Test-IV: Reasoning Ability

Directions (Q. 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

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 as 'sa vi ja'; and

'here she is' is written as 'fi sa ho'.

126. Which of the following may represent 'absolutely right answer'?

1) ja nu vi 2) ko zi nu 3) nu ko ja

4) nu ja fi 5) zi ba nu

127. What is the code for 'from'?

1) sa 2) vi 3) ja

4) ba 5) Either 'vi' or 'ba'

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' stand for?

1) here 2) from 3) she

4) right 5) Either 'from' or 'is'

Directions (Q. 131-135): **Study the following information carefully and answer the given questions**

A, B, C, D, E, F, G and H are sitting around a circular table facing the centre but not necessarily in the same order.

★ C is an immediate neighbour of both G and A. E sits second to the left of C.

★ Two people sit betwen E and H

★ B is an immediate neighbour of G. Only one person sits between B and F.

131. What is the position of D with respect to H in the above 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 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

133. Who sits second to the left of A?

1) F 2) B 3) D

4) H 5) Cannot be determined

134. Who among the following is an immediate neighbour of both B and F?

1) G 2) C 3) D

4) A 5) H

135. B is related to E in a certain way based on the given seating arrangement. In the same way A is related to H. To whom amongst the following is D related to, following the same pattern?

1) B 2) C 3) A

4) G 5) F

Directions (Q. 136-140): **In these questions, the relationship between different elements is shown in the statements. The statements are followed by two conclusions. Give answer**

1) if only conclusion I is true

2) if only conclusion II is true

3) if either conclusion I or II is true

4) if neither conclusion I nor II is true

5) if both conclusions I and II are true.

136. Statements: $F < R \geq O = M \leq T = K$

Conclusions: I. $K \geq O$ II. $F > M$

137. Statements: $G = N \leq O \geq P > Q = R$

Conclusions: I. $O > R$ II. $P \leq G$

138. Statements: $F < O = L \leq W = S$

Conclusions: I. $W \leq F$ II. $O \geq S$

139. Statements: $B = R \geq T < O = P \geq S$

Conclusions: I. $B < O$ II. $T < S$

140. Statements: P > Q ≥ A < R = I

Conclusions: I. A < P II. I > A

Directions (Q. 141-145): **Study the following information to answer the given questions:**

P, Q, 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) Q 3) V

4) S 5) None of these

142. How many persons are sitting between P and W?

1) One 2) Two 3) Three

4) Four 5) More than four

143. What is the position of T with respect to Q?

1) Third to the left 2) Fourth to the right

3) Second to the right 4) Second to the left

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 (Q.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?**

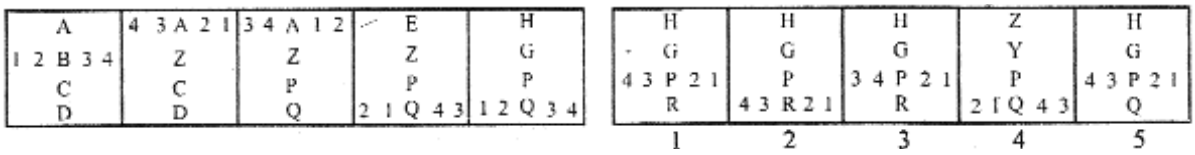
149. 1) Heavy 2) High 3) Short
4) Low 5) Tall

150. 1) Outstanding 2) Nice 3) Excellent
4) Good 5) Kind

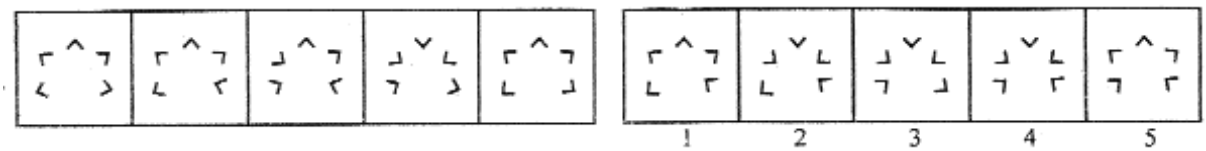
Directions (Q.151-160): **In each of the questions given below which one of the five answer figures on the right should come after the problem figures on the left, if the sequence were continued?**

Problem Figures **Answer Figures**

151.



152.



