

MBA

Section 1 : QUANTITATIVE TECHNIQUES

1. What is the smallest positive number which is exactly divisible by $\frac{1}{3}, \frac{1}{2}, \frac{3}{7}$ and $\frac{4}{11}$?
(A) 10
(B) 12
(C) 8
(D) 14
2. The average age of 30 students in a coaching class is 30 years. When the age of the Physics teacher is added, the average age of the whole class increases by 1 year. Find the age of the Physics teacher.
(A) 31 years
(B) 41 years
(C) 51 years
(D) 61 years
3. Five kg of organic tea is mixed with 23 kg of inorganic tea. The price of the organic tea is Rs 18 per kg and the price of the inorganic tea is Rs 12 per kg. Find the average price per kg of the mixture.
(A) 13
(B) 15
(C) 14
(D) 16
4. If $\frac{x}{y+z} = \frac{y}{z+x} = \frac{z}{x+y}$ and $x + y + z \neq 0$, find the value of $\frac{y}{x+y+z}$.
(A) $\frac{1}{4}$
(B) $\frac{1}{5}$
(C) $\frac{1}{3}$
(D) 0
5. The monthly income of Ramesh and Arnav together was Rs 28,000. After income of Ramesh and Arnav was increased by 25% and 12.5% respectively, the new income of Arnav became 120% of the new income of Ramesh. Find the new income of Ramesh.
(A) Rs 20,000
(B) Rs 15,000
(C) Rs 17,000
(D) Rs 14,000
6. The cost price of 12 apples is equal to the selling price of 9 apples and the discount on 10 apples is equal to the profit on 5 apples. Find the percentage point difference between the profit percentage and the discount percentage.
(A) 20.15
(B) 18.24
(C) 16
(D) 22.22

7. A sum of Rs 390200 is to be refunded to a bank in three equal instalments. If the rate of interest charged is 4% per annum compounded annually, find the value of each instalment.
- (A) Rs. 140206
 (B) Rs. 140144
 (C) Rs. 140608
 (D) Rs. 140990
8. Ajay can do a piece of work in 15 days. Kartik can do the same work in 18 days. Rajesh joined the team and all the three together completed the work in 6 days. They received a sum of Rs 27,000 for the entire work done. If money is distributed according to the ratio of the work done individually, find the share of Kartik.
- (A) Rs 5600
 (B) Rs 6700
 (C) Rs 3600
 (D) Rs 7200
9. Rakesh is at location P and his friend Pramod is at location Q. The distance between P and Q is 100 km. The speed at which Rakesh travels is 20 km/h, while the speed at which Pramod travels is 60 km/h. They meet at point R, which is a location somewhere between P and Q. Find the distance between P and R.
- (A) 22 km
 (B) 25 km
 (C) 28 km
 (D) 32 km
10. The altitude and base of a right angle triangle are $(a + 2)$ and $(2a + 3)$ (in cm). If the area of the triangle is 60 cm^2 , find the length of the hypotenuse.
- (A) 17 cm
 (B) 22 cm
 (C) 16 cm
 (D) 14 cm
11. If from the top of a cliff, 200 metres high, the angle of depression of the top and bottom of a tower are observed to be 30° and 60° , respectively, what is the height of the tower?
- (A) $\frac{200}{3} m$
 (B) $\frac{500}{3} m$
 (C) $\frac{200}{\sqrt{3}} m$
 (D) $\frac{400}{3} m$
12. If PQR is a right angle triangle at P and PS is perpendicular to the hypotenuse, $\frac{QS}{RS}$ will be equal to
- (A) $\frac{PQ}{PS}$
 (B) $\frac{PQ}{PR}$
 (C) $\left(\frac{PQ}{PR}\right)^2$
 (D) $\left(\frac{PQ}{PS}\right)^2$

