

MBA 2018 – EXAMINATION PAPER

PART - I

1. The cost price of 20 articles is the same as the selling price of x articles. If the profit is 25%, then the value of x is
1) 15 2) 16 3) 17 4) 18
2. From a group of 7 men and 6 women, five persons are to be selected to form a committee so that at least 3 men are there on the committee. In how many ways can it be done?
1) 564 2) 465 3) 765 4) 756
3. Which of the following two sets are disjoint?
1) $\{1, 3, 5\}$ and $\{1, 3, 6\}$
2) $\{1, 2, 3\}$ and $\{1, 2, 3\}$
3) $\{1, 3, 5\}$ and $\{2, 3, 4\}$
4) $\{1, 3, 5\}$ and $\{2, 4, 6\}$
4. The cost of 3 tables and 4 chairs is Rs. 2,500. The cost of 4 tables and 3 chairs is Rs. 2,400. What is the cost of each table and chair?
1) 330, 430 2) 300, 400
3) 400, 300 4) 430, 330
5. The length of the rectangle is 15 cm more than its width. The perimeter of the same rectangle is 150 cm. What is the length and width of the rectangle?
1) 45 cm, 30 cm 2) 30 cm, 15 cm
3) 45 cm, 60 cm 4) 10 cm, 25 cm
6. Aaron is staying at a hotel that charges Rs. 990.95 per night plus tax for a room. A tax of 8% is applied to the room rate, and an additional onetime untaxed fee of Rs. 5.00 is charged by the hotel. Which of the following represents Aaron's total charge, in Rupees, for staying x nights?
1) $(990.5 + 0.08x) + 5$ 2) $1.08(990.95x) + 5$
3) $1.08(990.95x + 5)$ 4) $1.08(990.95 + 5)x$
7. A clock strikes once at 1 o'clock, twice at 2 o'clock, thrice at 3 o'clock and so on how many times will it strike in 24 hours?
1) 24 2) 136
3) 156 4) 120
8. A sum of money at simple interest amounts to Rs. 815 in 3 years and to Rs. 854 in 4 years. The sum is
1) 658 2) 696
3) 698 4) 708
9. There are 2 classes A and B. If 10 students leave class A and join class B, then the ratio of the number of students in class A and class B would reverse. Find the difference in the number of students in class A and class B.
1) 10 2) 20 3) 30 4) 40
10. Pipes P, Q, R can empty a full tank in 6 hours. All the three pipes are opened simultaneously and after 2 hours, P is closed. The tank is emptied in another 6 hours. Find the time in which P can empty the tank.
1) 19 hours 2) 20 hours
3) 17 hours 4) 18 hours
11. Two numbers are respectively 20% and 50% more than a third number. The ratio of the two numbers is
1) 2 : 5 2) 3 : 5
3) 4 : 5 4) 6 : 5
12. Find the equation of the line that passes through the point $(0, -6)$ and has a slope equal to 5.
1) $y = 5x - 6$ 2) $y = 5x + 6$
3) $y = 6x - 5$ 4) $y = 6x + 5$
13. Find the common ratio of the Geometric Progression whose sum of the third and fifth terms is 90 and its first term is 1.
1) ± 2 2) ± 4
3) ± 5 4) ± 3
14. What is the nature of the roots of the quadratic equation $4x^2 - 4\sqrt{3}x + 3 = 0$?
1) Imaginary and equal 2) Complex and distinct
3) Real and equal 4) Real and Imaginary

6. The Arithmetic and Geometric Means of two positive numbers are 15 and 9 respectively. Find the numbers.

(1) 27, 3 2) 28, 4 3) 29, 5 4) 30, 6

5. What is the value of $\log_2 \log_2 \log_2 16$?

1) 0 2) 1 3) 2 4) 4

7. A grocer has a sale of Rs. 6,435, Rs. 6,927, Rs. 6,855, Rs. 7,230 and Rs. 6,562 for 5 consecutive months. How much sale must he have in the sixth month so that he gets an average sale of Rs. 6,500?

1. 2991 2) 3991 3) 4991 4) 5991

8. If $a : b = 3 : 4$, find $3a + 4b : 4a + 5b$

1) 25:32 2) 32:25 3) 33:24 4) 24:33

9. A man covers a certain distance between his house and office on scooter. Maintaining an average speed of 30 km/hr, he is late by 10 minutes. However with a speed of 40 km/hr, he reaches his office 5 minutes earlier. What is the distance between his house and office?

1. 60 km 2) 90 km 3. 50 km 4) 30 km

10. The H.C.F. of two numbers is 23 and the other two factors of their L.C.M. are 13 and 14. The larger of the two numbers is

1. 222 2) 322 3. 345 4) 356

PART - II

Directions : The question that follow relate to the preceding passage. Evaluate, in terms of the passage, each of the items given. Then select your answer from one of the following classifications, and blacken the corresponding space on the answer sheet.

