conclusion 1 nor conclusion 2 follows

Q.45) Statement: All the organised persons find time for rest. Anjana, in-spite of her busy schedule, finds time for rest

Conclusions

1. Anjana is an organised person
2. Anjana is an industrious person

Choose the correct code from below

- a) Only conclusion 1 follows
- b) Only conclusion 2 follows
- c) Both conclusion 1 and 2 follow
- d) Neither conclusion 1 nor conclusion 2 follows

Q.46) Amal invests Rs 12000 at 8% interest, compounded annually, and Rs 10000 at 6% interest, compounded semi-annually, both investments being for one year. Bimal invests his money at 7.5% simple interest for one year. If Amal and Bimal get the same amount of interest, then the amount, in Rupees, invested by Bimal is

- a) 18,600 Rs
- b) 19,800 Rs
- c) 20,400 Rs
- d) 20,920 Rs

Q.47) X is inversely proportional to Y. When  $X=9$  then  $Y=7$ . If  $X=3$  then  $Y=?$

- a) 21
- b)  $7/3$
- c)  $3/7$
- d)  $27/7$

Q.48) A spends 90% of his salary and B spends 85% of his salary. But savings of both are equal. Find the income of B, if sum of their incomes is Rs. 5000.

- a) 2,000 Rs
- b) 3,100 Rs
- c) 2,800 Rs
- d) 2,500 Rs

Q.49) Total number of boys and girls in a school is 150. If the number of boys is X, then girls become X% of the total number of students. The number of boys is

- a) 55
- b) 60
- c) 75
- d) 80

Q.50) Gaurav went to a fruit market with certain amount of money. With this money he can buy either 50 oranges or 40 mangoes. He retains 10% of the money for taxi fare. If he buys 20 mangoes, then the number of oranges he can buy is

- a) 15
- b) 20
- c) 22
- d) 28

**Direction for the following 6 (five) items:**

Read the following five passages and answer the items that follow. Your answer to these items should be based on the passages only

**Passage 1**

Despite the global slowdown, the online shopping in India has increased. The growing pace of online buying is because of the attractive discounted prices offered and the ability of the customers to research

and compare the prices across several outlets. The average frequency of online purchases in India grew up to 2.9 in the fourth quarter of 2008 from 2.6 during the same quarter in 2007, as reported by the survey of Master Card Worldwide. "The economic meltdown has not affected our business," said the CEO of an e-commerce portal which specialises in personalised gifting and merchandise space in India. He said: "Our business has increased up to five times this year despite the economic recession. Currently, we possess a database of 25000 designs posted by a thousand designers so that the users can create their own merchandise by selecting the designs sitting at home." The CEO also said that with the rise in

bandwidth penetration in India and the increasing awareness of internet among people, the online shoppers sense the convenience to click on the products they want to purchase. Holding onto a similar conviction, the CEO of another Company said, "With the convenience of online buying, customers can save their time and money to move across multiple outlets for a product."

The online shoppers also plan their shopping in advance and conduct research on their planned purchases. It becomes easier for the customers to decide the price at which they want the products. Sharing views on this point, the Manager of the e-commerce portal says, "Through the online shopping, customers can attain the objective of value for money during these tough times." Today, India is the only country where the 18 to 29 years age group has the highest average spend on online shopping. In India, the popular online purchases include the home appliances and the electronic gadgets like cell phones, camera, laptops and so on. According to the survey, the e-purchasing of electronic products has gone up by 51%. So to drive these online shoppers, e-commerce portals are adopting a networking culture by incorporating social networking feature in their websites. So, that people can discuss with their friends and relatives

before buying the particular product. There are more start-ups, who are innovating their products to combat slowdown.

Q.51) Which among the following are not true in the context of the given passage?

- Purchases online have increased as the people buying these products are rich
- Online buying has increased because customers are getting a lot of discounts
- Customers have access to a number of outlets online thus online buying is more popular
- All of the above are not true

Q.52) What according to the CEO of e-commerce portal is the reason for increase in the number of online shoppers?

