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MODEL TEST PAPER



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SBI SO (MARKETING) MODEL TEST PAPER 2021-22

REASONING

Directions(1-5): Study the following information carefully and answer the questions given below:

Six people – Ranbir, Kabir, Abhishek, Hrithik, Karan and Prabhas were born in different years with the current base year is taken as 2019. None of them is older than 50 years. They like different kabaddi teams – Bengal Warriors, Bengaluru Bulls, Dabang Delhi K.C., Gujarat Fortune giants, Haryana Steelers and Jaipur Pink Panthers. Kabir was born in 1985 and likes Bengaluru Bulls. The one who likes Dabang Delhi K.C. is one year elder to Kabir. The difference between the ages of Kabir and Prabhas is 5 years. The one who likes Haryana Steelers is elder than Prabhas and younger than Kabir. Only one person was born in an odd number years between 1985 and 1990 but not in 1989. Prabhas is younger than Kabir. The one who likes Jaipur Pink Panthers is 5 years younger to the one who likes Haryana Steelers. Prabhas does not like Gujarat Fortunegiants. The one who likes Gujarat Fortunegiants is the eldest among all. Karan is not the eldest and does not like Jaipur Pink Panthers and Dabang Delhi K.C. The difference between the age of the one who likes Bengaluru Bulls and the one who likes Gujarat Fortunegiants is 9 years. Ranbir is the second eldest person. Abhishek does not like Jaipur Pink Panthers.

Ques: 1: Who among the following likes Jaipur Pink Panthers?

- 1) Karan
- 2) Hrithik
- 3) Ranbir
- 4) Prabhas
- 5) Abhishek

Ans: 2

Hrithik likes Jaipur Pink Panthers.

Solution:

Persons – Ranbir, Kabir, Abhishek, Hrithik, Karan and Prabhas

Kabaddi teams – Bengal Warriors, Bengaluru Bulls, Dabang Delhi K.C., Gujarat Fortunegiants, Haryana Steelers and Jaipur Pink Panthers

1. Kabir was born in 1985 and likes Bengaluru Bulls.
2. The one who likes Dabang Delhi K.C. is one year elder to Kabir. (Kabir was born on 1985 so the person who likes Dabang Delhi K.C. was born on 1984)
3. The difference between the ages of Kabir and Prabhas is 5 years. (Kabir's age is 34 so Prabhas' age is either 29 or 39)

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4. Prabhas is younger than Kabir.(So, Prabhas age is 29 and he is born on 1990)

5. The one who likes Haryana Steelers is elder than Prabhas and younger than Kabir. (The one who likes Haryana Steelers was born between 1985 and 1990)

6. Only one person was born in an odd number years between 1985 and 1990 but not in 1989. (So, the one who likes Haryana Steelers was born on 1987)

Persons	Years	Ages	Kabaddi Teams
Kabir	1985	34	Bengaluru Bulls
	1984	35	Dabang Delhi K.C.
Prabhas	1990	29	
	1987	32	Haryana Steelers

7. The one who likes Jaipur Pink Panthers is 5 years younger to the one who likes Haryana Steelers.(The one who likes Haryana Steelers is 32 years old so the one who likes Jaipur Pink Panthers was born on 1992)

8. Prabhas does not like Gujarat Fortunegiants.(So, Prabhas likes Bengal Warriors)

9. The one who likes Gujarat Fortunegiants is the eldest among all.

10. The difference between the age of the one who likes Bengaluru Bulls and the one who likes Gujarat Fortunegiants is 9 years.(The one who likes Bengaluru Bulls was born on 1985 so the one who likes Gujarat Fortunegiants was born on 1976)

11. Karan is not the eldest and does not like Jaipur Pink Panthers and Dabang Delhi K.C.(So, Karan likes Haryana Steelers)

12. Ranbir is the second eldest person.(So, Ranbir was born on 1984)

13. Abhishek does not like Jaipur Pink Panthers. (So, Abhishek likes Gujarat Fortunegiants)

Persons	Years	Ages	Kabaddi Teams
Abhishek	1976	43	Gujarat Fortunegiants
Ranbir	1984	35	Dabang Delhi K.C.
Kabir	1985	34	Bengaluru Bulls
Karan	1987	32	Haryana Steelers
Prabhas	1990	29	Bengal Warriors
Hrithik	1992	27	Jaipur Pink Panthers

Hence, Hrithik likes Jaipur Pink Panthers.

Ques: 2: Who among the following is the eldest among all?

- 1) Karan
- 2) Abhishek
- 3) Kabir

- 4) Ranbir
- 5) Hrithik

Ans: 2

Solution:

Hence, Abhishek is the eldest among all.

Ques: 3: Which of the following combination is not true as per the given information?

- 1) Karan – 1987 – Haryana Steelers
- 2) Prabhas – 1990 – Bengal Warriors
- 3) Hrithik – 1991 – Jaipur Pink Panthers
- 4) Abhishek – 1976 – Gujarat Fortunegiants
- 5) All are true

Ans: 3

Solution:

Hrithik was born on 1992.

Hence, option 3 is not true.

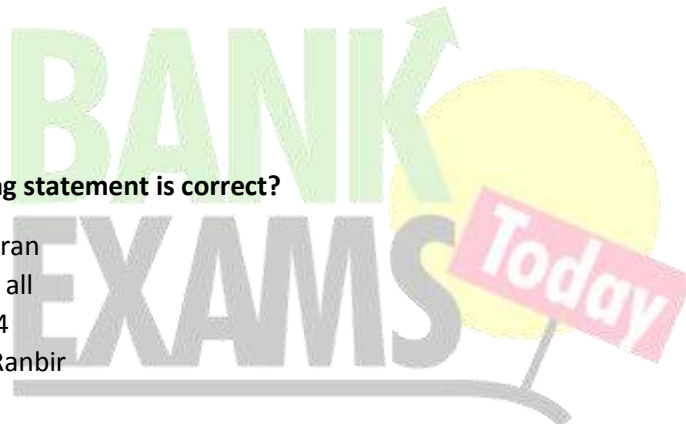
Ques: 4: Which of the following statement is correct?

- 1) Hrithik is elder than Karan
- 2) Prabhas is eldest them all
- 3) Karan was born in 1984
- 4) Kabir is younger than Ranbir
- 5) All are correct

Ans: 4

Solution:

Hence, Kabir is younger than Ranbir.



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Ques: 5: In which year Abhishek was born?

- 1) 1976
- 2) 1987
- 3) 1992
- 4) 1990
- 5) None of these

Ans: 1

Solution:

Hence, Abhishek was born on 1976.

Directions: In the following questions, the symbols are used with the following meaning as illustrated below. Study the following information and answer the given questions:

A \$ B means A is the parent of B

A % B means A is the child of B

A * B means A is the son of B

A @ B means A is younger to B

A & B means A is the sister of B

A # B means A is son-in-law of B

A © B means A is wife of B

Ques: 6: In a five member family, P © Q % R & S @ T, T \$ Q, R © T is true then who is brother-in-law of S?

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- 1) R
- 2) T
- 3) Q
- 4) P
- 5) Cannot be determined

Ans: 2

Solution:

Let us first decode the given symbols and then draw a family tree.

A is							
Symbol	\$	%	*	@	&	#	©
Meaning	Parent	Child	Son	Younger	Sister	Son-in-law	Wife
Of B							

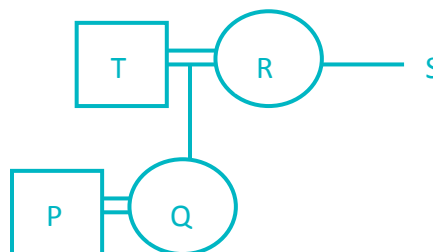
Now draw family tree using following notations:

Symbol in Diagram	Meaning
○	Female
□	Male
=	Married Couple
—	Siblings
	Difference of A Generation

'P © Q % R & S @ T' means P is wife of Q, Q is child of R, R is sister of S and S is younger to T.

'T \$ Q' means T is parent of Q.

'R © T' means R is wife of T.



Hence, T is brother-in-law of S.

Ques: 7: In a seven member family, if $N * M \$ Z, V \& Z, V @ J \# P, B \% V$ is true then how M is related to B?

- 1) Grandfather
- 2) Grandmother
- 3) Granddaughter
- 4) Grandson
- 5) Cannot be determined

Ans: 5

Solution:

Let us first decode the given symbols and then draw a family tree.

A is							
Symbol	\$	%	*	@	&	#	@
Meaning	Parent	Child	Son	Younger	Sister	Son-in-law	Wife
Of B							

Now draw family tree using following notations:

Symbol in Diagram	Meaning
○	Female
□	Male
=	Married Couple
—	Siblings
	Difference of A Generation

' $N * M \$ Z$ ' means N is son of M and M is parent of Z.

' $V \& Z$ ' means V is sister of Z.

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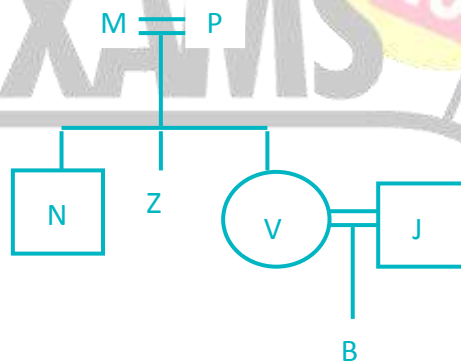
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'V © J # P' means V is wife of J and J is son-in-law of P.

'B % V'B is child of V.



Gender of M is not known.

Hence, relation between M and B cannot be determined.

Ques: 8: In a seven member family, if $K \text{ © } J \# L \& M \text{ @ } N \% O \$ P, L \text{ © } O, N \text{ @ } P$ is true and the age of M and P is 32 and 27 respectively then what is the possible age of N?

- 1) 35
- 2) 31
- 3) 28
- 4) 24
- 5) 33

Ans: 4

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Solution:

Let us first decode the given symbols and then draw a family tree.

A is							
Symbol	\$	%	*	@	&	#	©
Meaning	Parent	Child	Son	Younger	Sister	Son-in-law	Wife
Of B							

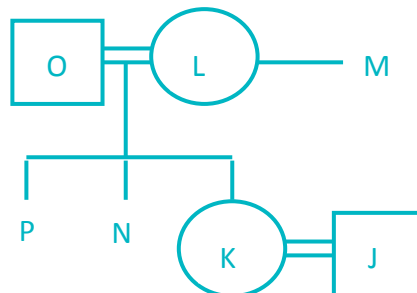
Now draw family tree using following notations:

Symbol in Diagram	Meaning
○	Female
□	Male
=	Married Couple
—	Siblings
	Difference of A Generation

'K © J # L & M @ N % O \$ P' means K is wife of J, J is son-in-law of L, L is sister of M, M is younger to N, N is child of O and O is parent of P.

'L © O' means L is wife of O.

'N @ P' means N is younger to P.



Age of M is 32 and age of P is 27.

N is younger to M and P. So N's age will be below 27 years.

Hence, the possible age of N is 24 years.

Ques: 9: In a five member family, $K * V @ X \# D @ M, O \$ X, O @ Z$ is true, then how is Z related to V?

- 1) Father
- 2) Mother
- 3) Father-in-law
- 4) Mother-in-law
- 5) Granddaughter

Ans: 3

Solution:

Let us first decode the given symbols and then draw a family tree.

A is							
Symbol	\$	%	*	@	&	#	@
Meaning	Parent	Child	Son	Younger	Sister	Son-in-law	Wife
Of B							

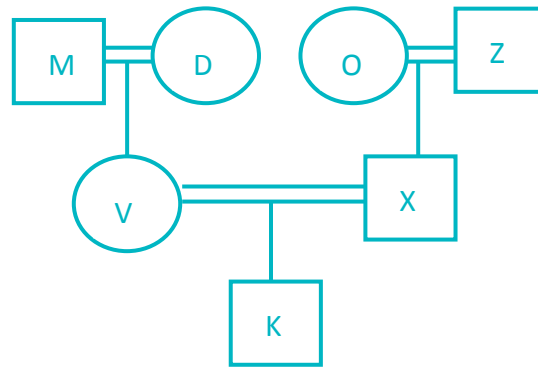
Now draw family tree using following notations:

Symbol in Diagram	Meaning
○	Female
□	Male
==	Married Couple
—	Siblings
	Difference of A Generation

' $K * V @ X \# D @ M$ ' means K is son of V, V is wife of X, X is son-in-law of D and D is wife of M.

' $O \$ X$ ' means O is parent of X.

' $O @ Z$ ' means O is wife of Z.



Hence, Z is father-in-law of V.

Ques: 10: In a five membered family, Q # J \$ W & C * T, if J has one son and one daughter then how is C is related to Q?

- 1) Brother-in-law
- 2) Mother-in-law
- 3) Father-in-law
- 4) Sister-in-law
- 5) Either 2 or 3

Ans: 1

Solution:

Let us first decode the given symbols and then draw a family tree.

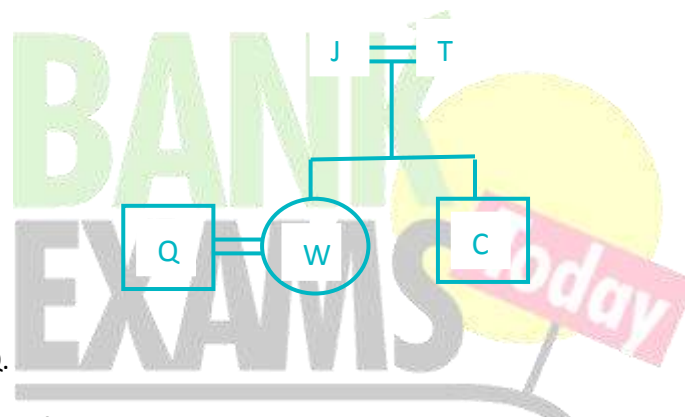
A is

Symbol	\$	%	*	@	&	#	©
Meaning	Parent	Child	Son	Younger	Sister	Son-in-law	Wife
Of B							

Now draw family tree using following notations:

Symbol in Diagram	Meaning
○	Female
□	Male
==	Married Couple
—	Siblings
	Difference of A Generation

'Q # J \$ W & C * T' means Q is son-in-law of J, J is parent of W, W is sister of C and C is son of T'. J has one son and one daughter.



Hence, C is brother-in-law of Q.

Directions: Study the following information and answer the given questions:

Eighteen person – A, B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q and R live in a building with five floors. Each floor has four flats – flat 1, flat 2, flat 3 and flat 4 in the same order from left to right. Ground floor is numbered floor 1 and top most floor is floor 5. Each flat is built in such a way that flat 1 of floor 2 is just above flat 1 of floor 1 and so on. The two flats in which no one lives are on even numbered floor and in even numbered flat except flat 4. P and Q do not live in flat 4. I does not live on even numbered floor and even numbered flat. G and F do not live on 3rd floor. O lives on a floor and flat just above on a floor and flat J. The flat between M and P is vacant and M lives in one of the flat above P. D lives above the floor C and does not live on fifth floor. N lives in an odd number flat which is in the left of P. F's flat is not above the flat in which M lives. R and Q live on the same floor and only one person is living with them on that floor. I lives on a floor and flat just above O's floor and flat. K lives on one of the floors on which one flat is vacant. R and K both lives in the flat which is numbered 1. H lives on a floor and flat just above Q's floor and flat. M and I does not live on 5th floor. Two persons live between D and C on the same flat. E lives on fifth floor but does not above vacant floor and immediate above R. A's floor and flat is immediate above B's floor and flat.

Ques: 11: Who lives just above R?

- 1) M

- 2) F
- 3) L
- 4) D
- 5) O

Ans: 2

Solution:

1. The two flats in which no one lives are on even numbered floor and in even numbered flat except flat 4. (So, flat 2 of floor 2 and flat 2 of floor 4 is vacant flat)
2. The flat between M and P is vacant and M lives in one of the flat above P. (So, m can be in flat 2 of floor 5 or flat 2 of floor 3)
3. M and I does not live on 5th floor. (So, M lives in flat 2 of floor 3 and P lives in flat 2 of floor 1)
4. I does not live on even numbered floor and even numbered flat.
5. N lives in an odd number flat which is in the left of P. (So, N lives in flat 1 of floor 1)
6. O lives on a floor and flat just above on a floor and flat J.
7. I lives on a floor and flat just above O's floor and flat. (So, I lives in flat 3 of floor 3, O lives in flat 3 of floor 2 and J lives in flat 3 of floor 1)

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	Flat 1	Flat 2	Flat 3	Flat 4
Floor 5				

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Floor 4		Vacant		
Floor 3		M	I	
Floor 2		Vacant	O	
Floor 1	N	P	J	

8. R and Q live on the same floor and only one person is living with them on that floor. (So, they are on either 4th floor or on 2nd floor)

9. R and K both lives in the flat which is numbered 1. (So, R lives in flat 1 of floor 2 or floor 4)

10. P and Q does not live in flat 4. (So, Q lives in flat 3 or floor 4 and R lives in flat 1 of floor 4)

11. K lives on one of the floors on which one flat is vacant.(So, K lives in flat 1 of floor 2)

	Flat 1	Flat 2	Flat 3	Flat 4
Floor 5				
Floor 4	R	Vacant	Q	
Floor 3		M	I	
Floor 2	K	Vacant	O	
Floor 1	N	P	J	

12. H lives on a floor and flat just above Q's floor and flat. (So, H lives in flat 3 of floor 5)

13. Two persons live between D and C on the same flat. (So, they lived in flat 4)

14. D lives above the floor C and does not live on fifth floor. (So, D lives in flat 4 of floor 4 and C lives in flat 4 of floor 1)

15. E lives on fifth floor but does not above vacant floor and immediate above R. (So, E lives in flat 4 of floor 5)

16. A's floor and flat is immediate above B's floor and flat. (So, B lives in flat 4 of floor 2 and A lives in flat 4 of floor 3)

17. F's flat is not above the flat in which M lives. (So, F is not on flat 2)

18. G and F does not live on 3rd floor. (So, F lives in flat 1 of floor 5, G lives in flat 2 of floor 5 and L lives in flat 1 of floor 3)

	Flat 1	Flat 2	Flat 3	Flat 4
Floor 5	F	G	H	E
Floor 4	R	Vacant	Q	D
Floor 3	L	M	I	A
Floor 2	K	Vacant	O	B
Floor 1	N	P	J	C

Hence, F lives just above R.

Ques: 12: Which of the following statement is false about E?

- 1) E lives on an odd number floor.
- 2) E lives on flat 4

- 3) E lives on a floor on which one flat is vacant
- 4) None is true
- 5) E and D lives on same numbered flat.

Ans: 3

Solution:

E does not live on a floor on which one flat is vacant.

Hence, option c is false.

Ques: 13: Who lives in a flat 4 on floor 2?

- 1) E
- 2) D
- 3) C
- 4) A
- 5) B

Ans: 5

Solution:

Hence, B lives in flat 4 on floor 2.

Ques: 14: Which of the following flats are vacant?

- 1) Flat 2 of floor 4th and flat 2 of 2nd floor
- 2) Flat 1 of 4th floor and flat 3 of 4th floor
- 3) Flat 3 of 4th floor and flat 1 of 2nd floor
- 4) Flat 2nd of 1st floor and flat 4 of 5th floor
- 5) None of these

Ans: 1

Solution:

Hence, flat 2 of floor 4th and flat 2 of 2nd floor are vacant.

Ques: 15: Who among the following does not belong to a certain group?

- 1) C
- 2) N
- 3) P
- 4) J
- 5) Q

Ans: 5

Solution:

All lives in different flat of floor 1 except Q who lives in flat 3 of floor 4.

Hence, Q does not belong to the group.

Directions: Q.(56-60) Each of the questions below consists of a question and May two/three statements numbered I and II or III given below it. You have to decide whether the data provided in the statements are sufficient to answer the question. Read all the statements and give answer.

Ques: 16: In a class of 56 students, 22 students like Maths and 20 students like Physics. How many students like Chemistry?

Statement I: 6 students like all the three subjects. 4 students like only Physics and Chemistry.

Statement II: Number of student who like only Maths, only Physics and only Chemistry are 7, 5 and 8 respectively.

- (A) Both I and II
- (B) Only I
- (C) Only II
- (D) Either I or II
- (E) None of the above

Ans.16 (A)

From statement I:

Number of students like all the three subjects = 6

Physics and Chemistry = 4

So, Statement I alone is not sufficient to the answer the question.