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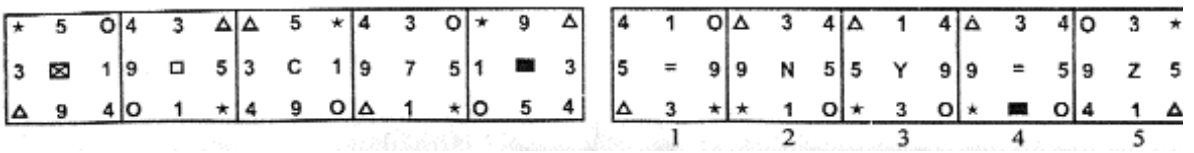
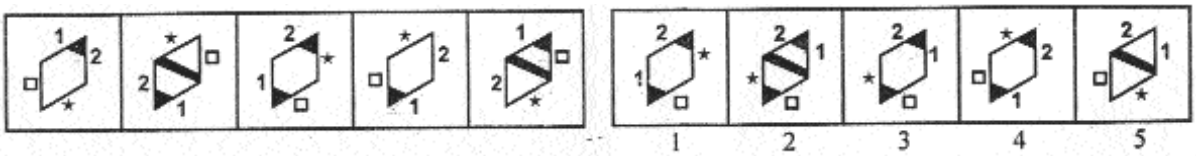
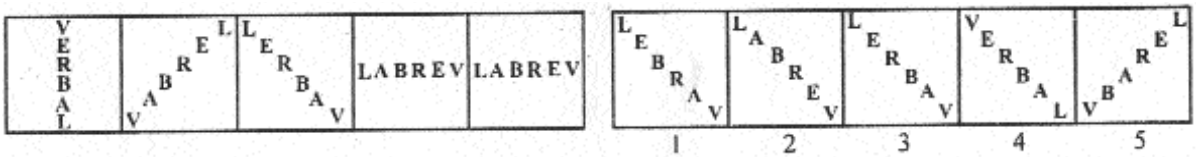
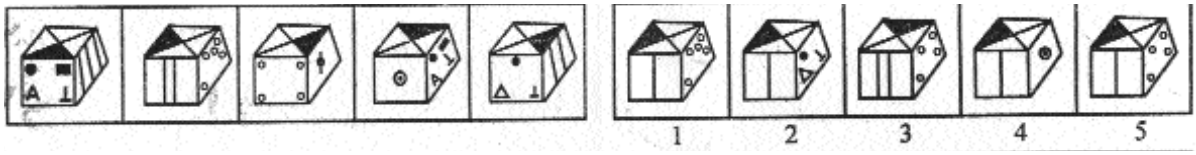


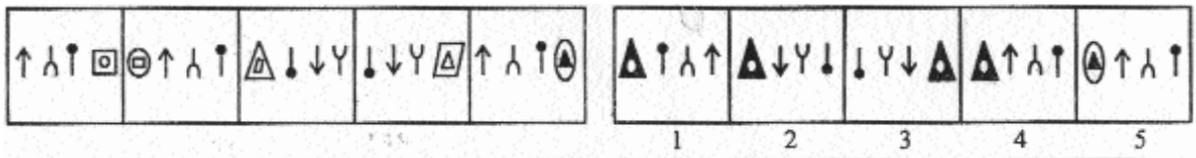
154.

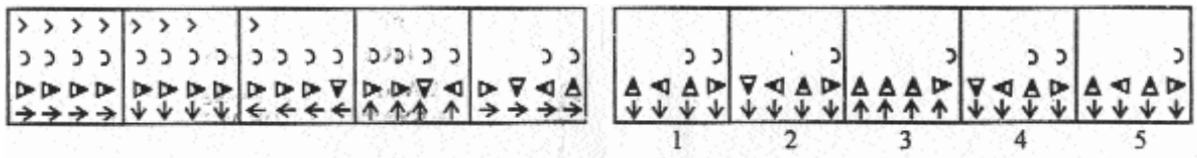


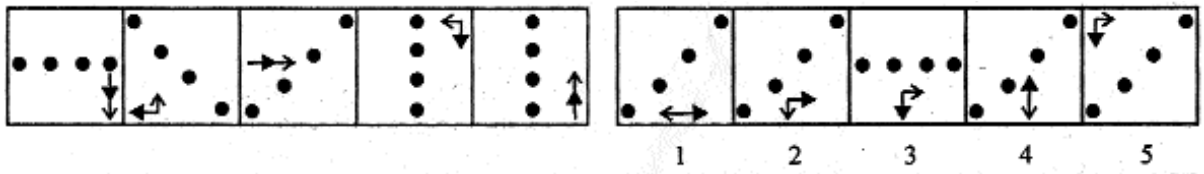
155.

