



**Question (1-8): Read the following Passage, and answer the questions based on this passage.**

Recent years have brought minority-owned businesses in the United States unprecedented opportunities—as well as new and significant risks. Civil rights activists have long argued that one of the principal reasons why Blacks, Hispanics, and other minority groups have difficulty establishing themselves in business is that they lack access to the sizable orders and subcontracts that are generated by large companies. Now Congress, in apparent agreement, has required by law that businesses awarded federal contracts of more than \$500,000 do their best to find minority subcontractors and record their efforts to do so on forms filed with the government. Indeed, some federal and local agencies have gone so far as to set specific percentage goals for apportioning parts of public works contracts to minority enterprises. Corporate response appears to have been substantial. According to figures collected in 1977, the total of corporate contracts with minority businesses rose from \$77 million in 1972 to \$1.1 billion in 1977. The projected total of corporate contracts with minority businesses for the early 1980's is estimated to be over 53 billion per year with no let up anticipated in the next decade. Promising as it is for minority businesses, this increased patronage poses dangers for them, too. First, minority firms risk expanding too fast and overextending themselves financially, since most are small concerns and, unlike large businesses, they often need to make substantial investments in new plants, staff, equipment, and the like in order to perform work subcontracted to them. If, thereafter, their subcontracts are for some reason reduced, such firms can face potentially crippling fixed expenses. The world of corporate purchasing can be frustrating for small entrepreneurs who get requests for elaborate formal estimates and bids. Both consume valuable time and resources, and a small company's efforts must soon result in orders, or both the morale and the financial health of the business will suffer. A second risk is that White-owned companies may seek to cash in on the increasing apportionments through formation of joint ventures with minority-owned concerns. Of course, in many instances there are legitimate reasons for joint ventures; clearly, White and minority enterprises can team up to acquire business that neither could acquire alone. But civil rights groups and minority business owners have complained to Congress about minorities being set up as —fronts with White backing, rather than being accepted as full partners in legitimate joint ventures. Third, a minority enterprise that secures the business of one large corporate customer often runs the danger of becoming—and remaining—dependent. Even in the best of circumstances, fierce competition from larger, more established companies makes it difficult for small concerns to broaden their customer bases: when such firms have nearly guaranteed orders from a single corporate benefactor, they may truly have to struggle against complacency arising from their current success.

**Q1. The primary purpose of the passage is to**

- (A) present a commonplace idea and its inaccuracies
- (B) describe a situation and its potential drawbacks
- (C) propose a temporary solution to a problem
- (D) analyze a frequent source of disagreement



(E) explore the implications of a finding

**Ans: b**

**Q2. The passage supplies information that would answer which of the following questions?**

(A) What federal agencies have set percentage goals for the use of minority-owned businesses in public works contracts?

(B) To which government agencies must businesses awarded federal contracts report their efforts to find minority subcontractors?

(C) How widespread is the use of minority-owned concerns as “fronts” by White backers seeking to obtain subcontracts?

(D) How many more minority-owned businesses were there in 1977 than in 1972?

(E) What is one set of conditions under which a small business might find itself financially overextended?

**Ans: e**

**Q3. According to the passage, civil rights activists maintain that one disadvantage under which minority-owned businesses have traditionally had to labor is that they have**

(A) been especially vulnerable to governmental mismanagement of the economy

(B) been denied bank loans at rates comparable to those afforded larger competitors

(C) not had sufficient opportunity to secure business created by large corporations

(D) not been able to advertise in those media that reach large numbers of potential customers

(E) not had adequate representation in the centers of government power

**Ans: c**

**Q4. The passage suggests that the failure of a large business to have its bids for subcontracts result quickly in orders might cause it to**

(A) experience frustration but not serious financial harm

(B) face potentially crippling fixed expenses

(C) have to record its efforts on forms filed with the government

(D) increase its spending with minority subcontractors

(E) revise its procedure for making bids for federal contracts and subcontracts

**Ans: a**



**Q5. The author implies that a minority-owned concern that does the greater part of its business with one large corporate customer should**

- (A) avoid competition with larger, more established concerns by not expanding
- (B) concentrate on securing even more business from that corporation
- (C) try to expand its customer base to avoid becoming dependent on the corporation
- (D) pass on some of the work to be done for the corporation to other minority-owned concerns
- (E) use its influence with the corporation to promote subcontracting with other minority concerns

**Ans: c**

**Q6. It can be inferred from the passage that, compared with the requirements of law, the percentage goals set by "some federal and local agencies" are**

- (A) more popular with large corporations
- (B) more specific
- (C) less controversial
- (D) less expensive to enforce
- (E) easier to comply with

**Ans: b**

**Q7. Which of the following, if true, would most weaken the author's assertion that, in the 1970's, corporate response to federal requirements was substantial**

- (A) Corporate contracts with minority-owned businesses totaled \$2 billion in 1979.
- (B) Between 1970 and 1972, corporate contracts with minority-owned businesses declined by 25 percent.
- (C) The figures collected in 1977 underrepresented the extent of corporate contracts with minority-owned businesses.
- (D) The estimate of corporate spending with minority-owned businesses in 1980 is approximately \$10 million too high.
- (E) The \$1.1 billion represented the same percentage of total corporate spending in 1977 as did \$77 million in 1972.