From Statement II:

Only Maths = 7

Only Physics = 5

Only Chemistry = 8

So, Statement II alone is not sufficient to the answer the question.

From I and II:

Number of students like both Physics and Maths = $20 - (6 + 5 + 4) = 5$

Number of students like both Maths and Chemistry = $22 - (7 + 6 + 5) = 4$

Total number of students like Chemistry = $(8 + 6 + 4 + 4) = 22$

Ques. 17: A lent Rs.1200 each to two of his friends B and C. What is the rate of interest?

Statement I: Amount repaid by B was Rs.1500

Statement II: Amount repaid by C was 1600.

- (A) Both I and II
- (B) Only I
- (C) Only II
- (D) Neither I nor II
- (E) None of the above

Ans.17: (D)

From statement I:

B repaid = 1500

So, Statement I alone is not sufficient to the answer the question.

From statement II:

C repaid = Rs.1600

So, Statement II alone is not sufficient to the answer the question.

Time period is not given, so both I and II is not sufficient to the answer the question.

Ques. 18: What is the area of rectangle?

Statement I: The breadth of the rectangle is 75% of the radius of the circle.

Statement II: The radius of the circle is equal to the side of the square whose area is 144 sq cm.

Statement III: perimeter of the rectangle is 38cm

- (A) All the three
- (B) Only I
- (C) Only III or only I and II
- (D) Either I or III
- (E) None of the above

ans.18 (A)

From statement I:

Breadth = $75r/100$

So, Statement I alone is not sufficient to the answer the question.

From Statement II:

Area of square = 144

Side = 12

Radius = 12

So, Statement II alone is not sufficient to the answer the question.

From Statement III:

Perimeter of the rectangle = 38

$l + b = 19$

So, Statement III alone is not sufficient to the answer the question.

From I, II and III:

$b = (3/4) \times 12 = 9$

$l = 19 - 9 = 10$

Area of rectangle = $9 \times 10 = 90 \text{ cm}^2$

Ques. 19: In how many days A alone do a piece of work?

Statement I: A, B and C together can do the work in 24 days. B, C and D together can do the work in 18 days and A and D together can do the work in 30 days.

Statement II: A, B and D together can do the work in 15 days and B and C together can do the work in 20 days.

- (A) Both I and II
- (B) Only I
- (C) Only II
- (D) Either I or II
- (E) None of the above

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Ans. 19 (B)

From Statement I:

$$1/A + 1/B + 1/C = 1/24$$

$$1/B + 1/C + 1/D = 1/18$$

$$1/A + 1/D = 1/30 \text{ ---- (1)}$$

$$1/A - 1/D = 1/24 - 1/18$$

$$1/A - 1/D = -1/72 \text{ ---- (2)}$$

Solve the equation (1) and (2), we get

$$2/A = 1/30 - 1/72$$

$$2/A = 7/360$$

$$1/A = 7/720$$

$$A = 720/7 \text{ days}$$

So, Statement I alone is sufficient to the answer the question.

From statement II:

$$1/A + 1/B + 1/D = 1/15$$

$$1/B + 1/C = 1/20$$

So, Statement II alone is not sufficient to the answer the question.

Ques.20: $1x4y6z$ is a six digit number divisible by 8. Find the six digit number?

Statement I: $1x4$ is divisible by 11.

Statement II: $y6z$ is divisible by 9 and 8.

Statement III: Unit digit is greater than 1.

(A) All the three

(B) Only I

(C) Only III or only I and II

(D) Either I or III

(E) None of the above

Ans.20 (A)

From Statement I:

1x4 is divisible by 11

So x can be 5.

So, Statement I is not sufficient to answer the question.

From statement II:

y6z is divisible by 9 and 8.

So the number can be either 360 or 864.

So, Statement II is not sufficient to answer the question.

From statement III: Unit digit is greater than 1.

So, Statement III is not sufficient to answer the question.

From I, II and III:

From the question 1x4y6z is divisible by 8

Number can be 154864

So, statements I, II and III are necessary to answer the question.

Directions (Q. Nos. 21-25) Study the given information and answer the following questions.

When a word and number arrangement machine is given an input line of words and numbers, it arranges them following a particular rule. The following is an illustration of input and rearrangement. (All the numbers are two-digit numbers)

Input: 40 made butter 23 37 cookies salt extra 52 86 92 fell now 19

Step I: butter 19 40 made 23 37 cookies salt extra 52 86 92 fell now

Step II: cookies 23 butter 19 40 made 37 salt extra 52 86 92 fell now

Step III: extra 37 cookies 23 butter 19 40 made salt 52 86 92 fell now

Step IV: fell 40 extra 37 cookies 23 butter 19 made salt 52 86 92 now

Step V: made 52 fell 40 extra 37 cookies 23 butter 19 salt 86 92 now

Step VI: now 86 made 52 fell 40 extra 37 cookies 23 butter 19 salt 92

Step VII: salt 92 now 86 made 52 fell 40 extra 37 Cookies 23 butter 19

Step VII : Is the last step of the above arrangement as the intended arrangement is obtained. As per the rules followed in the given steps, find out the appropriate steps for the given input.

Input: 32 proud girl beautiful 48 55 97 rich family 61 72 17 nice life

Ques: 21. How many steps will be required to complete the given input?

- (a) Five
- (b) Six
- (c) Seven
- (d) Eight
- (e) Nine

Ans: (c) Seven steps will be required to complete the given input.

Solution:

Input: 32 proud girl beautiful 48 55 97 rich family 61 72 17 nice life

Step I: beautiful 17 32 proud girl 48 55 97 rich family 61 72 nice life

Step II: family 32 beautiful 17 proud girl 48 55 97 rich 61 72 nice life

Step III: girl 48 family 32 beautiful 17 proud 55 97 rich 61 72 nice life

Step IV: life 55 girl 48 family 32 beautiful 17 proud 97 rich 61 72 nice
Step V: nice 61 life 55 girl 48 family 32 beautiful 17 proud 97 rich 72
Step VI: proud 72 nice 61 life 55 girl 48 family 32 beautiful 17 97 rich
Step VII: rich 97 proud 72 nice 61 life 55 girl 48 family 32 beautiful 17

Ques: 22. Which of the following is the third element from the left end of step VI?

- (a) Beautiful
- (b) Life
- (c) 61
- (d) Nice
- (e) 17

Ans: (d) 'nice' is the third element from the left end of step VI

Solution:

Input: 32 proud girl beautiful 48 55 97 rich family 61 72 17 nice life

Step I: beautiful 17 32 proud girl 48 55 97 rich family 61 72 nice life
Step II: family 32 beautiful 17 proud girl 48 55 97 rich 61 72 nice life
Step III: girl 48 family 32 beautiful 17 proud 55 97 rich 61 72 nice life
Step IV: life 55 girl 48 family 32 beautiful 17 proud 97 rich 61 72 nice
Step V: nice 61 life 55 girl 48 family 32 beautiful 17 proud 97 rich 72
Step VI: proud 72 nice 61 life 55 girl 48 family 32 beautiful 17 97 rich
Step VII: rich 97 proud 72 nice 61 life 55 girl 48 family 32 beautiful 17

Ques: 23: . Which of the following is step III of the given input?

- (a) proud 72 girl 48 family 32 beautiful 17 55 97 rich 61 nice life
- (b) life 55 girl 48 family 32 beautiful 17 proud 97 rich 61 72 nice
- (c) girl 48 family 32 beautiful 17 proud 55 97 rich 61 72 nice life
- (d) family 32 beautiful 17 proud girl 48 55 97 rich 61 72 nice life
- (e) girl 48 life 55 family 32 beautiful 17 proud 97 rich 61 72 nice

Ans: (c) 'girl 48 family 32 beautiful 17 proud 55 97 rich 61 72 nice life' is step II of the given input

Solution:

Input: 32 proud girl beautiful 48 55 97 rich family 61 72 17 nice life

Step I: beautiful 17 32 proud girl 48 55 97 rich family 61 72 nice life
Step II: family 32 beautiful 17 proud girl 48 55 97 rich 61 72 nice life
Step III: girl 48 family 32 beautiful 17 proud 55 97 rich 61 72 nice life
Step IV: life 55 girl 48 family 32 beautiful 17 proud 97 rich 61 72 nice
Step V: nice 61 life 55 girl 48 family 32 beautiful 17 proud 97 rich 72
Step VI: proud 72 nice 61 life 55 girl 48 family 32 beautiful 17 97 rich
Step VII: rich 97 proud 72 nice 61 life 55 girl 48 family 32 beautiful 17

Ques: 24. What is the position of 'nice' from the left end in the final step?

- (a) Fifth
- (b) Sixth
- (c) Seventh

- (d) Eighth
- (e) Ninth

Ans: (a) nice is fifth from the left end in the final step

Solution:

Input: 32 proud girl beautiful 48 55 97 rich family 61 72 17 nice life

Step I: beautiful 17 32 proud girl 48 55 97 rich family 61 72 nice ife

Step II: family 32 beautiful 17 proud girl 48 55 97 rich 61 72 nice life

Step III: girl 48 family 32 beautiful 17 proud 55 97 rich 61 72 nice life

Step IV: life 55 girl 48 family 32 beautiful 17 proud 97 rich 61 72 nice

Step V: nice 61 lfe 55 girl 48 family 32 beautiful 17 proud 97 rich 72

Step VI: proud 72 nice 61 life 55 girl 48 family 32 beautiful 17 97 rich

Step VII: rich 97 proud 72 nice 61 life 55 girl 48 family 32 beautiful 17

Ques: 25. Which element is third to the right of 'family' in Step V?

- (a) Beautiful
- (b) 17
- (c) Proud
- (d) 97
- (e) 32

Ans: (b) '17' is third to the right of 'family' in step V.

Solution:

Input: 32 proud girl beautiful 48 55 97 rich family 61 72 17 nice life

Step I: beautiful 17 32 proud girl 48 55 97 rich family 61 72 nice ife

Step II: family 32 beautiful 17 proud girl 48 55 97 rich 61 72 nice life

Step III: girl 48 family 32 beautiful 17 proud 55 97 rich 61 72 nice life

Step IV: life 55 girl 48 family 32 beautiful 17 proud 97 rich 61 72 nice

Step V: nice 61 lfe 55 girl 48 family 32 beautiful 17 proud 97 rich 72

Step VI: proud 72 nice 61 life 55 girl 48 family 32 beautiful 17 97 rich

Step VII: rich 97 proud 72 nice 61 life 55 girl 48 family 32 beautiful 17

Directions (Q. Nos. 26-30) Study the following information to answer the given questions.

Ten people are sitting in two parallel rows containing five people each, in such a way that there is an equal distance between adjacent persons. In row 1, P, Q, R, S and T are seated and all of them are facing South. In row 2, A, B, C, D and E are seated and all of them are facing North.

Therefore, in the given seating arrangement each member seated in a row faces another member of the other row. D sits third to the left of A. P faces immediate neighbour of D. R sits second to the right of P. Only one person sits between Q and S, B and E are immediate neighbours of each other. E does not face P and Q.

Ques: 26: How many persons are seated between Q and T?

- (a) None
- (b) One

- (c) Two
- (d) Three
- (e) Cannot be determined

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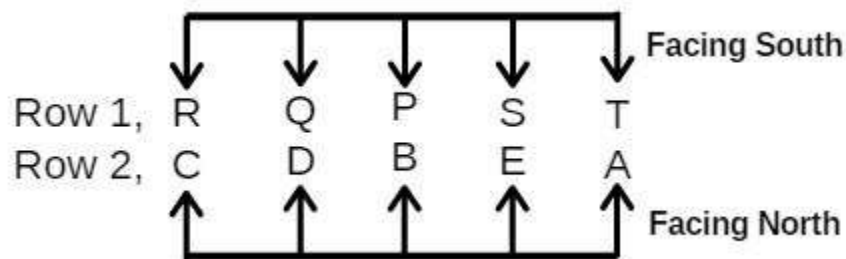
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Ans: (c) There are two persons seated between Q and T.

Solution: According to the given information, the sitting arrangement is as shown below:

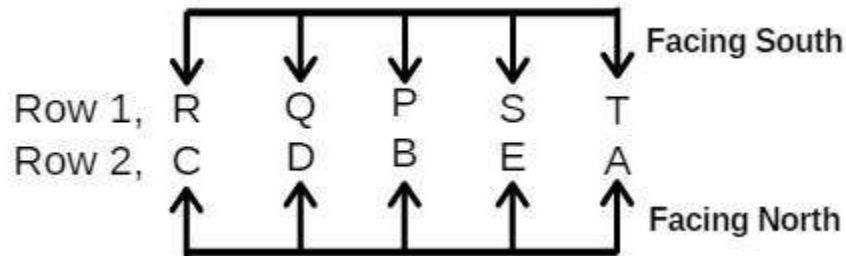


Ques: 27. Four of the following five are alike in a certain way and thus form a group. Which is the one that does not belong to that group?

- (a) R
- (b) S
- (c) C
- (d) T
- (e) A

Ans: (b) Except S, all others are sitting at the extreme ends.

Solution: According to the given information, the sitting arrangement is as shown below:

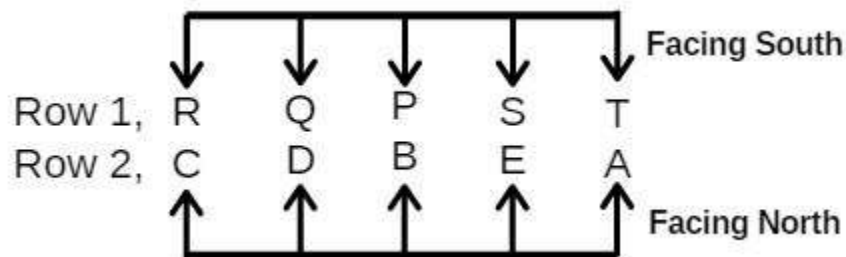


Ques: 28: . Who amongst the following represent the people sitting exactly in the middle of the rows?

- (a) P, E
- (b) S, D
- (c) S, A
- (d) A, R
- (e) P, B

Ans: (e) P, B represent the people sitting exactly in the middle of the rows

Solution: According to the given information, the sitting arrangement is as shown below:

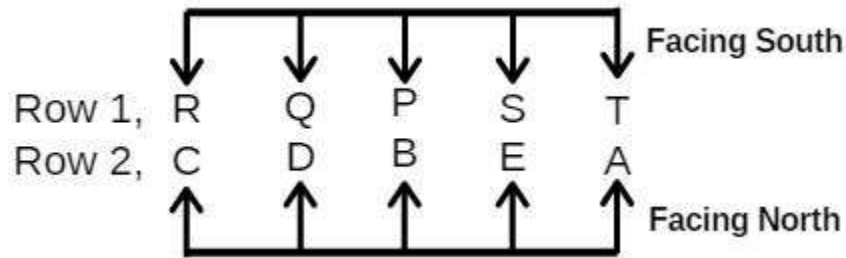


Ques: 29. Which of the following is true regarding B?

- (a) A and C are immediate neighbours of C.
- (b) B sits at one of the Extreme ends of the line
- (c) Q faces B
- (d) T is an immediate neighbour of the person facing B
- (e) D sits to the immediate left of B

Ans. (e) D sits to the immediate left of B is true

Solution: According to the given information, the sitting arrangement is as shown below:

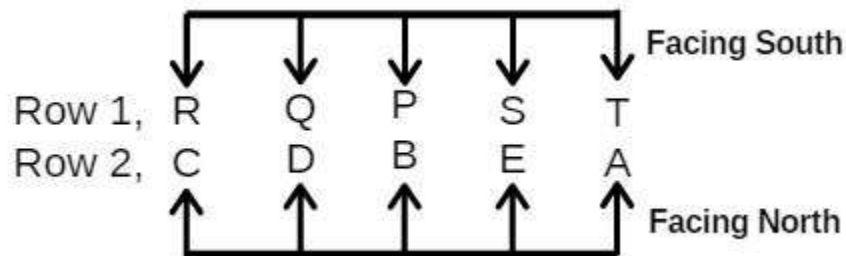


Ques: 30. Four of the following five are alike in a certain way and thus form a group. Which is the one that does not belong to that group?

- (a) T-E
- (b) Q-C
- (c) S-B
- (d) R-A
- (e) P-D

Ans: (d) Except R-A, all others are sitting diagonally opposite to each other.

Solution: According to the given information, the sitting arrangement is as shown below:



Directions (Q. Nos. 31-33) Read the following information carefully and answer the following questions.

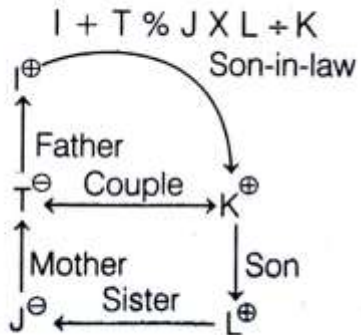
- (i) If $A+B'$ means 'A is the father of B'.
- (ii) If $A \times B'$ means 'A is the sister of B'.
- (iii) If $A \$ B'$ means 'A is the wife of B'.
- (iv) If $A \% B'$ means 'A is the mother of B'.
- (v) If $A \div B'$ means 'A is the son of B'.

Ques: 31: Which among the following options is true, if the expression ' $I + T \% J \times L \div K$ ' is definitely true?

- (a) L is the daughter of T
- (b) K is the son-in-law of I
- (c) I is the grandmother of L
- (d) T is the father of J
- (e) J is the brother of L

Solution:

(b) From option (b),



So, K is son-in-law of I.

Ques: 32: Which among the following expressions is true, if Y is the son of X is definitely false?

- (a) $W \% L \times T \times Y \div X$
- (b) $W + L \times T \times Y \div X$
- (c) $X + L \times T \times Y \div W$
- (d) $W \$ X + L + Y + T$
- (e) $W \% X + T \times Y \div L$

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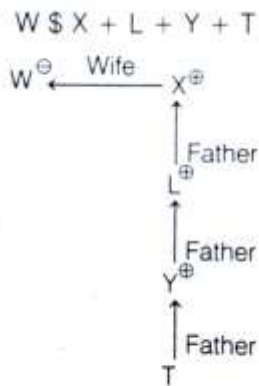
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Solution:

(d) From option (d),



So, expression W \$ X + L + Y + T is definitely false.

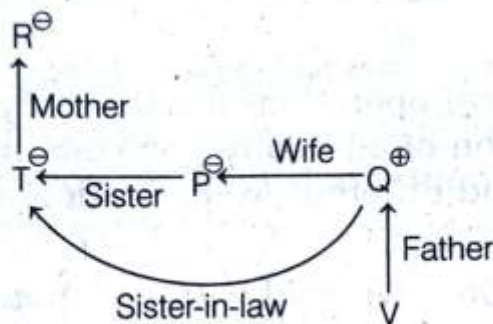
Ques: 33. What should come in place of the question mark, to establish that T is the sister-in-law of Q in the expression?

R % T × P ? Q + V

- (a) ÷
- (b) %
- (c) x
- (d) \$
- (e) Either \$ or x

Solution:

(d) From option (d), R % T X P \$ Q + V



So, T is the sister-in-law of Q in the given expression.

Direction: In the question below are given four statements followed by four conclusions numbered I, II and III You have to take the given statements to be true even if they seem to be at variance with commonly known facts. Read all the conclusions and then decide which of the given conclusions logically follows from the given statements disregarding commonly known facts.

Ques: 34. Statements:

Some cakes are cream

Some cream is pie

Some pie is apple

Conclusions:

I. Some apple are cream

II. Some apple is cake

III. No apple is cream

1) None follows

2) Only II and III follows

3) Only I follows

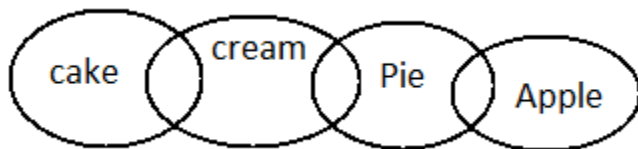
4) Either I or III follows

5) Only III follows

Ans: (34)

Solution:

The least possible Venn diagram for the given statements is as follow



Conclusions:

I. Some apple are cream → False (It is possible but not definite)

II. Some apple is cake → False (It is possible but not definite)

III. No apple is cream → False (It is possible but not definite)

Thus, **None follows.**

Direction: In the question below are given four statements followed by four conclusions numbered I, II and III You have to take the given statements to be true even if they seem to be at variance with commonly known facts. Read all the conclusions and then decide which of the given conclusions logically follows from the given statements disregarding commonly known facts.