13. If $\left(a^3 - \frac{1}{a^3}\right) = 36$, find the value of $\left(a - \frac{1}{a}\right)$.
- (A) 3
(B) 4
(C) 5
(D) 6
14. Find the roots of the equation $2\left(a^2 + \frac{1}{a^2}\right) - 3\left(a + \frac{1}{a}\right) - 1 = 0$.
- (A) $2, \sqrt{2}$
(B) $2, \frac{1}{2}$
(C) $-2, \sqrt{2}$
(D) $2, \frac{5}{3}$
15. A coaching centre conducted two tests, first on Saturday and second on Sunday. 300 students appeared both the tests. $\frac{1}{2}$ of them failed in the first test and $\frac{1}{3}$ rd failed in the second test. 60% of those who passed in first test also passed in second test. Find the number of students who failed in both the tests.
- (A) 40
(B) 42
(C) 45
(D) 48
16. What is the sum of the three numbers in geometric progression if their product is 216 and the sum of the products of them taken in pairs is 126?
- (A) 25
(B) 33
(C) 28
(D) 21
17. Five balls of different colours are to be placed in three different boxes. Each box can hold all five balls. Find the number of ways in which we can place the balls in the boxes so that no box remains empty.
- (A) 200
(B) 150
(C) 260
(D) 330
18. Two cards are drawn at random from a well shuffled pack of 52 cards. What is the probability that either both are red or both are queens?
- (A) $\frac{12}{65}$
(B) $\frac{11}{13}$
(C) $\frac{55}{221}$
(D) $\frac{17}{121}$

19. What is the least number which when divided by 16, 18 and 20 leaves a remainder 4 in each case but is completely divisible by 7?
- (A) 2764
 - (B) 2884
 - (C) 2454
 - (D) 2144
20. If the n th term of an arithmetic progression is $1/m$ and the m th term is $1/n$, what is the sum of nm terms?
- (A) $(nm + 1)/2$
 - (B) $(nm + 1)/4$
 - (C) $(nm - 1)/4$
 - (D) $(nm - 1)/2$
21. A school has four sections in class 10 comprising 10, 20, 30 and 40 students, respectively. If the pass percentages of these sections were 20%, 30%, 60% and 100%, respectively, what was the overall percentage of all the four sections?
- (A) 52%
 - (B) 62%
 - (C) 66%
 - (D) 70%
22. A petrol pump bought petrol at Rs 10 per litre and mixed 5 litres of kerosene in it. He sold the mixture at Rs 10 per litre and earned a profit of 25%. Find the amount of mixture he had.
- (A) 22 litres
 - (B) 28 litres
 - (C) 32 litres
 - (D) 25 litres
23. Aryan purchased 25 television sets and air conditioners for Rs 205,000. He sold 80% of the television sets and 12 air conditioners at a profit of Rs 40,000. Each television set was marked up by 20% over cost and each air conditioner was sold at a profit of Rs 2000. Aryan failed to sell remaining television sets and 3 air conditioners. Find his overall profit/loss.
- (A) Rs 1600 profit
 - (B) Rs 1000 loss
 - (C) Rs 1200 profit
 - (D) Rs 1200 loss
24. Ananya took a loan of Rs 9000 at a certain rate of compound interest. She repaid Rs 6000 at the end of the first year and Rs 5760 at the end of the second year and cleared the loan. Given that the interest was compounded annually, if the rate of interest was the same for both the years, what was the rate of interest?
- (A) 14%
 - (B) 15%
 - (C) 16%
 - (D) 18%

25. In how many ways 5 boys and 6 girls can be arranged together so that no two boys are there side by side?
- (A) $\frac{6!}{2!}$
 (B) $\frac{7!6!}{2!}$
 (C) $7! 6!$
 (D) $6! 5!$
26. There are two boxes. One of them contains 5 blue balls and 7 purple balls. Another box contains 3 blue balls and 12 purple balls. A ball is to be drawn from one or the other of the two boxes. What is the chance of drawing a blue ball?
- (A) $\frac{33}{90}$
 (B) $\frac{77}{120}$
 (C) $\frac{37}{120}$
 (D) $\frac{3}{35}$
27. In a survey among the students of BPUT regarding their choice over TV news channels, it was observed that 48% preferred Times Now, 54% preferred Republic World and 64% preferred India Today. Of the total, 28% preferred Times Now and Republic World, 32% preferred India Today and Republic World and 30% liked India Today and Times Now. Only 6% did prefer none of these. If the total number of students was 2000, find the number of students who liked Times Now and India Today but not Republic World.
- (A) 240
 (B) 260
 (C) 300
 (D) 320
28. What value of a satisfies the equation $\sqrt{4a + 5} + \sqrt{8a - 4} = 11$?
- (A) 121
 (B) 8
 (C) 110
 (D) 5
29. If a rectangular park with the dimensions of 50 m x 30 m is surrounded by a 5 meter wide road all the sides, find the area of the road.
- (A) 460 square metre
 (B) 900 square metre
 (C) 620 square metre
 (D) 550 square metre
30. Initially Rajesh invested twice as much as Rita's investment. Rajesh withdrew $\frac{1}{4}$ th of his initial investment at the end of every quarter. If Rita got a share of Rs 32,000 at the end of one year, what was Rajesh's share of profit?
- (A) Rs 44,000
 (B) Rs 60,000
 (C) Rs 40,000
 (D) Rs 52,000

Section 2 : ANALYTICAL AND LOGICAL REASONING

(For questions 31 to 37) Choose the correct alternative that will continue the same pattern and replace the question mark in the given series.

