# **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:

'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'? 2) ko zi nu 1) ja nu vi 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 5) Either 'vi' or 'ba' 4) 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 5) Cannot be determined 4) ja **130.** What does the code 'sa' stand for? 1) here 2) from 3) she 4) right 5) Either 'from' or 'is'

In a certain code 'answer it right' is written as 'baja nu',

*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.

 $\star$  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

 $\star$  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		
<b>134.</b> 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>135.</b> 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:**  $F < R \ge O = M \le T = K$ Conclusions: I.  $K \ge O$  II. F > M
- **137. Statements:**  $G = N \le O \ge P > Q = R$ 
  - **Conclusions:** I. O > R II.  $P \le G$
- **138. Statements:**  $F < O = L \le W = S$ **Conclusions:** I.  $W \le F$  II.  $O \ge S$

# **139. Statements:** $B = R \ge T < O = P \ge S$ **Conclusions:** I. B < O II. T < S

**140. Statements:**  $P > Q \ge A < R = I$ 

**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 between 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 sitti	ng between P and W?		
	1) One	2) Two	3) Three	
	4) Four	5) More than four		
143.	What is the position of T w	ith 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 part	irs represents persons sitti	ng at two extreme	
	the line?			
	1) S, V	2) P, S	3)T, V	
	4) P, Q	5) P, T		
145.	Which of the following is t	rue with respect to the give	en arrangement?	
	<ol> <li>Two people sit to the left of R.</li> <li>S sits to the immediate left of Q.</li> </ol>			
	3) W and V sit between T and P.			
	4) Only one person sits to t	he right of S.		

ends of

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?

<b>146.</b> 1) OPKL	2) TUXY	3) YZUV
4) MNIJ	5) FGBC	
<b>147.</b> 1) GHJE	2) TUWR	3) MNPK
4) DEGC	5) WXZU	
<b>148.</b> 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?

2) High	3) Short
5) Tall	
2) Nice	3) Excellent
5) Kind	
	<ol> <li>2) High</li> <li>5) Tall</li> <li>2) Nice</li> <li>5) Kind</li> </ol>

*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** 





# **Test-V: Marketing Aptitude/ Computer Knowledge**

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

- 1) a phone call 2) browsing the net 3) to
- 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			
<b>165.</b> The type of marketing invo	olved 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 s	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 Ag	gent's) main job is		
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 invo	olves 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	E Contraction of the second	2) a team leader	
3) a likely buyer	4) ATM usage	5) internet transaction	
<b>171.</b> Marketing techniques include			
1) good arguing skills		2) good joking skills	
3) effective negotiation ski	ills	4) walking skills	
5) story telling skills			
5) story telling skills			
<ul><li>5) story telling skills</li><li>172. Service marketing implies</li></ul>	selling of		
<ul><li>5) story telling skills</li><li>172. Service marketing implies</li><li>1) only goods</li></ul>	selling of 2) only services	3) web servers	

## 173. Marketing channels means

- 1) outlets from where sales take place
- 3) focusing sales on one single group
- 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 enemies2) 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 individuals2) 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

2) channel finacing

4) home delivery

<b>180.</b> The leads for a car loan can be had from				
1) car	1) car manfacturing companies		2) car dealers	
3) car	owners	4) car mechanics	5) back office staff	
181. Which	type of memory get	s lost when your switch of	Ť?	
1) ROI	Μ	2) RAM	3) Cache	
4) Dyn	amic	5) Static		
<b>182.</b> What i	s the name of the pro-	ogram that controls the con	mputer?	
1) The	Operating System	2) An Application Progra	m	
3) A B	rowser	4) The File Manager		
5) The	5) The Compiler			
<b>183.</b> Which	<b>183.</b> Which type of network would use phone lines?			
1) WA	Ν	2) LAN	3) WWAN	
4) Wire	eless	5) None of these		
<b>184.</b> What t	184. What type of devices are computer speakers or headphones?			
1) Inpu	ıt	2) Input/Output	3) Software	
4) Stor	age	5) Output		
<b>185.</b> Which	<b>185.</b> Which type of memory holds the program to start up the computer?			
1) ROI	Μ	2) RAM	3) Cache	
4) Stat	ic	5) None of these		
<b>186.</b> A prog	<b>186.</b> A program for viewing web pages is called			
1) Wor	d Processor	2) Spreadsheet	3) Protocol	
4) A bi	rowser	5) Database		
<b>187.</b> The term used to describe the intangible instructions that tell the computer what				
to do i	to do is			
1) hard	lware	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 compu	iter	4) a peripheral
	5) None of these		
189.	9. 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 capac	city
	1) zip disk	2) hard disk	3) floppy disk
	4) data cartridge	5) CD	
191.	<b>91.</b> 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	l 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 an		
	retrieving data and instructions.		
	4) Because it is non-volatile memory		
193.	What is the full form of UF	2L	
	1) Uniform Reverse Location	on	

- 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 2) Ad-on 1) Version 3) Tutorial 4) FAR 5) Patch **197.** Which of the following is READ only disc 1) DVD-R 2) DVD-ROM 3) DVD-RW 5) None of these 4) CD-R **198.** Which of the following is not a computer language? 1) High level language 2) Machine language 4) Medium level language 3) Low 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