Ques: 35. Statements:

Only few sandals are slipper

Only few slipper are home

All home are clock

No ring is clock

Conclusions:

I. all sandal are slipper

II. no clock is sandal

III. all ring being slipper is a possibility

1) None follows

2) Only II and III follows

3) Only I follows

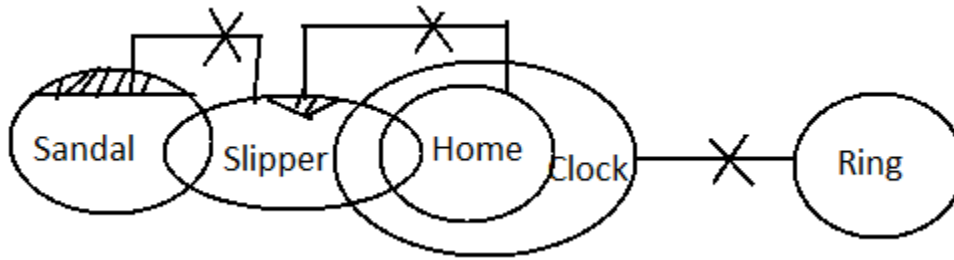
4) Either I or III follows

5) Only III follows

Ans: (35)

Solution:

The least possible Venn diagram for the given statements is as follow



Conclusions:

- I. all sandal are slipper → False (It is possible but not definite)
- II. no clock is sandal → False (It is possible but not definite)
- III. all ring being slipper is a possibility → True (from Venn diagram)

Thus, **Only III follows.**

Direction: In the question below are given four statements followed by four conclusions numbered I, II and III You have to take the given statements to be true even if they seem to be at variance with commonly known facts. Read all the conclusions and then decide which of the given conclusions logically follows from the given statements disregarding commonly known facts.

Ques: 36. Statements:

- All girl are artist
- Some boys are artist
- All boys are funny

Conclusions:

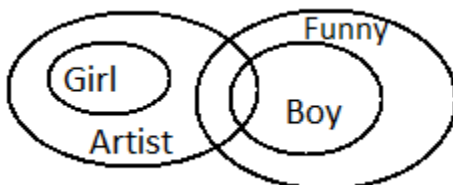
- I. all girls being funny is a possibility
- II. All boys being girl is a possibility
- III. Atleast some artists are funny

- 1) All follows
- 2) Only II and III follows
- 3) Only I follows
- 4) Either I or III follows
- 5) Only III follows

Ans: (36)

Solution:

The least possible Venn diagram for the given statements is as follow



Conclusions:

- I. all girls being funny is a possibility → True(it is possible)
- II. All boys being girl is a possibility → True(it is possible)
- III. Atleast some artists are funny → True (from Venn diagram)

Thus, **All follows.**

Directions: In the following question assuming the given statements to be True, find which of the conclusion among given conclusions is/are definitely true and then give your answers accordingly.

Ques: 37. Statements: $G \geq L$; $X < O$; $L < O$; $J > G$

Conclusions:

- I. $O > G$
- II. $L = G$
- III. $X > O$
- IV. $G > L$

- 1) Only III is True
- 2) Both I and II are True
- 3) Either II or IV
- 4) Only IV is True
- 5) None of these

Ans: (37)

Solution:

Given statements: $G \geq L$; $X < O$; $L < O$; $J > G$

Combined statement: $J > G \geq L < O > X$

Conclusions:

- I. $O > G \rightarrow$ False (as $G \geq L$ and $L < O \rightarrow$ thus clear relation between O and G cannot be determined)
- II. $L = G \rightarrow$ False (as case can be $G > L$ also)
- III. $X > O \rightarrow$ False (as statements satisfy $O > X$)
- IV. $G > L \rightarrow$ False (as according to statements $G = L$ can also be True)

Statement II and IV is forming a complementary pair

Hence, Either II or IV follows.

Directions: In the following question, the symbols $>$, \odot , $*$, $@$, $\#$ are used with the following meanings as given below:

' $R > Q$ ' means R is not greater than Q

' $R \odot Q$ ' means R is not smaller than Q

' $R ! Q$ ' means R is neither smaller than nor equal to Q

' $R @ Q$ ' means R is neither greater than nor equal to Q

' $R \# Q$ ' means R is neither greater than nor smaller than Q

In the given question, assuming the given statements to be true, find out which of the conclusions is/are definitely true.

Ques: 38. Statements: $N @ B$; $B ! L$; $L > S$; $S ! Z$

Conclusions:

- I. $Z @ L$
- II. $B > S$
- III. $N @ S$
- IV. $B ! S$

- 1) If only conclusion I and IV are True
- 2) If only conclusion III is True
- 3) If either conclusion II or IV is True
- 4) If Neither conclusion I or II is True
- 5) None follows

Ans: (38)

Solution:

R is					
Symbol	>	⊙	!	@	#
Meaning	≤	≥	>	<	=
Than Q					

Given statements: $N @ B$; $B ! L$; $L > S$; $S ! Z$

After decoding, Combined statement: $N < B > L \leq S > Z$

Conclusion:

- I. $Z @ L \rightarrow Z < L \rightarrow$ False (as $L \leq S$ and $S > Z \rightarrow$ thus clear relation between Z and L cannot be determined)
- II. $B > S \rightarrow B \leq \rightarrow$ False (as $B > L$, $L \leq S \rightarrow$ thus clear relation between B and S cannot be determined)
- III. $N @ S \rightarrow N < S \rightarrow$ False (as $N < B$ and $B > L \rightarrow$ thus clear relation between B and S cannot be determined).
- IV. $B ! S \rightarrow B > S \rightarrow$ False (as $B > L$ but $L \leq S \rightarrow$ thus clear relation between B and S cannot be determined).

Note: Only 3 relations are possible between any 2 elements i.e. $<$, $>$, $=$. In conclusion II and IV, all 3 relations are given between B and S. And from statement clear relation between B and S cannot be formed.

Therefore, conclusion II and IV forms complementary pair.

Hence, either II or IV follows.

Ques: 39. Which of the following symbols should be placed in the blank spaces respectively (in the same order from left to right) in order to complete the given expression in such a manner that " $C > H$ " holds definitely True?

$K _ C _ B _ T _ H _ Z$

- 1) $\geq, <, >, <, =$
- 2) $<, =, >, >, \leq$
- 3) $=, <, =, <, <$
- 4) $<, >, <, =, >$
- 5) $=, =, <, \leq, <$

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Ans: (39)

Solution:

Let us check each option:

- 1) $K \geq C < B > T < H = Z \rightarrow$ relation between C and H can't be determined.
- 2) $K = C < B = T < H < Z \rightarrow C < H$ (False)
- 3) $K < C = B > T > H \leq Z \rightarrow C > H$ (**True**)
- 4) $K < C > B < T = H > Z \rightarrow$ relation between C and U can't be determined.
- 5) $K = C = B < T \leq H < Z \rightarrow C < H$ (False)

Hence, the correct sequence of symbols to satisfy the given condition is " $<, =, >, >, \leq$ ".

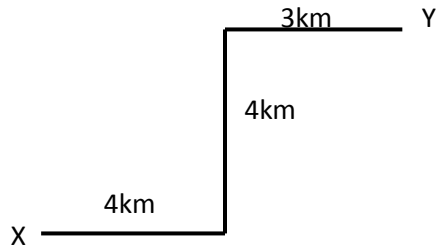
Ques: 40. Anuj starts walking from point X goes 4 km towards East then he takes his left and goes 4 km, at last he takes his right and goes 3 km, reached point Y. He is in which direction point Y with respect to point X?

- 1) North – East
- 2) North – West
- 3) South – West
- 4) East
- 5) West

Ans: 40

Solution:

Anuj starts walking from point X goes 4 km towards East then he takes his left and goes 4 km, at last he takes his right and goes 3 km, reached point Y.



Hence, point Y is in north – east direction with respect to point X.

(Directions 41 – 45): Read the following information carefully and answer the questions given below it:

Eight friends I, J, K, L, P, Q, R and S have birthdays on 22nd, 23rd and 24th of May, June and July. Each friend has birthday on only one day and no two friends have birthdays on same day. They all like different colour Red, Yellow, Pink, Blue, Green, Black, White and Silver but not necessarily in the same order.

I has birthday on an odd date of a month which has 31 days. Two friends have birthdays between I and K who does not have birthday on odd date. Two friends have birthdays between P and the friend who likes white. R does not have like Pink and Black. S does not like Silver. The friend who likes white has birthday on an even date. At least four friends have birthday between R and Q who likes Yellow. The friend who likes Red has birthday before Q. Only one friend has birthday between the friend who likes black and the friend who likes Pink. J has birthday before S. At least one friend has birthday between I and the friend who likes white. No one has birthday between L and P who likes blue. Three friends have birthdays between the friend who likes white and R who has birthday after June.

Ques: 41. Who among the following likes green colour?

- 1) R
- 2) I
- 3) S
- 4) J
- 5) K

Ans: 3

Hence, S likes green colour.

Ques: 42. How many persons have birthday between P and I?

- 1) One
- 2) Two
- 3) Three
- 4) Four
- 5) Five

Ans: 5

Hence, five persons have birthday between P and I.

Ques: 43. Who among the following likes pink colour?

- 1) S
- 2) I
- 3) J

- 4) K
- 5) Cannot be determined

Ans: 5

Hence, either J or I likes pink colour.

Ques: 44. Who among the following has birthday on 22nd June?

- 1) The one who likes red colour
- 2) S
- 3) The one who likes black colour
- 4) K
- 5) None of these

Ans: 4

Hence, K has birthday on 22nd June.

Ques: 45. On which date there will be no birthday?

- 1) 23rd June
- 2) 24th June
- 3) 24th May
- 4) 22nd July
- 5) Cannot be determined

Ans: 5

Hence, no birthday is on either 23rd June or 24th June.

Solution:

Persons – I, J, K, L, P, Q, R and S

Colours – Red, Yellow, Pink, Blue, Green, Black, White and Silver

Date – 22nd, 23rd and 24th

Months – May, June and July

1. I has birthday on an odd date of a month which has 31 days. Two friends have birthdays between I and K who does not have birthday on odd date.

This implies there is one day between I and K on which no friend has birthday.



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Case 1:

	May (31 days)	June (30 days)	July (31 days)
22 nd			
23 rd	I		
24 th		K	

Case 2:

	May (31 days)	June (30 days)	July (31 days)
22 nd		K	
23 rd			I
24 th			

2. Three friends have birthdays between the friend who likes white and R who has birthday after June. At least one friend has birthday between I and the friend who likes white. The friend who likes white has birthday on an even date.

Case 1:

	May (31 days)	June (30 days)	July (31 days)
22 nd		(White)	
23 rd	I		R
24 th	No birthday	K	

Case 2:

	May (31 days)	June (30 days)	July (31 days)
22 nd		K (White)	

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23 rd			I
24 th			R

3. Two friends have birthdays between P and the friend who likes white. No one has birthday between L and P who likes blue.

This condition is not possible in case 1.

	May (31 days)	June (30 days)	July (31 days)
22 nd	P (Blue)	K (White)	
23 rd	L		I
24 th			R

4. At least four friends have birthday between R and Q who likes Yellow. The friend who likes Red has birthday before Q.

	May (31 days)	June (30 days)	July (31 days)
22 nd	P (Blue)	K (White)	
23 rd	L (Red)		I
24 th	Q (Yellow)		R

5. Only one friend has birthday between the friend who likes black and the friend who likes Pink. R does not have like Pink and Black. S does not like Silver. J has birthday before S.

Case 1:

	May (31 days)	June (30 days)	July (31 days)
22 nd	P (Blue)	K (White)	S (Green)
23 rd	L (Red)	J (Black/ Pink)	I (Black/ Pink)
24 th	Q (Yellow)	No birthday	R (Silver)

Case 2:

	May (31 days)	June (30 days)	July (31 days)
22 nd	P (Blue)	K (White)	S (Green)
23 rd	L (Red)	No birthday	I (Black/ Pink)
24 th	Q (Yellow)	J (Black/ Pink)	R (Silver)

Ques: 46. P, Q, R and S are the corners of a rectangular field such that P is to the North of Q. R is 0.2km to the East of P and the longer side of the rectangular field is 2km. U, V, W and X are the corners of an another rectangular field such that U is 1.6km to the west of W. X is 1.2km to the south of W and in the East of V.

Rectangle field UVWX intersects the line joining PQ and RS at YZ and MN respectively. It is also known that Y is 0.9km towards the East of U and N is 0.4km towards the North of S.

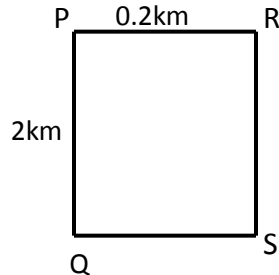
What is the distance between point U and point M?

- 1) 0.9 Km
- 2) 1.6 km
- 3) 1.4 km
- 4) 1.1 km
- 5) None of these

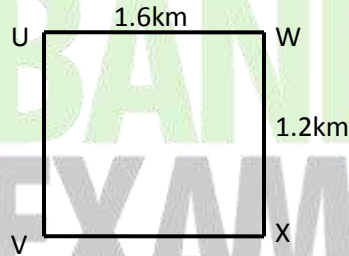
Ans: 4

Solution:

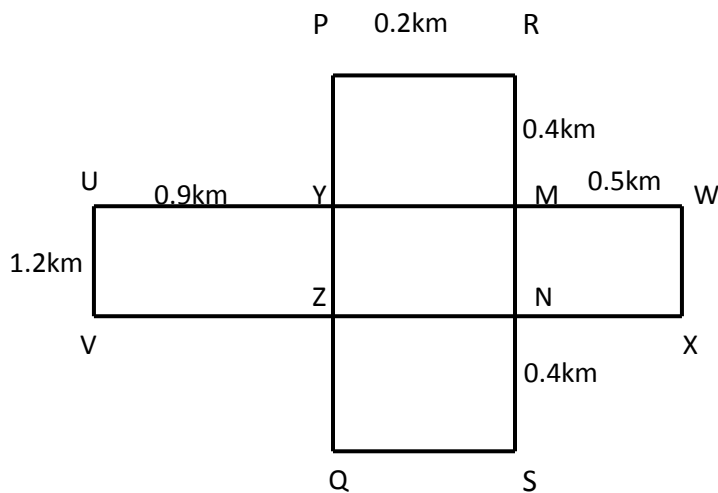
1. P, Q, R and S are the corners of a rectangular field such that P is to the North of Q. R is 0.2km to the East of P and the longer side of the rectangular field is 2km.



2. U, V, W and X are the corners of an another rectangular field such that U is 1.6km to the west of W. X is 1.2km to the south of W and in the East of V.



3. Rectangle field UVWX intersects the line joining PQ and RS at YZ and MN respectively. It is also known that Y is 0.9km towards the East of U and N is 0.4km towards the North of S.



Hence, distance between point U and point M is 1.1 km.

Ques: 47. I is 15m to the west of J. J is 20m to the north of K. K is 12m to the east of L. M is 16m to the north of L. If I has to meet M through the shortest distance and then has to meet K from M's point through the shortest distance, then what is the total distance travelled by I?

- 1) 20m
- 2) 30m
- 3) 25m
- 4) 10m
- 5) 15m

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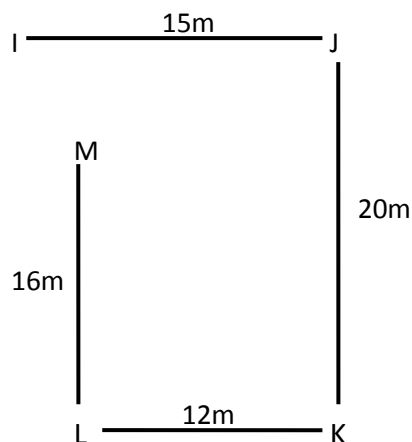
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Ans: 3

Solution:

1. I is 15m to the west of J. J is 20m to the north of K. K is 12m to the east of L. M is 16m to the north of L.



2. Distance covered by I to meet M through the shortest distance:

$$\sqrt{(4)^2 + (3)^2} = \sqrt{16 + 9} = \sqrt{25} = 5\text{m}$$

Distance covered by I to meet K through M's point:

$$\sqrt{(16)^2 + (12)^2} = \sqrt{256 + 144} = \sqrt{400} = 20\text{m}$$

Total distance covered = 20 + 5 = 25m

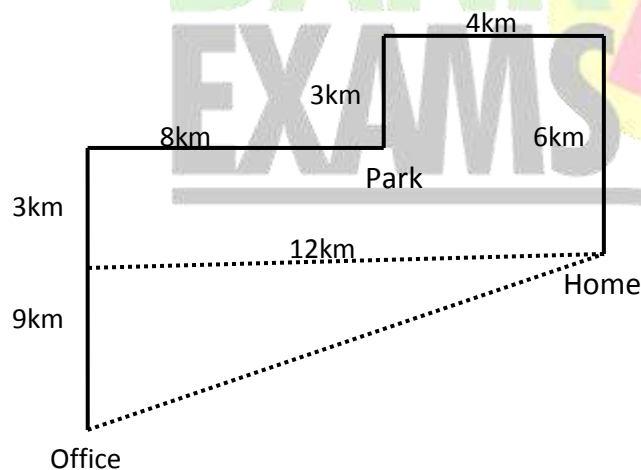
Ques: 48. A is standing at his home and now he wants to go to his office. So, he starts walking from his home in the north direction for 6 km then took a left turn and walked for 4 km before taking another left turn. Then he moved 3 km and reached Park near to his home and took a right turn from there and walked for 8 km. After walking 12 km in south direction he reached his office. What is the shortest distance between his home and office?

- 1) 15km
- 2) 13km
- 3) 25km
- 4) 20km
- 5) 10km

Ans: 1

Solution:

He starts walking from his home in the north direction for 6 km then took a left turn and walked for 4 km before taking another left turn. Then he moved 3 km and reached Park near to his home and took a right turn from there and walked for 8 km. After walking 12 km in south direction he reached his office.



Distance between A's home and office:

$$\sqrt{(9)^2 + (12)^2} = \sqrt{81 + 144} = \sqrt{225} = 15\text{km}$$

Ques: 49. A and B are two friends working in the same office. A starts walking from her house in north direction and after walking 120m, she reached the grocery shop from where she turns and walks 40m in north-east direction. Then she turns 90 degree clock wise direction and walks 30m to reach B's house which is in the east of the grocery shop. Then from B's house both of them walk 130m in south-east direction to reach their office which is east of A's house. A's house is in which direction with respect to B's house?

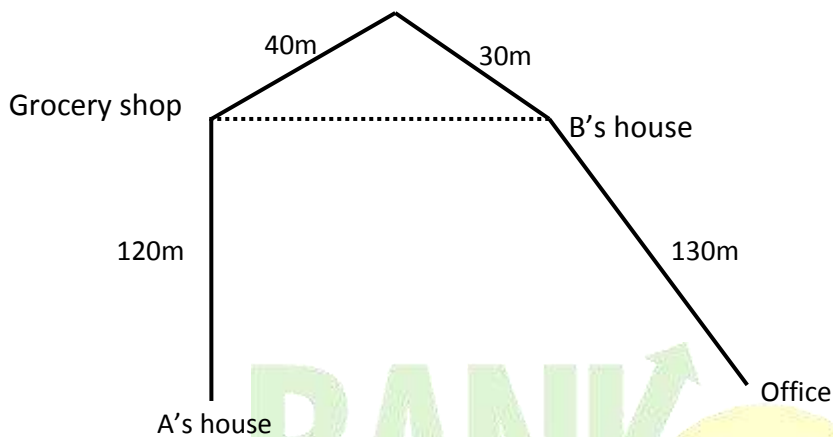
- 1) South – East
- 2) South
- 3) South – west

- 4) North – East
5) North

Ans: 3

Solution:

A starts walking from her house in north direction and after walking 120m, she reached the grocery shop from where she turns and walks 40m in north-east direction. Then she turns 90 degree clock wise direction and walks 30m to reach B's house which is in the east of the grocery shop. Then from B's house both of them walk 130m in south-east direction to reach their office which is east of A's house.



Hence, A's house is in south – west direction with respect to B's house.

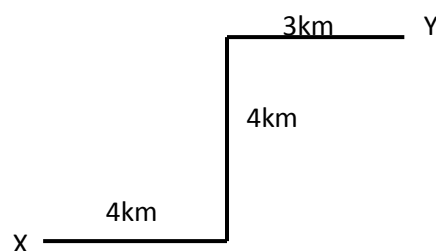
Ques: 50. Anuj starts walking from point X goes 4 km towards East then he takes his left and goes 4 km, at last he takes his right and goes 3 km, reached point Y. He is in which direction point Y with respect to point X?

