## **Test-IV: Reasoning Ability**

Directions (O. 121-125): In each question given below are two/three statements followed by two conclusions numbered I and II. You have to take the two/three given statements to be true even if they seem to be at variance with commonly known facts and then decide which of the given conclusions logically follow from the given statements, disregarding commonly known facts. Give answer

- 1) if only conclusion I follows
- 2) if only conclusion II follows
- 3) if either conclusion I or conclusion II follows
- cademy 4) if neither conclusion I nor conclusion II follows
- 5) if both conclusion I and conclusion II follow
- **121. Statements:** No corner is a side

All sides are ends.

Conclusions: I. No end is a corner

II. All ends are sides

**122. Statements:** All questions are answers.

All answers are replies.

All replies are inquiries.

**Conclusions:** I. All answers are inquiries.

II. All replies are questions.

**123. Statements:** All planets are stars.

No star is a moon

**Conclusions:** I. Some moons are planets.

II. No planet is a moon

**124. Statements:** Some laws are rules

All rules are sentences

**Conclusions:** I. At least some sentences are laws.

II. At least some rules are laws.

**125. Statements:** Some kites are birds

Some birds are animals

**Conclusions:** I. No animal is a kite

II. Some animals are definitely not birds

# *Directions* (Q. 126-130): Study the following information to answer the given questions:

	In a certain code 'answer it	right' is written as 'baja nu	!,
	'where is it' is written as 'fi	ba to',.	
	'right from here' is written a	as 'sa vi ja'; and	
	'here she is' is written as 'fi	sa ho'.	
126.	Which of the following mag	y represent 'absolutely righ	nt answer'?
	1) ja nu vi	2) ko zi nu	3) nu ko ja
	4) nu ja fi	5) zi ba nu	- 10
127.	What is the code for 'from'	?	10
	1) sa	2) vi	3) ja
	4) ba	5) Either 'vi' or 'ba'	-413
128.	What is the code for 'is'?		
	1) ba	2) to	3) fi
	4) ho	5) can not be determined	
129.	What is the code for 'she'?		
	1) fi	2) sa	3) ho
	4) ja	5) Cannot be determined	
130.	What does the code 'sa' star	nd for?	
	1) here	2) from	3) she
	4) right	5) Either 'from' or 'is'	
Dire	ections (Q. 131-135): Study	the following informati	on carefully and answer
the	given questions		
	A, B, C, D, E, F, G and H a	re sitting around a circular	table facing the centre but
not 1	necessarily in the same order	ſ.	
*	C is an immediate neighbor	ar of both G and A. E sits	second to the left of C.
*	Two people sit betwen E ar	nd H	
*	B is an immediate neighbor	ar of G. Only one person s	its between B and F.
131.	What is the position of D w	vith respect to H in the abo	ve arrangement?
	1) Third to the left	2) Immediate left	3) Fifth to the right
	4) Immediate right	5) Second to the right	

132. Four of the following	g five are alike in	a certain way and thus form a group.
Which is the one that	does not belong to	that group?
1) CH	2) FE	3) AB
4) GF	5) DC	
<b>133.</b> Who sits second to the	e left of A?	
1) F	2) B	3) D
4) H	5) Cannot be	determined
<b>134.</b> Who among the follow	wing is an immedia	te neighbour of both B and F?
1) G	2) C	3) D
4) A	5) H	
<b>135.</b> B is related to E in a	certain way based o	n the given seating arrangement. In the
same way A is related	to H. To whom am	ongst the following is D related to, fol-
lowing the same patte	ern?	
1) B	2) C	3) A
4) G	5) F	100
		s, the relationship between different
	statements. The sta	atements are followed by two conclu-
sions. Give answer	ine	
1) if only conclusion	H H -	
2) if only conclusion		
3) if either conclusion		
4) if neither conclusion		
5) if both conclusions		
<b>136. Statements:</b> F< R ≥		
Conclusions: I. $K \ge$	O II. $F > M$	
137. Statements: $G = N \le$	$O \ge P > Q = R$	
<b>Conclusions:</b> I. O > 1	$R II. P \leq G$	
<b>138. Statements:</b> F < O =	$L \le W = S$	
Conclusions: I. $W \le$	F II. $O \ge S$	
<b>139. Statements:</b> $B = R \ge$	$T < O = P \ge S$	
<b>Conclusions:</b> I. B < 0	O II. $T < S$	

**140. Statements:**  $P > Q \ge A < R = I$ Conclusions: I. A < P II. I > ADirections (O. 141-145): Study the following information to answer the given questions: P. O. R. S. T. V and W are sitting in a straight line facing north but not necessarily in the same order. R sits third to the left of W. Neither R nor W sits at extreme ends of the line. Only one person sits between R and T. S is not an immediate neighbour of either R or W. Two people sit betwen T and P. Q is an immediate neighbour of S. **141.** Who amongst the following sits exactly between R and T? 1) P 2) O 3) V 5) None of these 4) S **142.** How many persons are sitting between P and W? 3) Three 2) Two 1) One 5) More than four 4) Four **143.** What is the position of T with respect to Q? 1) Third to the left 2) Fourth to the right 4) Second to the left 3) Second to the right 5) Immediate left 144. Which of the following pairs represents persons sitting at two extreme ends of

the line?

