



**Subject Code: R16MBA301**

**MBA - III Semester Regular Examinations, Nov/Dec-2017.**  
**CORPORATE LAWS**

**Time: 3 hours**

**Max Marks: 60**

**Question Paper Consists of Part-A and Part-B.**

Answering the question in **Part-A** is Compulsory & Four Questions should be answered from **Part-B**  
All questions carry equal marks of 12.

**PART-A (CASE STUDY)**

**1 X 12 = 12**

1. Ramesh offers to sale his car to Siva for Rs. 95,000. Siva accepts to purchase it for 94,000 and Ramesh refuse to sale the car for 94,000. Subsequently Siva agrees to purchase the car for Rs. 95,000 but Ramesh refuses to sale. Siva sues for the specific performance of contract will he succeed?

**PART-B**

**4X 12 = 48**

2. (a) Distinguish between valid and void contract.  
(b) What are the essentials of free consent?
3. Write a note on 'Rights of Unpaid Seller'.
4. Describe different types of agents. What are the Rights of an agent?
5. When does dissolution of a partnership firm take place under the provisions of the Indian Partnership Act, 1932? Explain.
6. Describe different types of shares.
7. Write about different kinds of Endorsements.

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**Subject Code: R16MBA302**

**MBA - III Semester Regular Examinations, Nov/Dec-2017**  
**STRATEGIC MANAGEMENT**

**Time: 3 hours**

**Max Marks: 60**

Question Paper Consists of **Part-A** and **Part-B**.

Answering the question in **Part-A** is Compulsory & Four Questions should be answered from Part-B  
All questions carry equal marks of 12.

**PART-A (CASE STUDY)**

**1 X 12 = 12**

Rupbani Beverage Limited entered the Indian wine industry in 1975 by acquiring the Mastana Wine Company of Shimla and two other smaller wine companies at Kalka for Rs. 50 lakh. Despite hostility expressed by other wine makers and predictions that Rupbani would very soon fail as other outsiders such as Parminder Wine Company had, the entry succeeded. Rupbani Limited performed the unheard of feat of establishing a volume of 30 lakh cases within two years and taking the market share away from premium brands such as the National Wine Company of Bombay, Pearl Drink Limited of Pune and Syndicate Cola Limited of Madras.

Rupbani advertised heavily and incurred Rs. 10 lakh in one year and standardised the taste of its wines with considerable success. It also invested Rs. 48 lakh in a large, new winery at Ahmedabad. A Rupbani Executive said, "By 1995, consumption of wine in India will be a liter per capita, compared with half a liter today." The industry reacted to Rupbani's presence by doubling and tripling advertising expenditure. ABC and Company began a costly campaign to market premium and varied wines while reducing marketing emphasis on its cheap wines such as Nahan Drinks and the Gola Beverage. ABC maintained its 25 percent market share but had to resort to some heavy price discounting to do so. In 1982 Pearl Drinks formed a special wine unit to combine efforts for all its brands. Mr. Sailesh Kumar former Vice President of the National Wine Company had directed a project to coordinate Pearl's world-wide wine business and develop a world wide strategy. The new unit was, in fact, a result of his work.

In 1983, wine consumption changed from growth at a rate of 5 per cent to no growth. The government also lifted the ban on imports of wine. This presented an even greater challenge because imported wines were cheaper as well as superior in quality. In 1984 Mr. Ranganathan took over as Managing Director of Rupbani. He reviewed the recent performance of the company and its competitive position. He noted that the company was losing its hold over the market and it was not getting the return as expected. He also found that the company's performance in the syrup business was excellent. He, therefore, thought of selling out the wine business to Pearl Drinks, He convened an executive meeting and apprised the executives of his proposal. He also informed them that Pearl Drinks had offered the company to recapture its investment in the wine business which was about Rs. one crore. Mr. Arun Mehta, General Manager, observed that Rupbani was in and out in the past six years and has joined different organisations in trying the wine business. The finance Manager, M. Subhash Ghai said, "The return on assets in the wine business is not the 30 to 35 per cent, which Rupbani is used to getting in the syrup business. Gaining share and trying to compete with ABC and Company left Rupbani with, eventually, the number two position in the wine industry with profits of Rs. 60 lakh on Rs. 220 lakh in sales. The stockholders wanted immediate return and hence, the company could not afford to make long-term investments necessary to popularise the brands. Had they stayed for five more years, they would have been a key leader in a large and profitable industry."

