#### Associate Banks of SBI Clerk Exam., (Ist Shift) 1-3-2009 Exam., Date— Based on Memory General Awareness

- 1. Who amongst the following was the candidate of the Democratic party in latest election held for the President of the USA ?
  - (A) Hillary Clinton (B) Michelle Robinson
  - (C) John McCain (D) Barack Hussain Obama
  - (E) None of these
- **2.** Who amongst the following cricketers recently joined the Club of 300 Wicket takers in test crickets ?
  - (A) Harbhajan Singh (B) Anil Kumble
  - (C) Ishant Sharma (D) Rahul Dravid (E) None of these
- **3.** Which of the following reflects the importance of 8<sup>th</sup> November 2008 in the history of India ?
  - (A) Chandrayaan 1 was launched this day
  - (B) Chandrayaan -1 was put into the orbits of the moon on this day.
  - (C) This was the day on which ISRO completed 50 years of its existence
  - (D) This was the day on which Chandrayaan-Or entered the lunar orbit
  - (E) None of these

4. Who amongst the following is the author of the novel 'The White Tiger' ?

- (A) Jhumpa Lahiri
- (C) Aravind Adiga
- 5. The Assembly Elections pook place in which of the following States in November- December 2008 ?

(B) Steve Waugh

(D) Paul Krugman (E) None of these

- (A) Uttar Pradesh (B) West Bengal
- (C) Rajasthan (D) Gujarat (E) All the above

**6.** The Prime Minister of India recently flagged off the first ever train in the Kashmir valley. The train will cover which of the following pairs of stations on its final completion ?

- (A) Anantnag Qazigund (B) Anantnag Katra
- (C) Udhampur Katra (D) Katra Qazigund
- (E) None of these
- Which of the following is the correct description of the Capital Market ? Capital Market comprises of—
  - (A) Stock Markets and Bond Markets

- (B) Banks and Insurance Companies (C) RBI and Nationalized Banks (D) Stock Markets and Banks (E) None of these Which of the following organizations has provided a US \$ 150 million loan to 8. overhaul the Khadi & Village Industry in India? (A) World Bank (B) International Monetary Fund (C) Asian Development Bank (D) European Union (E) None of these 9. Which of the following countries is NOT the member of IBSA? (A) India (B) Bangladesh (C) South Africa (D) Brazil (E) All are members 10. The election of the UN General Assembly took place on October 17<sup>th</sup> 2008 in which five countries were elected non-permanent members of the UN Security Council. Which of the following is NOT one of them ? (A) Mexico (B) Turkey (C) Austria (D) India (E) Japan 11. The Govt. of India is planning to introduce which of the following Acts to ensure that foreign investment are not a threat to national security? (B) National Security Exception Act (A) POTA (C) Foreign Exchange Management Act (D) Anti Terrorism Law (E) All these 12. Kosi and some other rivers created severe problems in some parts of the country recently. What is/are the najor causes of flood in a river? (a) Snowmelt (b) High peak discharge of water (c) Storm Surge (A) Only (a) (B) Only (b) (C) Only (c) (D) All (a), (b) & (c) (E) None of these 13. Since Iran-India gas pipeline is yet to get final approval, the energy hungry India has decided to join another pipeline project 'MEDSTREME'. Medstreme will transport oil/gas from which of the following nations at one of its terminal ends 9
  - (A) Turkey(B) Russia(C) France(D) Japan(E) USA
- 14. Which of the following countries is NOT the member of the Nuclear Supplier Group (NSG) ?

	(A) Russia	(B) USA	(C) France	(D) Italy				
	(E) Iran							
15.	Which of the follo	owing countries won	maximum medals in	n Beijing Olympics				
	2008 ?							
	(A) Japan	(B) India	(C) Russia	(D) USA				
	(E) China							
16.	Comprehensive Te	est Ban Treaty (CTB)	T) is associated with	the ban on which of				
	the following ?							
	(A) Ban on certain	organizations under	UN Laws					
	(B) Ban on money	laundering activities						
	(C) Ban on nuclea	r tests for developing	arsenals					
	(D) Ban on terrori	sm						
	(E) None of these							
17.	Who amongst the	following is the first	Prime Minister of N	lepal after it got the				
	status of the democratic republic nation recently ?							
	(A) Rambaran Yac	lav	(B) Subhash 1 emb	ang				
	Dahal (Prachanda)							
	(E) None of these		<b>A</b> :					
18.	After a consistent	persuasion for severa	l years India finally g	got success in a Free				
	Trade Agreement	with which of the foll	owing ? (The meetin	g for this took place				
	in Singapore in Au	igust 2008)						
	(A) European Unio	on	(B) NATO					
	(C) SAARC		(D) ASEAN	(E) None of these				
19.	19. As per the agreement with Iraq. USA has now decided to withdraw its forces from							
	there. This will star	rt by—						
	(A) June 2009	(B) December 2009	(C) January 2010	(D) June 2010				
	(E) 2012 end							
20.	Russia recently sign	ned a peace pact with	which of the followi	ng nations so that it				
	can bring an end to	the war between the	m ?					
	(A) Georgia	(B) Iran	(C) China	(D) Turkey				
	(E) None of these							
21.	Usain Bolt who wa	as adjudged as the fas	stest man on the earth	n (Olympic 2008) is				
	from which of the f	following countries ?						
	(A) Belgium	(B) South Korea	(C) Sourth Africa	(D) USA				
	(E) Jamaica							
22.	Who amongst the	following is the Gove	rnor of the Reserve B	ank of India at pres-				

ent?		
(A) Y. V. Reddy (B) D. Subbarao	(C) Rakesh Mohan	
(D) C. Rangarajan (E) None of these	(C) Rukesh Wohan	
<ul><li>23. Which of the following knowledge can a</li></ul>	a farmer gain from 'Fa	armer's field school'
being run by Department of agriculture & C	-	
(a) Methods and practices for soil, fertil	-	
(b) How to get bank loans		
(c) Understand deficiency symptoms of	soil nutrients	
(A) Only (a)	(B) Only (b)	(C) Only (c)
(D) Both (a) & (c) only	(E) All (a), (b) & (c) $(E) = (E) + (E) +$	• • •
<b>24.</b> Which of the following organizations		
Gramin areas by design itself?	, in the second s	I
(A) Commercial Banks	(B) Central Financi	al Institutes
(C) Private Banks	(D) Regional Rural	
(E) None of these		
<b>25.</b> Who amongst the following is the autho	r of the book (novel)	'Infinite Jest' ?
(A) Quentin Bryce	(B) Arvind Adiga	
(C) Paul Newman	(D) David Foster W	Vallace
(E) None of these	10	
26. Taro Aso whose name was in news recei	tly is the Prime Min	ister of—
(A) South Korea (B) North Korea	(C) Japan	(D) Thailand
(E) None of these		
27. Martti Ahtisaari's name was in news as h	e is the winner of No	bel Prize in the area
of—		
(A) Physics (B) Chemistry	(C) Peace	(D) Literature
(E) Medicine		
<b>28.</b> Who amongst the following won the Fed		
(A) Russia (B) Spain	(C) Italy	(D) USA
(E) France		
<b>29.</b> Which of the following films was Ind	ia's official entry fo	r the Oscar Awards
2009 ?	(D) Teore Zomoon I	
(A) Fashion (C) Jodha Althar	(B) Taare Zameen I	ar
(C) Jodha Akbar (E) None of these	(D) Dostana	
<ul><li>(E) None of these</li><li><b>30.</b> As per the figures released recently white</li></ul>	ich of the following o	ities has the highest
per capita income ?		ines has the inglicit
per cupita meome :		