**Ans: e**

**Q8. The author would most likely agree with which of the following statements about corporate response to working with minority subcontractors?**



- (A) Annoyed by the proliferation of “front” organizations, corporations are likely to reduce their efforts to work with minority-owned subcontractors in the near future.
- (B) Although corporations showed considerable interest in working with minority businesses in the 1970’s, their aversion to government paperwork made them reluctant to pursue many government contracts.
- (C) The significant response of corporations in the 1970’s is likely to be sustained and conceivably be increased throughout the 1980’s.
- (D) Although corporations are eager to cooperate with minority-owned businesses, a shortage of capital in the 1970’s made substantial response impossible.
- (E) The enormous corporate response has all but eliminated the dangers of over-expansion that used to plague small minority-owned businesses.

**Ans: c**

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**Directions (9-15): Read the following Passage, and answer the questions based on this passage.**

Woodrow Wilson was referring to the liberal idea of the economic market when he said that the free enterprise system is the most efficient economic system. Maximum freedom means maximum productiveness; our —openness is to be the measure of our stability. Fascination with this ideal has made Americans defy the —Old World categories of settled possessiveness versus unsettling deprivation, the cupidity of retention versus the cupidity of seizure, a —status quo defended or attacked. The United States, it was believed, had no status quo ante. Our only —station was the turning of a stationary wheel, spinning faster and faster. We did not base our system on property but opportunity—which meant we based it not on stability but on mobility. The more things changed, that is, the more rapidly the wheel turned, the steadier we would be. The conventional picture of class politics is composed of the Haves, who want a stability to keep what they have, and the Have-Nots, who want a touch of instability and change in which to scramble for the things they have not. But Americans imagined a condition in which speculators, self-makers, runners are always using the new opportunities given by our land. These economic leaders (front-runners) would thus be mainly agents of change. The nonstarters were considered the ones who wanted stability, a strong referee to give them some position in the race, a regulative hand to calm manic speculation; an authority that can call things to a halt, begin things again from compensatorily staggered —starting lines. —Reform in America has been sterile because it can imagine no change except through the extension of this metaphor of a race, wider inclusion of competitors, —a piece of the action, as it were, for the disenfranchised. There is no attempt to call off the race. Since our only stability is change, America seems not to honor the quiet work that achieves social interdependence and stability. There is, in our legends, no heroism of the office clerk, no stable industrial work force of the people who actually make the system work. There is no pride in being an employee (Wilson asked for a return to the time when everyone was an employer). There has been no boasting about our social workers—they are merely signs of the system’s failure, of opportunity denied or not taken, of things to be eliminated. We have no pride in our growing interdependence, in the fact that our system can serve others, that we are able to help those in need; empty boasts from the past



make us ashamed of our present achievements, make us try to forget or deny them, move away from them. There is no honor but in the Wonderland race we must all run, all trying to win, none winning in the end (for there is no end).

**Q9. The primary purpose of the passage is to**

- (A) criticize the inflexibility of American economic mythology
- (B) contrast “Old World” and “New World” economic ideologies
- (C) challenge the integrity of traditional political leaders
- (D) champion those Americans whom the author deems to be neglected
- (E) suggest a substitute for the traditional metaphor of a race

**Ans: a**

**Q10. According to the passage, “Old World” values were based on**

- (A) ability
- (B) property
- (C) family connections
- (D) guild hierarchies
- (E) education

**Ans: b**

**Q11. In the context of the author’s discussion of regulating change, which of the following could be most probably regarded as a “strong referee” in the United States?**

- (A) A school principal
- (B) A political theorist
- (C) A federal court judge
- (D) A social worker
- (E) A government inspector

**Ans: c**

**Q12. The author sets off the word “Reform” with quotation marks in order to**

- (A) emphasize its departure from the concept of settled possessiveness
- (B) show his support for a systematic program of change



- (C) underscore the flexibility and even amorphousness of United States society
- (D) indicate that the term was one of Wilson's favorites
- (E) assert that reform in the United States has not been fundamental