- 1) North – East
2) North – West
3) South – West
4) East
5) West

Ans: 1

Solution:

Anuj starts walking from point X goes 4 km towards East then he takes his left and goes 4 km, at last he takes his right and goes 3 km, reached point Y.



Hence, point Y is in north – east direction with respect to point X.

Below in each of the questions are given two statements I and II. These statements may be either independent causes or may be effects of independent causes or a common cause. One of these statements may be the effect of the other statements. Read both the statements and decide which of the following answer choice correctly depicts the relationship between these two statements.

Ques: 51. Statements:

- I. Paytm and several other Indian Internet startups allege that Google is using its market dominance to arbitrarily enforce policies and target competitors.
- II. Google announced that it will start enforcing a 30% commission on all payments made for digital services in apps from its play store.

- (1) If statement I is the cause and statement II is its effect.
- (2) If statement II is the cause and statement I is its effect.
- (3) If both the statements I and II are independent causes.
- (4) If both the statements I and II are effects of independent causes.
- (5) If both the statements I and II are effects of some common cause.

Answer: (2)

Solution: After Google enforced a 30% commission on all payments made for digital services on its play store. Paytm and other Indian Internet Startups allege that Google is using its market dominance to enforce policies on them. Therefore statement II is the cause and statement I is its effect.

Ques: 52. Statements:

- I. A case series of newspaper reports of suicide in India during the early lockdown phase found that suicide was associated with the fear of infection, social isolation and pandemic related economic concerns.
- II. India has created a task force to develop a national suicide prevention strategy. The plan incorporates the three universal strategies including a ban or reduction in access to highly hazardous pesticides, reduction in consumption and availability of alcohol and a non-sensationalized and responsible portrayal of suicide by the media.

- (1) If statement I is the cause and statement II is its effect.
- (2) If statement II is the cause and statement I is its effect.
- (3) If both the statements I and II are independent causes.
- (4) If both the statements I and II are effects of independent causes.
- (5) If both the statements I and II are effects of some common cause.

Answer: (1)

Solution:

According to media reports, a lot of people got suicide at the beginning of the lockdown In view of this situation; Government has created a task force to develop a national suicide prevention strategy. Therefore, statement I is the cause and statement II is its effect.

Ques: 53. Statements:

- I. The Centre has notified two orders specifying that 11 central laws will immediately come into effect in the union territory of Jammu and Kashmir while nomenclature of 10 state laws will be changed in view of the change of status of the erstwhile state.
- II. The ministry of Home Affairs (MHA) has empowered the J & K administration to impose property taxes through the municipal corporations, municipal councils and municipal committees in the union territory, evoking criticism from the regional parties.

- (1) If statement I is the cause and statement II is its effect.
- (2) If statement II is the cause and statement I is its effect.
- (3) If both the statements I and II are independent causes.
- (4) If both the statements I and II are effects of independent causes.
- (5) If both the statements I and II are effects of some common cause.

Answer: (4)

Solution : Both the statements I and II are effects of independent causes.



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Ques: 54. Statements:

- I. The MHA called for issuing instructions to all concerned to ensure strict compliance with provisions in the law and also monitor progress in the Investigation Tracking system for sexual offences (ITSSO) to make sure that suitable follow up action is taken for charge sheet of the guilty in a timely manner.
- II. The centre has directed all states and Union Territories to compulsorily register cases on complaints relating to sexual offences against women.

- (1) If statement I is the cause and statement II is its effect.
- (2) If statement II is the cause and statement I is its effect.
- (3) If both the statements I and II are independent causes.
- (4) If both the statements I and II are effects of independent causes.
- (5) If both the statements I and II are effects of some common cause.

Answer: (5)

Solution: Both the statements are effects of some common cause.

Ques: 55. Statements:

- I. An ultra light airplane collided on October 10 with another small plane, killing five people as the two aircraft fell into gardens around a small town in France.
- II. About 50 firefighters and 30 gendarmes rushed to the area of the crash, as well as aviation specialists, the radio station said.

- (1) If statement I is the cause and statement II is its effect.
- (2) If statement II is the cause and statement I is its effect.
- (3) If both the statements I and II are independent causes.
- (4) If both the statements I and II are effects of independent causes.
- (5) If both the statements I and II are effects of some common cause.

Answer: (1)

Solution: Since an ultra-light airplane collided on October 10 with another small plane, killing five people as the two aircraft fell into gardens around a small town in France then after Firefighters, gendarmes and aviation specialists rushed to the area of the crash. Therefore, statement I is the cause and statement II is its effect.

Direction: Study the following information carefully to answer the given questions:

Ques: 56: In certain code A is *, E is ÷, M is !, L is + and T is @. How is METAL written in code language?

- (1) *%+@!
- (2) +*@÷!
- (3) !+*@!
- (4) !÷@*+

Ans: (4)

Solution:

Letter	A	E	M	L	T
Code	*	÷	!	+	@

M E T A L
↓ ↓ ↓ ↓ ↓
! ÷ @ * + .

Hence code for METAL is !÷@*+ .

Direction: Study the following information carefully to answer the given questions:

Ques: 57: If Black is Blue, Yellow is White, Blue is Green, Pink is Yellow. What is the colour of a lotus?

- (1) Yellow
- (2) Green
- (3) Blue
- (4) Pink

Ans: (1)

Solution:

Black Yellow Blue Pink
↓ ↓ ↓ ↓
Blue White Green Yellow

Generally, lotus colour is pink.

Hence colour of lotus in coded language is **Yellow**.

Direction: Study the following information carefully to answer the given questions:

Ques: 58: If D is +, B is -, A is ÷, C is =. Which of the following is correct?

- (1) 10A 5D 4C 9
- (2) 8C 3D 2B 1
- (3) 5B 4C 1D 1
- (4) 10C 6D 4B 0

Ans: (4)

Solution:

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Letter	B	A	C	D
Code	-	÷	=	+

$$10A \ 5D \ 4C \ 9 \rightarrow 10 \div 5 + 4 = 9 \rightarrow 6 \neq 9$$

$$8C \ 3D \ 2B \ 1 \rightarrow 8 = 3 + 2 - 1 \rightarrow 8 \neq 4$$

$$5B \ 4C \ 1D \ 1 \rightarrow 5 - 4 = 1 + 1 \rightarrow 1 \neq 2$$

$$10C \ 6D \ 4B \ 0 \rightarrow 10 = 6 + 4 - 0 \rightarrow 10 = 10$$

Therefore, **10C 6D 4B 0** satisfies the statement.

Direction: Study the following information carefully to answer the given questions:

Ques: 59: If + stands for =, = stands for +, - stands for *, ÷ stands for -, * stands for ÷. Which of the following is correct?

(1) $6 = 8 + 10 * 5$

(2) $9 - 6 \div 2 + 3$

(3) $1 + 24 * 12 - 3$

(4) $25 * 5 + 5 * 1$

Ans: (2)

Solution:

Symbol	=	+	*	-	÷
Code	+	=	-	÷	*

$$6 = 8 + 10 * 5 \rightarrow 6 + 8 = 10 - 5 \rightarrow 14 \neq 5$$

$$9 - 6 \div 2 + 3 \rightarrow 9 \div 6 * 2 = 3 \rightarrow 3 = 3$$

$$1 + 24 * 12 - 3 \rightarrow 1 = 24 - 12 \div 3 \rightarrow 1 \neq 6$$

$$25 * 5 + 5 * 1 \rightarrow 25 - 5 = 5 - 1 \rightarrow 20 \neq 4$$

Therefore, **9-6÷2+3** satisfies the statement.

Direction: Study the following information carefully to answer the given questions:

Ques: 60: If C stands for H, A stands for 7, P stands for *, S stands for = and T stands for %. What will be the code for CAPS?

(1) $\%H*7$

(2) $H7*=$

(3) $\%=7*$

(4) $*H*7$

Ans: (2)

Solution:

Symbol	C	A	P	S	T
Code	H	7	*	=	%

C A P S
 ↓ ↓ ↓ ↓
 H 7 * =

Therefore, H7*= is the code for CAPS.

Directions: In each question below is given a statement followed by three assumptions number I, II and III. An assumption is something supposed or taken for granted. You have to consider the statement along with the assumptions and decide which of the assumptions is implicit in the statement. Then decide which of the alternatives is the correct answer.

Ques: 61: Statement:

"Use Riya Cold Cream for fair complexion"- an advertisement.

Assumptions:

- I. People like to use cream for fair complexion.
- II. People are easily fooled.
- III. People respond to advertisements.

- (a) Only I is implicit.
- (b) Only II is implicit.
- (c) Only I and III are implicit.
- (d) Only I and II are implicit.
- (e) All are implicit.

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Answer: (c): The advertisement itself denotes that people like to use cream for fair complexion and they do respond to advertisements. Advertisements are for awareness of the product not for fooling people.

Ques: 62: Statement:

"Slogans against smoking in office should be put on the notice board"-an employee in an office suggests.

Assumptions:

- I. The employee felt that his suggestion will be considered.
- II. People smoke in the office.
- III. Some people will stop smoking after reading the slogans.

- (a) Only I is implicit.
- (b) Only I and II are implicit.
- (c) Only II and III are implicit.
- (d) None is implicit.
- (e) All are implicit.

Answer: (e) Suggestion for putting up the notice is made because some people must be smoking in office. Notice board is read by people in office and some may stop smoking after reading the slogans.

Ques: 63: Statement:

"I want to present him a book on techniques of yoga on his birthday"-A tells B.

Assumptions:

- I. A and B will be invited for the birthday celebrations.
- II. The person to whom the book is to be presented, is not keeping good health.
- III. Book is the best gift for birthdays.

- (a) Only I and II are implicit.
- (b) Only II and III are implicit.
- (c) Only I and III are implicit.
- (d) None is implicit.
- (e) All are implicit.

Answer: (c) According to A presents are best gifts for birthdays and when A has bought the book he expects to be invited for the birthday celebration. Nothing is mentioned about health of the birthday person.

Ques: 64. Statement:

Keeping in view the financial constraint, the management institution has decided to charge at the time of providing employment in various organisations, a placement fee of Rs. 25000 from the organisation in which the student will be provided the employment.

Assumptions:

- I. It will help in increasing the demand of the students belonging to the management institution.
- II. The amount collected in this way will be purposeful.
- III. It may be possible that the organisation providing employment may select less number of students in future.

- (a) None follows.
- (b) Only II and III follow.
- (c) Only I follows.
- (d) Only I and II follow.
- (e) None of these.

Answer: (b) The amount collected will lessen the financial constraint and there is every possibility for selecting less number of students because of the fee charged.

Ques: 65. Statement:

In order to reduce the gap between income and expenditure the company has decided to increase the price of its product from next month.

Assumptions:

- I. The rate will remain more or less same after the increase.
- II. The expenditure will more or less remain same in near future.
- III. The rival companies will also increase the price of the similar product.

- (a) All are implicit.
- (b) Only II and III are implicit.
- (c) Only I and II are implicit.
- (d) Only III is implicit.
- (e) None of these.

Answer: (e) The increased amount is not mentioned and nothing is said about the rival companies. As the rates are increased to meet the expenditure, the latter may remain same. Only assumption II is implicit.

Directions (Q. Nos. 66-70) Study the following instructions carefully and then answer the questions that follow. In making decisions about important questions, it is desirable that a candidate is able to distinguish between 'strong' and 'weak' arguments so far as they relate to the questions. Each question below is followed by two arguments numbered I and II. You have to decide which of the arguments is a 'strong argument' and which is a 'weak'. Give Answer

- (a) If only I is strong
- (b) If only II is strong
- (c) If either I or II is strong
- (d) If neither I nor II is strong
- (e) If both I and II are strong

Ques: 66. Statement: Should there be only one rate of interest for term deposit of varying duration in banks?

Arguments:

- I. No, people will refrain from keeping money for longer duration resulting into reduction of liquidity of the banks.
- II. Yes, this will be much simple for the common people and they may be encouraged to keep more money in banks.

Solution: (a) If we apply the proposed scheme, people will not deposit their money for a longer period and thus liquidity with the bank will fall drastically. So, only argument I holds.

Ques: 67. Statement: Should the oil companies be allowed to fix the price of petroleum products depending on market conditions?

Arguments:

- I. Yes, this is the only one way to make the oil companies commercially viable.
- II. No, this will put additional burden on the retail prices of essential commodities and will cause a lot of hardships to the masses.

Solution: (b) We know that, oil is an essential commodity and its prices govern the prices of other essential commodities. Also, the common people must be taken care of. Hence, argument II holds strong.

Ques 68. Statement: Should India become a permanent member of UN's Security Council?

Arguments:

- I. Yes, India has emerged as a country which loves peace and amity.
- II. No, let us first solve problems of our own people like poverty and malnutrition.

Solution: (a) Clearly, India seeks to bring different nations on friendly terms with each other. Also, internal problems of a nation should not discourage it from strengthening international relations. Hence, only argument I holds strong.

Ques: 69: Statement: Are the fabulous prices demanded by the art dealers for the original paintings of old masters justified?

Arguments:

- I. Yes, those are unattainable antique pieces of art, hence the price for the collection of art is justified.
- II. No, modern painters can paint as well, if not better than them and for much less price.

Solution: (a) Fabulous prices for old master prices are demanded because of their originality and innovative hard effects.

Ques: 70. Statement: should all professional colleges in India be encouraged to run their own courses without affiliations to any university?

Arguments:

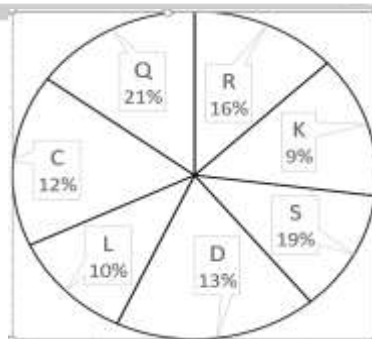
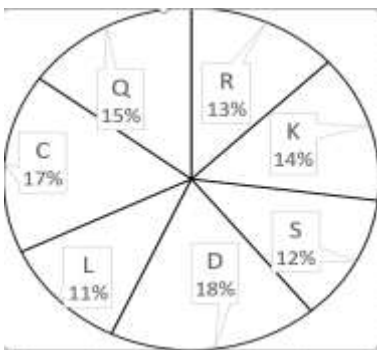
- I. Yes, it is the only way to create more opportunities for those who seek professional training.
- II. No, this will dilute the quality of professional training as all such colleges may not be equipped to conduct such courses.

Solution: (b) Argument is not strong as it contains the word only. Argument II is strong.

QUANTITATIVE APTITUDE

Directions: Q.(71 - 75) : Study the two pie-charts below and answer the following questions. The following Pie - charts shows the % distribution of science students and commerce students of seven different schools in a city.

Total Science Students = 8600 Total Commerce Students = 7800



Ques.71: What is the respective ratio between the number of science students and commerce students from schools S, L, Q together?

- (A) 913:1025
- (B) 793:895
- (C) 817:975
- (D) 903:1075
- (E) None of these

Ans. 71: 1 (C) Required ratio = $\frac{(12 + 11 + 15) \times 86}{(19 + 10 + 21) \times 78} = \frac{38 \times 86}{50 \times 78} = \frac{19 \times 43}{25 \times 39} = \frac{817}{975} = 817:975$

Ques: 72. The total number of science students from school R and D together approximately what percent more than the total number of commerce students from school C and K together?

- (A) 63%
- (B) 68%
- (C) 65%
- (D) 64%
- (E) 61%

Answer.72 (A) Required% = $\frac{(13 + 18) \times 43 - (12 + 9) \times 39}{(12 + 9) \times 39} \times 100$

$$= \frac{(31 \times 43 - 21 \times 39)}{21 \times 39} \times 100$$

$$= \frac{(1333 - 819)}{819} \times 100$$

$$= \frac{514}{819} \times 100$$

$$= 62.7594$$

$$\approx 63\%$$

Ques.73. A student is picked at random then what is the probability that he is either from commerce stream of school D or he is from science stream of school R?

- (A) 0.23
- (B) 0.173
- (C) 0.164
- (D) 0.12
- (E) None of these

Ans.73 (E) Required probability = $\frac{(13 \times 78 + 13 \times 86)}{(7800 + 8600)} = \frac{(1014 + 1118)}{16400} = \frac{2132}{16400} = 0.13$

Ques.74 What is the difference between the angle of sector corresponding to science students of school D and the angle of sector corresponding to commerce student of school C?

- (A) 16.8°
- (B) Cannot be determined
- (C) 24.8°
- (D) 21.6°
- (E) 20.4°

Ans.74 (D) Required difference = $\frac{(18 - 12)}{100} \times 360 = \frac{2160}{100} = 21.60$

Ques.75: What is the difference between the average number of commerce students from school R, D, Q and K together and the average number of science students from school from school C, K, Q, S and L together?

- (A) 36.6
- (B) 38.3

- (C) 32.4
(D) 42.5

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(E) None of these

Ans.75 (E): Required difference = science – commerce

$$\begin{aligned}
 &= \frac{(17 + 14 + 15 + 12 + 11) \times 86}{5} - \frac{(16 + 13 + 21 + 9) \times 78}{4} \\
 &= \frac{69 \times 86}{5} - \frac{59 \times 78}{4} \\
 &= \frac{5934}{5} - \frac{4602}{4} = 1186.8 - 1150.5 = 36.3
 \end{aligned}$$

Direction (76 - 80): In given table charts, data related to performance of seven cricketers in a tournament. Some values are missing. Study the following table carefully and answer the questions given below.

Batsman	Number of matches played	Average run scored in the tournament	Total number of balls faced in the tournament	Strike rate
Rohit Sharma	-----	-----	650	74
Rishabh Pant	12	-----	-----	186
Virat Kohli	16	38	-----	-----
Hardik Pandya	-----	-----	360	135

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Ajinkya Rahane	26	55	----	----
Shreyas Iyer	----	----	----	75
Dinesh karthik	----	----	720	----

$$\text{Strike rate} = \frac{\text{Total run scored}}{\text{Ball faced}} \times 100$$

Ques.76: If the respective ratio between the total number of balls faced by Hardik Pandya and Shreyas Iyer is 6:7 respectively, then find the average of the total runs scored by Virat Kohli, Shreyas Iyer and Rohit Sharma in the tournament?

- (A) 498
(B) 442
(C) 516
(D) 468
(E) None of these

Ans.76 (D) Ball faced by Shreyas Iyer = $\frac{360}{6} \times 7 = 420$

Run Scored by Shreyas Iyer = $75 \times \frac{420}{100} = 315$

Run Scored by Virat Kohli = $16 \times 38 = 608$

Run Scored by Rohit Sharma = $74 \times \frac{650}{100} = 481$

Required average = $\frac{(608 + 481 + 315)}{3} = \frac{1404}{3} = 468$

Ques.77 If the run scored by Ajinkya Rahane in last three matches of the tournament are not considered, his average run score in the tournament will decrease by 10 Runs. If the Runs Scored by Ajinkya Rahane in 24th and 25th match are less than 143 and no two scores among these three scores are equal then what are the minimum possible run scored by Ajinkya Rahane in 26th Match?

- (A) 112
(B) 116
(C) 118
(D) 115
(E) 107

Ans. 77 (A) Total run scored by Ajinkya Rahane = $26 \times 55 = 1430$

Total run scored (excluding last three match) = $23 \times 45 = 1035$

Total run of last three matches = $1430 - 1035 = 395$

For minimum score in 26th match, the score will maximum in 24th and 25th match.

Since, no two scores are equal.

So, run scored by Ajinkya Rahane in 26th Match = $395 - (142+141) = 395 - 283 = 112$

Q.78: In the tournament, total number of ball faced by Rishabh Pant is 86 less than the total number of runs scored by him then find the average run scored by Rishabh Pant in the tournament?

- (A) 16.5
- (B) 18
- (C) 15.5
- (D) 17.5
- (E) 15

Ans.78 (C) Let total run scored = r

$$\frac{r}{r-86} \times 100 = 186$$

$$100r = 186r - 86 \times 186$$

$$r = 186$$

$$\therefore \text{Required average} = \frac{186}{12} = 15.5 \text{ run}$$

Ques.79 Find the difference between total run scored by Hardik Pandya and total run scored by Dinesh karthik in all Matches, if strike rate of Dinesh karthik is 20% more than that of Shreyas Iyer?