1) S, V

2) P, S

3)T, V

4) P. Q

5) P. T

145. Which of the following is true with respect to the given arrangement?

- 1) Two people sit to the left of R.
- 2) S sits to the immediate left of Q.
- 3) W and V sit between T and P.
- 4) Only one person sits to the right of S.
- 5) None is true

Disrections (0.146-148): Four of the following five are alike in a certain way based on the English alphabetical series and so form a group. Which is the one that does not belong to that group?

146. 1) OPKL
2) TUXY
3) YZUV
4) MNIJ
5) FGBC

147. 1) GHJE
2) TUWR
3) MNPK
4) DEGC
5) WXZU

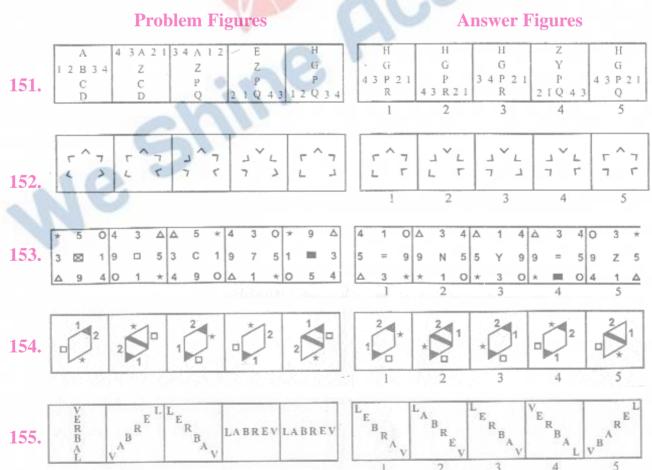
148. 1) TVQ
2) DFB
3) HJE
4) LNI
5) PRM

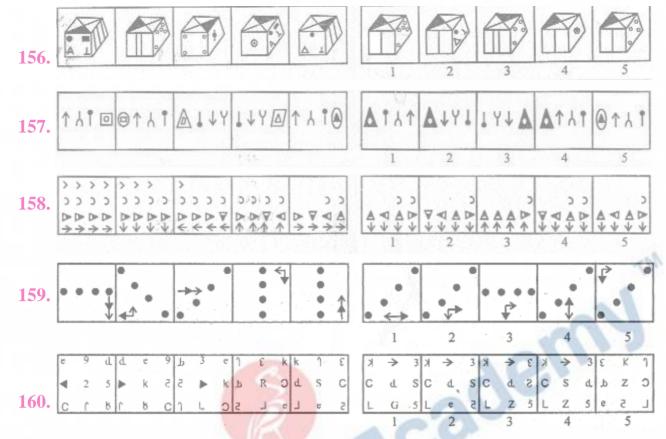
*Directions* (Q.149-150): Four of th following five are alike in a certain way and so form a group. Which is the one that does not belong to that group?

3) Short

- **149.** 1) Heavy 2) High 4) Low 5) Tall
- **150.** 1) Outstanding 2) Nice 3) Excellent
  - 4) Good 5) Kind

Directions (Q.151-160): In each of the questions given below which one of the five answer figures on the right should come after the problem figures on the left, if the sequence were continued?





## Test-V: Marketing Aptitude/ Computer Knowledge

#### **161.** A 'Call' in marketing jargon means

- 1) a phone call
- 2) browsing the net
- 3) to call on a prospect

- 4) a call centre
- 5) a place of worship

## **162.** The task of marketing involves

- 1) opening new branches
- 2) buying a company
- 3) selling a company
- 4) selling products and services of a company

5) mergers

## **163.** Service Marketing is the same as

- 1) relationship marketing
- 2) transaction marketing
- 3) passive marketing
- 4) internal marketing
- 5) instant marketing

#### **164.** 'Conversion' means

- 1) to convert losses in to profits
- 2) to convert profits into losses
- 3) to change a product suitably to suit each customer
- 4) to convert a prospect into a buyer

5) selling products and se	rvices of a company	
<b>165.</b> The type of marketing inv	volved in banks is	
1) transactions marketing		2) service marketing
3) commodity marketing		4) ruthless marketing
5) indifferent marketing		
<b>166.</b> Market space means		
1) place where goods are	sold	2) trade fairs and meals
3) road shows		4) scope avilable for selling
5) competition		TAN
167. A 'lead' means		1
1) a leash	2) a leader	3) an interested buyer
4) ADSA	5) a cold call	· July
168. ADSA's (Direct Selling A	gent's) main job is	46,
1) to design products	2) to sell to the targe	et group
3) to do market survey	4) to distribute profi	ts
5) to earn incentives		
<b>169.</b> Transaction marketing inv	volves selling of	
1) mere goods	2) mere services	
3) ideas and thoughts	4) repair work	
5) after - sales service		
170. A 'Prospect' means		
1) newly designed produc	t	2) a team leader
3) a likely buyer	4) ATM usage	5) internet transaction
171. Marketing techniques inc	lude	
1) good arguing skills		2) good joking skills
3) effective negotiation sk	xills	4) walking skills
5) story telling skills		
172. Service marketing implies	s selling of	
1) only goods	2) only services	3) web servers
4) various commodities	5) goods and service	es