1. A MAJOR OBJECTIVE in making the decision: One of the goals sought by the decision maker.
2. A MAJOR FACTOR in making the decision : An aspect of the problem, specifically mentioned in the passage, that fundamentally affects and/or determines the decision.
3. A MINOR FACTOR in making the decision : A less important element bearing on or affecting a Major Factor, rather than a Major Objective directly.
4. A MAJOR ASSUMPTION in making the decision : A projection or supposition arrived at by the decision maker before considering the factors and alternatives.

PASSAGE I

The Pebble Company manufactured and sold nationally a line of folding wooden doors which were used in the place of swinging or conventional wooden doors in homes and in office buildings, stores and other commercial buildings. While sales had increased substantially in the

years, the company's president believed his firm was getting only a small part of its potential in the fast-growing home market - both new home construction and remodelling of older homes. He proposed establishing, on a trial basis, a specialty sales staff that would supplement the selling efforts of the existing distributor organization.

Founded in 1977, the company originally specialized in wooden shutters, storm doors and windows, and garage doors. In 1988, the company developed its present folding wooden doors, which were sold under the name Savi Space. Though wooden, these doors were similar in principle and use to fabric folding doors. They were made of boards 2 or 3 inches wide, fitted together vertically with a hinging device on each board to permit the door to fold accordion style. Although slightly more expensive than the fabric folding doors, they were longer lasting, more soundproof, and more "permanent" in appearance and they could be painted to match the color scheme of the room in which they were installed. The doors were available in seven-ply birch veneer (1 inch thick) or ponderosa pine (1 1/6 inches thick). The birch door had a hollow core, while those made of pine came in a louvred style. All parts were prefabricated, and the doors were sanded ready for finishing. Installation was not difficult but required some knowledge of carpentry. While some doors were installed by the homeowner or other buyer, the majority of buyers (about 60 percent) preferred to have the installation work done for them. The doors came in a variety of sizes, and over 75 per cent of all sales were of standard sizes. The remainder consisted of special or custom orders.

The value of such doors was that they saved the space wasted by a swinging or conventional door. While the biggest sales of these doors was for closets, a large number were sold for kitchens and playrooms. The doors also were used as room dividers; for example, one large bedroom could be made into two smaller ones by installing a folding door across the middle of the room. The company estimated that about 65 per cent of its sales of these doors went to the homeowner market, while the remainder went to the commercial market, including offices, hotels, restaurants, schools, and retail stores. Of the 65 per cent sold for homes, more than three-quarters were used in residences already constructed.

The Pebble Company first sold the doors (in 1988) through manufacturers' agents to lumberyards, but sales through these channels were disappointing. The company was in the process of changing its distribution channels policy. From 1991 to 1995 Pebble devoted itself exclusively to "warm work", and it was not until the summer of 1996 that the company began producing folding doors again. At this time a dealer-distributor organization was set up. Distributors were expected to stock, promote, and install the doors: dealers were expected only to have catalogue and a display door on hand so that customers could place orders. Some dealers did make installations, but most contracted them out when the customer wanted the service. Distributors were located in the large cities of the metropolitan areas

of the country, while the dealers were limited to smaller cities and towns. Both distributors and dealers bought direct from the company.

Distributors typically handle related building specialty products and sold to builders of both home and commercial buildings as well as to homeowners. It was not uncommon, however, for a distributor to sell only Savi Space. For example, the Mumbai distributor supported a five-man sales organization and Savi Space sales entirely. By 2005 the company had 145 installing distributors in 141 trading areas and more than 400 dealer outlets in smaller cities and towns. Distributors received a discount of 50 per cent off list, while dealers received a 40 per cent discount. The company did not attempt to enforce its suggested list prices, and distributors and dealers were free to set their own installation charges. The average retail sale, including installation, was Rs. 16,500. The company strongly urged distributors to call on architects, since it was thought they could influence the use of such doors by specifying them in customers' plans. It was believed, however, that only a few distributors made such calls.

The company spent about Rs.22,50,000 a year for advertising in several consumer magazines. Advertisements stressed the advantages of folding doors and urged readers to contact a local distributor or dealer. Inquiry coupons were included in these ads, and any coupons that were received by the company were forwarded to the appropriate distributor or dealer. Less than 10 per cent of distributors' sales, however, resulted from the coupon inquiries. Distributors also obtained leads from their own advertising through newspapers, television, radio, and direct mail. A few distributors rented space at local home shows to get prospect names.

Company sales in 2005 were between Rs. 80 million and Rs.90 million, which represented a 10 per cent increase over 2004. Since the president felt that the company had a much greater sales potential than this, he suggested that the company experiment with the use of a specialty sales staff. The principal purpose of such a staff would be to serve as a model for distributors. The president felt that, if the company was successful with this type of selling operation, the distributors in the larger metropolitan areas could be persuaded to set up their own specialty staffs. The president did not anticipate the company's continuing the staff beyond the experimental period.