- Greater bandwidth is now available in India.
- Internet is available at a cheap cost.
- More people are aware of the internet.

Choose the correct code

- 1 and 2 only
- 1 and 3 only
- 2 and 3 only
- All of the above

### Passage 2

Business news does not repeat itself but it sometimes rhymes. In 2007 Walmart, America's biggest grocer, crowed that it would crack the coveted Indian market by being the first global retailer to set up shop there, pipping envious rivals in the process. On May 9th it announced much the same thing: its time in India has come, this time by virtue of paying \$16bn for a majority stake in Flipkart, India's largest ecommerce outfit, which had also been coveted by its vast online rival, Amazon. The sense of déjà vu owes to the fact that its original foray proved a disappointment. Walmart's hopes of somehow circumventing rules to protect local shopkeepers, which have long prevented most foreign retailers from opening stores, have been repeatedly dashed. A decade on it has a meagre 21

wholesale stores in India, generating just 0.1% of its \$500bn in global revenues and a small loss to boot. Somehow that has not dissuaded the beast of Bentonville from undertaking the biggest foreign acquisition in Indian history.

The Indian e-commerce market is as different from America's brick-and-mortar retail landscape as Walmart's Arkansas home is from Bangalore. Wal-Mart probably has too many stores in its mature home market. Flipkart operates online and in quasi-virgin commercial territory: 95% of Americans shop at Wal-Mart at least once a year, but only 5-10% of Indians have ever bought anything online. The deal is a departure in other ways, too. Walmart has already swooped on companies it thinks will help it grow its ecommerce presence. In 2016 it paid out \$3bn for Jet.com, a putative rival to Amazon in America; it has also bagged Bonobos, a purveyor of tailored trousers. But Flipkart, which was founded in 2007 by two former Amazon employees, is in a different league in terms of price tag.

Wal-Mart will own around 77% of the company, which is valued at over \$20bn in total. Even for Wal-Mart, that is a lot of money: \$20bn is roughly the cash it generates every year net of capital expenditure, say, or 8% of its market capitalisation. Connoisseurs of the Indian tech scene have raised eyebrows at the price tag, given that Flipkart raised money at a valuation of under \$12bn just a year ago. Softbank, a Japanese telecoms and internet giant which became its biggest shareholder after investing \$2.5bn just nine months ago, stands to walk away with \$4bn. Walmart's new acquisition will not produce quick returns. Analysts reckon Flipkart loses money on each shipment. Margins are unlikely to improve soon given Amazon's incursion into the market (having committed \$5bn to India, it probably ranks a close second to Flipkart, which is thought to account for just under half of India's online sales). Paytm Mall, a newish rival backed by Alibaba of China, is also ambitious.

Q.53) How would Wamart's business in America be different from its Indian venture?

1. The business in America is mostly brick and mortar while it is online in nature in India.
2. Walmart owns about 88% of the market share in America but hardly any in the Indian market.
3. The market is vastly under penetrated in India.

Choose the correct code

- a) 1 and 2 only
- b) 2 and 3 only
- c) 1 and 3 only
- d) All of the above

### Passage 3

Insurance regulator IRDAI has allowed distribution of all micro-insurance products through point-of-sales (PoS), with an aim further increase insurance penetration in the country. The Insurance Regulatory and Development Authority of India (IRDAI) has created a special category of insurance policies called micro-insurance policies to promote insurance coverage among economically vulnerable sections of society. A micro-insurance policy is a general or life insurance policy with a sum assured of Rs 50,000 or less. Agreeing to the suggestions of insurance companies, IRDAI in a circular has done away with the practice of pre-fixing the word 'PoS' on life, general and health products sold through PoS. The regulator said it has received representations from insurance companies requesting to do away with the prefix 'POS' in the product name.