#### **173.** Marketing channels means

1) outlets from where sales take place

2) channel finacing

3) focusing sales on one single group

4) home delivery

5) courier service

#### 174. Market share means

- 1) share capital of the company
- 2) staff strength of the company
- 3) employees stock option
- 4) share price quoted in the market
- 5) percentage share of business of the company, as compared to peers

### **175.** The target group for tractor loans is

- 1) cold storge plants
- 2) farmers with large landholding
- 3) farm labourers
- 4) agriculture Colleges
- 5) vegetable vendors

## **176.** "Cross-selling" means

- 1) selling to enemies
- 2) selling new products
- 3) reversal of a sale
- 4) selling other products existing customers
- 5) public relations

## 177. The target group for an ATM-cum-Debit Card is

- 1) all primary school children
- 2) all prisoners
- 3) firms
- 4) all existing and prospective customers
- 5) other bank's customers

## **178.** The target group for a car loan is

1) all high income individuals

2) all car dealers

- 3) all students
- 4) all BPL persons
- 5) blind persons

## **179.** A Savings Account with insurance benefit is

- 1) a long term loan account 2) a running overdraft facility
- 3) a non-fund facility
- 4) a type of remittance facility
- 5) a value-added deposit account

<b>180.</b> The leads for a car loan c	an be had from	
1) car manfacturing comp	panies	2) car dealers
3) car owners	4) car mechanics	5) back office staff
<b>181.</b> Which type of memory go	ets lost when your switch	off?
1) ROM	2) RAM	3) Cache
4) Dynamic	5) Static	
<b>182.</b> What is the name of the p	orogram that controls the c	omputer?
1) The Operating System	2) An Application Prog	ram
3) A Browser	4) The File Manager	71/
5) The Compiler		
<b>183.</b> Which type of network w	ould use phone lines?	
1) WAN	2) LAN	3) WWAN
4) Wireless	5) None of these	Ye.
<b>184.</b> What type of devices are	computer speakers or head	dphones?
1) Input	2) Input/Output	3) Software
4) Storage	5) Output	
<b>185.</b> Which type of memory he	olds the program to start u	p the computer?
1) ROM	2) RAM	3) Cache
4) Static	5) None of these	
<b>186.</b> A program for viewing w	eb pages is called	
1) Word Processor	2) Spreadsheet	3) Protocol
4) A browser	5) Database	
<b>187.</b> The term used to describe	the intangible instruction	s that tell the computer what
to do is		
1) hardware	2) software	3) storage
4) input/output	5) None of these	

<b>188.</b> A computer tower is not		
1) a CPU		2) Hardware
3) the "Heart" of the com	puter	4) a peripheral
5) None of these		
<b>189.</b> A computer cannot perform	rm which of the followin	g functions?
1) Addition	2) Subtraction	3) Bake a cake
4) Division	5) None of these	
190. Which of the following h	as the smallest storage c	apacity
1) zip disk	2) hard disk	3) floppy disk
4) data cartridge	5) CD	
<b>191.</b> What type of devices are	CDs or DVDs?	
1) Input	2) Output	3) Software
4) Storage	5) Input/Output	46,
192. Why has RAM been name	ed like this?	
1) Because it is read and	write memory	
2) Because it is volatile n	nemory	
3) Because any of the local retrieving data and instance.	- A	tly be selected for storing and
4) Because it is non-volation	tile memory	
193. What is the full form of U	JRL	
1) Uniform Reverse Loca	ation	
2) Universal Resolution I	Location	
3) Universal Resource Lo	ocator	
4) Universal Re-engineria	ng Location	
5) United Resource Loca	tor	
194. Easily relocatable langua	ge is	
1) Machine language	2) Assembly language	2
3) Low-level language	4) Medium Level lang	guage
5) High Level language		

195. Which of the following d	escribes the characteristic	Teatures of SKAWI?
1) Cheap but slow		
2) More consumption of j	power and much costly	
3) Based on transistor - ca	apacitor combinations	
4) Low consumption of p	ower	
5) None of these		
196. Free of cost repair of soft	ware bug available at inter	rnet is called
1) Version	2) Ad-on	3) Tutorial
4) FAR	5) Patch	78
<b>197.</b> Which of the following is	READ only disc	
1) DVD-R	2) DVD-ROM	3) DVD-RW
4) CD-R	5) None of these	MIS
198. Which of the following is	not a computer language	?
1) High level language	2) Machine language	
3) Low level language	4) Medium level langua	age
5) None of these		
<b>199.</b> The speed of clock frequency	ency of a micro processor	is measured in
1) Hertz	2) Baud rate	3) CPS
4) Bits	5) Bytes	
200. Normally which of the fo	llowing is costlier?	
1) Server	2) Notebook computer	
3) Personal computer	4) Laptop computer	5) Main frame computer
4		