As envisioned by the president, the experimental staff would merely supplement the selling effort of existing distributors and would in no way be a substitute for them. The specialty salesmen would be expected to make cold canvass calls - that is, attempt to locate prospects by random telephone calls or door-to-door selling - in contrast to distributors, who typically did no selling of this type. The president suggested Goa, Pune and Jaipur as areas in which to initiate the test. He suggested these cities because he felt that people located in different parts of the country might respond differently. A test of three to four months in each area was proposed, with

the company supervising and paying for the test work. Special crews for direct home contact would be recruited and trained, as would telephone crews. Specialty salesmen would be paid all expenses and guaranteed a salary of Rs.7500 per week. The company would not expect its distributors to contribute financially to this program, although their installation crews would be used. All sales made in a distributor's territory during the test period would be credited to the distributor; thus, he would get his usual margin on the sale.

If the tests were successful, distributors would be strongly urged to establish such staffs, with the details of the company's experiment used as a model. For example, distributors would be told how to select and train the door-to-door salesmen and telephone callers; they would be told what sales appeals had been most successful, and how sales objections had been met. In short, the company's experiment would provide a guide for distributors to follow in considerable detail.

Questions :

21. Channel of distribution policy 2
22. Likelihood of distributors implementing the specialty staff concept. 3
23. Location of test cities. 4
24. Possibility of greater sales potential. 1
25. Determining successful sales appeals. 2
26. Serving as a model for distributors. 2
27. Specialty sales force to make canvass calls. 1
28. Few distributors making calls on architects. 2
29. Locating prospects by random telephoning. 3
30. Increasing sales to the home market. 1

PASSAGE II

The Elmstown Manufacturing Company was organized in 1951 to manufacture brass harness hardware. In the late 1970's the market for harness hardware declined substantially, and the company turned to the production of other items, such as hand garden tools and concrete-block makers. Later, the company entered the field of garden tractors and attachments. Production of garden tractors rose from 1,000 units in 1988 to more than 17,000 units in 1992. During this period over 90 percent of the company's output was taken by a large mail-order firm, which sold these machines under their private brand. The Elmstown line was the higher of the two price lines carried by the mail-order house. The president of the Elmstown Company felt that the company's place in the market was that of a quality producer who received somewhat higher than the average price.

Before, the garden tractor market had been restricted to truck gardeners and other commercial growers. Annual industry sales in the five years prior to 1981 had averaged only about 10,000 units. As a result of the increase in farm mechanization, the expansion of suburban living, and

us which high food costs gave to home gardening, of garden tractors had increased rapidly after 1985 reached a peak in 1993 of 211,798 tractor units with in excess of Rs.29 million. In 1991 several significant appeared in the garden tractor market. Sales to dropped, due in part to declining farm income, sales to suburban dwellers increased. Thus, the bulk garden tractor sales was shifted from a commercial to a owner market. By 1993 Mr. Ashok, president of town, estimated that 80 percent of the industry's al sales were to homeowners.

was also a shift in demand toward tractors of greater power range increased from 28 percent in 1983 to 62 percent in 1992. Motor tillers amounted to 15.6 percent of try shipments in 1991 and nearly 18 percent in 1992. s year attachment sales amounted to slightly less than percent of total domestic sales of garden tractors and hments. Mail-order firms accounted for nearly one- of all sales, and five manufacturers accounted for the of the remainder.

93, Mr. Ashok felt that the growing suburban market ne primary market for the sale of garden tractors and hments. Within the suburbs the homeowners with one- to three or more acres represented the best potential.

le 1993 the Elms-Trac line consisted of ten models of ered units, ranging in retail price from Rs.9,250 for a ing rotary power-driven lawn mower to Rs.50,000 for den tractor. There were three models of rotary mowers, of which was a riding mower, three rotary tillers, two ing tractors, and two riding tractors. The company also ufactured 44 attachments, such as lawn rollers, ivators, and seeders, which could be used in bination with the basic power units.

des Elmstown there were 21 other companies selling a eral line to the suburban market. These firms accounted about 75 percent of industry sales. The remaining 25 cent was taken by companies who specialized in only or two machines or who operated locally. Of the 22 eral-line companies only six were considered to have a ad line. Elmstown was one of these.

relationship between Elmstown and its mail-order house always been a cordial and satisfactory one. For reasons general policy, the company decided in 1989 to establish and line of its own to be sold nationally through pendent dealers. A sales manager and a staff of six- men were hired. Sales were make direct to such pendent dealers as farm implement stores, hardware es, lawn and garden shops, large service stations, chain as, and some rural bottled-gas distributors. ufacturers' representatives and jobbers were not used ause the company thought that the problems of ing, demonstrating, and/coversing the heterogeneous of outlets could be handled more effectively by direct y representatives. Also, the company thought it could he job for less than the markup with jobbers and ufacturers' representatives received.

sales manager believed that getting a dealer required a

good job of education by company salesmen. Since many retailers had both limited space and capital, they had to be convinced of the merit of equipment and its salability. Salesmen were equipped with station wagons and demonstration units and attachments. They were given freedom to select and franchise dealers. By signing a franchise agreement, the dealer obtained an exclusive right to sell the product in the market area in which he was located. The dealer, in turn, agreed to maintain and display a representative stock of tractors and attachments, to promote sales actively, and to provide service facilities. The regular discount was 25 percent off list price plus 5 percent for cash. Quantity discounts were also offered.