**Ans: e**

**Q13. It can be inferred from the passage that the author most probably thinks that giving the disenfranchised "a piece of the action" is**

- (A) a compassionate, if misdirected, legislative measure
- (B) an example of Americans' resistance to profound social change
- (C) an innovative program for genuine social reform
- (D) a monument to the efforts of industrial reformers
- (E) a surprisingly "Old World" remedy for social ills

**Ans: b**

**Q14. Which of the following metaphors could the author most appropriately use to summarize his own assessment of the American economic system ?**

- (A) A windmill
- (B) A waterfall
- (C) A treadmill
- (D) A gyroscope
- (E) A bellows

**Ans: c**

**Q15. It can be inferred from the passage that Woodrow Wilson's ideas about the economic market**

- (A) encouraged those who "make the system work"
- (B) perpetuated traditional legends about America
- (C) revealed the prejudices of a man born wealthy
- (D) foreshadowed the stock market crash of 1929
- (E) began a tradition of presidential proclamations on economics

**Ans: b**

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**Q16. Choose the meaning of the idiom:**

After I told the client that we could give him a discount on the window repairs, the boss said that we couldn't and now I've got **egg all over my face**.

- a. Someone who has egg all over his or her face is a person who is known to not tell the truth.
- b. Someone who has egg all over his or her face is a person who profits from other's misfortunes.
- c. Someone who has egg all over his or her face is a person who looks foolish or embarrassed.
- d. Someone who has egg all over his or her face is a person who looks very hungry.

**Ans: c**

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**Q17. Choose the meaning of the idiom:**

Although I hate green peppers, I ordered them on the pizza because everybody else wanted them and I didn't want to **go against the grain**.

- a. To oppose or resist a strong force
- b. To just go along with whatever is the easiest
- c. To raise one's voice to an inappropriate level
- d. To ignore something unpleasant.

**Ans: a**

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**Q18.** All who studied commerce enjoy sports. No tax consultant enjoys sports. All those who enjoy sports love classical music.

**If the above sentences are true, which of the following also must be true?**

- A. No one who enjoys classical music is a tax consultant by profession.
- B. Every tax consultant enjoys classical music.
- C. No tax consultant enjoys classical music.
- D. No tax consultant studied commerce.
- E. No one who studied commerce enjoy classical music.

**Ans: d**

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**Q19.** When income tax rates are reduced, there is an increase in taxable income, and an Increase In taxable income results in increased total income tax revenues for the government.

**Which of the following is analogous to the argument above in terms of its logical features?**



A. If the city municipal corporation increases taxes on property by 1% it will raise tax revenues, which can be used for garbage disposal management.

B. The Leader of the Opposition at the Parliament argued that a restriction on the import of Chinese manufacturing products will increase the sales of Indian manufacturing products.

C. An advertisement using more than 25 words of text will not be read, and when an advertisement is not read, the product is not sold. Therefore, the fewer words an advertisement has, the more effective it will be in promoting its product.

D. The balance of payment of a country will improve if the country reduces its imports and increases exports.

E. Citizens earning more than 15 lakh rupees per annum pay at an increased tax rate of 40%. Citizens earning less than 1 lakh rupees per annum can be exempted from paying income taxes without decreasing the revenues of the Income Tax Department.

**Ans: c**

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**Q.20** Cotton acreage in India during the current year has fallen by 15% as cotton growers have moved on to cultivation of other cash crops. This is the result of the cotton glut in world markets in post-September 2008 and the consequent slowdown in the world economy. But this scenario brought with it benefits to one segment of the industry yarn manufacturers as they got higher prices for their produce. Some yarn manufacturers too had stuck up on low-priced cotton last year. The combined effect of all this is evident in the rise in net profits and net margins of yarn manufacturers.

**Which of the following is an inference which can be made from the facts stated in the above paragraph?**

- (a) The cotton industry grew tremendously post-September 2008.
- (b) The yarn manufacturers have marginally suffered during post September 2008 period.
- (c) India was the largest cotton producer earlier.
- (d) Cotton production will surely grow in upcoming years.
- (e) None of these

**Ans: b**

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**Q.21** In a survey of job applicants, two-fifths admitted to being at least a little dishonest. However, the survey may underestimate the proportion of job applicants who are dishonest, because\_\_\_\_\_.

