

# CET(PG)-2015

Sr. No. : 247212

## Question Booklet Series : A

**Important :** Please consult your Admit Card / Roll No. Slip before filling your Roll Number on the Test Booklet and Answer Sheet.

Roll No.

*In Figures*

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*In Words*

O.M.R. Answer Sheet Serial No.

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Signature of the Candidate : \_\_\_\_\_

**Subject : MBA For Executives**

Time : 90 minutes

Number of Questions : 85

Maximum Marks : 85

**DO NOT OPEN THE SEAL ON THE BOOKLET UNTIL ASKED TO DO SO**

### INSTRUCTIONS

1. Write your Roll No. on the Question Booklet and also on the OMR Answer Sheet in the space provided and nowhere else.
2. Enter the Subject and Series Code of Question Booklet on the OMR Answer Sheet. Darken the corresponding bubbles with **Black Ball Point / Black Gel pen**.
3. Do not make any identification mark on the Answer Sheet or Question Booklet.
4. To open the Question Booklet remove the paper seal gently when asked to do so.
5. Please check that this Question Booklet contains 85 questions. In case of any discrepancy, inform the Assistant Superintendent within 10 minutes of the start of test.
6. Each question has four alternative answers (A, B, C, D) of which only one is correct. For each question, darken only one bubble (A or B or C or D), whichever you think is the correct answer, on the Answer Sheet with **Black Ball Point / Black Gel pen**.
7. If you do not want to answer a question, leave all the bubbles corresponding to that question blank in the Answer Sheet. No marks will be deducted in such cases.
8. Darken the bubbles in the OMR Answer Sheet according to the Serial No. of the questions given in the Question Booklet.
9. Negative marking will be adopted for evaluation i.e., 1/4th of the marks of the question will be deducted for each wrong answer. A wrong answer means incorrect answer or wrong filling of bubble.
10. For calculations, use of simple log tables is permitted. Borrowing of log tables and any other material is not allowed.
11. For rough work only the sheets marked "**Rough Work**" at the end of the Question Booklet be used.
12. The Answer Sheet is designed for **computer evaluation**. Therefore, if you do not follow the instructions given on the Answer Sheet, it may make evaluation by the computer difficult. **Any resultant loss to the candidate on the above account, i.e., not following the instructions completely, shall be of the candidate only.**
13. After the test, hand over the Question Booklet and the Answer Sheet to the Assistant Superintendent on duty.
14. In no case the Answer Sheet, the Question Booklet, or its part or any material copied/noted from this Booklet is to be taken out of the examination hall. Any candidate found doing so, would be expelled from the examination.
15. A candidate who creates disturbance of any kind or changes his/her seat or is found in possession of any paper possibly of any assistance or found giving or receiving assistance or found using any other unfair means during the examination will be expelled from the examination by the Centre Superintendent/Observer whose decision shall be final.
16. **Telecommunication equipment such as pager, cellular phone, wireless, scanner, etc., is not permitted inside the examination hall. Use of calculator is not allowed.**



1. **Hyderabad is famous for a museum known as:**  
(A) Prince Wales Museum (B) Salarjung Museum  
(C) National Museum (D) Victoria Museum
2. **Which city is known as Electronic City?**  
(A) Gurgaon (B) Bengaluru  
(C) Jaipur (D) Chennai
3. **Central Pollution Control Board comes under the Ministry of :**  
(A) Health and Family Welfare (B) Oil and Petroleum  
(C) Social Welfare (D) Environment and Forests
4. **The portion of a plant that is grafted on to the other plant is called :**  
(A) Stock (B) Scion  
(C) Stalk (D) Sucker
5. **Photosynthesis takes place in :**  
(A) Roots of the plants (B) Green parts of the plants  
(C) Stems of the plants (D) All parts of the plants
6. **President of India can be impeached by :**  
(A) Specially constituted Tribunal (B) Supreme Court  
(C) Central Cabinet (D) Parliament
7. **One of the following was once an associate State of the Union of India and later became a full- fledged State:**  
(A) Jharkhand (B) Chhattisgarh  
(C) Arunachal Pradesh (D) Sikkim
8. **Bharatpur Sanctuary is located in the State of :**  
(A) Orissa (B) Tamil Nadu  
(C) Karnataka (D) Rajasthan
9. **The famous Dilwara Temples are situated in :**  
(A) Rajasthan (B) Uttar Pradesh  
(C) Madhya Pradesh (D) Maharashtra
10. **Local governments are the basis of :**  
(A) Aristocracy (B) Secularism  
(C) Democracy (D) Reservation
11. **Biosphere reserves are meant to :**  
(A) Preserve wild land flora and fauna (B) Experiment and develop forest products  
(C) Experiment and develop agriculture products (D) All the above
12. **Which of these places is not located in Mumbai?**  
(A) The Gateway of India (B) Juhu Beach  
(C) Nariman Point (D) Charminar