	(A) Delhi	(B) Mumbai	(C) Chandigarh	(D) Bangalore				
	(E) Jaipur							
31.	India has purchased	Harpoon II Missiles	from which of the fo	llowing countries ?				
	(A) Italy	(B) China	(C) France	(D) Russia				
	(E) USA							
32.	Which of the follow	ving is NOT one of th	e Millennium Goals	set by U.N.O.?				
	(A) Achieve Unive	ersal Primary Education	on					
	(B) Improve Comp	outer Literacy						
	(C) Combat HIV/A	AIDS						
	(D) Environmental	sustainability						
	(E) Global partners	ship						
33.	The Government o	f which of the follow	ing States has provide	ed Rs. 100 crore for				
	promotion of Organic Farming in State ?							
	(A) Tamil Nadu	(B) Rajasthan	(C) Madhya Pradesh	1				
	(D) Punjab	(E) Andhra Pradesh						
34.	Which of the follo	owing States has intr	oduced 'One ltg. Rie	ce for Rupee One'				
	scheme, the first of	f its kind in the count	ry ?					
	(A) West Bengal	(B) Orissa	(C) Bihar	(D) Kerala				
	(E) Tamil Nadu		400					
35.	Which of the follow	wing nations is facing	The neat of Darfur H	Iumanitarian Crisis				
	?		/					
	(A) Iraq	(B) Sudan	(C) Iran	(D) Japan				
	(E) U.S.A.							
36.	Who amongst the	following Cricket Sk	ipper recently announ	nced his retirement				
	from the game ?							
			(C) Rahul Dravid	(D) Irfan Pathan				
	(E) Sachin Tendulk							
37.	_	following was awarde	ed Bharat Ratna recen	tly?				
	(A) Asha Bhosale		(B) Bhimsen Joshi					
	(C) Jagjit Singh		(D) Mani Ratnam					
	(E) None of these							
38.		-	the game of Lawn Te					
	(A) Double Fault	(B) Half Nelson	(C) Cox	(D) Crease				
•	(E) Ruff		2					
39.		is associated with the	-					
	(A) Cricket	(B) Football	(C) Lawn Tennis	(D) Golf				

(E) Hockey

- 40. Who amongst the following is the author of the book 'Straight from the Heart'?
  - (A) Ravi Shastri

(B) Sachin Tendulkar

(C) Kapil Dev

- (D) M. S. Dhoni (E) None of these

## **General English**

Directions—(Q. 41–52) Read the following passage carefully and answer the questions given below it. Certain words have been printed in bold to help you locate them while answering some of the questions.

Govind's father was a rich landlord, who was loved and respected by all his tenants. When he died, he left large tracts of land to Govind. But Govind did not spend a single day looking after his land. He had a funny idea, that there existed a magic potion which, if it was poured on any object would turn it into gold. He spent all his time trying to learn more about this potion. People took advantage of him and cheated him. His wife grew anxious. Given the amount of money Govind was spending, she was sure that they would soon be paupers.

One day, a widely respected sage who had been to the Hunalayas came to their town. Govind asked him about the potion. To his surprise the sage answered. "I have learnt how to brew such a potion. But it is a difficult process." "Tell me !" insisted Govind, hardly able to believe his luck. "You have to collect the dew which settles on the leaves of a banana tree every morning during winter. There is a condition though. The tree should be planted and watered regularly with your own hands. Store the collected dew in an earthen vessel and when you have five litres, bring it to me. I will recite a sacred mantra to transform the lew into the potion. A drop of the potion will be sufficient to change any object into gold." Govind was worried "Winter is only for a few months in the year. It will take me years to collect the dew." "You can plant as many trees as you want" replied the sage. Govind went home and after talking to his wife, began clearing the large fields which had been lying vacant for years. He planted rows of banana saplings. He tended them with great care. His wife helped him too. She would take the banana crop to market and get a good price. Over the years the plantation grew and finally after six years Govind had five litres of dew. He went to the sage who smiled, uttered a mantra and sprinkled a few drops of dew on a copper vessel. To Govind's dismay, nothing happened. "You have cheated me !" he shouted at the sage. The sage however smiled. Govind's wife then came forward with a box. The sage opened it and revealed stack of gold coins inside. Turning to Govind he said. "You worked hard on your land and created a planation. Your wife sold the produce in the market. It was your hard work which created this wealth, not magic. If I had told

you this earlier, you would not have listened." Govind understood the wisdom behind the sage's words and worked even harder from that day on.

- 41. Why did Govind's father give him large plots of land ?
  - (A) It was his way of instilling a sense of responsibility in his son
  - (B) Govind was his only son and sole heir
  - (C) To provide Govind with sufficient funds to pursue his interest of discovering magic potion
  - (D) He wanted Govind to continue to lookafter the tenants
  - (E) None of these
- 42. Which of the following can be said about the sage ?
  - (A) He was cunning and plotted with Govind's wife to cheat him
  - (B) He had no magical powers as such and used to swindle people
  - (C) He was a good judge of people
  - (D) He did not deserve his good reputation
  - (E) He was dishonest because he had cheated Govind out of his gold
- **43.** Why was Govind's wife worried ?
  - (A) Govind had no knowledge of farming and could not cultivate the land he had inherited from his father
  - (B) Govind had no friends because he was obsessed with finding a potion which would turn any thing into gold
  - (C) Govind was only interested in studying under different sages and neglected his family duties
  - (D) Since Govind had devoted all his time and wealth to finding a magic potion they would soon be poor
  - (E) Govind's experiments to find a magic potion were dangerous
- 44. Why did Govind's wife help him in the fields ?
  - 1. To support her husband in his endeavour to find a magic potion
  - 2. The sage had advised her to help her husband succeed
  - 3. He needed someone to help him collect the dew
  - (A) None (B) Only 1 (C) Both 1 and 2 (D) All 1, 2 and 3
  - (E) None of these
- **45.** Why did Govind decide to cultivate a banana crop ?
  - (A) The soil of his land was suitable only for cultivating bananas
  - (B) It was the most highly priced commodity in the region
  - (C) It could be grown at any time of the year including winter
  - (D) His wife pressurised him to do so

(E) The ingredient for the magic potion could only be obtained from a banana tree

**46.** What made Govind angry with the sage ?

(A) The sage had conspired with Govind's wife against him

(B) He had forgotten the magic spell and all Govind's hard work was in vain

(C) He had lost a good deal of money in cultivating bananas

(D) The sage had made a fool of him in front of other villagers

(E) None of these

47. How did Govind acquire his dream of gold finally ?

(A) The sage gave him gold as a reward for his hard work

(B) His wife diligently saved the gold he had received from his father

(C) By selling the banana plantation

- (D) His wife sold bananas at a higher price than others did
- (E) None of these

**48.** Which of the following is TRUE in the context of the passage ?

1. Govind was easily fooled by people

2. Govind was peresevering by nature

- 3. The sage had never actually been to the Himalayas
- (A) Only 1 (B) Both 1 and 2 (C) Only 3 (D) Both 1 and 3
- (E) None of these

*Directions*—(*Q. 49–50*) Choose the word which is MOST SIMILAR in meaning to the word printed in bold as used in the passage.