Insurers made representations to change the norms that made it mandatory for every policy sold through the 'Point of Sales Persons' to be separately identified and pre-fixed by the name 'POS'. IRDAI said the requirement was to identify the person involved in the sales process. The IRDAI (Protection of Policyholder's Interest) Regulations, 2017, under the matters to be stated in life, general and health insurance policy, makes it mandatory to give the details of the person involved in the sales process. "By virtue of this requirement, the need to have the prefix

'PoS' becomes redundant as the insurance policy itself will carry the details of the person selling such a policy," the regulator said. The Authority, "hereby, discontinues requirements" of using the word 'PoS' prefixed before the PoS product name for life, general and health products.

Similarly, IRDAI said it has been observed that advantages such as higher insurance penetration, lower prices, increased choice to customers, which would otherwise accrue to the policyholder by making micro-insurance products available through POS channel are being lost. "Therefore, the Authority after reviewing the position, hereby allows all Micro Insurance products of Life, General and Health insurance to be distributed through the POS also," the circular said. On the manner of dealing with cases of health/personal accident (PA) policies where sum insured crosses the limit specified under the POS guidelines, IRDAI said the sponsoring entity is allowed to recognise such policies as being sourced by the POS and pay the fees to the POS.

Q.54) Which among the following correctly explains the reason of the new guidelines of the IRDAI regarding the withdrawal of the prefix POS in the names of the insurance policies sold by POS?

- IRDAI is not authorized to sell policies online since it is the regulating body of the insurance industry in the country but it also needs to keep a tab on the authorized intermediaries.
- IRDAI made it mandatory to add the prefix of the policy nature in any policy sold by the insurance companies in India.
- The IRDAI now possesses the information regarding the point of sales persons selling the insurance policies in India and it does not make any sense to identify such policies by name.
- The IRDAI has made it mandatory that all the policies issued by the micro insurance agents will be sold through point of sales persons only.

#### Passage 4

For generations, companies have been selling fair skin to young Indian women, promising better marriage and employment prospects. However, over the last few years, men have become a favoured target audience. This followed the realisation that the Indian alpha male, denied a choice in male-specific grooming products, had been using women's fairness creams all along. Until the mid-2000s, deodorants and shaving creams were the only grooming products advertised for men. But India's largest consumer goods companies sensed an opportunity, and launched a slew of fairness products for male consumers.

In India, as in other parts of the world, light skin is the culturally accepted and endorsed form of beauty, and children absorb this message at a young age. According to a 2015 research report by Nielsen, urban Indian men believe that fair skin can improve professional prospects. The cultural pressure to look fair, argues Kiran Khalap, branding expert and founder at communications consultancy Chlorophyll, is something inherent in our society, not manufactured by companies. "And it is certainly not restricted to India: China and Japan have had skin-whitening products for centuries, well before they met Western 'white' people," he said. However, there is a growing awareness among consumers that companies are exploiting their insecurities, and critics have taken some of the biggest fairness brands, and the celebrities who endorse them, to task for their casual discrimination.

Earlier this month, the "Dark is Beautiful" campaign was launched to encourage Indians to embrace a wider definition of beauty. These efforts are slowly making a difference, increasing awareness and encouraging consumers to take pride in their natural skin tones. That means Indian companies will eventually have to change their approach. "My sense is that brands will wake up to the new reality, and you will see propositions reworked around clearer skin (and) glow, rather than pure fairness," Leo Burnett's spokesman said.

Q.55) What is the central idea contained in the passage?

- Though people endorsed skin fairness products, they are now realising that they are being taken for a ride by such products.
- Only men ardently use whitening creams to boost their personality.
- The brand marketing of fairness product companies are evolving to appease the target audience of India.
- Brands are frivolous when it comes to campaigning of their beauty products.

### Passage 5

The strength of the electronics industry in Japan is the Japanese ability to organise production and marketing rather than their achievements in original research. The British are generally recognised as a far more inventive collection of individuals, but never seem able to exploit what they invent. There are many examples, from the TSR Z hovercraft, high speed train and Sinclair scooter to the Triumph, BSA and Norton Motorcycle which all prove this sad rule. The Japanese were able to exploits their strengths in marketing and development many years ago, and their success was at first either not understood in the West or was dismissed as something which could have been produced only at their low price. They were sold because they were cheap copies of other people's ideas churned out of a workhouse which was dedicated to hard grind above all else.