- (A) 164 Runs
- (B) 156 Runs
- (C) 172 Runs
- (D) 148 Runs
- (E) None of these

Ans. 79 (E) Total run scored by Hardik Pandya = $135 \times \frac{360}{100} = 486$

$$\text{Total run scored by Dinesh karthik} = 720 \times \frac{75 \times \frac{120}{100}}{100} = 72 \times 9 = 648$$

$$\therefore \text{Required difference} = 648 - 486 = 162 \text{ Runs}$$

Ques .80: If the number of matches played by Hardik Pandya is 25% less than that of Rishabh Pant then the average run scored by Hardik Pandya in the tournament is approximately what percent more or less than the average run scored by Virat Kohli in the tournament?

- (A) 38% less
- (B) 42% more
- (C) 46% more
- (D) None of these
- (E) 40% more

Ans.80 (B) Number of matches played by Hardik Pandya = $12 \times \frac{100-25}{100} = 9$

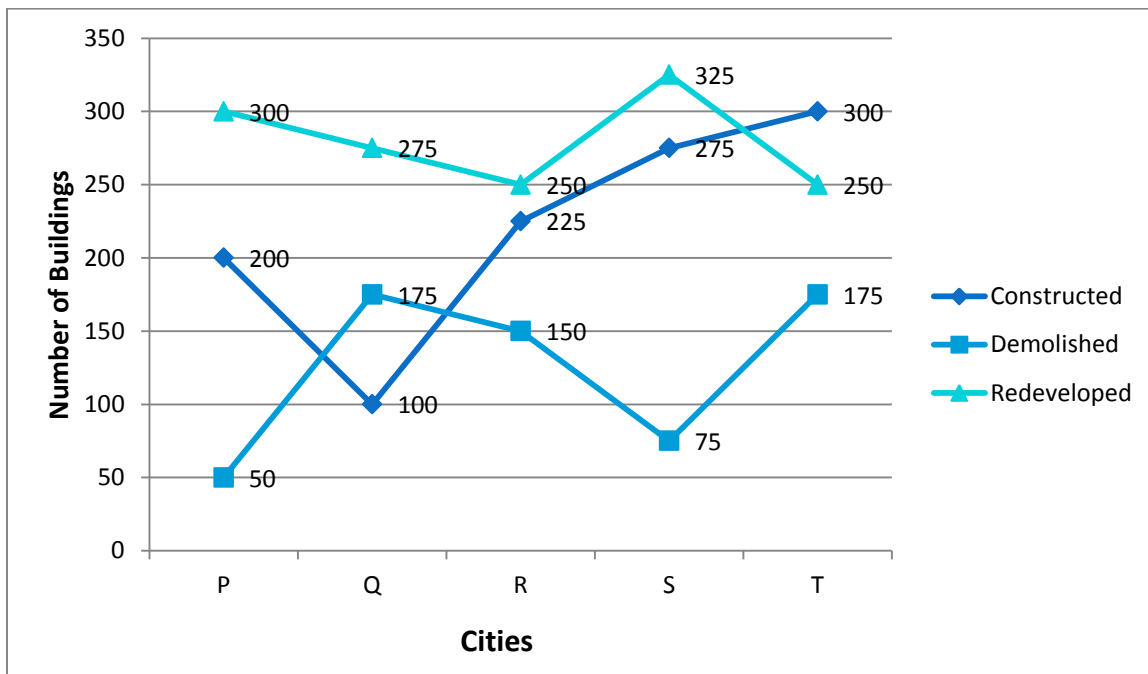
Average run scored by Hardik Pandya in the tournament

$$= \frac{\frac{360 \times 135}{100}}{9} = \frac{486}{9} = 54$$

$$\text{Required \%} = \frac{54-38}{38} \times 100 = 42.1052\% \approx 42\% \text{ more}$$

Directions(81-85): Study the following Graph carefully and answer the questions given below:

Number of building constructed, demolished and redeveloped across various cities in a year



Ques: 81. What is the difference between the total constructions (constructed, demolished and re city Q and city T?

- (a) 125
- (b) 175
- (c) 180
- (d) 200

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Solution : Total construction in City Q = $100 + 175 + 275 = 550$

Total Construction in City T = $175 + 250 + 300 = 725$

Their Difference = $725 - 550 = 175$

Ques: 82. The total number of buildings constructed across the cities is approximately what per cent of the total number of buildings redeveloped across the cities?

- (a) 73
- (b) 74
- (c) 79
- (d) 89

Solution : Total number of buildings constructed across the cities = $200 + 100 + 225 + 275 + 300 = 1100$

Total number of buildings redeveloped across the cities = $30 + 275 + 250 + 325 + 250 = 1400$

Required percentage = $\frac{1100}{1400} \times 100 = 78.57\% = 79\%$

Ques: 83. What is the respective ratio of the number of building demolished in city T to the number of buildings redeveloped in city P?

- (a) 1 : 2
- (b) 2 : 3
- (c) 3 : 5
- (d) 7 : 12

Solution : Required Ratio: $175 : 300 = 7 : 12$

Ques: 84. What is the average number of buildings demolished across the cities?

- (a) 115
- (b) 125
- (c) 132
- (d) 135

Solution : Average number of buildings demolished = $\frac{50+75+150+75+175}{5} = \frac{625}{5} = 125$

Q: 85 What is the approximate average number of constructions (constructed, demolished and redeveloped in the city R?

- (a) 198
- (b) 208
- (c) 216
- (d) 222

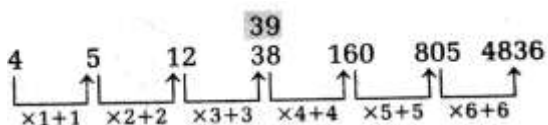
Solution : Average number of constructions in City R = $\frac{150+225+250}{3} = \frac{625}{3} = 208.33 = 208$

Ques: 86: In the Following number series only one number is wrong. Find out the wrong Number?

4 5 12 38 160 805 4836

- (a) 12
- (b) 160
- (c) 38**
- (d) 805
- (e) None of these

Solution :



Hence, the wrong number is 38.

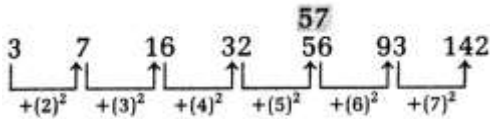
Right number = $12 \times 3 + 3 = 36 + 3 = 39$

Ques: 87. In the Following number series only one number is wrong. Find out the wrong Number?

3 7 16 32 56 93 142

- (a) 56**
- (b) 16
- (c) 32
- (d) 7
- (e) None of these

Solution:



Hence, the wrong number is 56.

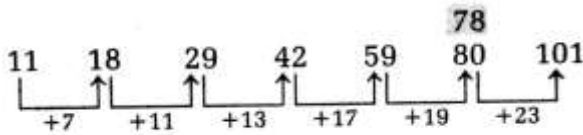
$$\begin{aligned}\text{Right number} &= 32 + (5)^2 \\ &= 32 + 25 \\ &= 57\end{aligned}$$

Ques: 88: In the Following number series only one number is wrong. Find out the wrong Number?

11 18 29 42 59 80 101

- (a) 42
- (b) 18
- (c) 29
- (d) 59
- (e) None of these

Solution :



Hence, the wrong number is 78.

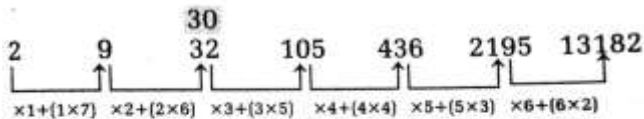
$$\text{Right number} = 59 + 19 = 78$$

Ques: 89: In the Following number series only one number is wrong. Find out the wrong Number?

2 9 32 105 436 2195 13182

- (a) 436
- (b) 2195
- (c) 9
- (d) 32
- (e) None of the above

Solution :



So, the wrong number is 32.

Right number = $9 \times 2 + 2 \times 6$

$$= 18 + 12$$

$$= 30$$

Ques: 90: In the Following number series only one number is wrong. Find out the wrong Number?

5 55 495 3465 17325 34650 51975

(a) 495

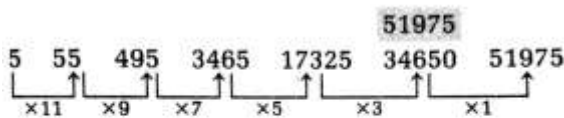
(b) **34650**

(c) 55

(d) 17325

(e) None of these

Solution :



So, the wrong number is 34650.

Right number = 17325×3

$$= 51975$$

Directions: Q.(91 - 95) In the following question two equations are given. You have to solve both and establish the relation between given variables.

Ques.91 I: $198x^2 - 240x + 72 = 0$

II: $572y^2 + 172y - 264 = 0$

(A) $y > x$

(B) $x > y$

(C) $x = y$ or no relation

(D) $y \leq x$

(E) $x \leq y$

Ans.101 (D) I: $6(33x^2 - 40x + 12) = 0$

$$33x^2 - 22x - 18x + 12 = 0$$

$$11x(3x - 2) - 6(3x - 2) = 0$$

$$(3x - 2)(11x - 6) = 0$$

$$x = \frac{2}{3}, \frac{6}{11}$$

II: $4(143y^2 + 43y - 66) = 0$

$$143y^2 + 121y - 78y - 66 = 0$$

$$11y(13y + 11) - 6(13y + 11) = 0$$

$$(13y + 11)(11y - 6) = 0$$

$$y = \frac{-11}{13}, \frac{6}{11}$$

So, $x \geq y$

Ques.92 I: $6x^2 + 111x + 513 = 0$
II: $14y^2 + 217y + 833 = 0$

- (A) $y > x$
(B) $x > y$
(C) $x = y$ or no relation
(D) $y \leq x$
(E) $x \leq y$

Ans.92 (A) I: $3(2x^2 + 37x + 171) = 0$
 $2x^2 + 19x + 18x + 171 = 0$
 $x(2x + 19) + 9(2x + 19) = 0$
 $(2x + 19)(x + 9) = 0$
 $x = -\frac{19}{2}, -9$

II: $7(2y^2 + 31y + 119) = 0$
 $2y^2 + 17y + 14y + 119 = 0$
 $y(2y + 17) + 7(2y + 17) = 0$
 $(2y + 17)(y + 7) = 0$
 $y = \frac{-17}{2}, -7$

So, $x < y$

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Ques.93 I: $96x^2 + 156x + 45 = 0$
II: $40y^2 + 102y + 56 = 0$

- (A) $y > x$
(B) $x > y$
(C) $x = y$ or no relation
(D) $y \leq x$
(E) $x \leq y$

Ans.93 (C) I: $3(32x^2 + 52x + 15) = 0$
 $32x^2 + 40x + 12x + 15 = 0$

II: $2(20y^2 + 51y + 28) = 0$
 $20y^2 + 35 + 16y + 28 = 0$

$$8x(4x + 5) + 3(4x + 5) = 0$$

$$(4x + 5)(8x + 3) = 0$$

$$x = \frac{-5}{4}, \frac{-3}{8}$$

$$5y(4y + 7) + 4(4y + 7) = 0$$

$$(4y + 7)(5y + 4) = 0$$

$$y = \frac{-7}{4}, \frac{-4}{5}$$

So, no relation.

Ques.94 I: $117x^2 - 93x - 84 = 0$

II: $819y^2 + 896y + 245 = 0$

(A) $y > x$

(B) $x > y$

(C) $x = y$ or no relation

(D) $y \leq x$

(E) $x \leq y$

Ans.94 (D) I: $3(39x^2 - 31x - 28) = 0$

$$39x^2 - 52x + 21x - 28 = 0$$

$$13x(3x - 4) + 7(3x - 4) = 0$$

$$(3x - 4)(13x + 7) = 0$$

$$x = \frac{4}{3}, \frac{-7}{13}$$

II: $7(117y^2 + 128y + 35) = 0$

$$117y^2 + 65y + 63y + 35 = 0$$

$$13y(9y + 5) + 7(9y + 5) = 0$$

$$(9y + 5)(13y + 7) = 0$$

$$y = \frac{-5}{9}, \frac{-7}{13}$$

So, $x \geq y$

Ques.95 I: $35x^2 + 2030x + 29295 = 0$

II: $25y^2 + 1250y + 15525 = 0$

(A) $y > x$

(B) $x > y$

(C) $x = y$ or no relation

(D) $y \leq x$

(E) $x \leq y$

Ans.95 (E) I: $35(x^2 + 58x + 837) = 0$ II: $25(y^2 + 50y + 621) = 0$

$$x^2 + 31x + 27x + 837 = 0$$

$$x(x + 31) + 27(x + 31) = 0$$

$$(x + 31)(x + 27) = 0$$

$$x = -31, -27$$

$$y^2 + 27y + 23y + 621 = 0$$

$$y(y + 27) + 23(y + 27) = 0$$

$$(y + 27)(y + 23) = 0$$

$$y = -27, -23$$

So, $x \leq y$

Directions: Q.(96 - 100) The question given below is followed by some statements. Read the question carefully and determine which of the given statements is/are necessary / required to answer the question.

Ques.96. What is present age of Ramesh?

Statement A: Five years ago, Ramesh's age was double that of his son's age that time.

Statement B: Present age of Ramesh and his son are in the ratio of 11:6 respectively.

Statement C: Five years hence, the respective ratio of Ramesh's age and his son's age become 12:7.

- (1) Only A and B
- (2) Only B and C
- (3) Any two of three
- (4) All are needed
- (5) None of these

Ans.96 (3) From A:

Five years ago, Ramesh's age was double that of his son's age that time.

$$\therefore (\text{Ramesh} - 5) = 2 \times (\text{Son} - 5) \dots\dots(1)$$

From B:

$$\text{Ramesh} : \text{Son} = 11 : 6 \dots\dots(2)$$

From C:

Five years hence, the respective ratio of Ramesh's age and his son's age become 12:7.

$$\frac{\text{Ramesh} + 5}{\text{Son} + 5} = \frac{12}{7} \dots\dots(3)$$

By solving any any two equations from (1), (2) and (3) we will definitely get the answer. So, we can find the answer from any two statements.

Ques.97. A man sells T.V. sets at profit of 25%. How much total amount he gains in profit?

Statement I: He sells 14 T.V. sets.

Statement II: He sells each T.V. set at Rs.20000.

Statement III: He bought a T.V. on a 15% discount.

- (1) Only I and II
- (2) Any two of them
- (3) Only II and III
- (4) I, II and III together
- (5) Data Inadequate

Ans.97 (1)

From I:

He sells 14 T.V. sets

From II:

He sells each T.V. set at Rs.20000.

From III:

He bought a T.V. on a 15% discount.

From I and II:

∴ Man sells T.V. sets at profit of 25%.

$$\therefore \text{C.P} = 20000 \times \frac{4}{5} = \text{Rs.}16000$$

$$\therefore \text{Profit on one T.V. set} = 4000$$

$$\therefore \text{Total profit} = 4000 \times 14 = \text{Rs.}56000$$

So, only statement I and II together are sufficient to answer the question.

Ques: 98. What is the rate of interest % per annum?

Statement I: An amount doubles itself at simple interest in 5 years.

Statement II: Difference between the compound interest and simple interest on an amount of Rs.16000 in two years is Rs.640.

- (1) If the statement I alone is sufficient to answer the question, but the statement II alone is not sufficient.
- (2) If the statement II alone is sufficient to answer the question, but the statement I alone is not sufficient.
- (3) If both statements I and II together are needed to answer the question.
- (4) Either the statements I alone or statement II alone is sufficient to answer the question.
- (5) If you cannot get the answer from the statements I and II together, but need even more data.

Ans: 98. (4) Let principal = Rs.P and rate of interest is R% per annum.

From I:

An amount doubles itself at simple interest in 5 years.

$$\text{So, S.I.} = 2P - P = \text{Rs.}P$$

$$\therefore R = \frac{P \times 100}{P \times 5} = 20\%$$

From II:

Difference between the compound interest and simple interest on an amount

of Rs.16000 in two years is Rs.640.

$$\therefore 640 = 16000 \times \frac{R^2}{100^2}$$

$$\frac{R^2}{100^2} = \frac{640}{16000}$$

$$R^2 = 400$$

$$R = 20\%$$

So, either the statements I alone or statement II alone is sufficient to answer the question.

Ques: 99. What is the ratio of the number of boys to the number of girls in the class?

Statement I: The average age of the boys in the class is 29 years and that of the girls is 22 years.

Statement II: Total number of students in the class is 350.

Statement III: The average age of the students of the class is 26 years.

- (1) I and II only
- (2) II and III only
- (3) Any two of I, II and III
- (4) All I, II and III
- (5) I and III only

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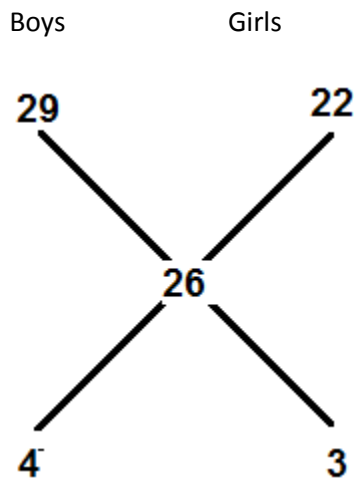
Ans. 99. (5)

From I: The average age of the boys in the class is 29 years and that of the girls is 22 years.

From II: Total number of students in the class is 350.

From III: The average age of the students of the class is 26 years.

From I and III:



∴ Required ratio = 4 : 3

So, only statement I and III together are sufficient to answer the question.

Ques: 100. What is the speed of the stream?

Statement I: The boat covers 55 km distance in 11 hours moving upstream.

Statement II: The ratio of the speed of the stream and speed of boat in still water is 3:13 respectively.

Statement III: The boat covers 56 km in distance 7 hours moving downstream.

- (1) Only I and II
- (2) Any two of them
- (3) Only II and III
- (4) I, II and III together
- (5) Data Inadequate

Ans: 100. (2) Let the speed of boat in still water is x km/h and speed of stream is y km/h.

From I: The boat covers 55 km. distance in 11 hours moving upstream.

∴ Upstream speed of boat $(x - y) = \frac{55}{11} = 5$ km/h(1)

From II: The ratio of the speed of the stream and speed of boat in still water is 3:13

respectively.

$$\therefore x : y = 3 : 13 \dots\dots(2)$$

From III: The boat covers 56 km. in distance 7 hours moving downstream.

$$\therefore \text{Downstream speed of boat } (x + y) = \frac{56}{7} = 8 \text{ km/h} \dots\dots(3)$$

By solving any any two equations from (1), (2) and (3) we will definitely get the answer. So, we can find the answer from any two statements.

Ques: 101. A dishonest dealer purchases goods at 20% discount of the cost price of Rs. x and also cheats his wholesaler by getting 20% extra through false weighing, per kg. Then he marks up his goods by 80% of x, but he gives a discount of 25% besides he cheats his customer by weighing 10% less than the required. What is his overall profit percentage?

- a) 125%
- b) 100%
- c) 98.66%
- d) 120%
- e) None of these

Ans. Option A

Let the actual cost price of an article be Rs.1 (in place of x)

Now, he purchases goods worth Rs.120 and pays Rs.80, since 20% discount is allowed.

$$\text{So, the CP} = 80/120 = 2/3$$

Again MP = 180, SP = 135 (since 25% discount)

Thus, the trader sells goods worth Rs.90 instead of 100 g and charges Rs.135. Therefore the effective SP = $135/90 = 3/2$

$$\text{So, profit \%} = (3/2 - 2/3) / (2/3) \times 100 = 125\%$$

Ques: 102. A trader mixes three varieties of groundnuts costing Rs.50, Rs.20 and Rs.30 per kg in the ratio 2 : 4 : 3 in terms of weight, and sells the mixture at Rs.33 per kg. What percentage of profit does he make?

- a) 8%
- b) 9%
- c) 10%
- d) 11%
- e) None of these

Ans. Option C

Suppose he bought 2 kg, 4 kg and 3 kg of the three varieties.

C.P. of 9 kg = Rs. $(2 \times 50 + 4 \times 20 + 3 \times 30) = \text{Rs.} 270$

S.P. of 9 kg = Rs. $(9 \times 33) = \text{Rs.} 297$

So, profit % = $[27/270 \times 100]\% = 10\%$

Ques: 103: A sum of money trebles itself in 15 years 6 months. In how many years would it double itself?