#### **49.** spend

<ul><li>(A) pay</li><li>(E) empty</li></ul>	(B) bought	(C) devote	(D) settle
<b>50.</b> lying			
(A) sleeping	(B) dishonest	(C) relaxing	(D) remaining

(E) untruthful

*Directions*—(Q. 51-52) Choose the word which is MOST OPPOSITE in meaning to the word printed in bold as used in the passage.

**51.** dismay

(A) joy	(B) interest	(C) desire	(D) humour
(E) luck			
52. tended			
(A) negligible	(B) watched	(C) inclined	(D) ignored
(E) spoil			

Directions—(Q. 53–57) Which of the phrases (A), (B), (C) and (D) given below each

sentence should replace the phrase printed in bold in the sentence to make it grammatically correct? If the sentence is correct as it is given and 'No Correction is Required mark (E) as the answer.

- 53. Starting out my own business at this time would affect the financial stability of my family.
  - (A) Starting up my (B) For starting with
  - (C) To start out mine (D) By starting my
  - (E) No Correction Required

54. Use a tactic for mixing the inferior with good quality rice is dishonest and you will lose your license.

- (A) Using tactics as
- (C) To use tactics
- (E) No Correction Required
- (B) Using a tactic like
- (D) Used to tactics like

55. The company will invest more six hundred crores in the next five years to expand its operations in Britain.

- (A) will further invest
- (C) have invested over

- (B) has invested more than (D) will be invested above
- (E) No Correction Required

56. Several of our projects have delayed because the equipment we ordered was delivered late.

- (A) have been delayed when
- (B) delayed because of (D) were delayed with
- (C) are delayed since (E) No Correction Required
- **57.** The committee has ruled out the possible raising taxes for this financial year.
  - (A) possibly raised (B) possible rise of
  - (C) possibility to raise (D) possibility of rising
  - (E) No Correction Required

*Directions*—(*Q.* 58–62) In each question below a sentence with four words printed in bold type is given. These are lettered as (A), (B), (C) and (D). One of these four words printed in bold may be either wrongly spelt or inappropriate in the context of the sentence. Find out the word which is wrongly spelt or inappropriate if any. The letter of the words is your answer. If all the words printed in **bold** are correctly spelt and also appropriate in the context of the sentence, mark (E) i.e., 'All Correct' as your answer. 58. Under existing regulations we are not permitted to owe more than a forty per cent (A) **(B)**  $(\mathbf{C})$ 

share of the family business. All Correct (D) (E)

<b>59.</b> In case of any land	l <b>dispute</b> panch	ayat <b>offic</b>	ials will dete	rmine how the	property	
	(A)	(E	B) (	C)		
is to be <b>dividend</b> .	All Correct					
(D)	(E)					
60. The World Bank ha	s consented to s	sanction	the <b>necessary</b>	y <b>finance for</b> the	e project.	
	(A)	(B)	(C)	(D)		
All Correct						
(E)						
61. To obtain a refund	you will have t	o fill a c	laim with the	appropriate at	uthority.	
(A)		(B)	(C)	(D)		
All Correct						
(E)						
62. Experts predict there will be shortage of investment in the infrastructure sector.						
(A)	(B)	(0	<b>C</b> )	(D)		
All Correct						
(E)						
Directions—(Q. 63–62	7) Rearrange the	e followin	ng six senten	ces (1), (2), (3)	, (4), (5)	
and (6) in the proper se	equence to form	a meanin	gful paragrap	h; then answer t	the ques-	
tions given below them	1—		10			
(1) The hall was	filled with child	dren tead	chers, student	s, family mem	bers and	
those who were close to him.						

- (2) Normally such ceremonies are attended by important people like industrialists, politicians and VIPs
- (3) What I saw when I stepped into the hall amazed me.
- (4) I went home with the feeling that it was a most unusual oath taking ceremony with only those who were 'important' to him present.
- (5) When he was elected President, he invited me to the swearing in ceremony in the Central Hall of Parliament.
- (6) However in this case everyone who attended the ceremony seemed to know him personally.
- 63. Which of the following should be the FIRST sentence after rearrangement ?
  - $\begin{array}{ccc} (A) (1) & (B) (2) & (C) (3) & (D) (4) \\ (E) (5) & & & \\ \end{array}$
- **64.** Which of the following should be the SECOND sentence after rearrangement ? (A) (2) (B) (3) (C) (4) (D) (5)
  - (E) (6)

- 65. Which of the following should be the THIRD sentence after rearrangement ?
  - (A) (1) (B) (2) (C) (3) (D) (4)
  - (E) (5)
- 66. Which of the following should be the FIFTH sentence after rearrangement ?
  - (A) (2) (B) (3) (C) (4) (D) (5) (E) (6)

# **67.** Which of the following should be the LAST (SIXTH) sentence after rearrangement ?

- (A) (1) (B) (2) (C) (3) (D) (4)
- (E) (5)

**Directions**—(Q. 68–72) Read each sentence to find out whether there is any grammatical error or idiomatic error in it. The error, if any, will be in one part of the sentence. The letter of that part is the answer. If there is no error, the answer is (E). (Ignore errors of punctuation, if any.)

68. His proposal had / to be send to / the President

**(B)** (A) (C) of the company / for her approval. No error (D) (E) 69. Each Tuesday evening we visited / the farmers (A)  $(\mathbf{B})$ in the area / and held a meeting / to discuss (C) the problems they faced. No error (É) 70. Though our training facilities / are limited only a / few employees (A) **(B)** (C) have been / selected for training. No error (D) (E) 71. During the interview / the panel asked me / several technical questions / **(B)** (C) (A) and I answered all of it. No error (D) **(E)** 72. He decided to work for / an NGO, but most of his / classmates opted for high paid (A) **(B)** (C) / jobs in multinational companies. No error (D) (E)

**Directions**—(Q.73-80) In the following passage there are blanks, each of which has been numbered. These numbers are printed below the passage and against each, five words are suggested, one of which fits the blank appropriately. Find out the appropriate word in each case. When we ...(73)... started thirty years ago in 1977, we did not know anything about how to run a bank for the poor. We therefore looked at how others ran their operations and ...(74)... from their mistakes. In Bangladesh, conventional banks and credit co-operatives always ...(75)... lump sum repayments. This created ...(76)... problems because repaying in a lump sum was a mental hundle for borrowers. They tended to delay repayment and get further into debt in the ...(77).... In the end they usually ...(78)... totally on the loan, which was a loss to the bank. In structuring our own loans, I decided to ask for a daily payment. Monitoring repayment was ...(79)... and it filled people with ...(80)... that they could repay their loans.

