

Sample questions

Logical Ability

1. Decode the given words or patterns. If MACINTOSH can be coded as OCEKNRMQF, then what can WINDOWS be coded as?

- a. YKPDQUM
- b. YKPDQMU
- c. YKPDMUQ
- d. YPKDQUM

Correct answer: c

2. Refer to the number series given below. Identify the pattern/relationship between the numbers and find the missing number.

11, 12, 16, 25, 41, 66, ____

- a. 101
- b. 102
- c. 103
- d. 104

Correct answer: b

Critical Reasoning

1. Which of the following inferences can be drawn based on the text given below:

Email overload has recently become a great cause of concern for all organizations. We are obsessed with checking our mails every minute. We feel bored while working and glance into our mailbox hoping to have received some "scintillating" email. Obviously, it also gives us an illusory impression that we are working. It has become a custom not to miss an email and to reply to each one of them. It is a shame that we have developed a habit of reading and replying to emails but not of taking timely action on them. This addiction leads to our ignorance of deadlines, meetings and reduced personal conversations with colleagues.

- a. If a person responds to each email he gets, it shows that he does not indulge in personal conversations with his colleagues.
- b. Timely response to emails creates an illusion that action is being taken on them.
- c. An occasional scintillating email would help rejuvenate employees and allow them to concentrate on their work for a longer duration.
- d. If a low performer stops checking and replying to emails frequently, he will become a high performer.

Correct answer: b

2. A statement and an assumption are given below. If you think that the person makes this assumption while quoting the given statement, then select 'Yes'. If not, then select 'No'.

Statement: John said to Frank, "Before you leave for the day, can you quickly redo the inventory check? It won't take more than five minutes."

Assumption: John assumes that Frank is in a hurry to leave for the day.

- a. Yes
- b. No

Correct answer: b

Information gathering and synthesis

1. George wants to visit his friend in New York. He contacts a travel agent to book a flight. Refer to the conversation between George and the travel agent.

George: Hi, I'd like to make a flight reservation.

Travel agent: Sure. What is your destination?

George: New York

Travel agent: Is this a one-way or a round trip?

George: A one-way trip

Travel agent: When would you like to depart?

George: February 15

Travel agent: Okay, do you have an airline preference?

George: No

Travel agent: Economy class, business class or a first-class ticket?

George: Economy class, please.

Travel agent: Which flight do you prefer, morning or night?

George: A morning flight

Travel agent: Do you prefer a one-stop flight or a direct flight?

George: Any flight would do.

Travel agent: Any other preferences?

George: Yes, live TV

Which flight should the travel agent suggest George to buy?

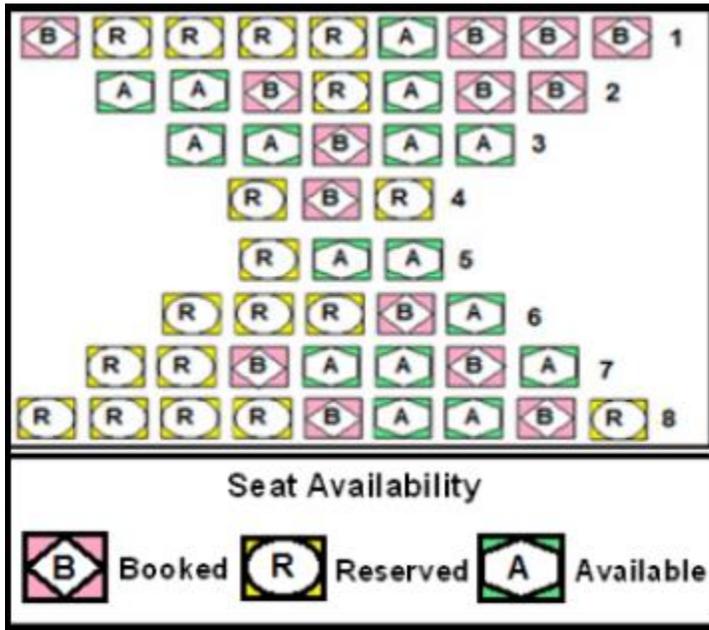
Select a Departure Los Angeles to New York					
Airline	Departs	Arrives	Stops	Route	Service
<input type="radio"/> United	6:13am	2:29pm	0	LAX ↻ JFK	★ WiFi
<input type="radio"/> Continental	6:13am	2:30pm	0	LAX → JFK	★ WiFi
<input type="radio"/> Jet Blue	7:00am	3:13pm	1	LAX ↻ JFK	★ WiFi Movie
<input type="radio"/> American	7:05am	3:30pm	0	LAX → JFK	★ WiFi
<input type="radio"/> Virgin America	7:40am	3:59pm	0	LAX ↻ JFK	★ WiFi Movie
<input type="radio"/> American	8:00pm	4:25am	0	LAX → JFK	★ WiFi
<input type="radio"/> Virgin America	9:25pm	6:00am	1	LAX ↻ JFK	★ WiFi
<input type="radio"/> American	9:40pm	6:15am	1	LAX → JFK	★ WiFi
<input type="radio"/> Jet Blue	10:30pm	7:00am	0	LAX ↻ JFK	★ WiFi
<input type="radio"/> Continental	11:40pm	8:15am	1	LAX → JFK	★ WiFi