13. Which is not found in Haryana?  
 (A) Deodar (B) Mulberry  
 (C) Eucalyptus (D) Pine
14. Who was the first administrator-statesman to attempt planning as a means for economic development in India?  
 (A) J.K.Mehta (B) Mahalanovis  
 (C) M. Viswesvarayya (D) Ramaswami Aiyar
15. An economy is at the take off stage in the process of development when :  
 (A) Its air transport progresses at an increasing rate  
 (B) It receives maximum foreign aid  
 (C) It begins to grow at a steady rate  
 (D) Its population experiences good governance
16. Which of the followings is the basic feature of oligopoly?  
 (A) Many sellers and one buyer (B) One seller and many buyers  
 (C) Many sellers and many buyers (D) Few sellers and many buyers
17. Aim of which five year plan was to correct the disequilibrium in the economy?  
 (A) First five year plan (B) Second five year plan  
 (C) Third five year plan (D) Fourth five year plan
18. At which of the following places the mining of coal started in 1774?  
 (A) Chhindwara (B) Ranchi  
 (C) Raniganj (D) Dhanbad
19. When for the first time the prime minister of India announced the 20 point economic programme?  
 (A) 1972 (B) 1973  
 (C) 1974 (D) 1975
20. Which of the following is a kharif crop?  
 (A) Wheat (B) Bajra  
 (C) Barley (D) Flex
21. Who is known as the "father of white revolution"?  
 (A) V. Kurien (B) Baba Amte  
 (C) M. Swaminathan (D) Medha Patekar
22. When was the Bombay Stock Exchange set up?  
 (A) 1875 (B) 1922  
 (C) 1912 (D) 1865
23. A financial institution which primarily engages in management of issues of shares is called:  
 (A) Merchant Bank (B) Development Bank  
 (C) Central Bank (D) Depository Bank
24. Which of the following estimates the national income in India?  
 (A) Central Statistical Organization (B) Reserve Bank of India  
 (C) National Sample Survey (D) National Income Committee



25. Who was the first chairman of the Planning Commission in India?  
 (A) Dr. Rajendra Prasad (B) Pt. Jawahar Lal Nehru  
 (C) Dr. Zakir Hussain (D) Dr. J.K.Mehta
26. Which of the following taxes is the largest source of government revenue in India?  
 (A) Excise duty (B) Income tax  
 (C) Customs duty (D) Sales tax
27. Which of the followings was the first Indian Joint Stock Bank?  
 (A) Bank of Baroda (B) Punjab National Bank  
 (C) Hindustan Bank (D) Imperial Bank of India
28. The acronym NSDL stands for :  
 (A) National Securities Depository Limited (B) Northern Securities Depository Limited  
 (C) National Safety Depository Limited (D) National Surety Depository Limited
29. Which of the followings is a progressive tax?  
 (A) Sales tax (B) Customs duty  
 (C) Income tax (D) Excise duty
30. Which of the followings aims at promoting savings among rural women in India?  
 (A) Mahila Samridhi Yojana (B) Indira Samridhi Yojana  
 (C) Mahila Suraksha Yojana (D) Indira Suraksha Yojana

Directions for Questions 31–36. Answer the question based on given data about the use of pesticides for public health.

Table X: Use pesticides for public health (in tonnes)

	1996	1997	1998	1999	2000
BHC	5600	6000	6650	7030	12000
DDT	7000	8000	7176	7176	6000
Malathion	500	700	1000	1000	1000
Total	13100	14700	14826	15206	19000

Table Y ; Use pesticides for agriculture ( in tonnes)

	1996	1997	1998	1999	2000
BHC	15300	18340	18500	17500	16640
DDT	2000	3970	2934	1294	2450
Malathion	430	750	640	875	943
Others	19242	19477	20173	16984	19855
Total	36972	42537	42247	36653	39888

31. The trend followed by use of pesticides in agriculture can be best described as :  
 (A) Continuously increasing (B) Continuously decreasing  
 (C) Fluctuating (D) Cannot be ascertained from the given data



32. On an average, roughly what percent of the total pesticides used for public health was malathion?  
 (A) 5.47% (B) 5.48%  
 (C) 5.49% (D) 5.50%
33. What was the percentage of BHC, DDT and malathion in the total pesticides used in agriculture in 1998?  
 (A) 46.25% (B) 49.24%  
 (C) 52.25% (D) 50%
34. Total BHC used in public health in the last two years as a percent of total BHC used in public health and agriculture in the last two years was about :  
 (A) 38% (B) 37%  
 (C) 36% (D) 39%
35. The peak use of DDT for public health and agriculture together was in which year ?  
 (A) 1996 (B) 1997  
 (C) 1998 (D) 1999
36. What was the percentage of all pesticides used for public health of all pesticides used for agriculture from 1996 to 2000?  
 (A) 37.75% (B) 38.75%  
 (C) 35.75% (D) 39.75%

Directions for Questions 37-45. Answer the questions based on given data about the use of pesticides for public health.