The company offered a winter plan whereby the dealer could order machinery between September and January 1 in any one year for delivery the following March and not pay until May 1. A credit plan was also offered whereby retail sales could be financed on 10 percent down with 24 months to pay. Dealers handled the application paper work, but payments were made direct to a bank.

The company's consumer advertising program consisted of placing annually one or two full-page ads in a magazine and then using them as merchandising point-of-purchase display pieces for dealers. Some of the company's competitors did considerably more consumer advertising, including the use of magazines and television. Elmstown placed its primary emphasis on cooperative, direct mail, and trade publication advertising. The company also had exhibits at the hardware shows. The company's cooperative plan was set up so that Elmstown paid half the cost of any dealer newspaper ads and TV time costs up to 2½ percent of the dealer's Elmstown purchases. This program was available to a dealer only after he had made purchases in excess of Rs. 1,00,000. The company supplied free to is dealers a variety of direct mail literature.

In November, 1993, a total of 375 dealers had been acquired. About 100 dealers who had previously been on the list had been cancelled for inactivity. The company's main strength was in the Middle East. In 1993 tractor and attachment sales of Elms-Trac were slightly in excess of Rs. 10 million. This represented less than 5 percent of the company's total sales. Sales expenses for this line during 1993 exceeded sales.

In reviewing this showing, Mr. Ashok stated that, while he had hoped for greater sales of the company's own line, the company had recognized from the beginning that it would take time and money to establish its line. He did feel, however, that an appraisal of selling methods was needed.

Mr. Ashok felt that there were four alternatives open to the company as to the best way to sell to dealers. First, the company could use only their own salesmen. Second, the company could use manufacturers' agents. Third, distributors could be used. Fourth, some combination of the first three possibilities could be tried. If the company decided to continue with its policy of using only its own salesmen, then additional men should be hired immediately if sales were to be increased substantially in the near future. Mr. Ashok thought that a total of at least 12 men would be needed to obtain and service the desired 600 dealers covering the nation.

If the company decided to use manufacturers' agents exclusively, Mr. Ashok felt that more than 12 would be needed since they would be selling other goods besides the Elms-Trac line. The typical industry arrangement was to pay the agents a 7½ percent commission and to bring them together once a year in August or September at the home plant to show them the next year's models. The company would need two or three salesmen to work with and "control" these agents. The company expected that it would not have too much difficulty in locating agents but realized that good ones were hard to locate and hold. There was no uniformity in the ways in which agents operated. There was considerable variation between them as to geographical area covered, types of dealers contacted, and lines carried.

The third alternative - distributors or wholesalers - presented yet a different situation. Typically, such middlemen had handled both manual and power lawn mowers but had little experience in the sale of other powered garden equipment. Mr. Ashok expected, however, that hardware wholesalers would be receptive to the company's complete line, although he was not sure under what conditions. He thought they would probably require at least a 20 percent margin and that many would expect the company to ship direct to the larger retailers. However, the larger hardware wholesalers were experienced merchandisers and had an established clientele of dealers.

Questions :

31. Analysis of Elmstown's selling methods. 3
32. Sales expenses exceeding sales. 2
33. Possibility of acquiring new dealers. 1
34. Selecting a distribution channel. 1
35. Receptivity of hardware wholesalers to the Elmstown product line. 1
36. Obtaining 600 dealers nationwide. 2
37. Servicing problems of the Elms-Trac line. 1
38. Offering a 20 percent margin to wholesalers. 1
39. Operating methods of agents. 1
40. Locating good manufacturer's agents. 1

PART - III

41. The temperature dropped suddenly last night, which will mean that the shoots emerging from the soil will be killed by the frost.
 - 1) which will mean that the shoots emerging from the soil will be killed by the frost.
 - 2) which will mean that the frost will kill the shoots emerging from the soil.
 - 3) and this will mean that the shoots emerging from the soil will be killed by the frost.
 - 4) and the resulting frost will kill the shoots that are emerging from the soil.
42. He was much ambitious but he did not work hard enough.
 - 1) so much of ambition
 - 2) mostly ambitious
 - 3) high in ambition
 - 4) very ambitious

43. He is too agitated for tolerating any delay.
 - 1) to tolerate
 - 2) to tolerating
 - 3) at tolerating
 - 4) with tolerating