Q.56) The sad rule mentioned in this passage refers to

- the inability of the Japanese to be inventive like the British
- the inability of the British to be industrious like the Japanese
- the lack of variety in Japanese inventions
- the poorer marketing ability of British

Q.57) How many words, with or without meaning, can be formed using all the letters of the word EQUATION at a time so that the vowels and consonants occur together?

- 1420
- 1440
- 1620
- 1840

Q.58) X, Y and Z ran a 50 m race. The time taken by X was recorded by watch W1 and the time taken by Y and Z was recorded by watch W2. The time taken by X, Y and Z to complete the race according to the respective watches used was 5, 6 and 3 seconds respectively. W2 is a faulty clock and loses time uniformly. If X beats Y by 10 m, what was the speed of Z during the race?

- 26
- 36
- 16
- 56

Q.59) In a party every person shakes hands with every other person. If there are 105 hands shakes, find the number of person in the party.

- 14
- 15
- 18
- 20

Q.60) The sum of the ages of two friends is 20 years. Four years ago, the product of their ages in years was 48. Determine their present ages.

- 6 years and 14 years
- 8 years and 12 years
- 9 years and 11 years
- Cannot be determined

Q.61) Sudeep's Mathematics test had 75 problems, 10 arithmetic, 30 algebra and 35 geometry problems. Although he answered 70% of arithmetic, 40% of algebra and 60% of geometry problems correctly, still he got less than 60% problems right. How many more questions he would have to answer more to get passed?

- a) 5
- b) 6
- c) 8
- d) 10

Q.62) How many pairs of positive integers  $x$ ,  $y$  exist such that HCF of  $x$ ,  $y = 35$  and sum of  $x$  and  $y = 1085$ ?

- a) 9
- b) 12
- c) 10
- d) 15

Q.63) An iron solid sphere of radius 3cm is melted and recast into small spherical balls of radius 1 cm each. Assuming that there is no wastage in the process, find the number of small spherical balls made from the given sphere.

- a) 21
- b) 27
- c) 29
- d) 32

Q.64) A, B, C, D, E and F are six cities which are collinear in the same order. The distance between any two adjacent cities is equal. A bus starts at A for city F. It takes 25 minutes for the bus to travel from one city to another and stops for 5 minutes at each place. If the bus reaches E at 8:55, then at what time did it reach station B?

- a) 7:25
- b) 7:30
- c) 7:35
- d) 7:40

Q.65) The sum of the digits of a number  $N$  is 23. The remainder when  $N$  is divided by 11 is 7. What is the remainder when  $N$  is divided by 33?

- a) 7
- b) 29
- c) 16
- d) 23

Q.66) In a class of 39 students the ratio of boys and girls is 2: 1. Ramya ranks 15th among all the students from top and 8th among girls from bottom. How many boys are there below Ramya?

- a) 9
- b) 17
- c) 11
- d) 15

**Directions for the following 2(two) questions:** Read the given statements and conclusions carefully. Assuming that the information given in the statements is true, even if it appears to be at variance with commonly known facts, decide which of the given conclusion/s logically follow/s from the statements.

Q.67) Statements:

1. Some bottles are glasses.
2. Some glasses are bowls.

Conclusions:

- I. Some bowls are bottles.
- II. Some glasses are bottles.
- III. No bowl is a bottle.

Choose the correct code

- a) All conclusions I, II and III follow
- b) Either conclusion II or III follows
- c) Only conclusions II and III follow
- d) Only conclusion II and either conclusion I or III follow

Q.68) Statements:

Some eyes are ears.

Some ears are lungs.