Years	Production of Toys (in thousands)				
	A	B	C	D	E
1982	200	150	78	90	65
1983	150	180	100	105	70
1984	180	175	92	110	85
1985	195	160	120	125	75
1986	220	185	130	135	80

37. What was the percentage of increase in production of D type toys from 1983 to 1985.  
 (A) 10 (B) 19  
 (C) 20 (D) 25
38. In case of which type of toys the total production was the maximum over the given five years?  
 (A) A (B) B  
 (C) C (D) D
39. What was the percentage of decrease in production of A type toys from 1982 to 1984 ?  
 (A) 30 (B) 10  
 (C) 20 (D) 50
40. In case of which type of toy was there a continuous increase over the years?  
 (A) A (B) B  
 (C) C (D) D



41. The production of E type toys in 1986 was what percent of B type toys in 1985?  
 (A) 80 (B) 50  
 (C) 100 (D) 200
42. What was the total production of all toys (in thousands) over the five years?  
 (A) 3255 (B) 3265  
 (C) 3275 (D) 2765
43. What was the total production of B and C type toys (in thousands) in 1982 and 1983?  
 (A) 805 (B) 308  
 (C) 508 (D) 405
44. What is the ratio of production of A type toys in 1983 and 1984 to production of B type toys in 1982 and 1983?  
 (A) 1:2 (B) 1:1  
 (C) 2:1 (D) 3:1
45. What was the difference in total production of B and C type toys (in thousands) over the five years?  
 (A) 230 (B) 303  
 (C) 330 (D) 343
46. Look at this series: 2, 1, (1/2), (1/4), ..... What number should come next?  
 (A) 1/3 (B) 1/8  
 (C) 2/8 (D) 1/16
47. Look at this series: 7, 10, 8, 11, 9, 12, .... What number should come next?  
 (A) 7 (B) 10  
 (C) 12 (D) 13
48. Look at this series : 36, 34, 30, 28, 24, ... What number should come next?  
 (A) 20 (B) 22  
 (C) 24 (D) 23
49. Look at this series : 664, 332, 340, 170, ———, 89, what number should fill the blank?  
 (A) 178 (B) 85  
 (C) 97 (D) 109
50. Look at this series : 70, 71, 76, ———, 81, 86, 70, 91, what number should fill the blank?  
 (A) 70 (B) 71  
 (C) 80 (D) 96
51. Look at this series : 8, 43, 11, 41, ———, 39, 17, what number should fill in the blank?  
 (A) 8 (B) 14  
 (C) 43 (D) 44
52. Sixteen years from now Manisha will be twice the age she was six years ago. What is her present age?  
 (A) 24 (B) 28  
 (C) 12 (D) 20
53. The ratio of two numbers is 3 : 8 and their difference is 125. The largest number is :  
 (A) 290 (B) 120  
 (C) 184 (D) 200
54. Divide 27 into two parts so that 5 times the first and eleven times the second are together equal to 195 :  
 (A) 17 : 10 (B) 18 : 9  
 (C) 15 : 12 (D) 14 : 13



55. When 60% of a number is added to 60, the result is 120. The number is

- (A) 200 (B) 300  
(C) 100 (D) 450

Directions for Questions 56–65. Pick out the most suitable word(s) from the given words to fill in the blank to make the sentence meaningfully complete.