31. 14, 18, ?, 26, 30, 34

- (A) 22
- (B) 24
- (C) 23
- (D) 26

32. 66, 79, ?, 111, 130, 151

- (A) 96
- (B) 94
- (C) 92
- (D) 99

33. 3826 : 78, 5485 : 85, 8564 : 76, 6612 : ?

- (A) 26
- (B) 22
- (C) 30
- (D) 25

34. 26, 63, 124, 215, ?, 511

- (A) 222
- (B) 330
- (C) 321
- (D) 342

35. 2, 4, 8, 32, 128, ?

- (A) 260
- (B) 220
- (C) 256
- (D) 333

36. C4X, F9U, I16R, ?

- (A) L25P
- (B) L25O
- (C) K25P
- (D) L27P

37. 198, 194, 185, 169, ?

- (A) 99
- (B) 112
- (C) 121
- (D) 144

38. 1CV, 5FU, 9IT, 15LS, 17OR

Which of the terms above DOES NOT fit in the series?

- (A) 5FU
- (B) 9IT
- (C) 15LS

(D) 17OR

39. abca__bcaab__ca__bbc__a

Fill in the four blanks using the most apt choice

(A) c, c, a, a

(B) b, b, a, a

(C) a, b, a, c

(D) a, b, b, a

40. 46, 48, 52, 60, 74, 108, 172

Which term in the series is odd?

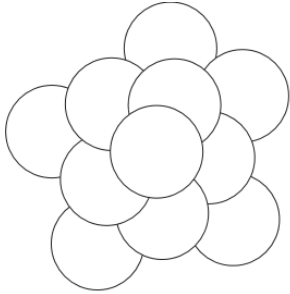
(A) 60

(B) 172

(C) 46

(D) 74

41. How many circles are there in the diagram below?



(A) 10

(B) 11

(C) 1

(D) 4

42. Find the missing word:

- MYSTIC
- CACTUS
- ?
- LEMON
- NORMAL

(A) SERIAL

(B) LUXURY

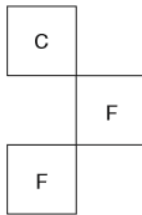
(C) ABACUS

(D) FALCON

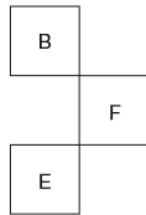
43. Please identify the missing section.

A	?	D	E
C	D	?	G
D	?	G	H
F	G	I	J

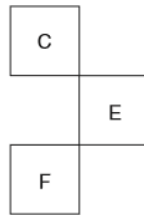
Chose from the figures below.



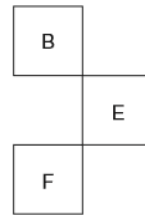
A



B



C



D

- (A) Figure A
- (B) Figure B
- (C) Figure C
- (D) Figure D

44. Fill in the blank with the appropriate choice.

As

7896432 : 9872346

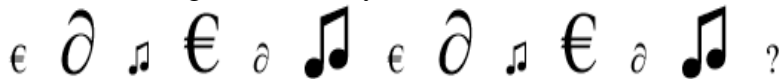
9247183 : 4293817

Therefore

8629471 : ?

- (A) 2681749
- (B) 6821479
- (C) 1749682
- (D) 1947862

45. Please examine the figures carefully.



What figure comes next?

- (A) €
- (B) ∂
- (C) €
- (D) ∂

46. Which of the given words continues the sequence below?

Prisoners, Canons, Lioness, Honeycomb , ---

- (A) Companion
- (B) Aborigine
- (C) Astronomy
- (D) Onion

47. Find the relation in the statement below:

Sapphire is to **blue** as **Ruby** is to:

- (A) Black
- (B) Red
- (C) Green
- (D) Pink

48. Please examine the figures carefully.



Which two symbols below continue the above sequence?

- A.
- B.
- C.
- D.