44. Among the many reasons for her defeat in the election was her arrogant assumption that her constituents were incapable of understanding her criminal intentions, and her unwarranted attack on her chief opponent.
 - 1) was her arrogant assumption that her constituents were incapable of understanding her criminal intentions
 - 2) were her arrogant assumptions that her constituents were incapable of understanding criminal intentions
 - 3) were her arrogant assumption that her constituents were incapable of understanding her criminal intentions
 - 4) were her arrogant assumption that her constituents would be incapable of understanding criminals

45. My uncle's friend's son is a doctor.
 - 1) The doctor is my uncle's friend's son
 - 2) The son of my uncle's friend is a doctor
 - 3) The son of the friend of my uncle is a doctor
 - 4) The son of one of the friends of my uncle is a doctor

46. Nothing can absolve you your responsibility.
 - 1) Nothing can absolve you from your responsibility
 - 2) Nothing can absolve your responsibility
 - 3) Nothing can absolve from responsibility
 - 4) Nothing can absolve you to your responsibility

47. He admitted to his crime in murder.
 - 1) He confessed that he had committed the murder
 - 2) He admitted that he had committed the murder
 - 3) He admitted to having committed the murder
 - 4) He confessed to have committed the murder

48. The tired traveller was sitting below the shade of the tree.
 - 1) was sitting under the shade
 - 2) were sitting under the shade
 - 3) was sitting in the shade
 - 4) were sitting in the shade

49. Recently flood in the region has destroyed the livelihood of several thousands of people.
 - 1) Recently flooded
 - 2) In the recent flood
 - 3) Recent flooding
 - 4) During recent flood

50. Their earnings are such that they find it difficult to make both ends to meet.
 - 1) to makings both ends meet
 - 2) to make both ends for meeting
 - 3) for making both ends to meet
 - 4) to make both ends meet

51. Most of the organic food grown in India is exported and catered the European market.

- 1) exported and catered for
- 2) exported to cater to
- 3) being exported to cater to
- 4) exported for catering

52. The substance of what he says about his life and work testify to a great reserve of inner energy.

- 1) testify for a great
- 2) testifies to a great
- 3) testified for a great
- 4) testify to a great

53. The best way to encourage innovative thinking is not to promise financial rewards for ideas, but to ensure that the person making the suggestion receives recognition for his contribution.

- 1) but to ensure that the person who makes the suggestion will be receiving recognition for his contribution
- 2) but to ensure that the person making the suggestion receives recognition for his contribution
- 3) but rather ensure that suggestion-maker receives recognition for his contribution
- 4) but instead make sure that the suggestion-maker will receive recognition

54. The College of whose principal he was is a renowned one.

- 1) for whom he was the principal
- 2) of which he was the principal
- 3) of whose principal he was
- 4) by which he was the principal

55. Environmental degradation is, according to the expert's report, a matter of universal concern.

- 1) is, according to the expert's report, a matter of universal concern
- 2) is, according to the expert's report, matters of universal concern
- 3) are, according to the expert's report, a matter of universal concern
- 4) are, according to the expert's report, universally a matter of concern

56. If you will put too much water in rice when you cook it, it will get sticky.

- 1) will be putting too much water
- 2) put too much water
- 3) have to put too much water
- 4) put too much water

57. I will leave no stone unturned to come to your expectations.

- 1) I will leave any stone unturned to come to your expectations

2) I will leave no stone turned to come up to your expectations

3) I will leave no stone untuned to come up to your expectations

4) I will leave no stone turned to come to your expectations

58. John refused to take up the dangerous work, stating he did not want to put his life in difficult for the sake of a few thousand rupees.

- 1) Demise
- 2) Repose
- 3) Jeopardy
- 4) Dangerous

59. If would have realized how close was to the accident site, I would have suffered a heart attack.

- 1) Had I been realized how close
- 2) Had I realized how close
- 3) If I had realized how to close
- 4) I would have realized if I was close

60. If you complete the work in a single trip, you will save money and time, but have not had the opportunity to enjoy travel.

- 1) do not have
- 2) would not be having
- 3) may not have had
- 4) will not have

PART - IV

Directions for questions : Each of the following problems has a question and two statements which are labeled (i) and (ii) in which certain data are given. You have to decide whether the data given in the statements are sufficient for answering the question. Using the data given in the problem plus your knowledge of mathematics and every day facts, choose :

- 1) If you can get the answer from (i) ALONE but not from (ii) alone
- 2) If you can get the answer from (ii) ALONE but not from (i) alone
- 3) If you can get the answer from BOTH (i) and (ii) TOGETHER, but not from (i) alone or (ii) alone
- 4) If EITHER statement (i) ALONE or statement (ii) ALONE suffices

61. In which year was Dhyaparan born?

(i) Dhyaparan at present is 25 years younger to his mother.

(ii) Dhyaparan's brother, who was born in 1964, is 35 years younger to his mother.

62. What will be the total weight of 10 poles, each of the same weight?

- i) One-fourth of the weight of each pole is 5 kg.
- ii) The total weight of three poles is 20 kilograms more than the total weight of two poles.