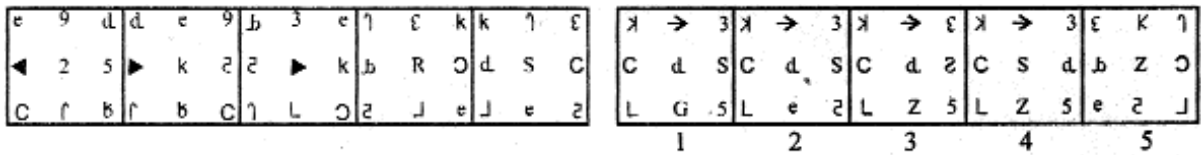


156. 

157. 

158. 

159. 

160. 

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 services of a company

165. The type of marketing involved in banks is

1) transactions marketing
2) service marketing
3) commodity marketing
4) ruthless marketing
5) indifferent marketing

166. Market space means

1) place where goods are sold
2) trade fairs and meals
3) road shows
4) scope avilable for selling
5) competition

167. A 'lead' means

1) a leash
2) a leader
3) an interested buyer
4) ADSA
5) a cold call

168. ADSA's (Direct Selling Agent's) main job is

1) to design products
2) to sell to the target group
3) to do market survey
4) to distribute profits
5) to earn incentives

169. Transaction marketing involves 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 product
2) a team leader
3) a likely buyer
4) ATM usage
5) internet transaction

171. Marketing techniques include

1) good arguing skills
2) good joking skills
3) effective negotiation skills
4) walking skills
5) story telling skills

172. Service marketing implies selling of

1) only goods
2) only services
3) web servers
4) various commodities
5) goods and services

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

180. The leads for a car loan can be had from

1) car manfacturing companies 2) car dealers
3) car owners 4) car mechanics 5) back office staff

181. Which type of memory gets lost when your switch off?

1) ROM 2) RAM 3) Cache
4) Dynamic 5) Static

182. What is the name of the program that controls the computer?

1) The Operating System 2) An Application Program
3) A Browser 4) The File Manager
5) The Compiler

183. Which type of network would use phone lines?

1) WAN 2) LAN 3) WWAN
4) Wireless 5) None of these

184. What type of devices are computer speakers or headphones?

1) Input 2) Input/Output 3) Software
4) Storage 5) Output

185. Which type of memory holds the program to start up the computer?

1) ROM 2) RAM 3) Cache
4) Static 5) None of these

186. A program for viewing web pages is called

1) Word Processor 2) Spreadsheet 3) Protocol
4) A browser 5) Database

187. The term used to describe the intangible instructions that tell the computer what to do is

1) hardware 2) software 3) storage
4) input/output 5) None of these

188. A computer tower is not

1) a CPU
2) Hardware
3) the "Heart" of the computer
4) a peripheral
5) None of these

189. A computer cannot perform which of the following functions?

1) Addition
2) Subtraction
3) Bake a cake
4) Division
5) None of these

190. Which of the following has the smallest storage capacity

1) zip disk
2) hard disk
3) floppy disk
4) data cartridge
5) CD

191. What type of devices are CDs or DVDs?

1) Input
2) Output
3) Software
4) Storage
5) Input/Output

192. Why has RAM been named like this?

1) Because it is read and write memory
2) Because it is volatile memory
3) Because any of the locations in chip can directly be selected for storing and retrieving data and instructions.
4) Because it is non-volatile memory

193. What is the full form of URL

1) Uniform Reverse Location
2) Universal Resolution Location
3) Universal Resource Locator
4) Universal Re-enginering Location
5) United Resource Locator

194. Easily relocatable language is

1) Machine language
2) Assembly language
3) Low-level language
4) Medium Level language
5) High Level language

195. Which of the following describes the characteristic features of SRAM?

1) Cheap but slow
2) More consumption of power and much costly
3) Based on transistor - capacitor combinations
4) Low consumption of power
5) None of these

196. Free of cost repair of software bug available at internet is called

1) Version 2) Ad-on 3) Tutorial
4) FAR 5) Patch

197. Which of the following is READ only disc

1) DVD-R 2) DVD-ROM 3) DVD-RW
4) CD-R 5) None of these

198. Which of the following is not a computer language?

1) High level language 2) Machine language
3) Low level language 4) Medium level language
5) None of these

199. The speed of clock frequency of a micro processor is measured in

1) Hertz 2) Baud rate 3) CPS
4) Bits 5) Bytes

200. Normally which of the following is costlier?

1) Server 2) Notebook computer
3) Personal computer 4) Laptop computer 5) Main frame computer