- (A) Figure A
- (B) Figure B
- (C) Figure C
- (D) Figure D

49. Which one of the words provided in the choices belongs with the words in the sequence below?

Avocado, Severe, Marinade, Revoke, Nasal, ...

- (A) Language
- (B) Provoke
- (C) Yogurt
- (D) Banana

50. Examine the figure, and fill in the letter for the question mark.



- (A) L
- (B) E
- (C) G
- (D) P

51. Two numbers are such that if the first receives 15 from the second they are in the ratio 2:1, but if the second receives 25 from the first they are in the ratio 1:3. What are the two numbers?

- (A) 49 and 47
- (B) 29 and 27
- (C) 51 and 49
- (D) 49 and 50

52. Which month comes next in the series.

January, February, April, July, November, April, ?

- (A) January
- (B) March
- (C) August
- (D) October

53. Analyze the relation carefully and answer the question.



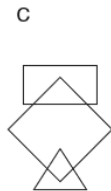
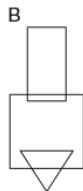
is to:

as:



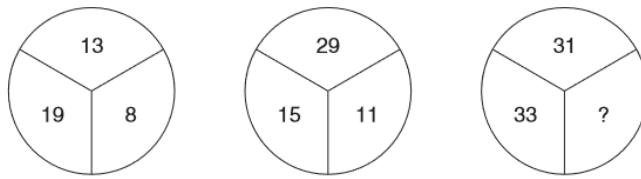
Is to: ?

Choose the correct figure from below:



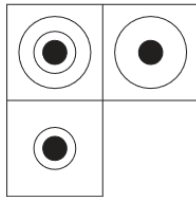
- (A) Figure A
- (B) Figure B
- (C) Figure C
- (D) Figure D

54. Analyze the given diagrams and replace the question mark with the correct option.

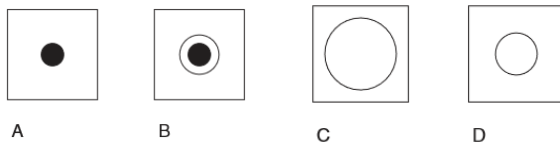


- (A) 16
- (B) 17
- (C) 18
- (D) 19

55. Analyze the diagram and find the missing section.

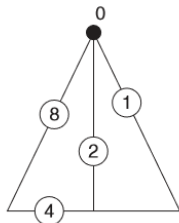


Choose the correct figure from below:

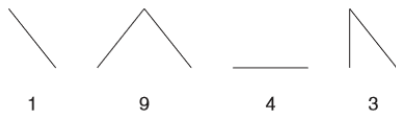


- (A) Figure A
- (B) Figure B
- (C) Figure C
- (D) Figure D

56. Carefully examine the diagram and answer the question.



If the numbers 1943 are represented by the following symbols:

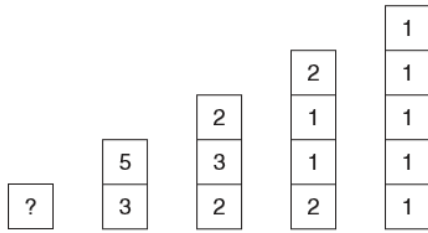


What number is represented by these symbols:



- (A) 48526
- (B) 60892
- (C) 60587
- (D) 60187

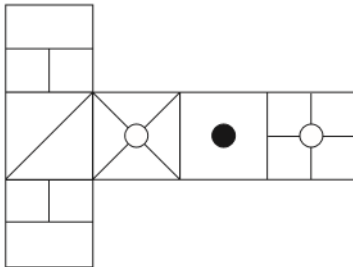
57. Examine the figure given below and answer the question.



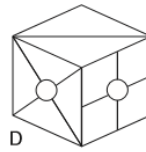
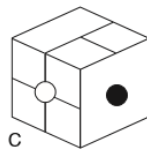
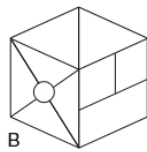
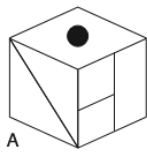
What number should replace the question mark?