All lungs are hands

Conclusions:

I. Some hands are eyes.

II. Some hands are ears

III. Some lungs are eyes

IV. No hand is eye

Choose the correct code

- Either conclusion I or III and conclusion II follow
- Only conclusions II and III follow
- Only conclusions I and II follow
- Only conclusion II follows

**Directions for the following 6 (six) items:**

Read the following six passages and answer the items that follow. Your answers to these items should be based on the passages only.

**Passage 1**

Our demography and political space have been gradually changing over the years. In these times, the youth are being seen as our valuable demographic capital. There is both the need and encouragement for young individuals to start contributing to governance and political spaces in areas beyond joining the bureaucracy or directly contesting elections. "Politics" had started to be largely seen as a space with several negative connotations. Political patronage, "muscle power", financial clout were the most common avenues through which one could enter the political sphere. The only other job that could enable oneself to influence policy or impact society at large was by preparing for years to clear the (very) highly competitive civil service exams and land a job in the government. But, today, the young interested in the public policy/social sector have more avenues to work in their field of interest. There is a renewed interest visible among the youth to participate, shape and work from within the governance and

political system. The opportunities are available at different levels – as a researcher in a think tank, as political consultants working on electoral campaigns or on constituency development for legislators, an intern in a government institution or as a volunteer in an NGO.

Q.69) Why is the author optimistic about the youth participation in public policy?

- They have more avenues to work in their field of interest.
- There is both the need and encouragement for young individuals to start contributing to governance.

Choose the correct code

- 1 only
- 2 only
- Both 1 and 2
- None of the above

**Passage 2**

Homebuyers parted of their money by real estate developers have some relief coming their way. The Union Cabinet has cleared an ordinance amending the Insolvency and Bankruptcy Code (IBC), a law which came into force in November 2016 to hasten the process of winding up failed businesses. While the government refused to divulge specific details of the amendment, the change to the law is expected to help offer better treatment to homebuyers when it comes to recovering their dues from bankrupt companies.

A 14-member panel formed by the Ministry of Corporate Affairs had recommended last month that homebuyers should be treated as financial creditors during the bankruptcy resolution process. It is yet to be known whether homebuyers will be treated better or worse than banks and other financial lenders under the amended law. But there is a sound reason to treat them a step above these traditional lenders. Economically speaking, homebuyers are not creditors but only customers to real estate developers. Unlike traditional creditors such as banks and institutional investors, they do not offer their money in expectation



of excess returns. Homebuyers simply want the delivery of a good that was promised to them. It is thus unfair to push homebuyers, who did not choose to risk their money on an uncertain venture in the first place, down the pecking order when it comes to sharing the spoils of a bankrupt entity.

Until now, homebuyers have had to knock on the doors of the courts to uphold their rights, while other stakeholders benefited significantly at their cost. The travails of several homebuyers in the Jaypee insolvency case, in which the Supreme Court had to intervene in favour of homebuyers in the bankruptcy resolution process, is a case in point. The amendment, if it meets expectations, could also reduce the inconsistencies between the IBC and the Real Estate Regulation Act (RERA). While RERA was introduced with the goal of protecting the rights of buyers by ensuring the timely and honest delivery of homes, they have had to be content with a relatively low status among the various stakeholders in a bankruptcy proceeding. In fact, buyers have been treated as unsecured creditors. The removal of this inconsistency can help courts deliver better justice to homebuyers in the future.

Q.70) Which of the following is/are true as per the passage?

1. Homebuyers are like traditional creditors and want excess returns on their real estate investments.
2. RERA was introduced to protect the rights of buyers.
3. Most of the cases with under the IBC proceedings pertain to Real Estate.

Choose the correct code

- a) 1 and 2 only
- b) 1 and 3 only
- c) 2 only
- d) 2 and 3 only

### Passage 3

Political ploys initially hailed as master-strokes often end up as flops. The Rs 60,000 crore farm

loan waiver announced in the budget writes off 100% of over dues of small and marginal farmers holding up to two hectares, and 25% of over dues of larger farmers. While India has enjoyed 8%-9% GDP growth for the past few years, the boom has bypassed many rural areas and farmer distress and suicides have made newspaper headlines. Various attempts to provide relief (employment guarantee scheme, public distribution system) have made little impact, thanks to huge leakages from the lousy delivery systems of government. So, many economists think the loan waiver is a worthwhile alternative to provide relief.