Pearl Drinks immediately went from the sixth position in the industry to a strong second place with an 11 per cent market share. The Chairman of Pearl Drinks stated: "We believe you can make money in this business in two ways -- remain a small boutique winery or become large and achieve economies of scale."

Mr. Harish, Marketing Manager of Rupbani said, "It is no use selling out our business to Pearl Drink and get back what we have invested. We can compete with our competitors successfully and improve our market share if we manufacture wines of varying qualities to suit the varied preferences and pockets of diverse sections of society. We should also offer price discounts to attract the consumers. There should be wide publicity of our brands throughout the country."

### Questions:

- (a) Perform SWOT analysis of Rupbani.
- (b) In the light of opportunities and threats of Rupbani Beverage and its strengths and weaknesses, what strategy should it formulate to improve its performance and strengthen its competitive position?
- (c) Should Rupbani spend on advertising in line with its competitors? Discuss.
- (d) What other strategies would you suggest for Rupbani for increasing their share of the market?

### PART-B

4X 12 = 48

2. (a) "Corporate planning is not synonymous with long range planning." Why? Discuss.  
(b) Discuss the strengths and weaknesses of formal strategic planning.
3. (a) How do political, social and technological factors in the environment affect strategic planning? Explain with examples.  
(b) What are the techniques for industry analysis?
4. (a) Briefly discuss the generic strategies that companies in an industry must pursue to be successful.  
(b) When is a company's competitive advantage most likely to endure overtime?
5. (a) Explain the values that support successful strategic planning.  
(b) What kind of conflicts arise in the process of strategy implementation? How they are resolved?
6. (a) 'Implementing a strategy successfully depends on selecting the right combination of organisational structure, control systems and culture.' Explain.  
(b) Explain the relationship between strategy and structure.
7. (a) Write your views on strategic management in Indian software companies.  
(b) Explain the business model and strategies suitable for high-tech company.

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**Subject Code: R16MBA303**

**MBA - III Semester Regular Examinations, Nov/Dec – 2017.**

**BUSINESS RESEARCH METHODOLOGY**

**Time: 3 hours**

**Max Marks: 60**

**Question Paper Consists of Part-A and Part-B.**

Answering the question in **Part-A** is Compulsory & Four Questions should be answered from Part-B

All questions carry equal marks of 12.

**PART-A (CASE STUDY)**

**1 X 12 = 12**

1. A test was given to 5 students chosen at random from the M.Com, class of each of the three universities in Bihar. Their score were found on follows

Universit	Scores				
<b>A</b>	90	70	60	50	80
<b>B</b>	70	40	50	40	50
<b>C</b>	60	50	60	70	60

Perform analysis of variance (ANOVA) and show if there is any significant difference between the score of students in the three universities

(Given  $f_{5\%}=3.44$ )

**PART-B**

**4X 12 = 48**

2. (a) What are the steps in research process?  
(b) Compare and contrast between types of Business Research.
3. (a) What is sampling? Distinguish between stratified sampling and cluster sampling.  
(b) Under what circumstances stratified random sampling design is considered appropriate? How would you select such example? Explain by means of an example.
4. (a) What are the different measurement scales?  
(b) What is a self- administered questionnaire? In what situations it is used? Explain with examples.
5. (a) Compare and contrast primary and secondary data with suitable examples.  
(b) What are the several methods of collecting primary data?
6. (a) Briefly describe the important parametric tests used in hypothesis testing. How they are different from non-parametric tests.  
(b) Narrate various advantages of using non-parametric tests. What are the limitations?
7. (a) What is the importance of tabulation in presenting and analysis of data? What are the aspects to be taken into account for good tabulation?  
  