- (A) 10
- (B) 9
- (C) 11
- (D) 13

58. When the diagram below is folded to form a cube, just one of the following can be produced. Which one?

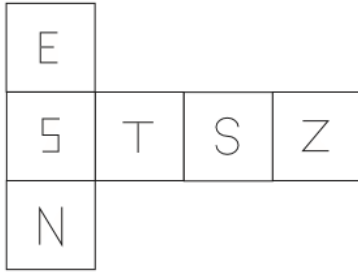


Choose the correct figure from below:

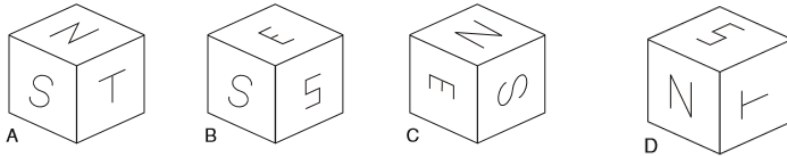


- (A) Figure A
- (B) Figure B
- (C) Figure C
- (D) Figure D

59. When the diagram below is folded to form a cube, just one of the following can be produced. Which one?



Choose the correct figure from below:



- (A) Figure A
- (B) Figure B
- (C) Figure C
- (D) Figure D

60. Analyze the given diagram and replace the question mark with the correct option.

1	0	7
2	3	6
3	4	3
5	7	9
?	?	?

- (A) 8, 0, 0
- (B) 1, 0, 7
- (C) 3, 4, 3
- (D) 9, 2, 2

Section 3 : VERBAL REASONING AND COMPREHENSION

Read the instructions provided before each set of questions and answer them (61-75)
 Identify the odd word in each of the following questions (61-63).

61. Identify the odd word
- (A) Tentative
 - (B) Hesitant
 - (C) Persistent
 - (D) Cautious

62. Identify the odd word
(A) Reluctant
(B) Resonance
(C) Averse
(D) Disinclined

63. Identify the odd word
(A) Testimonial
(B) Jurisdiction
(C) Prerogative
(D) Entitlement

In each of the following, arrange the words in a meaningful sequence (64-65).

64. A. attention B. stimuli C. desire D. purchase E. decision
(A) BACED
(B) BCAED
(C) BCDEA
(D) BCADE

65. A. reaction B. action C. anger D. curt words E. hurt
(A) BDCEA
(B) BDAEC
(C) DACED
(D) DECBA

In each of the following questions four pairs of synonyms are supplied, out of which three pairs are alike/similar in certain ways and the fourth one is different (not a pair of synonyms). Choose the ODD pair out (66-67).

66. Identify the odd pair
(A) obstinate: determined
(B) inflexible: stubborn
(C) fixed: unyielding
(D) cooped: confined

67. Identify the odd pair
(A) overt: truant
(B) open: shirker
(C) explicit: absentee
(D) intent: absolve

In the following questions, there is a certain relationship between two given words on both sides of (::). Only one word is given on the other side of (::). Choose the MOST APPROPRIATE word from the alternatives given below and supply the fourth word (68-69).

68. endurance: sustenance: : bamboo:
(A) water
(B) wind
(C) river
(D) birds

69. pamper: reprimand:: indulge:
(A) entreat

- (B) reproof
- (C) succor
- (D) instigate

Choose the MOST APPROPRIATE definition for the following words (70-72).

70. Calamity

- (A) an intentional act of disobedience
- (B) reluctance to sustain a work
- (C) a zone of great natural devastation
- (D) an event causing great and often sudden damage

71. Conjunction

- (A) a continued state of linked or connected involvement
- (B) a case of two sets coming together
- (C) when two or more things occur at same time or space
- (D) to do something which is linked to something else

72. Myth

- (A) a widely held but false idea
- (B) an event from ancient history
- (C) a parable with a moral
- (D) a kind of wild folk tale

In the questions below four words are provided at the beginning. If you add one of the four choices to one of the four words given at the beginning, you will get a new word. Find the correct choice (73-74).

73. Hum/Dum/Tum/Sum

- (A) ror
- (B) mer
- (C) sor
- (D) lor

74. Din/Don/Tin/Ton

- (A) mur
- (B) sor
- (C) ner
- (D) her

In the following question identify the word which has the OPPOSITE meaning to one of the three words presented at the beginning.

75. Quick / Stick / Brink

- (A) path
- (B) plateau
- (C) tendril
- (D) rift

COMPREHENSION

Read the text below carefully and answer the questions that follow. Choose the most appropriate choice for each question (76-90).