However the poorest rural folk are landless labourers, who get neither farm loans nor waivers. Half of the small and marginal farmers get no loans from banks and depend entirely on money-lenders, and will not benefit. Besides, rural India is full of the family holdings rather than individual holdings and family holdings will typically be much larger than two hectares even for dirt-poor farmers, who will, therefore, be denied the 100% waiver. It will thus fail in both economic and political objectives. IRDP loans to the rural poor in the 1980s demonstrated that crooked bank officials demand bribes amounting to one-third the intended benefits. Very few of the intended beneficiaries who merited relief received it. After the last farm loan waiver will similarly slow down fresh loans to deserving farmers. While over dues to co-operatives may be higher, economists say less than 5% of farmer loans to banks are overdue i.e. over dues exist for only 2.25 million out of 90 million farmers. If so, then the 95% who have repaid loans will not benefit. They will be angry at being penalised for honesty.

Q.71) As per the passage, why do economists feel that loan waivers will benefit farmers in distress?

- a) It will improve the standard of living of those farmers who can afford to repay their loans but are exempted.
- b) Other government relief measures have proved ineffective.
- c) Suicide rate of farmers have declined after the announcement of the waiver.
- d) Farmers will be motivated to increase the size of their family holdings not individual holdings.

**Passage 4**

The great recession hasn't been great for free trade. As unemployment has risen throughout the world, governments have become more focused on protecting their own industries than on promoting international commerce. The US, though typically an enthusiastic supporter of open markets, included 'buy American' clauses in its stimulus package and propped up its flailing auto industry with hand-outs. But according to the Asian Development Bank (ADB), in the part of the world that was hit hardest by the trade crash -Asia - the number of Free-Trade Agreements (FTAs) signed by Asian countries has grown from just three in 2000 to 55 by the end of August 2009. 19 of those FTAs are among 16 Asian economies, a trend that could help the region become a powerful trading bloc. The drive to lower trade barriers has taken on fresh urgency amid the recession. As Asian manufacturing networks become more intertwined and as Asian consumers become wealthier regional commerce is becoming critical to future economic expansion. Intraregional trade last year made up 57% of total Asian trade, up from 37% in 1980.

In the past Asia produced for America and Europe; now Asia is producing for Asia. Of course, Asia is still dependent on sales to the West, But PEAs could reduce the region's exposure to the US by giving Asian companies preferential treatment in selling to Asian companies and consumers, These benefits could come with downsides, however. According to experts, FTAs create a 'non-level playing field if the most with advantages for Asian countries". dynamically growing part of the global economy gives the US restricted access, it will impact global balance. Companies in countries like the US left out of the trade pacts could face disadvantage when trying to tap fast-growing Asian markets. This, in turn, could have a negative impact on efforts to rebalance excessive debt in the US and excessive saving in Asia. Still, the benefits of greater regional integration could prove powerful enough to overcome the roadblocks. In

Asia, the only thing everyone agrees upon is business. If it does, the world economy may never be the same.

Q.72) Which of the following is not true in the context of the passage?

1. Political and economic rivalries between Asian countries are non-existent today.
2. Asian countries hold America responsible for the recession and have imposed economic sanctions against the US.
3. America has adopted a protectionist strategy after the recession.