73.	(A) firstly	(B) freshly	(C) foremost	(D) initially
	(E) recently			
74.	(A) copied	(B) observed	(C) learned	(D) understood
	(E) improving			
75.	(A) asked	(B) insisted	(C) demanded	(D) settled
	(E) lend		. n.	
76.	(A) severe	(B) no	(C) additionally	(D) variety
	(E) plenty		<b>S S</b>	
77.	(A) time	(B) process	(C) return	(D) event
	(E) action	~~~~		
78.	(A) neglected	(B) abandened	(C) defaulted	(D) depended
	(E) disappointed			
79.	(A) benefit	(B) easier	(C) reckless	(D) disorganised
	(E) secure			
80.	(A) sense	(B) confidence	(C) challenge	(D) doubt
	(E) believe			

### **Quantitative Aptitude**

*Directions*—(*Q. 81 to 90*) What should come in place of the question mark (?) in the following questions ?

81. $(84)^2 - (67)^2 +$	$\sqrt{?} = 2588$		
(A) 361	(B) 529	(C) 441	(D) 625
(E) None of th	ese		
82. 668 $\div$ 167 $\times$ 28	84 = ?		
(A) 1156	(B) 1136	(C) 1096	(D) 1116

(E) None of these	;					
(A) 396	(B) 216	(C) 432	(D) 576			
83. $\sqrt[3]{10648} \times \sqrt[3]{5832}$	$\overline{2} = ?$					
(E) None of these	;					
(A) 5060	(B) 5200	(C) 4880	(D) 4500			
84. 60% of 25% of $\frac{5}{6}$	th of $? = 630$					
(E) None of these	;					
85. (85410 + 36885 +	$24705) \div 1600 = ?$					
(A) 90·25	(B) 94·386	C) 95·50	(D) 91·875			
(E) None of these	;					
86. 4.5 + 23.50 + 14.5	$8 - 17.68 \times 0.5 = ?$					
(A) 33·74	(B) 21·29	(C) 35·06	(D) 24·48			
(E) None of these	)					
87. $(3675 \div 75) \times (74)$	$480 \div 80) = ?$					
(A) 4394·5	(B) 4301	(C) 4581 5	(D) 4114			
(E) None of these		A.				
(A) 15	(B) 18·5	(C) 20	(D) 16·5			
$88. \ \frac{\sqrt{7744} \times 66}{203 + 149} = ?$	(B) 18·5					
(E) None of these						
<b>89.</b> 87146 - 66425 -	15693 = ?					
(A) 5038	(B) 50.28	(C) 5040	(D) 5015			
(E) None of these	;					
<b>90.</b> $(786 \times 74) \div ? =$	1211.75					
(A) 42	(B) 36	(C) 56	(D) 54			
(E) None of these	;					
Directions—(Q. 91 to 95) What should come in place of question mark (?) in the fol-						
lowing number series	?					
<b>91.</b> 36, 20, ?, 8, 6, 5						
(A) 10	(B) 12	(C) 14	(D) 16			
(E) None of these						
<b>92.</b> 668, 656, 632, 584	, ?, 296					
(A) 392	(B) 438	(C) 488	(D) 536			

(E) None of these

93.	1, 121, 441, 961, 10	681, ?						
	(A) 2701	(B) 2511	(C) 2611	(D) 2801				
	(E) None of these							
94.	9, 49, 201, 1009, 2	2, 20209, 80841						
	(A) 4054	(B) 4049	(C) 4050	(D) 4041				
	(E) None of these							
95.	31, 35, 44, 60, 85,	?						
	(A) 121	(B) 111	(C) 109	(D) 97				
	(E) None of these							
96.	6. The average of five positive numbers is 308. The average of first two numbers is							
	482.5 and the aver	age of last two numb	ers is 258.5. What is	the third number ?				
	(A) 224	(B) 58	(C) 121					
	(D) Cannot be dete	) Cannot be determined (E) None of these						
97.	7. Sophia invests 25% of her monthly salary in insurance policies. She spends 15%							
	of her monthly salary in shopping and 35% of her salary on household expenses.							
	She saves the remaining amount of Rs. 9,050. What is Sophia's annual income ?							
	(A) Rs. 84,500	(B) Rs. 5,30,000	(C) Rs. 3,25,200					
	(D) Rs. 4,34,400	(E) None of these						
<b>98.</b>	The ratio of roses	and lillies in a garde	n is 3.2 respectively	. The average num-				
	ber of roses and li	llies is 180. What is t	be number of lillies in	n the garden ?				
	(A) 144	(B) 182	(C) 216	(D) 360				
	(E) None of these	2100						
<b>99</b> .	The number of en	nployees in Compani	es A, B and C are in	a ratio of $3:2:4$				
	respectively. If the number of employees in the three Companies is increased by							
	20%, 30% and 15% respectively, what will be the new ratio of employees work-							
	•	A, B and C respective	•					
	(A) 18 : 13 : 24	(B) 13 : 18 : 23	(C) 17 : 13 : 23	(D) 18 : 11 : 23				
	(E) None of these							
100		erent ways can the let		-				
	(A) 120	(B) 140	(C) 60	(D) 70				
	(E) None of these							

*Directions—(Q. 101 to 105)* Study the following table carefully and answer the questions given below it.