Government and public health organizations have been tasked with the challenge of changing behavior — getting people to not only practice social distancing and shelter in place but do it for weeks and potentially months. Not surprisingly, almost everyone is relying on the standard approach to drive change: Tell people what to do. Issue demands like: “Don’t go out,” “Stay six feet apart,” “Wash your hands,” and “Wear face masks.” While a lot of us are following recommendations so far, making sure everyone sticks with them for the long haul is a tougher ask. Some people are still or have resumed congregating in groups. Some churches, with support from their local leaders, are flouting stay-at-home orders. And protesters have begun to demand that businesses reopen sooner than experts suggest.

Directives aren’t particularly effective in driving sustained behavior change because we all like to feel as if we are in control of our choices. Why did I buy that product, use that service, or take that action? Because I wanted to. So when others try to influence our decisions, we don’t just go along, we push back against the persuasive attempt. We get together with a friend, shop more than once a week, don’t wear a mask. We avoid doing what they suggested because we don’t want to feel like someone else is controlling us.

Our innate anti-persuasion radar raises our defenses, so we avoid or ignore the message or, even worse, counter-argue, conjuring up all the reasons why what someone else suggested is a bad idea. *Sure, the governor said to stay home but they’re overreacting. Maybe the virus is bad in some part of the country, but I don’t know a single person whose gotten it. And besides, many people who get it are fine anyway, so what’s the big deal?* Like an overzealous high school debater, they poke and prod and raise objections until the persuasive power of the message crumbles.

So if telling people to do doesn’t work, what does? Rather than trying to persuade people, getting them to persuade themselves is often more effective. Here are a few ways to do that.

You can increase people’s sense of freedom and control by pointing out a disconnect between their thoughts and actions, or between what they might recommend for others versus do themselves. Take staying at home. For young people who might resist, ask what they would suggest an elderly grandparent or a younger brother or sister do. Would they want them out, interacting with possibly infected people? If not, why do they think it’s safe for them to do so? People strive for internal consistency. They want their attitudes and actions to line up. Highlighting misalignment encourages them to resolve the disconnect.

Health officials in Thailand used this approach in anti-smoking campaign. Rather than telling smokers their habit was bad, they had little kids come up to smokers on the street and ask them for a light. Not surprisingly, the smokers told the kids no. Many even lectured the little boys and girls about the dangers of smoking. But before turning to walk away, the kids handed the smokers a note that said, “You worry about me ... But why not about yourself?” At the bottom was a toll-free number smoker could call to get help. Calls to that line jumped more than 60% during the campaign.

Another way to allow for agency is to ask questions rather than make statements. Public health messaging tries to be direct: “Junk food makes you fat.” “Drunk driving is murder.” “Keep sheltering in place.” But being so forceful can make people feel threatened. The same content can be phrased in terms of a question: “Do you think junk food is good for you?” If someone’s answer is no, they’re now in a tough spot. By encouraging them to articulate their opinion, they’ve had to put a stake in the ground — to admit that those things aren’t good for them. And once they’ve done that, it becomes harder to justify the bad behaviors.

Questions shift the listener’s role. Rather than counter-arguing or thinking about all the reasons they disagree, they’re sorting through their answer to your query and their feelings or opinions on the matter. And this shift increases buy-in. It encourages people to commit to the conclusion, because while people might not want to follow someone else’s lead, they’re more than happy to follow their own. The answer to the question isn’t just any answer; it’s their answer, reflecting their own personal thoughts, beliefs, and preferences. That makes it more likely to drive action.

In the case of this crisis, questions like “How bad would it be if your loved ones got sick?” could prove more effective than directives in driving commitment to long-term or intermittent social distancing and vigilant hygiene practices.

The third approach is to reduce the size of the ask. A doctor was dealing with an obese trucker who was drinking three liters of Mountain Dew a day. She wanted to ask him to quit cold turkey, but knew that would probably fail, so she tried something else. She asked him to go from three liters a day to two. He grumbled, but after a few weeks, was able to make the switch. Then, on the next visit, she asked him to cut down to one liter a day. Finally, after he was able to do that, only then did she suggest cutting the soda out entirely. The trucker still drinks a can of Mountain Dew once in a while, but he’s lost more than 25 pounds.

Especially in times of crisis, health organizations want big change right away. Everyone should continue to stay at home, by themselves, for two more months. But asks this big often get rejected. They’re so different from what people are doing currently that they fall into what scientists call “the region of rejection” and get ignored.

