

**Tata Institute of Social Sciences, Mumbai**  
**Center for Social and Organisational Leadership (C SOL)**  
**Entrance Examination – Mumbai**

**Executive Post Graduate Diploma in Organisation Development and Change**  
**(EPGDODC) 2018 - 19**

**Duration 90 minutes**

**Component Weightage:**

**Written Examination 40%**

**Personal Interview 60%**

**Instructions:**

Students will have to answer the questions in the OMR sheet provided.

Question paper consists of following three sections.

- I. Verbal Reasoning and Comprehension
- II. General Awareness on Business, Economy and Current Affairs
- III. Aptitude, Data Interpretation and Logical Reasoning

***Kindly note that there is NO negative marking***

**I) Verbal Reasoning and Comprehension**

**1.** The word **SALACITY** means

- a) bliss
- b) depression
- c) indecency
- d) recession

**2.** The antonym of **QUIESCENT** is

- a) active
- b) dormant
- c) weak
- d) unconcerned

**3. TO CATCH A TARTAR** means

- a) To trap wanted criminal with great difficulty
- b) To catch a dangerous person

- c) To meet with disaster
- d) To deal with a person who is more than one's match

### **One Word Substitutes**

In questions given below out of four alternatives, choose the one which can be substituted for the given word/sentence.

#### **4. A person who insists on something**

- a) Disciplinarian
- b) Stickler
- c) Instantaneous
- d) Boaster

#### **5. A name adopted by an author in his writings**

- a) Nickname
- b) Pseudonym
- c) Nomenclature
- d) Title

### **Verbal Classification**

**Three of the words will be in the same classification, the remaining one will not be. Your answer will be the one word that does NOT belong in the same classification as the others.**

#### **6. Which word does NOT belong with the others?**

- a) guitar
- b) flute
- c) violin
- d) cello

#### **7. Which word does NOT belong with the others?**

- a) cornea
- b) retina
- c) pupil
- d) vision

### **Analogies**

**A good way to figure out the relationship in a given question is to make up a sentence that describes the relationship between the first two words. Then, try to use the same sentence to find out which of the answer choices completes the same relationship with the third word.**

#### **8. Window is to pane as book is to**

- a) novel
- b) glass
- c) cover
- d) page

**9. Secretly is to openly as silently is to**

- a) scarcely
- b) impolitely
- c) noisily
- d) quietly

**Read the following passages and answer the given questions.**

A. Speech is great blessings but it can also be great curse, for while it helps us to make our intentions and desires known to our fellows, it can also if we use it carelessly, make our attitude completely misunderstood. A slip of the tongue, the use of unusual word, or of an ambiguous word, and so on, may create an enemy where we had hoped to win a friend. Again, different classes of people use different vocabularies, and the ordinary speech of an educated may strike an uneducated listener as pompous. Unwittingly, we may use a word which bears a different meaning to our listener from what it does to men of our own class. Thus speech is not a gift to use lightly without thought, but one which demands careful handling. Only a fool will express himself alike to all kinds and conditions to men.

**10. The best way to win a friend is to avoid**

- a) irony in speech
- b) pomposity in speech
- c) verbosity in speech
- d) ambiguity in speech

**11. A 'slip of the tongue' means something said**

- a) wrongly by choice
- b) unintentionally
- c) without giving proper thought
- d) to hurt another person

**12. Speech can be curse, because it can**

- a) hurt others
- b) lead to carelessness
- c) create misunderstanding
- d) reveal our intentions

B. The strength of the electronics industry in Japan is the Japanese ability to organise production and marketing rather than their achievements in original research. The British are generally recognised as a far more inventive collection of individuals, but never seem able to exploit what they invent. There

are many examples, from the TSR Z hovercraft, high speed train and Sinclair scooter to the Triumph, BSA and Norton Motorcycle which all prove this sad rule. The Japanese were able to exploits their strengths in marketing and development many years ago, and their success was at first either not understood in the West or was dismissed as something which could have been produced only at their low price. They were sold because they were cheap copies of other people's ideas churned out of a workhouse which was dedicated to hard grind above all else.