					-	ver the Ye		se Living in	u 	
					Resi	idents				
		Α		В		С		D		Е
Years	% of women	Total Residents								
2002	45	300	60	240	36	150	30	200	38	300
2003	30	250	75	280	40	200	60	260	40	280
004	40	320	50	220	40 50	210	45 50	240	45	320
005 006	45 35	340 320	60 65	250 260	50 45	230 240	50 35	250 220	40 45	300 340
007	50	350	60	300	45	260	40	240	40	330
	What is	s the resp	pective	ratio of	the nur	nber of v	vomen	to the to	tal res	idents in
(	ety C o	over the	years ?							
(	A) 47	: 108	(B	) 91 : 21	5	(C) 9	93:21	5	(D) 4	47:109
(	E) Nor	ne of the	se							
<b>02.</b> Y	What i	s the ap	proxim	ate aver	age nu	umber of	e wome	en living	g in all	l the soc
1	togethe	er in the	year 20	002 ?				-		
(	A) 98		(B	) 105		(C)	107		(D)	101 (E)
<b>03.</b> '	What i	s the di	fferenc	e betwe	en the	e total re	esident	s living	in all	the soc
								ng in all		
	-	e year 2	-			19	<b>D</b> .	C		
	A) 60	5		) 45	•	(C)	30		(D) :	50
(	E) Nor	ne of the	se							
<b>04.</b> '	What i	s the res	pective	e ratio	f men	living in	Socie	ty E in t	the year	ar 2006
	year 20		1			C		5	5	
•	A) 17		(B	) 18 : 17		(C)	16:17		(D)	17:16
		ne of the		<b>y</b>						
				ber of n	nen liv	ing in al	ll the s	ocieties	togeth	er in the
	2004 ?					0			0	
	A) 710	)	(B	) 736		(C)	680		(D) ′	742
		ne of the				. /				
`				oound in	terest	can be o	btained	d on an a	amoun	t of Rs.
						3 years ?				
		1,393.4				•	Rs. 1,3	26		
(	C) Rs.	1,384.5	C			(D)	Rs. 1,3	40	(E) I	None of
07.	A trade	er sells 1	50 met	res of cl	oth for	Rs. 6.6	00 and	he sells	300 n	netres of
								der give		
		e sells 3						0	I	
					our :					

(A) Rs.	3	(B) Rs. 2·5	(C) Rs. 1	.·5 (D)	) Rs. 2					
(E) Non	e of the	se								
<b>108.</b> When 3888 is divided by the square of a number and the answer so obtained in										
multiplied by 21, the final answer obtained is 252. What is the number ?										
(A) 324		(B) 16	(C) 256	(D)	) 144					
(E) Non	e of the	se								
109. The sun	n of the	two digits of a two	digit number is	14, the differen	nce between the					
first dig	it and th	ne second digit of th	he two digit nur	nber is 4. What	is the two digit					
number	?									
(A) 86		(B) 95	(C) 59							
(D) Can	not be d	letermined	(E) None	e of these						
110. A car ru	uns at th	he speed of 40 km	s per hour whe	en not serviced	and runs at 65					
kms/hr.	when s	serviced. After serv	vicing the car of	covers a certain	n distance in 5					
hours. H	How mu	ch approximate tin	ne will the car t	ake to cover the	e same distance					
when no	ot servic	ced?								
(A) 10		(B) 7	(C) 12	(D)	) 8 (E) 6					
Directions—	-(Q. 111	to 115) Study th	e following gra	aph and answe	r the questions					
given below										
		Number of Childre	en pursaing vari	ious Hobby						
		Classes	in various State	S						
		(Numbe	er in thousands)	1						
		Singing	Dancing	Dainting						
		Singing	Daneing	Painting						
	35	]								
s 30										
	ių 20-		]							
	Jo 15									
	Number of Children									
	uny 5									
	50 Et									
		A B	B C States	D						

111. What is the average number of children pursuing painting classes from all the States together ?

(A) 19735 (B) 17395 (C) 19725 (D) 18385

	(E) None of these				
112.	The children pursu	uing singing classes i	n State A are what p	er cent of	the total
	number of children	n pursuing all the thre	e classes from the same	ne State ?	
	(A) 30	(B) 35	(C) 40	(D) 45	
	(E) None of these				
113.	What is the different	nce between the total	number of children pu	irsuing dar	ncing and
the t	total number of chil	dren pursuing paintin	g from all the State to	ogether?	
	(A) 20000	(B) 15000	(C) 25000	(D) 1000	0
	(E) None of these				
114.	What is the respec	ctive ratio of the nun	nber of children purs	uing danc	ing from
	State B to the num	ber of children pursu	ing dancing from Stat	te D?	
	(A) 7:9	(B) 11 : 9	(C) 11 : 7	(D) 9 : 11	1
	(E) None of these				
115.	What is the average	ge number of children	pursuing singing, da	incing and	l painting
	from State C? (Ro	ounded off to the near	est integer)		
	(A) 28859	(B) 29167	(C) 291216	(D) 2876	5
	(E) None of these		CO'		
Dire	ections—(Q. 116 to	• 120) What approxir	nate value should co	me in pla	ce of the
ques	stion mark (?) in the	e following questions	? (You are not expec	ted to calc	culate the
exac	ct value)		<b>S</b> 3		
116.	$[(1\cdot3)2 \times (4\cdot2)2]$ (A) 7	$\div 2.7 = ?$	4		
	(A) 7	(B) 21	(C) 18	(D) 11	(E) 16
117.	$746 \div 32 \times 15 =$	?			
	(A) 350	(B) 345	(C) 355	(D) 340	(E) 335
118.	$\sqrt{834} \times \sqrt{349} = 2$				
	(A) 525	(B) 556	(C) 534	(D) 550	(E) 540
119.	(3986 + 2416 + 38	$(97) \div 754 = ?$			
	(A) 18	(B) 14	(C) 11	(D) 9	(E) 21
<b>120.</b> $41.25 + 11.085 \times 2.75 = ?$					
	(A) 63	(B) 67	(C) 76	(D) 72	(E) 80
Reasoning Test					

**121.** If 'football' is called 'cricket', 'cricket' is called 'basketball', 'basketball' is called 'badminton' is called 'volleyball', 'volleyball' is called 'hock-ey' and 'hockey' is called 'golf', which of the following games is not played using a ball ?

(A) X7-11111	$(\mathbf{D})$ $\mathbf{D} = -1 = -4h = -11$	$(\mathbf{C})$ II. $1$	$(\mathbf{D})$ Cristat	
(A) Volleyball	(B) Basketball	(C) Hockey	(D) Cricket	
(E) None of these		nin aful word with	the First Second Third	
-	•	-	the First, Second, Third	
			the following would be	
			nade, give 'X' as your	
			ve your answer as 'Y'—	
(A) C	(B) T	(C) N	$(D) X \qquad (E) Y$	
	-		ged in ascending order,	
		-	ourth from the right and	
	ft in the new arrange			
(A) One	(B) Two	(C) Three	(D) Four	
(E) None				
	• •	• •	o la ki so' means 'take	
-	-	_	diet'. Which of the fol-	
lowing is the coc	le for 'at' in that lang			
(A) ja	(B) pe	(C) bo	(D) re	
(E) None of these		C) '		
			KIT is coded as #\$7@,	
then how will W	AIT be coded in the			
(A) 9267	(B) 9276	(C) 92@6	(D) 9@67	
(E) None of these		×		
126. How many meaningful three letter English words can be formed with the letter				
WNO, using each	h letter only once in	each word ?		
(A) None	(B) One	(C) Two	(D) Three	
(E) Four				
<b>127.</b> Four of the follow	wing five are alike in	a certain way and s	so form a group. Which	
is the one that does not belong to that group ?				
(A) Clutch	(B) Wheel	(C) Break	(D) Car	
(E) Gear				
<b>128.</b> How many such pairs of letters are there in word SENDING, each of which has				
as many letters between its two letters as there are between them in the English alphabets ?				
(A) None	(B) One	(C) Two	(D) Three	
(E) More than the		~ /	× /	

**129.** Each vowel of the word GLADIOLUS is substituted with the next letter of the English alphabetical series, and each consonant is substituted with the letter pre-

ceding it. How many vowels are present in the new arrangement ?