(b) What are the important principles of writing a report?

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# Narasaraopeta Engineering College (Autonomous)

Kotappakonda Road, Yellamanda (P.O), Narasaraopet- 522601, Guntur District, AP.

Subject Code: R16MBA304F1

MBA - III Semester Regular Examinations, Nov/Dec – 2017.

INVESTMENT AND PORTFOLIO MANAGEMENT

Time: 3 hours

Max Marks: 60

Question Paper Consists of Part-A and Part-B.

Answering the question in Part-A is Compulsory & Four Questions should be answered from Part-B

All questions carry equal marks of 12.

## PART-A (CASE STUDY)

1 X 12 = 12

1. The following information available

	<u>Stock – A</u>	<u>Stock- B</u>
Expected return	16%	12%
Standard deviation	15%	8%
Coefficient of Correlation	0.60.	

- What is the covariance between stocks A and B?
- What is the expected return and risk of portfolio in which A and B have weights of 0.6 and 0.4 respectively?

## PART-B

4X 12 = 48

- “Investment is well grounded and carefully speculation” – comment.
  - Write differences between ‘Investment’ and ‘Speculation’.
- “Technical analysis differs from fundamental analysis in many respects” – Explain.
- What is meant by YTM (Yield – to – maturity)? How is it different from current yield and coupon – rate?
- Write brief note on:
  - Liquidation value method
  - Replacement cost
- Explain the differences between a **security characteristic line** and the **capital market line**.
- Explain the CAPM theory and its validity in the stock market.

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# Narasaraopeta Engineering College (Autonomous)

Kotappakonda Road, Yellamanda (P.O), Narasaraopet- 522601, Guntur District, AP.

Subject Code: R16MBA306F2

MBA - III Semester Regular Examinations, Dec-2017.

**BANKING AND INSURANCE**

Time: 3 hours

Max Marks: 60

Question Paper Consists of **Part-A** and **Part-B**.

Answering the question in **Part-A** is Compulsory & Four Questions should be answered from Part-B

All questions carry equal marks of 12.

## PART-A (CASE STUDY)

1 X 12 = 12

1. Vijayawada Air show turns tragic:

“In March, 2012, an Air show was undertaken at Gannavaram in Vijayawada which turned out to be very tragic for some people. Two pilots of naval aircraft and a civilian were killed after an aircraft crashed on a nearby residential building. Seven others were also injured in the mishap.”

Questions:

- What are the risks involved in the above event?
- Identify and discuss, how such risks can be managed by insurance and who should be taking insurance.

## PART-B

4X 12 = 48

2. Brief the banking sector reforms in India.

3. (a) Brief the following:

- Non- Performing Assets
- Types of lending.

4. Write a note on Basel Accords III.

5. Write about prospects of retail banking in India with reference to rural India.

6. What is the role of IRDA in regulation of insurance sector in India?

7. (a) Types of life insurance.

- (b) Micro Insurance

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# Narasaraopeta Engineering College (Autonomous)

Kotappakonda Road, Yellamanda (P.O), Narasaraopet- 522601, Guntur District, AP.

Subject Code: R16MBA312M1

**MBA - III Semester Regular Examinations, Nov/Dec – 2017.**

**CUSTOMER RELATIONSHIP MANAGEMENT AND CONSUMER BEHAVIOUR**

**Time: 3 hours**

**Max Marks: 60**

Question Paper Consists of **Part-A** and **Part-B**.

Answering the question in **Part-A** is Compulsory & Four Questions should be answered from Part-B

All questions carry equal marks of 12.

## **PART-A (CASE STUDY)**

**1 X 12 = 12**

1. Now-a-days children who are lured by advertisements are pressing their parents to eat out. This motivates entrepreneurs to start fast food restaurants. These restaurants serve busy customers who like to satisfy their hunger quickly and also enjoy the variety of food items offered. That is why fast food restaurants are very popular in all towns and cities.