Symbols	Meaning
★	Comfort kit
WiFi	WiFi
Movie	Movie
TV	Live TV
↻	Round trip
→	One-way

- a. United
- b. Continental
- c. Jet Blue
- d. American
- e. No flight that fits George's requirement is available.

Correct answer: d

2. The layout of a movie theater and its seat availability status codes are shown below.



A customer wants to book two tickets with adjacent seats. How many such spots are available for booking?

- a. 5
- b. 6
- c. 7
- d. 8

Correct answer: b

Financial Accounting

1. Mark starts a business with capital of \$20,000. What is the journal entry for this transaction?

- a. Cash a/c Dr. \$20,000 to Capital a/c \$20,000
- b. Capital a/c Dr. \$20,000 to Cash a/c \$20,000
- c. Mark a/c Dr. \$20,000 to Cash a/c \$20,000
- d. Mark a/c Dr. \$20,000 to Capital a/c \$20,000

Correct answer: a

2. If machinery cost is \$100,000, rate of depreciation is 10%, and written down value method is being followed by the firm, what will be the depreciation in the second year?

- a. \$10,000
- b. \$8,000
- c. \$9,000
- d. \$1,000

Correct answer: c

Situational Judgment Tests (SJT)

Sales SJT

You are in a second meeting with the decision maker of a large corporation. He is very impressed with your product and says that he is ready to buy immediately and proposes a price. He says he is not ready to spend more than the stated price and that he has a competitive quote from another vendor. The quoted price means you will have to give a 15% discount. You are authorized to give a discount of up to 20%. What will you do?

- a. You will give the 15% discount, impress the customer that it is done specifically for him, and immediately close the sale.
- b. You would provide him with a quick, impressive, comparative study of your product with the alternative product he is considering. This will clearly show why your product deserves a higher price.
- c. You will state that you are not authorized to give the discount and schedule a meeting between the client and your manager immediately.
- d. You will let the customer know that you are authorized to give the 15% discount but need to confirm with your manager.

Best answer: b

Worst answer: c

Customer Service SJT

You receive a call from an irate customer. He exclaims, "I have spent almost an hour navigating through your website to find my local sports club, so that I could book a squash court. After all this effort, my credit card got rejected while I was trying to pay online. It was just a waste of time. I am sure that there is no problem with my card or internet connection. I pay all my bills online without any issue." What would be your immediate response to the customer?

- a. "Sir, I am sorry, but this is the first time I have gotten such a complaint. Let me discuss this with my supervisor and fix it immediately."
- b. "Sir, I am sorry, but we have never gotten such a complaint. There could be some issue with the credit card. Kindly check with your bank."
- c. "Sir, I am sorry. Could you tell me about the procedure you followed to make the payment and about the error message you received? I will try to help you."
- d. "Sir, I am sorry. I will send a company representative right away to fix this issue. Meanwhile, you can book the squash court over the phone."

Best answer: c

Worst answer: b

English

Direction: Select the option that is most nearly **opposite** in meaning to the given word.

VANITY (OPPOSITE)

- a. Pride
- b. Humility
- c. Conceit
- d. Indifference

Correct answer: b

Direction: Read the sentence to determine if there is any grammatical error in it. Choose the letter corresponding to the part that contains the error. Ignore errors of punctuation, if any.

(A) The meeting adjourned abruptly/ (B) by the CEO after/ (C) about three hours of deliberation. / (D) No error

- a. (A)
- b. (B)
- c. (C)
- d. (D)

Correct answer: a

Direction: In the question, a part of the sentence is *italicized*. Select the correct alternative to the *italicized* part that may improve the sentence construction.

Please remind me *of posting* these letters to my relatives.

- a. by posting
- b. to post
- c. for posting
- d. no improvement needed

Correct answer: b