**13. The sad rule mentioned in this passage refers to**

- a) the inability of the Japanese to be inventive like the British
- b) the inability of the British to be industrious like the Japanese
- c) the lack of variety in Japanese inventions
- d) the poorer marketing ability of British

**14. The main theme of this passage is**

- a) The electronic industry in Japan
- b) industrial comparison between Japan and Britain
- c) the role of marketing efficiency in industrial prosperity
- d) the importance of original research in industry

**15. The TSR Z hovercraft, high speed train, Sinclair scooter etc. are the symbols of**

- a) Japanese success
- b) British failure
- c) British success
- d) Japanese failure

**II) General Awareness on Business, Economy and Current Affairs**

**16. For which of the following disciplines is Nobel Prize awarded?**

- a) Physics and Chemistry
- b) Physiology or Medicine
- c) Literature, Peace and Economics
- d) All of the above

**17. Ecology deals with**

- a) Birds and their surroundings
- b) plants and animals
- c) Relation between organisms and their environment
- d) Tissues

**18. Free market is**

- a) a condition in the international market where nations do not impose customs duty or other taxes on import of goods
- b) market where the price of a commodity is determined by free play of the forces of supply and demand
- c) ports that are exempted from payment of customs duty on articles of commerce, primarily to encourage tourism
- d) None of the above

**19. GATT (General Agreement on Tariffs and Trade) is**

- a) international agreement signed in 1947 between non-communist nations with the object of encouraging international trade unobstructed by tariff barriers
- b) agreement which seeks to achieve its aim by arranging and encouraging bargaining with trade concessions between members
- c) Both A and B
- d) None of the above

**20. Which of the following is CORRECT**

- i) Sakshi Malik- Tennis**
  - ii) Pankaj Advani- Billiards**
  - iii) Sunil Chhetri- Hockey**
  - iv) Vijender Singh- Boxer**
- a) i, ii and iii
  - b) ii, iii and iv
  - c) i, iii and iv
  - d) All of the above

**21. With which payment service Ola join hands to allow riders to book rides using the former's payment platform?**

- a) PhonePe
- b) Jio
- c) Paytm
- d) MobiKwik

**22. Match the Column**

- |                                    |                                       |
|------------------------------------|---------------------------------------|
| <b>i) Max Weber</b>                | <b>1. 14 principles of management</b> |
| <b>ii) Elton Mayo</b>              | <b>2. Systems Theory</b>              |
| <b>iii) Ludwig Con Bertalanffy</b> | <b>3. Bureaucracy Theory</b>          |
| <b>iv) Henry Fayol</b>             | <b>4. Human Relations Theory</b>      |

- a) 2-1-4-3
- b) 4-2-1-3
- c) 1-3-4-2
- d) 3-4-2-1

**23. NITI Aayog and this company has signed a Statement of Intent (SoI) to help grow AI ecosystem In India**

- a) Google
- b) Facebook
- c) Microsoft
- d) IBM

**24. The hardest substance available on earth is**

- a) Gold
- b) Diamond
- c) Iron
- d) Platinum

**25. 'Ashoka Chakra' is awarded for**

- a) the most conspicuous bravery or self sacrifice on land, air or sea but not in the presence of the enemy
- b) gallantry by children
- c) acts of gallantry in the presence of enemy
- d) outstanding contribution to literature

**26. Which of the following is TRUE about 'Adopt a Heritage: Apni Dharohar Apni Pehchan' scheme?**

- a) It is an initiative of the Ministry of Tourism, in collaboration with the Ministry of Culture and the Archaeological Survey of India.
- b) The government invites entities, including public sector companies, private sector firms as well as individuals, to develop selected monuments and heritage and tourist sites across India.
- c) The sites/monuments are selected on the basis of tourist footfall and visibility and can be adopted by private and public sector companies and individuals for an initial period of five years.
- d) All of the above

**27. Astronomers have discovered a possible twin of which planet in our solar system?**

- a) Earth
- b) Venus
- c) Mars

d) Jupiter

**28. Maslow's Need Theory is based on**

- a) Organizational needs
- b) Market needs
- c) Human needs
- d) Human needs

**29. The National Song of India was composed by**

- a) Rabindranath Tagore
- b) Bankim Chandra Chatterjee
- c) Iqbal
- d) Jai Shankar Prasad