- (A) None (B) One (C) Two (D) Three
- (E) None of these

**130.** In a certain code THEN is written as VFGL. How is WORD written in that code ?

(A) UQPF (B) YMTB (C) YMVB (D) VQFP

(E) None of these

*Directions*—(*Q. 131–135*) In each of these questions, a group of letters is given followed by four combinations of number/symbol lettered (A), (B), (C) and (D). Letters are to be coded as per the scheme and conditions given below. You have to find out the serial number of the combination, which represents the letter group. So letter of that combination is your answer. If none of the combinations is correct, your answer is 'None of these'.

Letters : M B D K Q L I R J S N P A E G

Number/

Symbol : @ 3 7 % ★ 4 # 1 2 £ 8 5 9 \$ 6

Conditions :

- (i) If the first letter is a vowel and the last a consonant, both are to be coded as the code for the consonant.
- (ii) If the first letter is a consonant and the last a vowel, the codes for the first and the last are to be interchanged.
- (iii) If no vowel is present in the group of letters, the first and the last letters are be coded as ©

131. GQRDBN

	Y		
(A) ©★173©	(B) 6 <b>★</b> 1738	(C) 6 <b>★</b> 1736	(D) 8 <b>★</b> 1738
(E) None of these			
IPEBQS			
(A) #5\$3★£	(B) <b>#53</b> \$ <b>★#</b>	(C) £5\$3★£	(D) £5\$3★#
(E) None of these			
RMAPSI			
(A) 1@95£#	(B) 1@95£1	(C) #@95£#	(D) #@95£1
(E) None of these			
AREMQN			
(A) 91\$@★8	(B) 81\$@★8	(C) 81\$@★9	(D) 91\$@★9
(E) None of these			
KJBPRD			
	<ul> <li>(E) None of these</li> <li>IPEBQS</li> <li>(A) #5\$3★£</li> <li>(E) None of these</li> <li>RMAPSI</li> <li>(A) 1@95£#</li> <li>(E) None of these</li> <li>AREMQN</li> <li>(A) 91\$@★8</li> </ul>	(E) None of theseIPEBQS(A) $\#5\$3 \star \pounds$ (B) $\#53\$ \star \#$ (E) None of theseRMAPSI(A) 1@95 $\pounds$ #(B) 1@95 $\pounds$ 1(E) None of theseAREMQN(A) 91\$@ $\star$ 8(B) 81\$@ $\star$ 8	(E) None of theseIPEBQS(A) $\#5\$3 \star \pounds$ (B) $\#53\$ \star \#$ (C) $\pounds5\$3 \star \pounds$ (E) None of theseRMAPSI(A) 1@95 $\pounds$ #(B) 1@95 $\pounds$ 1(C) $\#@95\pounds$ #(E) None of theseAREMQN(A) 91\$@ $\star$ 8(B) 81\$@ $\star$ 8(C) 81\$@ $\star$ 9(E) None of these

<ul> <li>(E) None of these</li> <li><i>Directions</i>—(<i>Q. 136–140</i>) Read the following information carefully and answer the questions, which follow :—</li> <li>'A – B' means 'A is daughter of B'.</li> <li>'A + B' means 'A is wife of B'.</li> <li>'A ÷ B' means 'A is father of B'.</li> <li>'A × B' means 'A is son of B'.</li> <li>136. In the expression 'P × R – S' how is P related to S ? <ul> <li>(A) Father</li> <li>(B) Grandfather</li> <li>(C) Grandson</li> <li>(D) Sister</li> </ul> </li> <li>(B) None of these</li> </ul> <li>137. Which of the following means S is son-in-law of P ? <ul> <li>(A) P + R × S</li> <li>(B) P ÷ R × S</li> <li>(C) P + R ÷ S</li> <li>(D) P ÷ R + S</li> </ul> </li>				
<ul> <li>questions, which follow :—</li> <li>'A – B' means 'A is daughter of B'.</li> <li>'A + B' means 'A is wife of B'.</li> <li>'A ÷ B' means 'A is father of B'.</li> <li>'A × B' means 'A is son of B'.</li> <li><b>136.</b> In the expression 'P × R – S' how is P related to S ? <ul> <li>(A) Father</li> <li>(B) Grandfather</li> <li>(C) Grandson</li> <li>(D) Sister</li> <li>(E) None of these</li> </ul> </li> <li><b>137.</b> Which of the following means S is son-in-law of P ?</li> </ul>				
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<ul> <li>(A) Father (B) Grandfather (C) Grandson (D) Sister</li> <li>(E) None of these</li> <li>137. Which of the following means S is son-in-law of P ?</li> </ul>				
<ul> <li>(A) Father (B) Grandfather (C) Grandson (D) Sister</li> <li>(E) None of these</li> <li>137. Which of the following means S is son-in-law of P ?</li> </ul>				
<ul><li>(E) None of these</li><li>137. Which of the following means S is son-in-law of P ?</li></ul>				
<b>137.</b> Which of the following means S is son-in-law of P?				
(E) None of these				
<b>138.</b> In the expression $(P - Q + S)$ how is S related to P?				
(A) Mother (B) Father (C) Brother				
(D) Can't be determined (E) None of these				
<b>139.</b> How is P related to S in the expression ' $P \times Q \div S$ '?				
(A) Brother (B) Wife (C) Son (D) Sister				
(E) None of these				
<b>140.</b> How is S related to P in the expression ' $P + R \div S$ '?				
(A) Son (B) Daughter (C) Daughter-in-law				
(D) Sister (E) None of these				
Directions—(Q. 141–145) Study the sets of numbers given below and answer the				
questions, which follow :				
972, 682, 189, 298, 751				
141. If one is added to the lowest number and two is added to the highest number,				
what will be the difference between the second digit of the smallest number and				
third digit of the highest number ?				
(A) 5 (B) 7 (C) 9 (D) 8				
(E) None of these				
<b>142.</b> If in each number, first and the last digits are interchanged, which of the follow-				
ing will be the third highest number ?				
(A) 972 (B) 682 (C) 189 (D) 298 (E) 751				
<b>143.</b> If in each number, all the three digits are arranged in descending order, which of				
the following will be the third highest number ?				