A leading restaurant in Hyderabad seeks to know the opinion of the customers over the services rendered by it. Conduct a survey using structured questionnaire and tabulate the results.

Questions:

- (a) What are the traits over opinion may be sought from respondents?
- (b) Give your conclusions of the study.

## **PART-B**

**4X 12 = 48**

2. Write a note on growth of CRM concept in India. What are the reasons you attributed for slow growth of consumer movement in India?
3. How do you evaluate the customer life time value? Explain with examples.
4. Write a note on process of CRM.
5. What is market segment? Write different market segments in India with reference to consumer goods.
6. How Social and Cultural environment influences the behaviour of consumer?
7. Explain briefly the various stages in personality.

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**Subject Code: R16MBA314M2**

**MBA - III Semester Regular Examinations, Nov/Dec – 2017.**

**RETAIL MARKETING**

**Time: 3 hours**

**Max Marks: 60**

Question Paper Consists of **Part-A** and **Part-B**.

Answering the question in **Part-A** is Compulsory & Four Questions should be answered from Part-B

All questions carry equal marks of 12.

**PART-A (CASE STUDY)**

**1 X 12 = 12**

1. Pratap Kapoor's wild dining format is unique and one of its kind in Mumbai. Advertised as a jungle theme restaurant, it is named as "sher Baugh." Wild dining is more of an amusement park than dining space with all the facilities, which can delight a family. It delivers its promises through robotic animals and a simulated thunderstorm, features that would delight children. It gives the feeling of living in the wild for the urbanites and gives them a break from the typical fancy restaurants. Mr. Pratap was planning to convert his venture into a franchise format with opening of outlet in all the metro cities in India. However, he is not sure of the sale ability of this kind of retail format in the Indian context. This critic of his venture says that for adults who put the food over the experience of eating in an artificial jungle the wild dining restaurant is not all that fun. In addition, the cost incurred in setting up the format is a point of concern.

Q.a) what is wild dining offering and target market?

Q.b) many retailers have tried to make their store entertaining. What are the pros and cons of providing entertainment in the retail store or restaurant?

**PART-B**

**4X 12 = 48**

2. (a) What is Retailing? who is a retailer? Illustrate?  
(b) Explain the functions performed by a retailer?
3. (a) Define retail market strategy? Discuss the opportunities for retailer to develop sustainable competitive advantage?
4. (a) Describe the types of location opportunities available to retailers?
5. (a) what are the objectives of a good store layout?  
(b) Explain grid store layout with the help of an example?
6. (a) what is retail branding? How to develop brands and build customer loyalty?
7. (a) what is franchising explain its types?  
(b) Explain the evolution of franchising in India?

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# Narasaraopeta Engineering College (Autonomous)

Kotappakonda Road, Yellamanda (P.O), Narasaraopet- 522601, Guntur District, AP.

Subject Code: R16MBA308H1

MBA - III Semester Regular Examinations, Nov/Dec – 2017.

## MANAGEMENT OF INDUSTRIAL RELATIONS

Time: 3 hours

Max Marks: 60

Question Paper Consists of Part-A and Part-B.

Answering the question in Part-A is Compulsory & Four Questions should be answered from Part-B

All questions carry equal marks of 12.

### PART-A (CASE STUDY)

1 X 12 = 12

1. 'Sivadav' is an engineering factory situated in Andhra Pradesh. It has about 700 workforces. There are two registered Unions namely 'X' and 'Y' operating in the factory. After due verification of membership through secret ballot by the concerned authorities, union 'X' was recognized by the management. Union 'X' is affiliated to a major national federation of Trade Unions and its president is an outsider. After one and a half years, just before the negotiations for wage revision were to start, the President of the union 'X' was expelled from the primary membership of the political party to which the national federation owes its allegiance. Consequently the president of 'X' was asked to relinquish his position by the national federation. When the president refused to do so, the National Federation advised the secretary of the union 'X' to start a separate union and register it. As a result, the union 'Z' came into existence.