56. Fate smiles \_\_\_\_\_ those who untiringly grapple with stark realities of life.

- (A) with (B) over  
(C) on (D) around

57. The miser gazed \_\_\_\_\_ at the pile of gold coins in front of him.

- (A) Avidly (B) Admiringly  
(C) Earnestly (D) Thoughtfully

58. Catching the earlier train will give us the \_\_\_\_\_ to do some shopping.

- (A) chance (B) occasion  
(C) possibility (D) luck

59. I saw a \_\_\_\_\_ of cows in the field.

- (A) swarm (B) group  
(C) herd (D) collection

60. Cholera has broken \_\_\_\_\_ in the city.

- (A) in (B) out  
(C) at (D) into

61. The grapes are now \_\_\_\_\_ enough to be picked.

- (A) ready (B) advanced  
(C) mature (D) ripe

62. If you smuggle goods into the country, they may be \_\_\_\_\_ by the customs authority.

- (A) Snatched (B) confiscated  
(C) punished (D) possessed

63. Plyush behaves strangely at times and, therefore, nobody gets \_\_\_\_\_ with him.

- (A) about (B) along  
(C) with (D) up

64. Rohan and Rohit are twin brothers, but they do not look \_\_\_\_\_.

- (A) unique (B) likely  
(C) alike (D) different

65. The telephone \_\_\_\_\_ several times before I answered it.

- (A) Was ringing (B) Has rung  
(C) Had rung (D) Would ring

Pick from answers-choices one which will complete the sentence correctly in questions (66–68).

66. \_\_\_\_\_ nobody could stop them.

- (A) Such was the enthusiasm as (B) As was the enthusiasm  
(C) So was the enthusiasm (D) Such was the enthusiasm that

67. You should not avoid \_\_\_\_\_ him.

- (A) for meeting (B) to meet  
(C) in meeting (D) meeting



68. Everyone should \_\_\_\_\_ himself against illness since medical care has now become expensive.
- (A) vaccinate (B) insure  
(C) inoculate (D) ensure

Directions (questions 69–75). In each of the following questions, there is some relationship between the two words to the left of the sign :: and the same relationship exists between the words on its right and one of the four alternatives under it. Find the correct alternative.

69. Food : Stomach :: Fuel :
- (A) Engine (B) Automobile  
(C) Rail (D) Aeroplane
70. Alphabet : Word :: Word :
- (A) Sentence (B) Sound  
(C) Dictionary (D) Music
71. Life : Death :: Hope :
- (A) Cry (B) Pain  
(C) Despair (D) Sad
72. Hunter : Gun :: Writer :
- (A) Book (B) Pen  
(C) Poem (D) Page
73. Adult : Baby :: Flower :
- (A) Seed (B) Bud  
(C) Fruit (D) Butterfly
74. King : Empire ::
- (A) Workers : Manager (B) Horse : Stable  
(C) Lion : Forest (D) Student : School
75. Customer : Purchaser ::
- (A) Physician : Doctor (B) Watchman : Safety  
(C) Student : Scholarship (D) Robber : Police

**Direction for questions 76–80 :**

Read the following paragraph carefully and answer the questions which follow.

Warehousing forms a crucial link in the overall logistics value chain. It accounts for 5% of the Indian logistics market (excluding inventory carrying costs, which amount to another 30%). Warehousing in India has been evolving rapidly from being traditional “godowns”—a mere four-wall-and-shed with sub optimal size, inadequate ventilation and lighting, lack of racking systems, poor hygiene conditions and lack of inventory management or evolved solutions such as warehouse management systems into modern setups with storage and handling points where raw material, intermediate and manufactured goods are collected, assorted, stored and distributed to the point of consumption/sale. As key end users are increasingly outsourcing their warehousing services, warehousing players are recognizing the need to be a part of the customer’s logistics chain, as against being a landlord leasing out space. The size of the Indian warehousing industry (across commodities and modes) is pegged at about INR 560 billion (excluding inventory carrying costs, which amount to another INR 4,340 billion). The industry is growing at over 10% annually. Multiple business models exist within the warehousing industry. The key segments



can be represented as : Industrial/Retail warehousing : accounts for 55% of the total market; CFS/ICD : 14% share Agri warehousing : 15% share and Cold stores : 16% share. The warehousing industry is dominated by unorganized players, accounting for 85% of the market. Modern warehousing (organized players) accounts for only 15% share; nevertheless, this segment is growing at a CAGR of 25%–30%, and it is expected to account for a 30% share by 2015.

Although currently at a nascent stage, modern warehousing in India is growing at a rapid pace. In addition, it is estimated to grow at a CAGR of 25%–30% for the next 5 years, driven by: Growing GDP: Growth in GDP and changing demographics are creating higher primary and secondary demand. Indian GDP has grown significantly over the last decade. Despite the downturn, it continues to grow at a significant rate. Growing GDP, increasing population and improved purchasing power parity are creating new demand for warehouse space. Demand for high-end services and infrastructure, driven by the greater presence of MNCs and maturity in end-user industries (such as food, textile, pharmaceuticals, automotive and engineering goods), is creating new storage space.