- a) 6 years 3 months
- b) 7 years 9 months
- c) 8 years 3 months
- d) 9 years 6 months
- e) None of these

Ans. 103: (B)

Let sum = x. Then, S.I. = 2x, Time = 15 $(1/2)$ years = $31/2$ years

So, rate = $[100 \times 2x / x \times (31/2)]\% = 200 / 31\%$

Now, sum = x, S.I. = x, Rate = 200 / 31%

So, time = $100 \times x / x \times (200/31) = 155 / 20$ years = 7 years 9 months

Ques 104. Rambo took a loan of Rs. 1200 with simple interest for as many years as the rate of interest. If he paid Rs. 432 as interest at the end of the loan period, what was the rate of interest?

- a) 3.6
- b) 6
- c) 18
- d) Data inadequate
- e) None of these

Ans: 104. (B)

Let rate = R% and time = R years

Then, $[1200 \times R \times R / 100] = 432$

$$12 \times r^2 = 432$$

$$R^2 = 36$$

$$R = 6$$

Ques: 105. In a business, A, B and C invested capitals in the ratio of 0.7: 0.49: 0.343. Find the total profit at the end of a year if B's share in the profit is Rs.35000, where A and B invested for the whole year and C withdrew $\frac{1}{7}$ of his capital after six months?

- 1) Rs. 106520
- 2) Rs. 107750
- 3) Rs. 102469
- 4) Rs. 104523
- 5) Rs. 104320

Ans: 105

Solution:

The ratio of invested capitals of A, B and C:
 $= 0.7 \times 12: 0.49 \times 12: 0.343 \times 6 \times (1 + \frac{6}{7})$
 $= 200: 140: 91$

B's share in the profit = 35000

$$\frac{140}{431} \times \text{Total profit} = 35000$$

$$\text{Total profit} = \frac{35000 \times 431}{140} = \text{Rs. } 107750$$

Ques: 106. Some sweets are divided among P, Q, R and S. P gets twice the number of sweets that Q gets. R gets the same number of sweets as S gets. If P gets 25 sweets more than S and the ratio of the number of sweets that Q and R get is 2: 3, then find the number of sweets that S gets?

- 1) 100
- 2) 50
- 3) 25
- 4) 75
- 5) 70

Ans: 106

Solution:

Let the number of sweets that P, Q, R and S get be p, q, r and s respectively.

$$p: q = 2: 1$$

$$p = r + 25 \quad (2)$$

$$q: r = 2: 3$$

$$\therefore p: q: r: s = 4: 2: 3: 3$$

From equation (2)

$$p - r = 25$$

$$4x - 3x = 25$$

$$x = 25$$

Hence, S gets $= 3x = 3 \times 25 = 75$ sweets.

Ques: 107. A spherical ball of radius 12cm is recast into 64 spherical balls of equal radii. What is the change in percentage in its total surface area?

- 1) 180%
- 2) 300%
- 3) 100%
- 4) 200%

5) 120%

Ans: 107

Solution:

$$64 \times \frac{4}{3} \times \pi \times r^3 = \frac{4}{3} \times \pi \times (12)^3$$

$$r^3 = \frac{12 \times 12 \times 12}{64} = 27$$

$$r = 3\text{cm}$$

$$\text{Total surface area of the largest spherical ball} = 4 \times \pi \times (12)^2 = 576 \pi \text{ cm}^2$$

$$\text{Total surface area of the 64 spherical balls} = 64 \times 4 \times \pi \times (3)^2 = 2304 \pi \text{ cm}^2$$

$$\text{Percentage increase in the total surface area} = \frac{2304 \pi - 576 \pi}{576 \pi} \times 100 = 300\%$$

Ques: 108. If Rs.9216 is required to paint a squared floor at some rate per m², then how much would it cost to paint at the same rate a rectangular floor of whose length is twice the side and whose width is one-third of the side of the squared floor?

1) Rs.5824

2) Rs.5322

3) Rs.6144

4) Rs.6500

5) Rs.6400

Ans: 108

Solution:

Let the rate of painting be p per m²

Then, area of the squared floor:

$$a^2 = \frac{9216}{p}$$

$$a^2 p = 9216$$

Length of the rectangular floor = 2a

Breadth of the rectangular floor = a/3

$$\text{Area} = \text{Length} \times \text{Breadth} = 2a \times \frac{a}{3} = \frac{2a^2}{3}$$

$$\text{Required cost of painting} = \frac{2a^2 p}{3} = \frac{2}{3} \times 9216 = \text{Rs. 6144}$$

Ques: 109. A bag contains 8 red marbles and 6 blue marbles. Four marbles are drawn out one by one and not replaced. What is the probability that they are alternatively different marbles?

1) 10/143

2) 26/110

3) 15/120

4) 20/143

5) 25/143

Ans: 109

Solution:

Case 1:

If first marble is red then blue then red then blue:

Total marbles: 14

Probability: $\frac{8}{14} \times \frac{6}{13} \times \frac{7}{12} \times \frac{5}{11} = \frac{10}{143}$

Case 2:

If first marble is blue then red then blue then red:

Total marbles: 14

Probability: $\frac{6}{14} \times \frac{8}{13} \times \frac{5}{12} \times \frac{7}{11} = \frac{10}{143}$

Final probability = $\frac{10}{143} + \frac{10}{143} = \frac{20}{143}$

Ques: 110. From a pack of cards two cards are drawn one after the other with replacement. Find the probability that the first is a black card and second is a king?

- 1) 1/26
- 2) 1/13
- 3) 11/26
- 4) 15/26
- 5) 13/23

Ans: 110

Solution:

Total number of cards = 52

Probability of a black card = $26/52 = \frac{1}{2}$

Probability of card king with replacement = $4/52 = 1/13$

Probability = $\frac{1}{2} \times \frac{1}{13} = \frac{1}{26}$

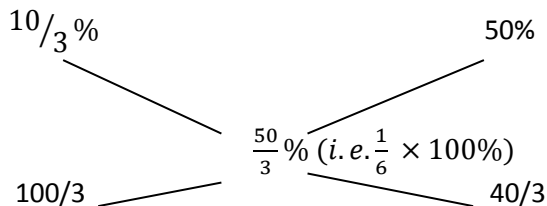
Ques: 111. 100 litres of milk solution had $3\frac{1}{3}\%$ of water. 25 litres was removed and equal quantities of pure milk and water were added to remaining mixture. If the resulting mixture contains water and milk in the ratio 1: 5, what is the quantity of milk added?

- 1) 30 litres
- 2) 15 litres
- 3) 20 litres
- 4) 45 litres
- 5) 40 litres

Ans: 2

Solution:

Let the amount of mixture added be 'x' litres.



$\frac{75}{100} = \frac{x}{40}$
 $\frac{3}{4} = \frac{x}{40}$
 $x = 30$ litres

The quantity of milk added = $30/2 = 15$ litres

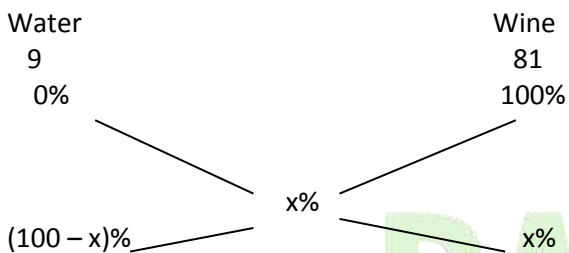
Ques: 112. A barrel contains 90 litres of pure wine. 9 litres of wine is replaced with water, and this process is repeated one more time. Find the concentration of wine in the resultant solution?

- 1) 81%
- 2) 72.9%
- 3) 90%
- 4) 83%
- 5) 85%

Ans: 1

Solution:

For first time:



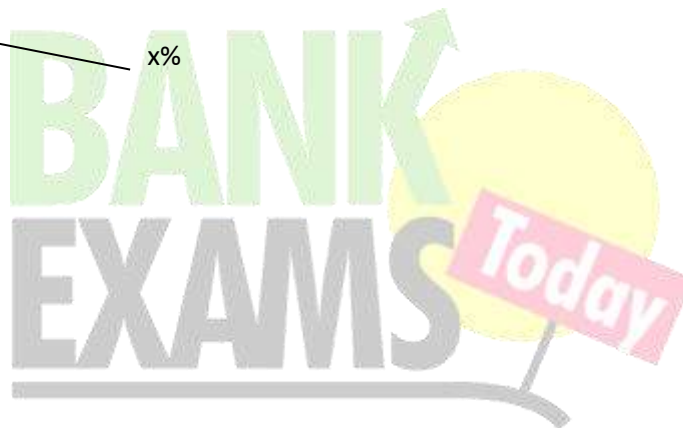
$$\frac{9}{100-x} = \frac{81}{x}$$

$$9x = 8100 - 81x$$

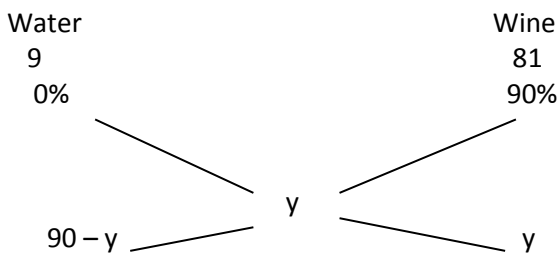
$$81x + 9x = 8100$$

$$90x = 8100$$

$$x = 90$$



For second time:



$$\frac{9}{90-y} = \frac{81}{y}$$

$$9y = 7290 - 81y$$

$$81y + 9y = 7290$$

$$90y = 7290$$

$$y = 81\%$$

Ques: 113. The time taken by a boat to travel 'y' km upstream is thrice the time taken by the same boat to travel 'y' km downstream. If speed of boat in still water is 15km/h, what is the speed of current (in km/h)?

- 1) 3 km/h
- 2) 4 km/h
- 3) 5 km/h
- 4) 6 km/h
- 5) 8 km/h

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Ans: 3

Solution:-

Let the speed of current = x km/h

Downstream speed of boat = (15 + x) km/h

Upstream speed of boat = (15 - x) km/h

According to question: $\frac{y}{15-x} = 2 \left(\frac{y}{15+x} \right)$

$$15 + x = 30 - 2x$$

$$3x = 15$$

$$x = 5 \text{ km/h}$$

Ques: 114. If the speed of the stream is 20% of the speed of the boat in still water, then find the ratio of the speed of the boat upstream to that of boat downstream?

- 1) 3: 1
- 2) 2: 3
- 3) 2: 5
- 4) 3: 2
- 5) 2: 1

Ans: 2

Solution:

Speed of stream = 20% of speed of boat

$$\frac{\text{Speed of stream}}{\text{Speed of boat}} = \frac{20}{100} = \frac{1}{5}$$

$$\frac{\text{Speed of boat}}{\text{Speed of stream}} = \frac{5}{1}$$

Using componendo and dividend

$$\frac{\text{Speed of boat} - \text{Speed of stream}}{\text{Speed of stream} + \text{Speed of boat}} = \frac{5-1}{1+5}$$

$$\frac{\text{Speed of boat upstream}}{\text{Speed of boat downstream}} = \frac{4}{6} = \frac{2}{3}$$

Ques: 115. A and B can do a work in 3 days. B and C can do the same work in 4 days and C and A can do it in 12 days. Find the time taken by them if they all work together.

- a) $4\frac{1}{2}$ days
- b) 3 days
- c) $3\frac{1}{3}$ days
- d) 4 days
- e) 5 days

Answer: (b)

Solution: Work done by A and B in one day = $\frac{1}{3}$ (1)

Work done by B and C in one day = $\frac{1}{4}$ (2)

Work done by C and A in one day = $\frac{1}{12}$ (3)

Adding (1), (2) and (3) we get ,

$$(A+B)+(B+C)+(C+A) = \frac{1}{3} + \frac{1}{4} + \frac{1}{12}$$

$$2(A+B+C) = \frac{1}{3} + \frac{1}{4} + \frac{1}{12}$$

$$A+B+C = \frac{1}{2} \times \frac{8}{12} = \frac{1}{3}$$

So, together they all finish the work in 3 days.

Ques: 116. y is 45 % more efficient than x. If y alone can do a work in 20 days, then how long will x alone take to do the same work?

- a) 29 days
- b) 30 days
- c) 18 days
- d) 17 days
- e) None of these

Answer: (a)

Solution: If y is 45% more efficient than x,

If y takes 100 days to do a work, then x takes 145 days to do the same work.

Now if y takes 20 days, then x will take $\frac{145}{100} \times 20 = 29$ days

Ques: 117. Two trains of equal length are running on parallel lines in the same direction at 46 km/hr and 36 km/hr. The faster train passes the slower train in 36 seconds. The length of each train is

- a) 40 m
- b) 50 m
- c) 60 m
- d) 70 m
- e) None of the above

Answer: (b)

Solution:

Here train lengths are equal

⇒ Take it as "x", so faster train need to cross total length of two trains = $x + x = 2x$ faster train crosses slower train in 36sec

⇒ Trains are traveling in same direction, so relative speed is = $46 - 36 = 10\text{kmph}$

⇒ $10 \times 10 \text{ ----- } 36$

⇒ $2x \text{ ----- } 36$

⇒ $2x = 100$

⇒ $x = 50\text{m}$

Ques.118. A train covers a distance of 10 km in 12 minutes. If its speed is decreased by 5 km/hr, the time taken by it to cover the same distance will be:

- a) 10 minutes
- b) 13 minutes 20 seconds
- c) 13 minutes
- d) 11 minutes 20 seconds
- e) None of these

Explanation:

Distance covered by the train= 10 km

Time= 12 minutes $\frac{12}{60} = \frac{1}{5}$ hrs

Time= $\frac{\text{Distance}}{\text{Speed}}$

$$\frac{1}{5} = \frac{10}{x}$$

X= 50 kmph

Speed is decreased by 5 kmph

New speed of the train= 45 kmph

$$\text{Time} = \frac{10}{45} = 0.22 \times 60 = 13.33$$

= 13 minutes 32 seconds

Ques.119 Due to a hole at the bottom of a bucket, it takes 5 minutes to fill the bucket, but due to the hole it takes 1 more minute. Find the time taken by the hole to empty the full bucket?

- a) 20 minutes
- b) 30 minutes
- c) 15 minutes
- d) 10 minutes
- e) 35 minutes

Explanation:

Let the hole takes x minutes to empty the full bucket.

$$\frac{1}{x} = \frac{1}{5} - \frac{1}{6}$$

$$\frac{1}{x} = \frac{6-5}{30} = \frac{1}{30}$$

So, it takes 30 minutes to empty the full bucket.

Ques.120. Two inlet pipes A and B, can individually fill a tank in 1 hour and 40 minutes respectively. Both the pipes are opened simultaneously, but Pipe B got burst 4 minutes before the schedule to fill the tank completely. The tank is filled by Pipe A alone. Find the total time taken by Pipe A to fill the tank.

- a) 45 minutes
- b) 30 minutes
- c) 24 minutes
- d) 28 minutes
- e) None of the above

Explanation:

$$\text{Work done by A and B together in one minute} = \frac{1}{60} + \frac{1}{40}$$

$$= \frac{2+3}{120} = \frac{5}{120}$$

$$= \frac{1}{24}$$

So, tank was scheduled to be filled in 24 minutes= Pipe B burst after 20 minutes.

So, part of tank filled in 20 minutes by A and B = $20 \times \frac{5}{120} = \frac{5}{6}$

Part of tank that remains empty = $\frac{1}{6}$

Time taken by Pipe A to fill the tank = 60 minutes

Time taken by A to fill $\frac{1}{6}$ th part of the tank = $60 \times \frac{1}{6} = 10$ minutes

Total time taken to fill the tank = 20 + 10 = 30 minutes.

Ques: 121. Rajesh went for shopping 10 days ago. He goes to shop only on Wednesday. What day of the week is today?

- a) Thursday
- b) Friday
- c) Saturday
- d) Sunday

Solution:

According to the question-

10 days ago, the day was Wednesday.

Number of odd days = 3 days.

So, today is Wednesday + 3 = Saturday.

Hence, option (c) is correct.



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Ques: 122. Ravi takes leave on third working day of every month. Office has only five working days in a week and off on weekends. If 1st April was on Tuesday, when will he take leave on month of July?

- a) 3rd July
- b) 4th July
- c) 5th July
- d) 6th July

Solution:

Months	Number of odd days
April	2
May	3
June	2
Total odd days	7

Here total odd days are 7 i.e. 0 (zero)

So, 1st July will be on Tuesday and third working day will be on Thursday, July 3rd.

Hence, option (a) is correct.

Ques: 123. A clock gains 5 minutes in 24 hours. It was set right at 10:00 am on Monday. What will be the true time when the clock indicates 10:30 am on the next Sunday?

- (A) 10:00 am
- (B) 11:00 am
- (C) 10:25 am
- (D) 10:11 am

Solution: (A) Time between 10 am on Monday to 10:30 am on Sunday = 144.5 Hours

In 24 hours, total gain = 5 minutes.

∴ In 1 hour total gain = $\frac{5}{24}$ minute

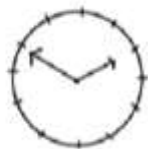
∴ In 144.5 hours, total gain = $(\frac{5}{24} \times 144.5) = 30$ minutes (Approx.)

Hence, the true time on Sunday is 10:00 am.

Ques.124. The time in a clock was 10'O clock 10 minutes. If the mirror image of the clock was seen, then what was the time?

- (A) 3' O Clock 40 Min
- (B) 3' O Clock 50 Min
- (C) 2' O Clock 10 Min
- (D) 2' O Clock 50 Min

Solution: (D) Mirror Image



2' O Clock 50 Min

Ques: 125. Average weight of 40 employees in an office is 60Kg. If the weight of boss is also included then the average is increased by 1 kg. Find the weight of boss.

- (A) 101
- (B) 100
- (C) 110
- (D) 102

Solution:

If the weight of boss is 60 then average. would have been 41. But average. increases by 1, so weight of boss is more than 60

Now due to boss average. of total of 41 people increases by +1

$$\begin{aligned}\text{So weight of boss} &= 60 + (41 \times 1) \\ &= 101\end{aligned}$$

Ques: 126. The ratio of Amit and Sushil are in ratio 4:5 after 12 year the ratio of their ages will be 7:8. What is difference in years between their ages?

- a) 1
- b) 2
- c) 3
- d) 4
- e) none of the above

Solution:

Asha : Sushil

4 : 5 (initial ratio)



7 : 8 (final ratio)

Years \times (difference of final ratio)

Difference of cross multiplication of ratios

$$= \frac{12 \text{ years} \times (8-7)}{(7 \times 5) - (8 \times 4)}$$

$$= \frac{12 \times 1}{35-32}$$

$$\text{Difference} = \frac{12}{3} = 4$$

Qus.127. The sum of the ages of a father and his son is 45 years. Five years ago, the product of their ages is 34. Find the present age of father.

- (A) 35 years
- (B) 34 years
- (C) 27 years
- (D) 39 years

Solution:

We don't need any equations here. What we need is smart approach.

Factorize 34.

$$34 = 17 \times 2 \quad \text{and} \quad 34 \times 1$$

If we take their age (5 years ago) as 17 and 2 then present age would be 22 and 7

But $22 + 7 \neq 45$ so, 17 and 2 not possible.

Now we take 34 and 1 so present age would be 39 and 6

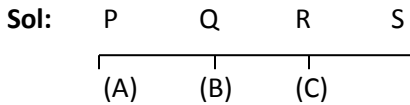
$$\text{So } 39 + 6 = 45$$

So present age of father = 39 and present age of son = 6

Ques: 128. P, Q, R and S are three collinear places where A, B and C lines respectively. A used to travel to R at a speed of 120 km/hr and takes 4 hours. On a particular day, B and A both starts moving towards S at the same time and A

crossed B in 6 hours. Find the speed at which B was travelling.

- (a) 40 km/hr
- (b) 56 km/hr
- (c) 68 km/hr
- (d) 60 km/hr
- (e) None of these



Distance between P and R = $120 \times 4 = 480$ km

Let B's speed = x

Then relative speed of A and B = $120 - x$

According to the question, $480 / 120 - x = 6$

$$480 = 720 - 6x$$

$$6x = 240$$

$$x = 40 \text{ km/hr}$$

Ques: 129. A person went to visit his friend at an average speed of 50 km/hr. While coming back, he reduced his speed by 15%. Find his average speed

- (a) 43 km/hr
- (b) $43 \frac{1}{3}$ km/hr
- (c) 44.44 km/hr
- (d) 45.95 km/hr
- (e) None of these

Sol: Speed of a person while coming back = $50 - 15/100 \times 50 \Rightarrow 42.5$ km/hr

Average speed = $2 \times 50 \times 42.5 / 50 + 42.5 \Rightarrow 45.95$ km/hr

Ques: 130. 34kg of type A rice which costs Rs.585 per kg was mixed with a certain quantity of type B rice which costs Rs. 735 per kg. Their mixture was sold at the rate of Rs.754 per kg and 16% of profit was earned. What was the quantity of type B rice in the mixture?