63. The expenses of the ABC corporation are each billed to one and only one of its three divisions; division A, division B and division C. What percentage of the expenses of the ABC corporation were billed to division A?
- The expenses of division A are twice as much as the expenses of division B.
 - The expenses of division B are the same as the expenses of division C.
64. How is J related to P?
- M is brother of P and T is sister of P.
 - P's mother is married to J's husband who has one son and two daughters.
65. Little Beau Peep lost her sheep. She could not remember how many were there. She knew she would have 400 more next year, than the number of sheep she had last year. How many sheep were there?
- The number of sheep last year was 20% more than the year before that and this simple rate of increase continues to be the same for the next 10 years.
 - The increase is compounded annually.
66. Did the price of lumber rise by more than 10% last year?
- Lumber exports increased by 20%
 - The amount of timber cut decreased by 10%
67. Is $xy > 0$?
- $x/y < 0$
 - $x + y < 0$
68. There are 120 saplings to be planted in an orchard. Ben and Sue working together without a break can complete the job in six hours. How long would it take Ben working alone to complete the job?
- Sue plants 3 saplings in the time it takes Ben to plant 2.
 - Sue working alone would take 10 hours to do the job.
69. What is the length of the diagonal of rectangle PQRS?
- The perimeter of the rectangle is 16.
 - The area of the rectangle is 16.
70. Is the area of circle C greater than the area of square S?
- The diameter of C is equal to the diagonal of square S.
 - The perimeter of S is less than the circumference of C.
71. Mr. Smith wishes to lay a rectangular patio with an area of 240 square feet. What is the length of the patio?
- The width of the patio will be 8 feet less than the length.
 - The width of the patio will be $3/5$ the length.
72. Who is to the immediate right of P among five persons P, Q, R, S and T facing North?
- R is the third to the left of Q and P is second to the right of R.
 - Q is to the immediate left of T who is second to the right of P.
73. Among five friends, who is the tallest?
- D is taller than A and C.
 - B is shorter than E but taller than D.
74. Rehana ranked 16th in her class, what is her rank from the last?
- There are 40 students in her class.
 - Madhu, who secured 25th rank is 16th from the last.
75. John, Peter and Paul together have ten marbles. If each has at least one marble, how many marbles does each boy have?
- John has 5 more than Paul.
 - Peter has half as many as John.
76. Which code word stands for 'good' in the coded sentence 'sin co bye' which means 'He is good'?
- In the same code language, 'co mot det' means 'They are good'.
 - In the same code language, 'sin mic bye' means 'He is honest'.
77. When a cookie is taken at random from a jar, what is the probability that it is chocolate flavoured?
- There are twice as many chocolate flavoured cookies as there are almond flavoured cookies in the jar.
 - One third of the cookies in the jar are almond flavoured.
78. Every pupil in a school was given one ticket for a concert. The school was charged a total of Rs. 6,000 for these tickets, all of which were of equal value. What was the price of one ticket?
- If the price of each ticket had been one rupee less, the total cost would have been 1,200 less.
 - If the price of each ticket had been Rs. 2 more, the total bill would have increased by 40%.
79. A bucket was placed under a dripping tap which was dripping at a uniform rate. At what time was the bucket full?
- The bucket was put in place at 2 pm.
 - The bucket was half full at 6 pm and three quarters full at 8 pm on the same day.
80. Is z an integer?
- $3z$ is an odd number.
 - $2z$ is an even number.

PART - V

Questions (81-90) : Read the passage and answer the following questions :

The Alaska pipeline starts at the frozen edge of the Arctic Ocean. It stretches southward across the largest and northernmost state in the United States, ending at a remote ice-free seaport village nearly 3,000 miles from where it begins. It is massive in size and extremely complicated to operate.

The steel pipe crosses windswept plains and endless miles of delicate tundra that tops the frozen ground. It weaves through crooked canyons, climbs sheer mountains, plunges over rocky crags, makes its way through thick forests, and passes over or under hundreds of rivers and streams. The pipe is 4 feet in diameter, and up to 2 million barrels (or 84 million gallons) of crude oil can be pumped through it daily.

Resting on H-shaped steel racks called "bents," long sections of the pipeline follow a zigzag course high above the frozen earth. Other long sections drop out of sight beneath spongy or rocky ground and return to the surface later on. The pattern of the pipeline's up-and-down route is determined by the often harsh demands of the arctic and subarctic climate, the tortuous lay of the land, and the varied compositions of soil, rock, or permafrost (permanently frozen ground). A little more than half of the pipeline is elevated above the ground. The remainder is buried anywhere from 3 to 12 feet, depending largely upon the type of terrain and the properties of the soil.

One of the largest in the world, the pipeline cost approximately \$3 billion and is by far the biggest and most expensive construction project ever undertaken by private industry. In fact, no single business could raise that much money, so 8 major oil companies formed a consortium in order to share the costs. Each company controlled oil rights to particular shares of land in the oil fields and paid into the pipeline-construction fund according to the size of its holdings. Today, despite enormous problems of climate, supply shortages, equipment breakdowns, labor disagreements, treacherous terrain, a certain amount of mismanagement, and even theft, the Alaska pipeline has been completed and is operating.