**Which of the following best completes the passage below?**

- A. some dishonest people taking the survey might have claimed on the survey to be honest
- B. some generally honest people taking the survey might have claimed on the survey to be dishonest
- C. some people who claimed on the survey to be at least a little dishonest may be very dishonest
- D. some people who claimed on the survey to be dishonest may have been answering honestly



E. some people who are not job applicants are probably at least a little dishonest.

**Ans: a**

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**Q.22** The average life expectancy for the United States population as a whole is 73.9 years, but children born in Hawaii will live an average of 77 years, and those born in Louisiana, 71.7 years. If a newlywed couple from Louisiana were to begin their family in Hawaii, therefore, their children would be expected to live longer than would be the case if the family remained in Louisiana.

**Which of the following, if true, would most seriously weaken the conclusion drawn in the passage?**

A. Insurance company statisticians do not believe that moving to Hawaii will significantly lengthen the average Louisianan's life.

B. The governor of Louisiana has falsely alleged that statistics for his state are inaccurate.

C. The longevity ascribed to Hawaii's current population is attributable mostly to genetically determined factors.

D. Thirty percent of all Louisianans can expect to live longer than 77 years. 2

E. Most of the Hawaiian Islands have levels of air pollution well below the national average for the United States.

**Ans: c**

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**Q.23** Fill the blank with a suitable article:

We ate \_\_\_\_\_ wonderful meal yesterday.

- a. A
- b. An
- c. The
- d. No article

**Ans: a**

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**Q.24** Fill the blank with a suitable article:

I have \_\_\_\_\_ appointment at 3 P.M.

- a. A
- b. An
- c. The
- d. No article

**Ans: b**

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**Q.25 Fill the blank with a suitable preposition:**

John asked me to go \_\_\_\_\_ him to buy a pair of shoes.

- a. By
- b. With
- c. For
- d. About

**Ans: b**

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**Q.26 Fill the blank with a suitable preposition:**

Mary is a good housekeeper; she always sweeps \_\_\_\_\_ the bed.

- a. Below
- b. Over
- c. Off
- d. Under

**Ans: d**

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**Q.27 Change the voice of the following sentence:**

They had already watched the movie.

- a. The movie was already been watched by them.
- b. The movie had already been watched by them.
- c. The movie had been watched by them.
- d. The movie has already been watched by them.

**Ans: b**

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**Q.28 Change the voice of the following sentence:**

The children will have seen the show.

- a. The show may have been seen by the children.
- b. The show would have been seen by the children.
- c. The show will be seen by the children.
- d. The show will have been seen by the children.

**Ans: d**

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**Q. 29 Change the speech of the following sentence:**

He asked when the plane arrived.

He asked, \_\_\_\_\_



- a. "When is the plane arrive?"
- b. "When do the plane arrive?"
- c. "When did the plane arrive?"
- d. "When will the plane arrive?"

**Ans: c**

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**Q.30 Change the speech of the following sentence:**

He said, 'If I had the tools I could mend the car.'

- a. He said that if he had the tools he could mend the car.
- b. He tells that he had the tools he could mend the car.
- c. He said I could mend the car if I have the tools.
- d. He told he could mend the car.

**Ans: a**

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**Q.31 Fill the blank with a suitable option:**

Phillip's \_\_\_\_\_ tone endeared him to his comical friends, but irritated his serious father.

- a. aloof
- b. jesting
- c. grave
- d. earnest
- e. conservative

**Ans: b**

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**Q.32 Fill the blank with a suitable option:**

Brian's pale Irish skin was \_\_\_\_\_ to burn if he spent too much time in the sun.

- a. prone
  - b. urbane
  - c. eminent
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d. erect

e. daunted

**Ans: a**

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**Q.33 Fill the blank with a suitable option:**

A fan of historical fiction, Joline is now reading a novel about slavery in the \_\_\_\_\_ South.

a. decorous

b. rogue

c. droll

d. antebellum

e. onerous

**Ans: d**

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**Q.34 Fill the blank with a suitable option:**

Over the years the Wilsons slowly \_\_\_\_\_ upon the Jacksons' property, moving the stone markers that divided their lots farther and farther onto the Jacksons' land.

a. encroached

b. jettisoned

c. conjoined

d. repudiated

e. teemed

**Ans: a**

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**Q.35 Fill the blank with a suitable option:**

Mary became \_\_\_\_\_ at typing because she practiced every day for six months.

a. proficient

b. reflective

c. dormant

d. redundant

e. valiant

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Ans: a

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**Q.36** Choose the correct option from the given choices. You have to find out the pair that has the same relationship at the original pair given in the question.

Garbage: Dustbin

- a) Tree: Honey
- b) Medicine: Capsule
- c) Kitchen: House
- d) Bangles: Hand
- e) None of these

Ans: b

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**Q.37** Choose the correct option from the given choices. You have to find out the pair that has the same relationship at the original pair given in the question.