**30. Professor Amartya Sen is famous in which of the fields?**

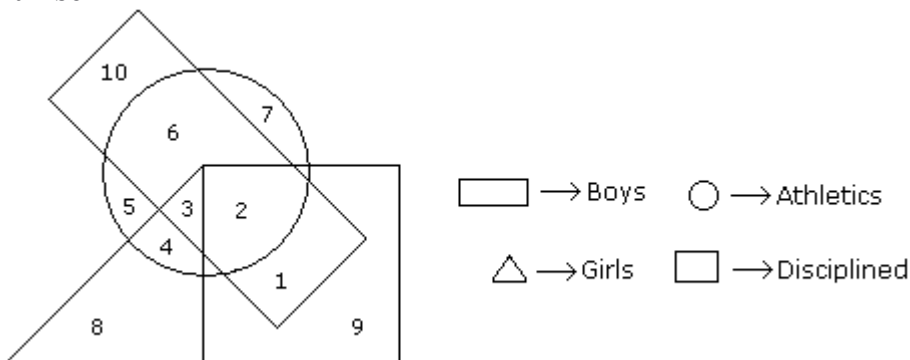
- a) Biochemistry
- b) Electronics
- c) Economics
- d) Geology

**III) General Aptitude, Data Interpretation and Logical Reasoning**

**31. Veena who is the sister-in-law of Ashok, is the daughter-in-law of Kalyani. Dheeraj is the father of Sudeep who is the only brother of Ashok. How Kalyani is related to Ashok?**

- a) Wife
- b) Mother-in-law
- c) Aunt
- d) None of these

**32. In the following diagram the boys who are athletic and are disciplined are indicated by which number?**



- a) 1

- b) 2
- c) 10
- d) 6

**Insert the missing number.**

**33) 16, 33, 65, 131, 261, ?**

- a) 960
- b) 1440
- c) 1080
- d) 1920

**34. A man buys a cycle for Rs. 1400 and sells it at a loss of 15%. What is the selling price of the cycle?**

- a) Rs. 1090
- b) Rs. 1160
- c) Rs. 1190
- d) Rs. 1202

**35. A is two years older than B who is twice as old as C. If the total of the ages of A, B and C be 27, the how old is B?**

- a) 7 years
- b) 8 years
- c) 9 years
- d) 10 years

**Read the below passage carefully and answer the questions:**

At a small company, parking spaces are reserved for the top executives: CEO, president, vice president, secretary, and treasurer with the spaces lined up in that order. The parking lot guard can tell at a glance if the cars are parked correctly by looking at the color of the cars. The cars are yellow, green, purple, red, and blue, and the executives names are Alice, Bert, Cheryl, David, and Enid.

\* The car in the first space is red.

\* A blue car is parked between the red car and the green car.

\* The car in the last space is purple.

\* The secretary drives a yellow car.

\* Alice's car is parked next to David's.

\* Enid drives a green car.



\* Bert's car is parked between Cheryl's and Enid's.

\* David's car is parked in the last space.

**36. Who is the secretary?**

- a) David
- b) Cheryl
- c) Alice
- d) Bert
- e) Enid

**37. What color is the vice president's car?**

- a) green
- b) yellow
- c) blue
- d) purple
- e) red

**38. Who is the CEO ?**

- a) Enid
- b) David
- c) Alice
- d) Cheryl
- e) Bert

**Study the following table and answer the questions given below.**

The following table gives the sales of batteries manufactured by a company over the years.

Number of Different Types of Batteries Sold by a Company Over the Years (Numbers in Thousands)

Year	Types of Batteries					
	4AH	7AH	32AH	35AH	55AH	Total
1992	75	144	114	102	108	543
1993	90	126	102	84	126	528
1994	96	114	75	105	135	525
1995	105	90	150	90	75	510
1996	90	75	135	75	90	465
1997	105	60	165	45	120	495
1998	115	85	160	100	145	605

**39. The total sales of all the seven years is the maximum for which battery?**

- a) 4AH
- b) 7AH
- c) 32AH
- d) 35AH

**40. What is the difference in the number of 35AH batteries sold in 1993 and 1997?**

- a) 24000
- b) 28000
- c) 35000
- d) 39000