- 1) 24kg
- 2) 38kg
- 3) 28kg
- 4) 26kg
- 5) 25kg

Ans: 4

Solution:

$$\text{Cost price of the mixture} = \frac{754}{1.16} = \text{Rs. } 650$$

By the rule of mixture and Alligation,

Type A
34
585

Type B
x
735

85 650 65

$$\frac{34}{85} = \frac{x}{65}$$
$$x = 26 \text{ kg}$$

MARKETING MANAGEMENT

Ques: 131. _____ proposes that to complete its organizational objectives, an organization should anticipate the needs and wants of potential consumers and satisfy them more effectively than its competitors.

- a. The Marketing Concept
- b. The Selling Concept
- c. The Product Concept
- d. The Distribution Concept
- e. None of these

Answer: (a)

Explanation: The 'marketing concept' proposes that to complete its organizational objectives, an organization should anticipate the needs and wants of potential consumers and satisfy them more effectively than its competitors. The Marketing Concept is preoccupied with the idea of satisfying the needs of the customer by means of the product as a solution to the customer's problem (needs). The Marketing Concept represents the major change in today's company orientation that provides the foundation to achieve competitive advantage.

Ques: 132. Which entity has decided to set up an Innovation Hub for Financial Sector in India?

- a. IRDAI
- b. RBI
- c. NABARD
- d. PFRDA
- e. None of these

Answer: (b)

Explanation: Reserve Bank of India has announced that it will be setting up an 'Innovation Hub' in India. The aim behind developing an innovation hub is to increase and deepen financial inclusion and promote banking services effectively and efficiently to the citizens.

Ques: 133. Which online food delivery platform acquired Uber Eats in 2020, for around \$350 million?

- a. Swiggy
- b. Zomato
- c. Flipkart Groceries
- d. Amazon Pantry
- e. None of the Above

Answer: (b) Zomato

Explanation: Zomato has acquired the Indian operations of Uber Eats, the food delivery biz run by Uber, for around \$350 million.

Ques: 134. If a firm is practicing _____, the firm is training and effectively motivating its customer-contact employees and all of the supporting service people to work as a team to provide customer satisfaction.

- a. Double-up marketing
- b. Internal marketing
- c. Interactive marketing
- d. Service marketing
- e. None of these

Answer: (b)

Explanation: If a firm is practicing Internal marketing, the firm is training and effectively motivating its customer-contact employees and all of the supporting service people to work as a team to provide customer satisfaction. Internal marketing is the promotion of a company's objectives, products and services to employees within the organization. The purpose is to increase employee engagement with the company's goals and fostering brand advocacy.

Ques: 135. Standardized and customized flow of activities, simple and complex number of steps and customer involvement by which a service is delivered is called.....

- a) Place Mix
- b) Physical Evidence Mix
- c) Process Mix
- d) People Mix
- e) Price Mix

Answer: (c)

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Explanation: Standardized and customized flow of activities, simple and complex number of steps and customer involvement by which a service is delivered is called Process mix. Process refers to the flow of activities or mechanism that take place when there is an interaction between the customers and the businesses.

Ques: 136. Who is the CEO of Punjab National Bank?

- a. S. S. Mallikarjuna Rao
- b. Ravi Pratap Singh
- c. Vinod K. Dasari
- d. Vijaya Sekhar Sharma
- e. None of these

Answer: (a)

Explanation: Shri CH. S. S. Mallikarjuna Rao is a banker with over 35 years of rich experience and is presently the MD & CEO of Punjab National Bank.

Ques: 137. The quadrant in BCG Matrix showing products in high growth markets with high market share is

- a. Stars
- b. Questions Marks
- c. Cash Cows
- d. Dogs
- e. None of these

Answer: (a)

Explanation:



Ques: 138. As per the Banking Regulation Amendment Bill 2020, Cooperative banks will be able to raise money from which of the following?

- a. Public issues and private placement
- b. Unsecured debentures
- c. Preference shares
- d. All of the above
- e. None of these

Answer: (d)

Explanation: The Finance Minister Nirmala Sitharaman has introduced Banking Regulation Amendment Bill 2020 in Lok Sabha. The new Banking Regulation Amendment Bill 2020 aims to give power to restructure cooperative banks by RBI in order to protect the interest of depositors. Now, the powers of RBI will be extended to cooperative banks after the ratification of bill. After the amendment of the bill, Cooperative banks will be able to raise money by public issues or by private placements of equity or by preference shares as well as by unsecured debentures; by having prior recommendations and approvals from RBI.

Ques: 139. Market Segmentation is useful for

- a. Preferential marketing
- b. Targeting existing client
- c. Identifying prospects
- d. Knowing customers' tastes
- e. All of the above

Answer: (e)

Explanation: Market segmentation involves dividing a large homogenous market of potential customers into clearly identifiable segments. Customers are divided based on meeting certain criteria or having similar characteristics that lead to them having the same product needs. Segments are made up of customers who will respond similarly to marketing strategies. They share common interests, needs, wants and demands. Market Segmentation is useful for the following purposes:

- Greater company focus
- Better serve a customer's needs and wants
- Market competitiveness
- Market expansion
- Targeted communication
- Preferential marketing
- Identifying prospects

Hence, option (e) is correct.

Ques: 140. Who is appointed as brand ambassador of Paytm First Games?

- a. Sachin Tendulkar
- b. Harmanpreet Kaur
- c. Virat Kohli
- d. Smriti Mandhana
- e. None of these

Answer: (a)

Explanation: Paytm First Games, a subsidiary of the digital financial service platform Paytm, has signed cricketing legend Sachin Tendulkar as the brand ambassador for the platform, ahead of the 2020 edition of the Indian Premier League (IPL).

Ques: 141. Using successful brand names to launch a new or modified product in new category is called

- a. Multi branding
- b. Line extension
- c. Co-branding
- d. Brand extension
- e. None of these

Answer: (d) Brand extension

Explanation: Brand extension or brand stretching is a marketing strategy in which a firm marketing a product with a well-developed image uses the same brand name in a different product category. The new product is called a spin-off. This is the use of an established brand name in new product categories.

Ques: 142. Survey research, though used to obtain many kinds of information in a variety of situations, is best suited for gathering _____ information.

- a. Attitudinal
- b. Personal
- c. Preference
- d. Exploratory
- e. Descriptive

Answer: (e)

Explanation: The survey method can be used for descriptive, exploratory, or explanatory research. Survey research, though used to obtain many kinds of information in a variety of situations, is best suited for gathering descriptive information.

Ques: 143. The pricing strategy in which prices are set lower to actual price to trigger short term sales is classified as:

- a. promotional pricing
- b. short term pricing
- c. quick pricing
- d. cyclical pricing
- e. None of these



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Answer: (a)

Explanation: The Promotional Pricing is a sales promotion technique, wherein the firm reduces the price of a product drastically, but for a short period. It is the act of offering a lower price temporarily in order to enhance the effectiveness of product sales efforts to cost sensitive consumers.

Ques: 144. Which of the following is NOT one of the four philosophies of marketing?

- a. Production orientation
- b. Societal marketing orientation
- c. Sales orientation
- d. Promotion orientation
- e. None of these

Answer: (d)

Explanation: Promotion orientation is NOT one of the four philosophies of marketing. Four competing philosophies strongly influence an organization's marketing activities. These philosophies are commonly referred to as production, sales, marketing, and societal orientations.

Ques: 145. Four competing philosophies strongly influence the role of marketing and marketing activities within an organization. Which of the following is not a component of market orientation?

- a. Customer orientation
- b. Profitability orientation
- c. Marketing orientation
- d. Competitor orientation
- e. None of these

Answer: (b)

Explanation: Profitability orientation is not a component of market orientation. A profit-oriented pricing strategy involves setting prices for your products that will guarantee you'll make money on each sale. You determine your cost for manufacturing each product, then add a percentage for profit.

Ques: 146. The set of actions, or tactics, that a company uses to promote its brand or product in the market is known as:

- a. Marketing Management
- b. Marketing Concept
- c. Marketing Mix
- d. Selling
- e. None of these

Answer: (c)

Explanation: The marketing mix refers to the set of actions, or tactics, that a company uses to promote its brand or product in the market. A marketing mix includes multiple areas of focus as part of a comprehensive marketing plan. The term often refers to a common classification that began as the four Ps: product, price, placement, and promotion.

Ques: 147. Marketing managers require the information from marketing research for various reasons. Which of the following is/are the reason(s) for the requirement of that information?

- a. More and more companies are facing international competition.
- b. Consumers have become very demanding and are asking for newer products and services all the time.
- c. Managers are becoming distant from consumers due to layers in organizational hierarchy.
- d. All of the above
- e. None of these

Answer: (d)

Explanation: Reasons for the managers requiring information from marketing research:

- i. It is crucial for a better understanding of customers because consumers have become very demanding and are asking for newer products and services all the time and managers are becoming distant from consumers due to layers in organizational hierarchy.
- ii. Knowledge about your competitors, and how they approach the market as more and more companies are facing international competition
- iii. Testing the product before launch
- iv. Business growth

Ques: 148. _____ is the systematic design, collection, analysis and reporting of data and findings relevant to a specific market situation facing the company.

- a. Marketing Research
- b. Marketing Planning
- c. Data Collection
- d. Marketing Management
- e. None of the above

Answer: (a)

Explanation: Marketing research is the systematic design, collection, analysis and reporting of data and findings relevant to a specific market situation facing the company. The goal is to identify and assess how changing elements of the marketing mix impacts customer behavior.

Ques: 149. _____ consists of the actors and force outside marketing that affect marketing management's ability to build and maintain successful relationships with target customers.

- a. Marketing Management
- b. Production
- c. Decision-making
- d. Marketing Environment
- e. None of these

Answer: (d)

Explanation: A company's marketing environment consists of the actors and force outside marketing that affect marketing management's ability to build and maintain successful relationships with target customers.

Ques: 150. Who is appointed as MD and CEO of PNB Housing Finance Limited?

- a. Hardayal Prasad
- b. Neeraj Vyas
- c. Arvind Saxena
- d. P S Ranipse
- e. None of these

Answer: (a)

Explanation: Hardayal Prasad is appointed as MD and CEO of PNB Housing Finance Limited. He has replaced Neeraj Vyas.

Ques: 151. A set of interdependent organizations that help to make a product or service available for use or consumption by the consumer or business user is called:

- a. Marketing management
- b. Marketing mix
- c. Marketing channel
- d. Marketing decisions
- e. None of these

Answer: (c)

Explanation: A set of interdependent organizations that help to make a product or service available for use or consumption by the consumer or business user is called marketing channel. A marketing channel consists of the people, organizations, and activities necessary to transfer the ownership of goods from the point of production to the point of consumption. It is the way products get to the end-user, the consumer; and is also known as a distribution channel. A marketing channel is a useful tool for management, and is crucial to creating an effective and well-planned marketing strategy. The primary purpose of any channel of distribution is to bridge the gap between the producer of a product and its user.

Ques: 152. Managing detailed information about individual customers and carefully managing customer touch points to maximize customer loyalty is classified as:

- a. Management Information System
- b. Customer Relationship Management
- c. Marketing Management
- d. Marketing Analytics
- e. None of these

Answer: (b)

Explanation: Customer relationship management (CRM) is the combination of practices, strategies and technologies that companies use to manage and analyze customer interactions and data throughout the customer lifecycle. Customer relationship management is managing detailed information about individual customers and carefully managing customer touch points to maximize customer loyalty. CRM is a strategy for managing all the company's relationships and interactions with its customers and potential customers. It helps the company to improve its profitability. The goal of CRM is to improve customer service relationships and assist in customer retention and drive sales growth.

Ques: 153. A further 3Ps are incorporated into the marketing mix:

- a. Physical evidence, process and price
- b. Process people and promotion
- c. Physical evidence, people and production
- d. Physical evidence, process and people
- e. None of these

Answer: (d)

Explanation: Physical evidence, process and people are a further 3Ps that are incorporated into the marketing mix.

- Physical evidence is the physical environment of the business, it has formed another marketing tool because consumers are likely to be influenced by what they see and most organizations today are accessed by their physical structures
- The process here refers to the ways in which marketers employ to providing relevant and supportive services to their customer in order to give them more satisfaction for their patronage.
- People refer to the marketing personals that carry out these marketing activities. These people who provide the services to the target market now forms other marketing tools since their level of creativity, skills, and product and market awareness goes a long way to influence purchase.

Ques: 154. The process of identifying the competitors and evaluating their strategies to determine their strengths and weaknesses relative to the company's own business, product, and service is known as:

- a. Competitive Analysis
- b. Marketing Management
- c. Marketing Strategy
- d. Selling
- e. None of these

Answer: (a)

Explanation: A competitive analysis is the process of identifying your competitors and evaluating their strategies to determine their strengths and weaknesses relative to your own business, product, and service. The goal of the competitive analysis is to gather the intelligence necessary to find a line of attack and develop your go-to-market strategy.

Ques: 155. Which of the following is not a forecasting technique?

- a. Judgemental

- b. Time series
- c. Time horizon
- d. Associative
- e. None of these

Answer: (c)

Explanation: The techniques of forecasting includes the following:

- Historical Analogy Method
- Survey Method
- Opinion Poll
- Business Barometers
- Time Series Analysis:
- Regression Analysis
- Input-Output Analysis
- Judgemental Method
- Casual Method
- Associative Method

Ques: 156. In marketing intermediaries, the way of distribution in which the product is stocked in many possible outlets is classified as

- a. inclusive distribution
- b. exclusive dealing
- c. selective distribution
- d. intensive distribution
- e. none of these

Answer: (d)

Explanation: Intensive distribution is a strategy in which the company stocks its products in as many outlets as possible. Intensive distribution is a form of marketing strategy under which a company tries to sell its product from a small vendor to a big store. Intensive distribution aims to provide saturation coverage of the market by using all available outlets. Intensive distribution involves maximising the number of outlets where a product is available. This wide exposure means more opportunities to buy.

Ques: 157. Who suggested product, pricing, place, promotion all these in a company represents “Market Mix”?

- a. Philip Kotler
- b. Stephen Morse
- c. Neil Borden
- d. Neilsen
- e. Lorie and Robert

Answer: (c) Neil Borden

Explanation: The concept of 'Marketing Mix' was introduced by Neil H. Borden in his 1964 article "The Concept of Marketing Mix," and subsequently popularized in his teachings. The marketing mix, also referred to as the four Ps, represents a list of categorized, dynamic parameters of a product that define its value. Marketing decisions are based on these four categories: product, price, place, promotion. The marketing manager controls these four parameters under the constraint of the marketing environment. Managers to maximize the perceived value of the product, which, in turn, elicits a positive response and optimizes or satisfies profit use marketing mix as a guide.

Ques: 158. What is the full form of MDH?

- a. Mahashian Di Hatti
- b. Madrasiyan Di Hatti
- c. Maharaja Di Hatti
- d. Either a or c
- e. None of these

Answer: (a)



Explanation: MDH stands for Mahashian Di Hatti. It is a reputed global spice producer and seller based in India. It offers a wide range of ground and blended spices to cater the varied needs of consumers across the world.

Ques: 159. Who is brand ambassador of Hyundai?

- a. Aamir Khan
- b. Amitabh Bachchan
- c. Hrithik Roshan
- d. Shahrukh Khan

- e. Aishwarya Rai Bachchan

Answer: (d)

Explanation: Shah Rukh Khan has been a brand ambassador for Hyundai for over two decades. Hyundai Motor India Ltd (HMIL) has extended its association of 19 years with Shah Rukh Khan as its corporate brand ambassador, according to a company statement.

Shah Rukh Khan has been associated with Hyundai since 19 years that the company maintains is the longest in the industry, making it one of the longest brand-ambassador partnerships ever.

Ques: 160. Marketing approach that focus on understanding only a particular group of customers with their specific requirements is known as

- a. Outbound Marketing
- b. Inbound Marketing
- c. Marketing Staff
- d. Marketing Research
- e. None of these

Answer: (b)

Explanation: Inbound marketing is a marketing methodology that is designed to draw visitors and potential customers in, rather than outwardly pushing a brand, product or service onto prospects in the hope of lead generation or customers. Inbound marketing is the process of attracting, converting, closing and delighting customers. It is the best way to turn strangers into customers and promoters of your business.

Ques: 161. With whom Federal Bank has partnered to launch 'Federal Bank Credit Card'?

- a. ePaisa
- b. Visa
- c. Mastercard
- d. Fiserv Inc
- e. None of these

Answer: (d)

Explanation: Federal Bank has partnered with Fiserv Inc. to launch its 'Federal Bank Credit Card', which is their first independent credit card. For this credit card, Federal Bank will make use of FirstVision technology of Fiserv Inc.

Ques: 162.is a tool for simultaneously depicting the service process, the points of customer contact, and the evidence of service from the customer's point of view.

- a. Front end planning
- b. Service Blueprinting
- c. Service Standardization
- d. Responsiveness

- e. None of these

Answer: (b)

Explanation: Service blueprinting is a tool for simultaneously depicting the service process, the points of customer contact and the evidence of service from the customers' point of view. A service blueprint is an operational planning tool that provides guidance on how a service will be provided, specifying the physical evidence, staff actions, and support systems / infrastructure needed to deliver the service across its different channels.

Ques: 163. Who among the following released Cyber Security Vision Framework for Urban Cooperative Banks (UCBs)?

- a. Ministry of Finance
- b. SEBI
- c. RBI
- d. NABARD
- e. None of these

Answer: (c)

Explanation: The Reserve Bank of India released Cyber Security Vision Framework for Urban Cooperative Banks (UCBs). The central bank has released this vision under the title 'Technology Vision for Cyber Security for UCBs 2020-2023'.

Ques: 164. Who is appointed as Brand Ambassador of Acer India?

- a. Hritik Roshan
- b. Abhishek Bachchan
- c. Sonu Sood
- d. Amir Khan
- e. None of these

Answer: (c)

Explanation: A leading Personal Computer (PC) brand, Acer India has appointed actor Sonu Sood as its brand ambassador. As the brand ambassador of Acer India, Sonu Sood will support the range of innovative products of Acer over the social media and campaign on the commitment of Acers in improving the lives of the people through technology.

Ques: 165. Which of the following is not considered the category of BCG Matrix?

- a. Stars
- b. Questions Marks
- c. Cash Cows
- d. Dogs
- e. None of these

Answer: (e)

Explanation: The BCG Matrix classifies business portfolio into four categories based on industry attractiveness (growth rate of that industry) and competitive position (relative market share).



Ques: 166. Attaching value-added features and services to differentiate the company's offering and charging higher prices is known as:

- a. Good-value pricing
- b. Value-added pricing
- c. Cost-based pricing
- d. Predatory pricing
- e. None of these

Answer: (b)

Explanation: Value-added pricing strategy means attaching value-added features and services to differentiate the product and charging higher prices. In other words, the company adds features and thereby customer value – and in return the company charge more for the value-added product. Therefore, value-added pricing does not aim at cutting prices to match competitors, but attaching value-added features to differentiate the products from competitors' offers. The added value justifies a higher price in customers' eyes.

Ques: 167. Price is the only element in the marketing mix that produces:

- a. Fixed cost
- b. Expense
- c. Variable cost
- d. Revenue
- e. None of these

Answer: (d)

Explanation: Pricing is the only revenue-generating element in the marketing mix (the other three elements are cost centers—that is, they add to a company's cost).

Ques: 168. Marketing research process starts from _____.

- a. Product idea
- b. Consumer satisfaction
- c. Product design
- d. None of the above
- e. All of above

Answer: (a)

Explanation: Uses of marketing research are:

- i. Identify opportunities to serve various groups of customers
- ii. Examine the size of the market – how many people have the unmet need.
- iii. Determine the best methods to meet the unmet needs of the target markets.
- iv. Investigate the competition.
- v. Clarify your unique value proposition.
- vi. Conclude if the product is effectively meeting the needs of the customers.
- vii. Conclude if your advertising and promotions strategies are effective or not.

For all these above mentioned uses, firstly the marketing manager needs to generate the idea of the product on which the research is going to be conducted. So, the marketing research starts from Product idea.