Visitor: Welcome

- a) Beggar: Hungry
- b) Worship: God
- c) Criminal: Prosecute
- d) Warrior: Conquer
- e) None of these

Ans: c

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**Q.38** Choose the correct option from the given choices. You have to find out the pair that has the same relationship at the original pair given in the question.

Money: Transaction

- a) Life: Death
- b) Water: Drink
- c) Ideas: Exchange
- d) Language: Conversation
- e) None of these

Ans: d

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**Q.39 Choose the synonym of the following word:**

Alert

- a. Energetic
- b. Observant
- c. Intelligent
- d. Watchful

**Ans: d**

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**Q.40 Choose the antonym of the following word:**

Expand

- a. Convert
- b. Condense
- c. Congest
- d. Conclude

**Ans: b**

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**Q.41 Sentences given in each question, when properly sequenced form a coherent paragraph. Each sentence is labelled with a letter. Choose the most logical order of sentences from amongst the four choices given to construct a paragraph.**

A. When conclusions are carefully excluded, however, and observed facts are given instead, there is never any trouble about the length of the papers.

B. The reason for this is that those early paragraphs contain judgments that there is little left to be said.

C. A judgment ("He is a boy", "She is an awful bore") is a conclusion, summing up a large number of previously observed facts.

D. In fact, they tend to become too long, since inexperienced writers, when told to give facts, often give more than are necessary, because they lack discrimination between the important and the trivial.

E. It is a common observation among teachers that students almost always have difficulty in writing themes of the required length because their ideas give out after a paragraph or two.

(a) ECDAB

(b) CEBAD

(c) EACBD

(d) EBCAD

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Ans: d

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**Q.42 Sentences given in each question, when properly sequenced form a coherent paragraph. Each sentence is labelled with a letter. Choose the most logical order of sentences from amongst the four choices given to construct a paragraph.**

- A. This mere mechanism of reading becomes altogether automatic at an early period of life.
- B. You will often find yourself reading words or characters automatically, while your mind is concerned with a totally different subject.
- C. This can be performed irrespective of attention.
- D. Neither can I call it reading when it is just to extract the narrative portion of a text from the rest simply for one's personal amusement.

(a) BACD

(b) DCBA

(c) ADCB

(d) CBDA

Ans: a

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**Q.43 Sentences given in each question, when properly sequenced form a coherent paragraph. Each sentence is labelled with a letter. Choose the most logical order of sentences from amongst the four choices given to construct a paragraph.**

- A. In America, highly educated women, who are in stronger position in the labour market than less qualified ones, have higher rates of marriage than other groups. [A is the opening statement as mentioned in the paper. You are required to re-arrange the following four statements].
- B. Some work supports the Becker thesis, and some appears to contradict it.
- C. And, as with crime, it is equally inconclusive.
- D. But regardless of the conclusion of any particular piece of work, it is hard to establish convincing connections between family changes and economic factors using conventional approaches.
- E. Indeed, just as with crime, an enormous academic literature exists on the validity of the pure economic approach to the evolution of family structures.

a. BCDE

b. DBEC

c. BDCE

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d. ECBD

**Ans: d**

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**Q.44 Spot the error in the following sentence:**

Leah is the only one of the (a)/ many applicants who has the (b)/ ability to step into this job. (c)/ no error (d)

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

**Ans: b**

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**Q.45 Spot the error in the following sentence:**

Each of the students (a)/ is responsible for doing (b)/ their work. (c)/ no error (d)

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

**Ans: c**

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**Q.46 Spot the error in the following sentence:**

Neither the dogs (a)/ nor the cat (b)/ are hungry. (c)/ no error (d)

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

**Ans: c**

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**Q.47 Identify the correct sentence from the given options:**

- a. Being only five, the doctor did not know how to operate on me.
- b. The doctor did not know how to operate on me because he was only five.
- c. Because I was only five, the doctor did not know how to operate on me.
- d. None of these.

**Ans: c**

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**Q.48 Fill the blank with the correct option:**

Our teacher taught us that virtue \_\_\_\_\_ its own reward.

- a. is
- b. was
- c. has been
- d. had been

**Ans: a**

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**Q.49 Spot the error in the following sentence:**

The room \_\_\_\_\_ but the police failed to find anything suspicious.

- a. Searched
- b. was searched
- c. had searched
- d. is searched

**Ans: b**

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**Q.50 Fill the blank with the correct option:**

The service in (a)/ this hotel is better (b)/ than your hotel. (c)/ no error (d)

- a. a
- b. b
- c. c
- d. d

**Ans: c**

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