Now the union 'Z' wants the management not to negotiate wage agreements with union 'X' as it lost its majority due to split. The president of the union 'X' demands that the management should negotiate the wage agreement with his union as it is the recognized Union.

- (a) What are the problems or principle issues in this case?
- (b) As the Industrial Relations Officer, how do you approach the problem?

### PART-B

4X 12 = 48

2. Write a note on historical review of 'Industrial relations in India'. What are the trends you observed industrial relations in recent past?
3. What is the procedure for registration of a trade union under the trade union Act, 1926?
4. Narrate the meaning and core concept of 'collective bargaining'.
5. "Workers participation in management decisions will increase the organization's efficiency in long run" – Comment.
6. What is 'Social Security'? Write different social security schemes that are available in India.
7. Brief the following:
  1. Code of conduct.
  2. Provisions for settlement of industrial disputes.

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# Narasaraopeta Engineering College (Autonomous)

Kotappakonda Road, Yellamanda (P.O), Narasaraopet- 522601, Guntur District, AP.

Subject Code: R16MBA310H2

**MBA - III Semester Regular Examinations, Dec-2017.**

**COMPENSATION AND REWARD MANAGEMENT**

Time: 3 hours

Max Marks: 60

Question Paper Consists of **Part-A** and **Part-B**.

Answering the question in **Part-A** is Compulsory & Four Questions should be answered from **Part-B**

All questions carry equal marks of 12.

## **PART-A (CASE STUDY)**

1 X 12 = 12

1. The employees of SVN pharmaceuticals were a worried lot. With the news that the company was going to be merged with ABC pharma, all of them were worried about what would happen to their jobs, and the other benefits as a result of the merger. There were all kinds of rumors regarding layoffs and reduction in pay and benefits. ABC pharma was a leading firm with operations spread across Asia and Europe. SVN pharmaceuticals had a strong hold in marketing and distribution in India, and so it was considered to be a merger of equals. Amid all the confusion, the CEO of SVN pharmaceuticals addressed the employees about the reason for the decision, and advantages to the firm if the merger is completed. He felt as a result of the merger, the firm would be able to explore various areas of research and development. The employees have only one question in their minds, what would be the impact of this merger on their jobs and their pay packages. To their relief CEO made it clear that a benefits team would be formed that would be representatives of both the companies. He requested the employees to be patient as it would take some time to clearly decide and bring in an effective benefit plan. As per CEO's statement a benefit team was formed. The team was headed by the VP – HR of the merged company. He stated that since it was a merger of equals, they had to develop something that was the best for the new company, even if it were time – consuming. The team felt that the best way to go about it was to merge the best of both companies' benefit plans or create a new benefit program that would reflect the culture the new company was trying to nurture. The head also stated that their aim was not just to design a new benefit plan, but also to make sure that all the employees were knowledgeable and comfortable about the changes in the benefit program. Before concluding the meeting, the VP – HR made it clear to the team that people were of paramount importance to them and if the benefits program did not help in retaining them, then the merger would serve no purpose.

Questions:

- a) The benefits team has to devise a benefit program that would satisfy the employees of both the firms. Can you suggest some steps for the benefit team to function effectively?
- b) Why would creating a new benefit plan take more time? what should be the action plan for the HR team .

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## **PART-B**

4X 12 = 48

2. (a) Define compensation. What are the various aspects to be looked into while designing a compensation system for an organization?  
(b) How theories of wages help in fixation of wages in an organisation?
3. (a) What are the advantages and disadvantages of compensation approaches such as skill – based pay and competency – based pay? How can you overcome the disadvantages?



- (b) How pay levels are fixed in the two approaches?
4. (a) Differentiate individual and group compensation pay structures.  
(b) Design a compensation pay structure for executives.
5. (a) Discuss the various statutory and non – statutory welfare measures that are needed to be taken up by successful organizations.  
(b) What benefit programmes do you suggest for small and medium scale organisations?
6. (a) Determine the institutional mechanism for wage determination. Examine their pros and cons.  
(b) Discuss the internal and external equity for compensation systems in organisations.
7. (a) Brief the compensation structure that you observed in automobile manufacturing industries.  
(b) What are the factors which influence the multinational and global organisations in designing compensation policies?