Choose the correct code

- a) 1 and 2 only
- b) 2 only
- c) 1 and 3 only
- d) 3 only

**Passage 5**

Born out of the forces of globalisation, India's IT sector is undertaking some globalisation on its own. In search of new sources of rapid growth, the country's outsourcing giants are aggressively expanding beyond their usual stamping grounds into the developing world, setting up programming centres, chasing new clients and hiring local talent. Through geographic diversification, Indian companies hope to regain some momentum after the recession. This shift is being driven by a global economy in which the US is no longer the undisputed engine of growth, India's IT powers rose to prominence largely on the decisions made by American executives, who were quick to capitalise on the cost saving to be gained by outsourcing noncore operations, such as systems programming and call centres, to specialists overseas. Revenues in India's IT sector surged from \$4 billion in 1998 to \$59 billion last fiscal. But with the recession NASSCOM forecasts that the growth rate of India's exports of IT and other business services to the US and Europe will drop to at most 7% in the current fiscal year, down from 16% last year and in 2007-08. Factors other than the crisis are driving India's IT firms into the emerging world. Although the US still

accounts for 60% of the export revenue of India's IT sector, emerging markets are growing faster. Tapping these more dynamic economies won't be easy however. The goal of India's IT firms for the past 30 years has been to woo clients outside India and transfer as much of the actual work as possible back home, where lower wages for highly skilled programmes allowed them to offer significant cost savings. With costs in other emerging economies equally low, Indian firms can't compete on price alone. To adapt, Indian companies which are relatively unknown in these emerging nations are establishing major local operations around the world, in the process hiring thousands of locals. Cultural conflicts arise at times while training new recruits. In addition IT firms also have to work extra hard to woo business from emerging-market companies still unaccustomed to the concept of outsourcing. If successful, the future of India's outsourcing sector could prove as bright as it's past.

Q.73) What is the author trying to convey through the phrase "India's IT sector is undertaking some globalisation on its own"?

- The Indian IT sector is competing with other emerging nations for American business
- The Indian IT sector is considering outsourcing to developing economies
- India IT companies are no longer able to offer comprehensive cost-effective solutions to the US
- Indian IT firms are engaging in expanding their presence internationally

### Passage 6

Harold a professional man who had worked in an office for many years had a fearful dream. In it, he found himself in a land where small slug-like animals with slimy tentacles lived on people's bodies. The people tolerated the loathsome creatures because after many years they grew into

elephants which then became the nation's system of transport, carrying everyone wherever he wanted to go. Harold suddenly realised that he himself was covered with these things, and he woke up screaming. In a vivid sequence of pictures this dream dramatised for Harold what he had never been able to put in to words; he saw himself as letting society feed on his body in his early years so that it would carry him when he retired. He later threw off the "security bug" and took up freelance work.

Q.74) Harold's dream was fearful because

- it brought him face to face with reality
- it was full of vivid pictures of snakes
- he saw huge elephant in it
- in it he saw slimy creatures feeding on people's bodies

Q.75) Two bus tickets from city A to B and three tickets from city A to C cost Rs. 77 but three tickets from city A to B and two tickets from city A to C cost Rs. 73. What are the fares for cities B and C from A?

- 17 Rs and 15 Rs
- 13 Rs and 17 Rs
- 17 Rs and 12 Rs
- 15 Rs and 17 Rs

Q.76) If X is the interest on Y and Y is the interest on Z, the rate and time is the same on both the cases. What is the relation between X, Y and Z?

- $XYZ = 1$
- $X^2 = YZ$
- $Y^2 = XZ$
- $Z^2 = XY$

Q.77) What is the remainder when we divide  $3^{90} + 5^{90}$  by 34?

- 0
- 17
- 33
- 1

Q.78) 8% of the people eligible to vote are between 18 and 21. In an election 85% of those eligible to vote who were between 18 and 21 actually voted. In that election, people between 18 and 21 who actually voted were what percent of those people eligible to vote?

- a) 4.2
- b) 6.4
- c) 6.8
- d) 8

Q.79) 2 women and 5 men can together finish an embroidery work in 4 days, while 3 women and 6 men can finish it in 3 days. Find the time taken by 1 woman alone to finish the work.

- a) 18 days
- b) 21 days
- c) 28 days
- d) 36 days

Q.80) A Birth day party consists of a grandmother, father, mother, four sons, and their wives and one son and two daughters to each of the sons. How many females are there in total?

- a) 14
- b) 16
- c) 18
- d) 24