Ques: 169. _____ helps in identifying the product or brand and describe several things about the product.

- a. Labeling
- b. Packaging
- c. Store branding
- d. Supplying
- e. None of these

Answer: (a) Labeling

Explanation: Marketers use labeling to their products to bring identification. This kind of labeling helps a viewer to differentiate the product from the rest in the shelves of the market. There are several used of the label for the products in the market.

Labeling is used for packaging the product. This helps to spread awareness among the customers about the product they are consuming and labeling also helps to mention the related information about the product. It also helps the product stand out in the market, and identifies it as a part of a particular brand.

Ques: 170. A very large market segment or wide collection of smaller segments is called -

- a. Niche market
- b. Meta market

- c. Mass market
- d. Multi-Level Market
- e. None of these

f. 

Answer: (e)

Explanation: Market segmentation is the process of dividing a market of potential customers into groups, or segments, based on different characteristics. The segments created are composed of consumers who will respond similarly to marketing strategies and who share traits such as similar interests, needs, or location.

- A niche market is the subset of the market on which a specific product is focused. The market niche defines the product features aimed at satisfying specific market needs, as well as the price range, production quality and the demographics that it is intended to target. It is also a small market segment.
- Meta marketing is "the synthesis of all managerial, traditional, scientific, social and historical foundations of marketing".
- Multi-level marketing is a strategy some direct-sales companies use to encourage their existing distributors to recruit new distributors by paying the existing distributors a percentage of their recruits' sales. The recruits are the distributors "down line."

Hence, option E is correct.

Ques: 171. Likert scale has _____

- a. Open-end question
- b. Closed-end question
- c. Depends on questionnaire
- d. None of the above

- e. All of above

Answer: (b)

Explanation: Likert scale has close-ended questions. These closed ended questions, typically are 5 pointers or above scale questions where the respondent is required to complete the questionnaire that needs them to indicate the extent to which they agree or disagree.

Ques: 172. Information collected from online databases is an example of _____ data.

- a. Primary
- b. Secondary
- c. Observational
- d. Experimental
- e. Ethnographic

Answer: (b)

Explanation: The information collected from online database is readily available on the internet existing which has been collected and published by some individuals or institutions. Such information not directly collected from the data sourced. Such information is an example of secondary data

Ques: 173. _____ is the collection and interpretation of information about forces, events, and relationships that may affect the organization.

- a. Environmental scanning
- b. Stakeholder analysis
- c. Market sampling
- d. Opportunity analysis
- e. None of these

Answer: (a)

Explanation: Collection and interpretation of information about forces, events, and relationships in the external environment that may affect the future of the organization or the implementation of the marketing plan is called Environmental scanning. Environmental scanning is the process of gathering information about events and their relationships within an organization's internal and external environments. The basic purpose of environmental scanning is to help management determine the future direction of the organization.

Ques: 174. Who is appointed as MD of State Bank of India?

- a. PK Gupta
- b. Ashwani Bhatia
- c. Ravinder Bhaker
- d. Sanjay Dwivedi
- e. None of these

Answer: (b)

Explanation: Ashwani Bhatia is appointed as MD of State Bank of India (SBI). He has replaced PK Gupta.

Ques: 175. The management of the flow of goods and services from raw material to final product to the consumer is known as:

- a. Marketing management
- b. Supply-chain management
- c. Distribution management
- d. Logistics management
- e. None of these

Answer: (b)

Explanation: Supply chain management is the management of the flow of goods and services and includes all processes that transform raw materials into final products. It involves the active streamlining of a business's supply-side activities to maximize customer value and gain a competitive advantage in the marketplace. It is the handling of the entire production flow of a good or service — starting from the raw components all the way to delivering the final product to the consumer. To accomplish this task, a company will create a network of suppliers (the “links” in the chain) that move the product along from the suppliers of raw materials to the organizations who deal directly with users.

Ques: 176. Michael Porter of Harvard has proposed the _____ as a tool for identifying ways to create more customer value.

- a. Product chain
- b. Value chain
- c. Supply chain
- d. Either a or c
- e. None of the above

Answer: (b) Value chain

Explanation: Developed by Michael Porter and used throughout the world for nearly 30 years, the value chain is a powerful tool for disaggregating a company into its strategically relevant activities in order to focus on the sources of competitive advantage, that is, the specific activities that result in higher prices or lower costs.

Ques: 177. Which is not a part of 4Cs in marketing?

- a. Communication
- b. Consumer
- c. Cost
- d. Convenience
- e. None of these

Answer: (e) None of these

Explanation: The 4Cs marketing model was developed by Robert F. Lauterborn in 1990. It is a modification of the 4Ps model. It is not a basic part of the marketing mix definition, but rather an extension. Here are the components of this marketing model:

- **Cost** – According to Lauterborn, price is not the only cost incurred when purchasing a product. Cost of conscience or opportunity cost is also part of the cost of product ownership.
- **Consumer Wants and Needs** – A company should only sell a product that addresses consumer demand. So, marketers and business researchers should carefully study the consumer wants and needs.
- **Communication** – According to Lauterborn, “promotion” is manipulative while communication is “cooperative”. Marketers should aim to create an open dialogue with potential clients based on their needs and wants.
- **Convenience** – The product should be readily available to the consumers. Marketers should strategically place the products in several visible distribution points.

Ques: 178. _____ consists of the analysis tools, technologies and processes by which marketers dig out meaningful patterns in big data to gain customer insights and gauge marketing performance.

- a. Management Information System
- b. Customer Relationship Management
- c. Marketing Management
- d. Marketing Analytics
- e. None of these

Answer: (d)

Explanation: Marketing Analytics consists of the analysis tools, technologies and processes by which marketers dig out meaningful patterns in big data to gain customer insights and gauge marketing performance. Marketers apply marketing analytics to the large and complex sets of data they collect from web, mobile, and social media tracking; customer transactions and engagements; and other big data sources.

Ques: 179. A consumer buying behavior is influenced by

- a. Cultural and social factors
- b. Personal factors
- c. Both a and b
- d. Either a or b
- e. None of the above.

Answer: (c)

Explanation: The factors influencing buying behavior of consumer includes:

1. **Cultural Factors:** Consumer behavior is deeply influenced by cultural factors such as: buyer culture, subculture, and social class.
2. **Social Factors:** Social factors also impact the buying behavior of consumers. The important social factors are: reference groups, family, role and status.

3. **Personal Factors:** Personal factors can also affect the consumer behavior. Some of the important personal factors that influence the buying behavior are: lifestyle, economic situation, occupation, age, personality and self-concept.
4. **Psychological Factors:** There are four important psychological factors affecting the consumer buying behavior. These are: perception, motivation, learning, beliefs and attitudes.

Ques: 180. _____ is the unique product benefit that the competition cannot be claim.

- a. Unique selling proposition
- b. Unique sales preposition
- c. Unique selling price
- d. Unique strategy promotion
- e. Unique selling product

Answer: (a) Unique selling proposition

Explanation: A unique selling proposition (USP) refers to the unique benefit exhibited by a company, service, product or brand that enables it to stand out from competitors. The unique selling proposition must be a feature that highlights product benefits that are meaningful to consumers. A unique selling proposition, more commonly referred to as a USP, is the one thing that makes your business better than the competition. It's a specific benefit that makes your business stand out when compared to other businesses in your market.

Ques: 181. A layer of intermediaries that performs some work in bringing the product and its ownership closer to the final buyer is known as:

- a. Channel level
- b. Channel behavior
- c. Channel design
- d. Channel members
- e. None of these

Answer: (a)

Explanation: Companies can design their distribution channels to make products and service available to customers in different ways. Each layer of marketing intermediaries that performs some work in bringing the product and its ownership closer to the final buyer is a channel level because both the producer and the final consumer performs some work, they are part of every channel.

Ques: 182. Two established brand names of different companies using the name on the same product is called

- a. Co-branding
- b. Brand extension
- c. Mega branding
- d. Store branding
- e. Umbrella branding

Answer: (a) Co-branding

Explanation: Co-branding is a form of partnership, where two companies or brands share their brand names, logos, etc., on one project, one product, or one piece of software. Co-branding presents one offer, using the combined resources and marketing power of two (or more) brands to sell it.

Ques: 183. Which of the following is not included in the five forces of competition?

- a. Bargaining power of suppliers
- b. Bargaining power of consumers
- c. Threat of substitutes
- d. Strategic planning
- e. None of these



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Answer: (d) Strategic planning

Explanation: Porter's Five Forces is a simple but powerful tool for understanding the competitiveness of your business environment, and for identifying your strategy's potential profitability. The five forces of competition are:

- i. Competitive Rivalry
- ii. Supplier Power
- iii. Buyer Power
- iv. Threat of Substitution
- v. Threat of New Entry

Therefore, Strategic planning is not included in the five forces of competition.

Ques: 184. Who is the brand ambassador to promote Anti- liquor and Anti-drug campaign of Kerala?

- a. Virat Kohli
- b. Sachin Tendulkar
- c. Kapil Dev
- d. Sunil Shetty
- e. None of these

Answer (b)

Explanation: The Kerala government has recently appointed the Legendary Cricketer Sachin Tendulkar as brand ambassador for anti- liquor and anti-drug campaign to create awareness among people against alcoholism and drug abuse.

Ques: 185. _____ is a cluster of complimentary product and services which are closely related to the customers mind but they are spread across in a diverse set of industries.

- a. Market
- b. Meta Market
- c. Customization
- d. Product and Service
- e. None of these

Answer: (b)

Explanation: A cluster of complementary goods and services across diverse set of industries is called as Meta market. A Meta market brings together different customers who need not necessarily differentiate between closely related products. Meta market is thus, a place, where everything connected with a certain market can be found.

Ques: 186. The product line stretches in which a Company wants to enter into new high end market to seek higher margins and more growth opportunities is called

- a. left-market stretch
- b. down-market stretch
- c. up-market stretch
- d. Two-way stretch
- e. None of these

Answer: (c)

Explanation: In the upward stretch the firm introduces products that are of high quality as compared to the normal offerings. Firms often target high quality products and stretch their product line upwards because of several reasons, including:

- high quality products often have a higher unit margin and can be quite profitable at a relatively low turnover
- offering high-quality products helps position the overall brand towards being a status brand, which often enables price premiums to be charged across the full product line

A company may stretch up market for higher margins or more growth. However, they may not want to carry the same name when they expand upwards.

Ques: 187. Which bank launched 'Ind Guru', E-learning platform?

- a. Indian Overseas Bank
- b. Indian Bank
- c. IndusInd Bank
- d. Jammu and Kashmir Bank
- e. None of these

Answer: (b)

Explanation: Indian Bank launched a green tech initiative named as 'IB-eNote'. 'IB-eNote' initiative is launched to support paperless working environment. Also, Indian Bank has launched 'Ind Guru', which is an E-learning platform for its employees. 'Ind Guru' is the technology based learning providing solution.

Ques: 188. Which bank launched 'Digital Apnaye' campaign?

- a. Union Bank of India
- b. Indian Bank
- c. State Bank of India
- d. Punjab National Bank
- e. None of these

Answer: (d)

Explanation: The campaign called 'Digital Apnaye' is launched by Punjab National Bank. The aim behind launching this campaign is to encourage customers to prefer digital banking system.

Ques: 189. What is the full form of PVR?

- a. Priya Village Roadshow
- b. Preet Village Roadshow
- c. Premium Village Roadshow
- d. Premium Victory Roadshow
- e. None of these

Answer: (a)

Explanation: PVR stands for Priya Village Roadshow. It is one of the largest multiplex cinema chains in India. PVR Cinemas is a film entertainment company in India. The company started as a joint venture agreement between Priya Exhibitors Private Limited and Village Roadshow Limited in 1995 with 60:40 ratio. It was the first company which introduces the concept of multiplexes in India in 1997. It was a revolutionary concept that changed the total viewing experience of cinema through digital screens, high class seating and great Dolby Digital Audio System.

Ques: 190. Process which monitors and analyzes the Marketing Environment of the company is known as

- a. Process scanning
- b. Production scanning
- c. Environmental scanning
- d. Political scanning
- e. Social scanning

Answer: (c) Environmental scanning

Explanation: Every organization has an internal and external environment. In order for the organization to be successful, it is important that it scans its environment regularly to assess its developments and understand factors that can contribute to its success. Environmental scanning is a process used by organizations to monitor their external and internal environments.

Ques: 191. Market research is used in the:

- a. Earlier stage of product development
- b. Middle stage of product development
- c. End stage of product development
- d. At the time of selling the product
- e. None of the above

Answer: (a)

Explanation: Generally, market research is used in the earliest stages of a product's development to verify whether there is sufficient potential demand. But that's not the only time it makes sense to use market research.

Market research can help with any of the following:

- When confirming potential demand for a product during new product development
- When seeking to improve an existing product to strengthen competitive differentiation and/or increase market share
- When expanding an existing product's reach into new markets

Ques: 192. Who is appointed as Brand Ambassador for CEAT Limited?

- a. Harbhajan Singh
- b. Aamir Khan
- c. Akshay Kumar
- d. Vijender Singh
- e. None of these

Answer: (b)

Explanation: CEAT Tyres has signed Bollywood superstar Aamir Khan as its brand ambassador for two years. As part of an integrated marketing campaign, Aamir Khan will feature in two commercials during the course of the IPL 2020 to promote CEAT's SecuraDrive range of premium car tyres.

Ques: 193. The application of marketing principles by industries in one or more than one country is known as:

- a. International Marketing
- b. Rural Marketing
- c. Bank Marketing
- d. Insurance Marketing
- e. Performance Marketing

Answer: (a)

Explanation: International marketing is the application of marketing principles by industries in one or more than one country. It is possible for companies to conduct business in almost any country around the world, thanks to the advances in international marketing.

In simple words, international marketing is trading of goods and services among different countries. The procedure of planning and executing the rates, promotion and distribution of products and services is the same worldwide.

Ques: 194. A tool used by most companies to set the pricing strategy of their portfolio of products is known as:

- a. Good-value pricing
- b. Value-added pricing
- c. Cost-based pricing
- d. Break-even pricing
- e. None of these

Answer: (d)

Explanation: Break-even pricing is a common tool used by most companies to set the pricing strategy of their portfolio of products. Break-even pricing is an accounting pricing methodology in which the price point at which a product will earn zero profit is calculated. In other words, it is the point at which cost is equal to revenue. Break even pricing is the practice of setting a price point at which a business will earn zero profits on a sale. The intention is to use low prices as a tool to gain market share and drive competitors from the marketplace.

Ques: 195. Marketers set the price of a product or service in a _____ step procedure.

- a. Four
- b. Five
- c. Six
- d. Seven
- e. None of the above

Answer: (c) Six

Explanation: An organization goes through the following steps in setting its pricing policy:



Ques: 196. A corporate planning tool, which is used to portray firm's brand portfolio is known as:

- a. Product planning
- b. BCG Matrix
- c. Product testing
- d. Line stretching
- e. None of these

Answer: (b)

Explanation: BCG matrix (or growth-share matrix) is a corporate planning tool, which is used to portray firm's brand portfolio or SBUs on a quadrant along relative market share axis (horizontal axis) and speed of market growth (vertical axis) axis. It is a business tool, which uses relative market share and industry growth rate factors to evaluate the potential of business brand portfolio and suggest further investment strategies.

Ques: 197. The term 'marketing mix' describes:

- a. A composite analysis of all environmental factors inside and outside the firm
- b. A series of business decisions that aid in selling a product.
- c. The relationship between firms' marketing strengths and its business weaknesses.
- d. A blending of strategic elements to satisfy specific target markets
- e. None of these

Answer: (d)

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Explanation: The term 'marketing mix' describes a blending of strategic elements to satisfy specific target markets. Marketing Mix is one of the most commonly used strategies. It blends integral variables together to come up with ideal results.

Ques: 198. _____ is the process of understanding your user or personas via different methods of research in an effort to center their needs in the design process.

- a. Market research
- b. User research
- c. Marketing management
- d. Marketing mix
- e. None of these

Answer: (b)

Explanation: User research is the process of understanding your user or personas via different methods of research in an effort to center their needs in the design process. While it may be particularly crucial during the prototyping process, this practice should be an ongoing one that is employed at every stage of the design process.

Ques: 199. Secondary data consists of information _____.

- a. That already exists somewhere but is outdated
- b. That does not currently exist in an organized form
- c. That already exists but was collected for a different purpose
- d. Used by competitors
- e. That researchers can only obtain through surveys and observation

Answer: (c)

Explanation: Secondary data is already existing which has been collected and published by some individuals or institutions for different purposes. This data is available at a very low cost and it requires lesser time to collect it.

Ques: 200. _____ is a kind of prelude to the end result one hopes to achieve and therefore it requires considerable thoughts

- a. Hypothesis
- b. Expenditure
- c. Research problem
- d. Visualization
- e. None of the above

Answer: (c)

Explanation: Research problem is the first and the most critical step of the research journey. Some authors might object to the word problem as it indicates a negative nuance to the process. We would like to clarify the reason for this usage. It is because the entire sequence of the discovery is oriented towards looking for a solution(s) to the researcher's dilemma. It is a prelude to the end result that we hope to achieve, which is why this step itself may require considerable thought and analysis; as unless there is a clear definition of what one is seeking and for what purpose, it is not possible to begin. For example, in the area of work-life balance, the researcher might be looking at the impact of work-family conflict on turnover intentions.

DESCRIPTIVE ENGLISH

NEED OF WRITING OFF BAD DEBTS

Write-off is an accounting term. It refers to an action whereby the book value (or become worthless) of an asset is declared to be Zero. Assets can lose book value for a variety of reasons. A well-known situation which causes the write-off arises when a seller's accounts receivable assets become non-collectable. In that case, the seller writes off the debt by registering a Bad debt expense. A write-off (or write-down) is also called for when inventory assets lose some or all of their value. In any case, accounting write-offs serve two purposes. First, one of the most important purposes of write-offs is to create tax savings for asset owners. Write-offs reduce tax liability by creating (non-cash) expenses that result in lower reported income. Second, write-offs support accounting accuracy objectives.

Public sector banks (PSBs) in India has written off around Rs 2.42 lakh crore worth of loans between 2014 and 2017. The PSUs banks are facing a lot of debt. And thus, there arises a need to write off the debt so that the books of accounts can be made a bit smoother. Also, the Indian banks are targeting towards having a global presence and thus should have a better credit rating. A better credit rating will make borrowing of funds at cheaper rates from the market and then write off the NPA Non-Performing Assets) will strengthen the finances of the banks.

Writing off bad debts is a prudential measure to clean balance sheets of banks in conformity with RBI guidelines. By not writing off bad loans banks will lose interest. As a matter of fact, banks cannot charge interest in loan accounts which

are overdue for more than 90 days (npa). By prudentially writing off loans, banks have the option of going to court/drt and adopt securitisation measures to realise the dues. And that is why, writing off is an important measure.

WRITE A LETTER TO ROAD TRANSPORTATION AUTHORITY REQUESTING TO BUILD A BUS SHELTER AT YOUR COLONY IN 300 WORDS.

D.no:-7-1-5-4/305,
Harvest Residency,
Sahakarnagar,
Hyderabad-500001
November 14, 2017.

To
Mr Karthik,
Managing Director- RTA,
Moosarambagh,
Hyderabad-500001

SUBJECT: REQUESTING TO CONSTRUCT A BUS SHELTER IN SAHAKARNAGAR

Respected Sir,/Sir,/Respected mam,/Mam,

(Anyone of the above can be used depending on the gender)

I, Rakesh kumar, am a resident of sahakar nagar-lane 4. This is the letter to draw the attention of Hyderabad Road and Transportation authority towards the construction of new bus shelter for the Sahakar nagar.

As it is known that shakarnagar is the newly formed gated community which is located near the secretariat . Initially there was no stop to our gated community, but after writing letter regarding the request bus stop to our sahakarnagar with immediate response a new stop was created. People of sahakarnagar will be thankful for the immediate response from the RTA. But after creating new bus stop where there is only a sign board indicating it is a request bus stop it is creating a confusion that where the bus will be halted exactly and some drivers just slow down the bus without stopping at the request bus stop. If a permanent bus shelter is built for us then there would be proper halting for buses and even for passengers, it will be helpful for all the seasons.

Keeping the above in the view, I hope RTA-Hyderabad will initiate necessary steps towards the construction of the new bus shelter.

Thanking You,

Yours Faithfully,

Rakesh Kumar.

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