- (A) 972 (B) 682 (C) 189 (D) 298 (E) 751
  144. If in each number, second and the third digits are interchanged, what will be the sum of first digit of the smallest number and last digit of highest number ?
  (A) 7 (B) 6 (C) 9 (D) 8
  (E) None of these
  145. If one is added to the smallest odd number and one is subtracted from the highest odd number, which of the following will be obtained if the second digit of the second di
  - (A) 6 (B) 5 (C) -4 (D) 3 (E) 2

highest number is subtracted from the second digit of the lowest number so

**Directions**—(Q. 146–150) In each of the questions below are given three statements followed by two conclusions numbered I and II. You have to take the given statements to be true even if they seem to be at variance from commonly known facts. Read both of the conclusions and then decide which of the given conclusions logically follows from the given statements disregarding commonly known facts. Read the statements and the conclusions which follow it and Give answer—

- (A) if only conclusion I is true. (B) if only conclusion II is true.
- (C) if either conclusion I or conclusion II is true.
- (D) if neither conclusion I nor conclusion II is true.
- (E) if both conclusions I and II are true.
- 146. Statements : No pen is a mobile.

formed ?

- Some mobiles are bettles.
- All bottles are uppers.
- **Conclusions** : I. Some papers are pens.
  - II. All bottles are pens.
- 147. Statements : All computers are radios.
  - All radios are televisions.
  - Some televisions are watches.
  - **Conclusions :** I. Some watches are computers.
    - II. Some televisions are computers.
- 148. Statements : Some desks are chairs.
  - Some chairs are doors.
  - Some doors are walls.
  - **Conclusions :** I. Some walls are chairs.
    - II. No chair is a wall.
- 149. Statements : All stars are fishes.

Some fishes are moons.

All moons are birds.

**Conclusions** : I. Some birds are fishes.

II. Some stars are moons.

**150. Statements :** All leaves are roots.

All stems are roots.

All roots are flowers.

#### **Conclusions :**

I. Some flowers are stems.

II. Some flowers are leaves.

*Directions*—(*Q. 151–155*) Study the following information carefully to answer these questions

A group of people has six family members and an advocate. These are L, M, N, O, P, Q and R and having different professions. Each one of them is a journalist, businessman, architect, doctor and pilot but not necessarily in this order. There are three males and three females in the family out of which there are two married couples. M is a businessman and is the father of P, Q is a doctor and grandfather of P. N is a housewife and is daughter-in-law of O. L is neither a pilot nor a journalist. R is an advocate. N is not the mother of P and O is not married to M. No lady is a journalist. 151. Which of the following groups represents the three ladies in the group ? (B) P. L. N (C) L, N, O (D) O, P, L (A) N. P. L (E) None of these **152.** Who is married to Q? (A) N (B) O(C) L (D) Can't be determined (E) None of these **153.** Who among the following family members is an architect ? (B) O (C) P (A) L

(D) Can't be determined (E) None of these

**154.** Which of the following is the profession of P?

(A) Architect (B) Pilot (C) Architect or pilot

(D) Journalist (E) None of these

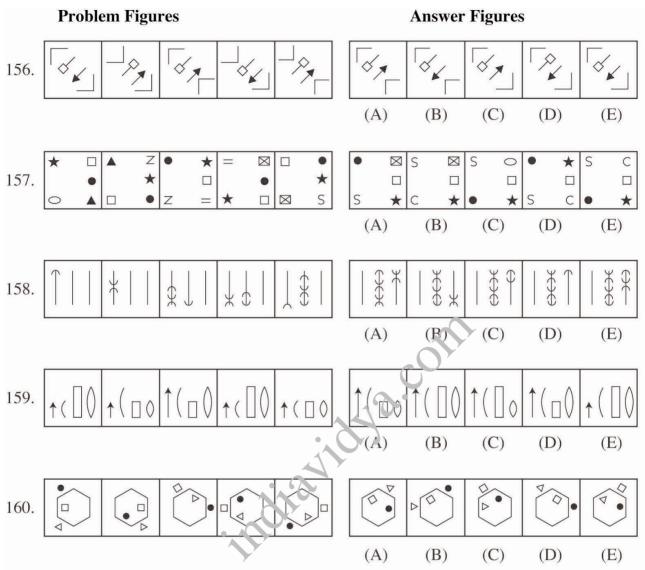
**155.** How is Q related to O ?

(A) Father (B) Mother

(D) Son-in-law (E) None of these

(C) Mother-in-law

*Directions*—(*Q. 156–160*) 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 ?



## Marketing Aptitude/Computer Knowledge

**161.** ..... is a set of keywords, symbols, and a system of rules for constructing statements by which humans can communicate the instructions to be executed by a computer.

- (A) A computer program
- (C) An assemble
- (E) None of these
- **162.** A printer is this kind of device .....
  - (A) input (B) word processing (C) processing
  - (D) output (E) None of these

- (B) A programming language
- (D) Syntax

<b>163.</b> This can be another-word for program					
(A) software	(B) disk	(C) floppy	(D) hardware		
(E) None of these					
164. The name of the c	computer's brain is				
(A) monitor	(B) hardware	(C) CPU	(D) byte		
(E) None of these					
<b>165.</b> A(n) is a	device that electronica	ally processes data, co	onverting it to infor-		
mation.					
(A) algorithm	(B) computer	(C) software	(D) program		
(E) None of these					
<b>166.</b> Which of the follo	owing are computers	that can be carried are	ound easily ?		
(A) Minicomputer	S	(B) Supercomputer	S		
(C) PCs		(D) Laptops	(E) None of these		
<b>167.</b> The secret code the	hat restricts entry to so	ome programs			
(A) password	(B) passport	(C) entry-code			
(D) access-code	(E) None of these				
<b>168.</b> The basic goal of	computer process is t				
(A) files	(B) tables	(C) information	(D) graphs		
(E) None of these		A			
<b>169.</b> Where is the disk put in a computer ?					
	(B) In the hard driv				
	(D) In the disk drive	e (E) None of these			
<b>170.</b> A hard copy of a					
	(A) printed on the printer		(B) stored on a floppy		
(C) stored on a CI		(D) stored in the ha	rd disk		
(E) None of these					
<b>171.</b> The name that the user gives to a document is referred to as					
(A) document-nam		(B) filename	(C) name-given		
(D) document-identity		(E) None of these			
<b>172.</b> Restarting a computer that is already on is referred to as					
(A) shut down	(B) cold booting	(C) warm booting			
(D) logging off (E) None of these					
<b>173.</b> E-mail (electronic mail) is					
(A) an Internet standard that allows users to upload and download files					
(B) a real-time typed conversation that takes place on a computer					
(C) an online area in which users conduct written discussions about a particular					

subject (D) the transmission of messages and files via a computer network (E) None of these **174.** The person who writes and tests computer programs is called a ..... (A) programmer (B) computer scientist (C) software engineer (D) project developer (E) None of these **175.** The information you put into the computer is called ..... (B) data (C) files (D) directory (A) facts (E) None of these **176.** The output devices make it possible to ..... (A) view or print data (B) store data (C) scan data (D) input data (E) None of these **177.** A chat is ..... (A) an Internet standard that allows users to upload and download files (B) a typed conversation that takes place on a compute: (C) an online area in which users conduct written discussions about a particular subject (D) the transmission of messages and files via a computer network (E) None of these **178.** Hardware includes ..... (A) all devices used to input date into a computer (B) sets of instructions that a computer runs or executes (C) the computer and all the devices connected to it that are used to input and output data (D) all devices involved in processing information including the central processing unit, memory and storage (E) None of these **179.** The most common method of entering text and numerical data into a computer system is through the use of a ..... (A) keyboard (B) scanner (C) printer (D) plotter (E) None of these **180.** Which of the following groups consist of only input devices ? (A) Mouse, Keyboard, Monitor (B) Mouse, Keyboard, Printer (C) Mouse, Keyboard, Plotter (D) Mouse, Keyboard, Scanner (E) None of these