76. **Currently modern warehousing in India is :**
- (A) at a mature stage (B) at a declining stage  
(C) at a stable stage (D) at a nascent stage
77. **Modern warehousing in India is estimated to grow at a :**
- (A) CAGR of 25%–35% for the next 5 years  
(B) CAGR of 15%–20% for the next 5 years  
(C) CAGR of 25%–30% for the next 5 years  
(D) CAGR of 25%–40% for the next 5 years
78. **The size of the Indian warehousing industry (across commodities and modes) is pegged at :**
- (A) about INR 580 billion (B) about INR 850 billion  
(C) about INR 650 billion (D) about INR 560 billion
79. **Industrial/Retail warehousing accounts for :**
- (A) 45% of the total warehousing market (B) 55% of the total warehousing market  
(C) 58% of the total warehousing market (D) 35% of the total warehousing market
80. **Modern warehousing (organized players) accounts for :**
- (A) only 25% share in total warehousing (B) only 35% share in total warehousing  
(C) only 15% share in total warehousing (D) only 7.5% share in total warehousing

**Direction for questions 81-85**

Read the following paragraph carefully and answer the questions which follow :

Time management is the act or process of planning and exercising conscious control over the amount of time spent on specific activities, especially to increase effectiveness, efficiency or productivity. It is a meta-activity with the goal to maximize the overall benefit of a set of other activities within the boundary condition of a limited amount of time. Time management may be aided by a range of skills, tools, and techniques used to manage time when accomplishing specific tasks, projects, and goals complying with a due date. Initially, time management referred to just business or work activities, but eventually the term broadened to include personal activities as well. A time management system is a designed combination of processes, tools, techniques, and methods. Time management is usually a necessity in any project development as it determines the project completion time and scope.

Some time-management literature stresses tasks related to the creation of an environment conducive to "real" effectiveness. Writers on creating an environment for effectiveness refer to such matters as having a tidy office or



home for unleashing creativity, and the need to protect "prime time". Literature also focuses on overcoming chronic psychological issues such as procrastination. Excessive and chronic inability to manage time effectively may result from Attention Deficit Hyperactivity Disorder (ADHD) or Attention Deficit Disorder (ADD). Diagnostic criteria include a sense of underachievement, difficulty getting organized, trouble getting started, many projects going simultaneously and trouble with follow-through. Some authors focus on the prefrontal cortex which is the most recently evolved part of the brain. It controls the functions of attention-span, impulse-control, organization, learning from experience and self-monitoring, among others. Some authors argue that changing the way the prefrontal cortex works is possible and offers a solution. Time management strategies are often associated with the recommendation to set personal goals. These goals are recorded and may be broken down into a project, an action plan, or a simple task list. For individual tasks or for goals, an importance rating may be established, deadlines may be set, and priorities assigned. This process results in a plan with a task list or a schedule or calendar of activities. Authors may recommend daily, weekly, monthly or other planning periods associated with different scope of planning or review. There are also time management approaches that emphasise the need for more focused and simple implementation, including the approach of "Going with the Flow" - natural rhythms, Eastern philosophy. More unconventional time usage techniques, such as those discussed in *Where Did Time Fly*, include concepts that can be paraphrased as "Less is More", which de-emphasizes the importance of squeezing every minute of one's time, as suggested in traditional time management schemes. A task list (also *to-do list* or *things-to-do*) is a list of tasks to be completed, such as chores or steps toward completing a project. It is an inventory tool which serves as an alternative or supplement to memory. Time management also covers how to eliminate tasks that do not provide the individual or organization value.

81. **More unconventional time usage techniques have been discussed in :**
- |                          |                         |
|--------------------------|-------------------------|
| (A) Where Did Time Fly   | (B) Where Did Time Pass |
| (C) Where Did Time Waste | (D) Where Did Time Go   |
82. **Prefrontal cortex controls the functions of :**
- |  |                      |
|--|----------------------|
| (A) impulse-control                              | (B) organization     |
| (C) learning from experience and self-monitoring | (D) all of the above |
83. **A task list is an inventory tool which serves :**
- |   |  |
|---|--|
| (A) as an alternative or supplement to memory | (B) as a list of material possessions  |
| (C) as a list of tasks not to be completed    | (D) as a list of tasks to be postponed |
84. **The acronym ADHID stands for -**
- |   |  |
|---|--|
| (A) Attention Division Hyperactivity Disorder   | (B) Attention Decline Hyperactivity Disorder |
| (C) Attention Deficit Hypersensitivity Disorder | (D) Attention Deficit Hyperactivity Disorder |
85. **In time management, procrastination is a :**
- |                         |                    |
|-------------------------|--------------------|
| (A) Social issue        | (B) Economic issue |
| (C) Psychological issue | (D) Ethical issue  |