The passage primarily discusses the pipeline's

- | | |
|--------------------|-----------------|
| 1) operating costs | 2) employees |
| 3) consumers | 4) construction |

The word "it" in line 4 refers to

- | | |
|-------------|------------|
| 1) pipeline | 2) ocean |
| 3) state | 4) village |

According to the passage, 84 million gallons of oil can travel through the pipeline each

- | | |
|----------|---------|
| 1) day | 2) week |
| 3) month | 4) year |

84. The phrase "Resting on" in line 13 is closest in meaning to

- | | |
|------------------|-------------------|
| 1) Consisting of | 2) Supported by |
| 3) Passing under | 4) Protected with |

85. The author mentions all of the following as important in determining the pipeline's route EXCEPT the

- | | |
|---------------------|---------------------------|
| 1) climate | 2) lay of the land itself |
| 3) local vegetation | 4) kind of soil and rock |

86. The word "undertaken" in line 26 is closest in meaning to
 1) removed 2) selected
 3) transported 4) attempted

87. How many companies shared the costs of constructing the pipeline?
 1) 3 2) 4
 3) 8 4) 12

88. The word "particular" in line 29 is closest in meaning to
 1) peculiar 2) specific
 3) exceptional 4) equal

89. Which of the following determined what percentage of the construction costs each member of the consortium would pay?
 1) How much oil field land each company owned
 2) How long each company had owned land in the oil fields
 3) How many people worked for each company
 4) How many oil wells were located on the company's land

90. Where in the passage does the author provide a term for an earth covering that always remains frozen?
 1) Line 3 2) Line 13
 3) Line 19 4) Line 32

Directions : Read Passages 1 and 2 and answer the questions (91 - 100)

Passage 1

- (1) It begins the moment you set foot ashore, the moment you step off the boat's gangway. The heart suddenly, yet vaguely, sinks. It is no lurch of fear. Quite the contrary. It is as if the life-urge failed, and the heart dimly sank. You trail past the
- (5) benevolent people and the friendly officials, through the customs - we don't really think it matters if somebody smuggles in two pairs of false-silk stockings - and we get into the poky but inoffensive train, with poky but utterly inoffensive people, and we have a cup of
- (10) inoffensive tea from a nice inoffensive boy, and we run through small, poky but nice and inoffensive country, till we are landed in the big but unexciting station of Victoria, when an inoffensive porter puts us into an inoffensive taxi and we are driven through the crowded yet strangely dull streets of London to the cosy yet
- (15) strangely poky and dull place where we are going to stay. And the first half-hour in London, after some years abroad, is really a plunge of misery. The strange, the grey and uncanny, almost deathly sense of dullness is overwhelming. Of course, you get over it after a while, and admit that you exaggerated. You get
- (20) into the rhythm of London again, and you tell yourself that it is not dull. And yet you are haunted, all the time, sleeping or waking, with the uncanny feeling: It is dull! It is all dull! This life here is one vast complex of dullness! I am dull! I am being dulled! My spirit is being dulled! My life is dulling down to
- (25) London dullness. This is the nightmare that haunts you the first few weeks of London. No doubt if you stay longer you get over it, and find London as thrilling as Paris or Rome or New York. But the climate is against me. I cannot stay long enough. With pinched
- (30) and wondering gaze, the morning of departure, I look out of the taxi upon the strange dullness of London's arousing; a sort of death; and hope and life only return when I get my seat in the boat-train, and hear all the Good-byes! Good-bye! Good-bye! Thank God to say Good-bye!

- (35) On the banks of the Thames it is a tremendous chapter of accidents - the London-lover has to confess to the existence of miles upon miles of the dreariest, stodgiest commonness. Thousands of acres are covered by low black houses, of the cheapest construction, without ornament, without grace, without character or even identity. In fact there are many, even in the best quarters, in all the region of Mayfair and Belgravia, of so paltry and inconvenient and above all of so diminutive a type, that you wonder what peculiarly limited domestic need they were constructed to meet. The great misfortune of London, to the eye (45) (it is true that this remark applies much less to the City), is the want of elevation. There is no architectural impression without a certain degree of height, and the London street-vista has none of that sort of pride. All the same, if there be not the intention, there is at least the (50) accident, of style, which, if one looks at it in a friendly way, appears to proceed from three sources. One of these is simply the general greatness, and the manner in which that makes a difference for the better in any particular spot, so that though you may often perceive yourself to be in a shabby corner it never (55) occurs to you that this is the end of it. Another is the atmosphere, with its magnificent mystifications, which flatters and super-fuses, makes everything brown, rich, dim, vague, magnifies distances and minimises details, confirms the inference of vastness by suggesting that, as the great city makes everything, it (60) makes its own system of weather and its own optical laws. The last is the congregation of the parks, which constitute an ornament not elsewhere to be matched and give the place a superiority that none of its ugliness's overcome. They spread themselves with such a luxury of space in the centre of the town (65) that they form a part of the impression of any walk, of almost any view, and, with an audacity altogether their own, make a pastoral landscape under the smoky sky. There is no mood of the rich London climate that is not becoming to them. - I have seen them look delightfully romantic, like parks in novels, in the wettest (70) winter - and there is scarcely a mood of the appreciative resident to which they have not something to say. The high things of London, which here and there peep over them, only make the spaces vaster by reminding you that you are after all not in Kent or Yorkshire; and these things, whatever they be, rows of (75) 'eligible' dwellings, towers of churches, domes of institutions, take such an effective gray-blue tint that a clever watercolourist would seem to have put them in for pictorial reasons. The view from the bridge over the Serpentine has an extraordinary nobleness, and it has often seemed to me that the (80) Londoner twitted with his low standard may point to it with every confidence. In all the town-scenery of Europe there can be few things so fine; the only reproach it is open to is that it begs the question by seeming - in spite of its being the pride of five millions of people - not to belong to a town at all. The towers of