**181.** Marketing is required in banks due to ..... (A) globalisation (B) computerisation (C) increase in population (D) government dictates (E) None of these **182.** Marketing is ..... (A) a day to day function (B) a one-off affair (C) a one-man show (D) a collective process (E) a means to earn extra income **183.** Qualities needed by a good marketing staff are ..... (A) Aggressiveness (B) Pushy (C) Perseverance (D) Politeness (E) Only (C) & (D) **184.** Marketing should be resorted ..... (A) only among rich persons (B) only among the poor (C) only in crowded areas (D) depends on the product (E) depends on the banks **185.** HNI means ..... (B) Honest Marketing Staff (A) High Income Individual (D) Honest Neutral Individual (C) High Networth Individual (E) None of these 186. Marketing Strategies mean ... (A) plan for effective marketing (B) type of Marketing style (C) market Demands (D) All of these (E) None of these **187.** Market Plan is ..... (A) an action plan for day-to-day marketing (B) effective Selling steps (C) effective Buying steps (D) a comprehensive document for marketing strateiges (E) All of these **188.** Digital marketing means ..... (A) selling digital goods (B) selling calculators (C) selling through internet (D) All of these (E) None of these **189.** Target group means ..... (A) all employees (B) short-listed group

(C) all the marketing staff	(D) sales Representatives			
(E) group of people likely to buy the ide	entified product			
<b>190.</b> The target group for Home Loans are				
(A) individuals	(B) salaried persons			
(C) businessmen (D) professionals				
(E) All of these				
<b>191.</b> Customer Service				
(A) is an integral part of marketing	(B) has no role in marketing			
(C) is required only by salemen	(D) is not required by salesmen			
(E) None of these				
<b>192.</b> Public Relations is				
(A) part of Customer Service	(B) part of Marketing			
(C) part of Image Building	(D) All of these			
(E) None of these				
<b>193.</b> Bancassurance means				
(A) assuring to repay bank loans	(B) assuring to repay credit card dues			
(C) assuring to repay home loan dues	(D) insurance of banks			
(E) All of these	~			
<b>194.</b> Relationship Marketing means				
(A) selling to relatives	(B) selling by relatives			
(C) after sales service	(D) cross-selling			
(E) All of these				
<b>195.</b> Motivation means				
(A) keeping the salemen happy	(B) keeping the staff happy			
(C) more enthusiasm	(D) more team-work			
(E) All of these				
<b>196.</b> Effective communication is	<b>196.</b> Effective communication is			
(A) not required if demand exceeds sup	ply			
(B) a sine-qua-non for marketing				
(C) good vocabulary	(D) all of these			
(E) None of these				
<b>197.</b> Customisation means				
(A) products for specific customers	(B) good customer service			
(C) bad customer service	(D) after-sales service			
(E) None of these				
<b>198.</b> Marketing can be attractive if				

- (A) salesmen are attractive
- (C) more customers are attracted
- (E) None of these
- **199.** Buyer Resistance means .....
  - (A) buyers fighting with the salesmen
  - (C) indifferent salesmen
  - (E) None of these
- 200. Closing the Sale means .....
  - (A) close down marketing functions
  - (C) successful completion of a call
  - (E) None of these

- (B) customers are attractive
- (D) All of these
- (B) reluctant salesmen
- (D) hesitant buyers
- (B) stop selling
- (D) All of these

#### Key

1. (D) 2. (A) 3. (D) 4. (C) 5. (C) 6. (E) 7. (A) 8. (C) 9. (B) 10. (D) 11. (C) 12. (D) 13. (A) 14. (E) 15. (E) 16. (C) 17. (D) 18. (D) 19. (A) 20. (A) 21. (E) 22. (B) 23. (E) 24. (D) 25. (D) 26. (C) 27. (C) 28. (A) 29. (B) 30. (C) 31. (C) 32. (B) 33. (E) 34. (E) 35. (B) 36. (A) 37. (B) 38. (A) 39. (E) 40. (C) 41. (B) 42. (C) 43. (D) 44. (B) 45. (E) 46. (E) 47. (C) 48. (B) 49. (C) 50. (D) 51. (A) 52. (D) 53. (A) 54. (B) 55. (A) 56. (B) 57. (C) 58. (D) 59. (D) 60. (E) 61. (B) 62. (B) 63. (E) 64. (B) 65. (A) 66. (E) 67. (D) 68. (B) 69. (D) 70. (B) 71. (D) 72. (C) 73. (D) 74. (C) 75. (D) 76. (A) 77. (B) 78. (C) 79. (B) 80. (B) 81. (C) 82. (B) 83. (A) 84. (E) 85. (D) 86. (A) 87. (C) 88. (D) 89. (B) 90. (E) 91. (B) 92. (C) 93. (E) 94. (D) 95. (A) 96. (B) 97. (D) 98. (A) 99. (E) 100. (C) 101. (C) 102. (D) 103. (E) 104. (A) 105. (B) 106. (A) 107. (C) 108. (E) 109. (D) 110. (D) 111. (E) 112. (C) 113. (A) 114. (D) 115. (B) 116. (D) 117. (A) 118. (D) 119. (B) 120 (D) 121. (A) 122. (C) 123. (B) 124. (B) 125. (E) 126. (D) 127. D) 128. (D) 129. (A) 130. (B) 131. (A) 132. (C) 133. (D) 134. (B) 135. (E) 136. (C) 137. (D) 138. (B) 139. (A) 140. (E) 141. (A) 142. (B) 143. (A) 144. (D) 145. (C) 146. (D) 147. (B) 148. (A) 149. (A) 150. (E) 151. (C) 152. (B) 153. (A) 154. (D) 155. (E) 156. (B) 157. (E) 158. (C) 159. (D) 160. (A) 161. (B) 162. (D) 163. (A) 164. (C) 165. (C) 166. (D) 167. (A) 168. (C) 169. (C) 170. (A) 171. (B) 172. (D) 173. (D) 174. (C) 175. (B) 176. (A) 177. (D) 178. (D) 179. (A) 180. (D) 181. (A) 182. (D) 183. (E) 184. (D) 185. (C) 186. (A) 187. (E) 188. (C) 189. (E) 190. (E) 191. (A) 192. (B) 193. (E) 194. (D) 195. (E) 196. (B) 197. (A) 198. (A) 199. (D) 200. (A)