76. This major challenge discussed in the first paragraph is:

- (A) Staying inside home during lockdown
- (B) Washing hands frequently
- (C) Maintaining social distancing
- (D) Unruly behavior

77. Some of the reasons why instructions and directives are not affective are:
- A. People like to feel as if they are in control of their choices
 - B. People don't like to be influence others
 - C. The internal consistency between people's attitudes and actions
- (A) Only A & C
(B) Only A & B
(C) Only C
(D) All A, B, & C
78. Being in control is important to us. Which of the statements related to this is discussed in the passage?
- (A) Control makes us feel superior
 - (B) Control freaks react in this way
 - (C) Directives threaten our control
 - (D) Directives are ill constructed
79. 'One of the important approaches to drive change is to ask questions rather than making statements'. This theme is made explicit first in the:
- (A) Fourth paragraph
 - (B) Second paragraph
 - (C) Seventh paragraph
 - (D) Fifth paragraph
80. Which of the following methods has NOT been discussed in the text?
- (A) Creating a gap
 - (B) Posing questions
 - (C) Imposing sanctions
 - (D) Medical approaches
- (A) Only A & D
(B) Only A
(C) Only B
(D) Only D
81. Paragraph five suggests something which is about
- (A) Empathy
 - (B) Sympathy
 - (C) Role play
 - (D) Reflection
82. Which reason indicated below is **not correct** as to why forcing people to behave in a certain order doesn't always work over the long term is:
- (A) Our innate tendency is to disagree with everything
 - (B) Our inner anti-persuasion radar raises our defenses
 - (C) We feel people are over-reacting
 - (D) We are optimistic nothing will happen to us
- (A) Only A is correct
(B) Only B is correct
(C) Both A & B are incorrect
(D) Neither of them is correct

83. Posing questions is the type of approach used by the health officials in Thailand used for the anti-smoking campaign. Which of the following is incorrect.
- (A) Kids were used as stooges
 - (B) Children asked for cigarettes
 - (C) Calls jumped up 60%
 - (D) Adults shooed away the kids
84. Asking questions to people having counter-arguments to directives can help in the following ways. Identify the correct answer:
- (A) Encouraging people to commit to directives by reflecting their own personal thoughts, beliefs, and preferences
 - (B) Making them feel ashamed
 - (C) Setting remorse to act
 - (D) Creating a situation where one is forced to take only the right decision
85. What are the standard approach taken by Government and public health organizations to drive change discussed in the text?
- (A) Practice social distancing
 - (B) Washing of hands
 - (C) Wear face masks
 - (D) Imposing fines
86. An approach in which the government is encouraging people to socially distance, shop only once a week, thoroughly wash hands and wear face masks, or change behavior more broadly is often known as _____.
- (A) Demanding
 - (B) Pushing
 - (C) Convincing
 - (D) Motivating
87. What kind of approach was used by the doctor dealing with the obese trucker to persuade change? Identify the wrong answer.
- (A) Asking for less
 - (B) Posing questions
 - (C) Doing things in steps
 - (D) Focusing on gradual change
88. What mistakes in crisis do health organizations make?
- (A) Ask for radical changes
 - (B) Ask people to take baby steps
 - (C) Order people about
 - (D) Impose laws and fines
89. What does 'misalignment' mean in paragraph five?
- (A) Lack of consistency
 - (B) Lack of adjustment
 - (C) Wrong beliefs
 - (D) Conflicts
90. Which of the following is the most apt title for this passage?
- (A) COVID scare
 - (B) Communicating for disaster
 - (C) Persuasion to change behavior
 - (D) Public health initiatives

Section 4 : GENERAL AWARENESS AND BUSINESS FUNDAMENTALS

91. In which state is the Gir National Park situated?
(A) Rajasthan
(B) Gujarat
(C) Madhya Pradesh
(D) Uttarakhand
92. Who was the independent India's first Education Minister?
(A) Sardar Patel
(B) G V Malvankar
(C) Krishna Kant
(D) Maulana Abul Kalam Azad
93. When was Bombay Plan, prepared by eight leading Indian industrialists, first published?
(A) 1940
(B) 1944
(C) 1948
(D) 1955
94. Who coined the term "Green Revolution"?
(A) M S Swaminathan
(B) William S. Gaud
(C) Norman Borlaug
(D) S.K. De Datta
95. Which device converts AC into DC?
(A) Pyrometer
(B) Stabiliser
(C) Rectifier
(D) Transformer
96. The study of snakes is called
(A) Morphology
(B) Anthrology
(C) Histology
(D) Ophiology
97. What is the full form of HTML?
(A) Hyper Text Markup Language
(B) Higher Text Multimedia Language
(C) Hyper Text Multimedia Language
(D) Hyper Text Magnetic Link