- (85) Notre Dame, as they rise, in Paris, from the island that divides the Seine, present themselves no more impressively than those of Westminster as you see them looking doubly far beyond the shining stretch of Hyde Park water. Equally admirable is the large, river-like manner in which the Serpentine opens away
- (90) between its wooded shores. Just after you have crossed the bridge you enjoy on your left, through the gate of Kensington Gardens, an altogether enchanting vista - a footpath over the grass, which loses itself beneath the scattered oaks and elms exactly as if the place where a 'chase.' There could be nothing less
- (95) like London in general than this particular morsel, and yet it takes London, of all cities, to give you such an impression of the country.

91. 'It' in line 1 refers to a feeling of
 1) foreboding 2) fear
 3) depression 4) malaise
92. The author of passage 1 makes his point mainly by the use of
 1) metaphor and simile
 2) repetition and exclamation
 3) accumulation of details
 4) irony and satire
93. The extensive use of the pronoun 'you' in passage 1 indicates that the author
 1) is speaking to one particular person
 2) is describing the experience of someone else
 3) believes that his feelings will be shared by many others
 4) wishes to add variety to his style
94. Lawrence apparently believes that the 'nightmare' (line 26) in passage 1 is
 1) uniquely caused by city life
 2) only over when he leaves the country
 3) made worse by the weather
 4) dispelled by a longer stay in London
95. The word that James uses in Passage 2 that best conveys Lawrence's 'poky' is
 1) diminutive 2) cheapest
 3) dreariest 4) stodgiest

96. The second paragraph of Passage 2 in relation to the first does which of the following?
 1) analyses a problem raised in paragraph one
 2) continues the delineation of limitations
 3) counters a negative impression
 4) enlarges the viewpoint with the aid of wider examples
97. The word 'atmosphere' (line 55) refers to
 1) the mood of the place 2) the London air
 3) artistic impression 4) the author's mood
98. By the use of the word 'congregation' (line 61) the author suggests that the parks are
 1) numerous 2) religious
 3) too crowded 4) unlimited in extent
99. James mentions Notre Dame (line 65) in order to
 1) provide an example of a monument finer than anything that London has to offer
 2) highlight the impressive nature of a certain London building and its setting
 3) give an example of a sight more suited to a town or city
 4) make the image more realistic to the reader
100. To counter Lawrence's charge of 'one vast complex of dullness', James would most likely point out that London
 1) is bright and vast
 2) offers vistas unmatched in the rest of Europe
 3) is always romantic and pastoral
 4) juxtaposes the ugly and the visually attractive

MBA 2018 ANSWERS

1.....2	2.....4	3.....4	4.....2	5.....1	6.....2	7.....3	8.....3	9.....1	10.....4
11.....3	12.....1	13.....4	14.....3	15.....1	16.....2	17.....3	18.....1	19.....4	20.....2
21.....2	22.....2	23.....4	24.....1	25.....2	26.....2	27.....2	28.....3	29.....2	30.....1
31.....2	32.....2	33.....3	34.....1	35.....4	36.....2	37.....3	38.....4	39.....2	40.....2
41.....1	42.....3	43.....3	44.....1	45.....2	46.....1	47.....1	48.....3	49.....3	50.....4
51.....4	52.....2	53.....2	54.....2	55.....1	56.....2	57.....2	58.....3	59.....3	60.....4
61.....3	62.....4	63.....3	64.....2	65.....1	66.....*	67.....1	68.....4	69.....3	70.....4
71.....3	72.....4	73.....3	74.....4	75.....3	76.....4	77.....4	78.....4	79.....2	80.....2
81.....4	82.....1	83.....1	84.....2	85.....3	86.....4	87.....3	88.....2	89.....1	90.....3
91.....3	92.....2	93.....3	94.....4	95.....1	96.....3	97.....2	98.....1	99.....2	100.....4