98. The old name of which of the following countries is Nippon?
(A) Indonesia
(B) Japan
(C) Taiwan
(D) Thailand
99. Name the first woman to receive Jnanpith Award.
(A) Amrita Pritam
(B) Mahadevi Varma
(C) Ashapoorna Devi
(D) Qurratulain Hyder
100. Who is the Author of the book ‘Turbulent Years’?
(A) Raghuram Rajan
(B) Pranab Mukherji
(C) P Chidambaram
(D) Shashi Tharoor
101. Whose tagline is “Think”?
(A) Phillips
(B) MRF
(C) CNBC
(D) IBM
102. Who among the following was the recipient of Nobel Prize twice?
(A) Jane Addams
(B) Dag Hammarskjöld
(C) Frederick Sanger
(D) Mairead Maguire
103. What is the full form of NASDAQ?
(A) National Accounts of Securities Developers Automated Quotations
(B) New York Association of Securities Dealers Automated Quotations
(C) National Association of Securities Dealers Automated Quotations
(D) New York Agency of Stock Dealers Approved Quotations
104. The Headquarter of BRICS is situated at
(A) New Delhi, India
(B) Shanghai, China
(C) Moscow, Russia
(D) Cape Town, South Africa
105. After the introduction of the Goods and Services Tax,, what has been the new name for the Central Board of Excise and Customs?
(A) Central Board of Indirect Taxes
(B) Central Bureau of GST
(C) Central Bureau of Indirect Taxes and Duties
(D) Central Bureau of Indirect Taxes and Customs
106. Who was the recipient of the Jnanpith award for the year 2019?
(A) Amitav Ghosh

- (B) Akkitham Achuthan Namboothiri
 - (C) Krishna Sobti
 - (D) Shanka Ghosh
107. When is International Mother Tongue Day celebrated?
- (A) 13 February
 - (B) 24 January
 - (C) 21 February
 - (D) 28 February
108. Which time period in India's planning era was declared 'Plan Holiday'?
- (A) 1975-79
 - (B) 1991-92
 - (C) 1966-69
 - (D) 1982-85
109. Who is called the 'Father of White Revolution' in India?
- (A) Tribhuvandas Kishibhai Patel
 - (B) Verghese Kurien
 - (C) Baba Amte
 - (D) Has Ela Bhatt
110. When the first Cooperative Credit Societies Act was passed in India?
- (A) 1922
 - (B) 1911
 - (C) 1948
 - (D) 1904
111. The sustainable Development Goals set in 2015 by the United Nations General Assembly has the following number of goals.
- (A) 12
 - (B) 17
 - (C) 10
 - (D) 20
112. According to the World Bank's Ease of Doing Business 2020 Report, India's rank is
- (A) 70
 - (B) 67
 - (C) 63
 - (D) 60
113. Tata's Nano Project was shifted from Singur of West Bengal to which place of Gujarat?
- (A) Gandhinagar
 - (B) Sanand
 - (C) Vadodara
 - (D) Ahmedabad
114. Which among the following is the oldest Engineering College of India?
- (A) Indian Institute of Science
 - (B) Bengal engineering College
 - (C) Thomason College of Civil Engineering
 - (D) Banaras Engineering College
115. Air India had its origin as

- (A) Tata Air Services
- (B) Tata Airlines
- (C) JRD Air Services
- (D) Tata Sons Airways

116. The Durgapur Steel Plant was set up in collaboration with which one of the following countries?
- (A) USSR
 - (B) UK
 - (C) Germany
 - (D) France
117. On March 27, 2020, the RBI revised the repo rate and reverse repo rate respectively to
- (A) 4.6% and 4.1%
 - (B) 4.5% and 4%
 - (C) 4.4% and 4%
 - (D) 4% and 3.5%
118. BHIM, a mobile payment app, has been developed by which of the following organizations?
- (A) National Payments Corporation of India
 - (B) Unique Identification Authority of India
 - (C) National Digital Payments Corporation of India
 - (D) National Digital Trade Platform and Services
119. Who is the Chairman of the Fifteenth Finance Commission of India?
- (A) Ashok Lahiri
 - (B) Nand Kishore Singh
 - (C) Ajay Narayan Jha
 - (D) Anoop Singh
120. In which year was the World Bank created ?
- (A) 1947
 - (B) 1946
 - (C) 1945
 - (D) 1944