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**NARASARAOPETA ENGINEERING COLLEGE (AUTONOMOUS) : NARASARAOPET**

**MBA III SEM EXTERNAL EXAMINATIONS NOV/DEC-2017**

**Maximum Marks-60**

**Subject Code:R16MBA3MNC1**

**Date: 07/12/17**

**Duration: 120 minutes**

**Subject: QA &R Roll No:**

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**Sec A**

**6\*2=12 Marks**

**All Questions carry equal marks**

1) BCDE, FFFF, JIHG, \_\_\_\_\_

1. NNNN      2. NLJH      3. HHHH      4. LLLL

2) 8, \_\_\_\_\_, 48, 240, 1680

1. 12      2. 16      3. 8      4. 24

3. MRPK:IUNL: : LUXP: \_\_\_\_\_

1. HXVR      2. HXWQ      3. HXVQ      4. HVWQ

4. HRBL: PTXD:: JHQN: \_\_\_\_\_

1. TJIP      2. TJBH      3. THJP      4. TIJP

5) A certain number of two digits is three times the sum of its digits. If 45 be added to it, the digits are reversed. The number is:

1. 72    2. 32      3. 27      4. 23

6) Three years ago the average age of A and B was 18 years. While C joining them now, the average becomes 22 years. How old (in years) is C now?

1. 24      2. 27      3. 28      4. 30

**Sec B**

**4\*2=8 Marks**

1. In a certain code language if the word "COMFORT" is coded CODFFRB, then how will the word "COMMODITY" be coded in that language?

1. CODDFIBGI    2. CODMFBDIG    3. CODMFDITG    4. COMFDRBTG

2. In a certain code language if the word "FOCUS" is coded TVDPG, then how will you code the word "LIGHT"?

1. UIHJM      2. UHIJM      3. UIJHM      4. None of these

3. On a Rs. 10,000 payment order, a person has choice between 3 successive discounts of 10%, 10% and 30% and 3 successive discounts of 40%, 5% and 5%. By choosing the better one he can save (in Rupees):

1. 200      2. 255      3. 400      4. 433

4. Rs. 600 are divided among A, B, C so that Rs. 40 more than  $\frac{2}{5}$  th of A's share, Rs. 20 more than  $\frac{2}{7}$  th of B's share and Rs. 10 more than  $\frac{9}{17}$  th of C's may all be equal. What is A's share (in Rupees)?

1. 150      2. 170      3. 200      4. 280

II.

4\*2=8 Marks

1. Rahul put his timepiece on the table in such a way that at 6 P.M. hour hand points to North. In which direction the minute hand will point at 9.15 P.M. ?

1. South-East      2. South      3. North      4. West

2. Rasik walked 20 m towards north. Then he turned right and walks 30 m. Then he turns right and walks 35 m. Then he turns left and walks 15 m. Finally he turns left and walks 15 m. In which direction and how many metres is he from the starting position?

1. 15 m West      2. 30 m East      3. 30 m West      4. 45 m East

3. A pump can fill a tank with water in 2 hours. Because of a leak, it took 2 hours to fill the tank. The leak can drain all the water of the tank in:

1.  $4\frac{1}{3}$  hours      2. 7 hours      3. 8 hours      4. 14 hours

4. Two pipes A and B can fill a cistern in 37 minutes and 45 minutes respectively. Both pipes are opened. The cistern will be filled in just half an hour, if the B is turned off after:

1. 5 min.      2. 9 min.      3. 10 min.      4. 15 min.

III.

4\*2=8 Marks

1. RNOI : IALV :: FUIG : \_\_\_\_\_

1. UFRT      2. UHRT      3. SHVT      4. TRFU

2. TOEFL : OUVLG :: GMAT : \_\_\_\_\_

1. GTPL

2. GZNT

3. GHNK

4. NONE OF THESE

3. A, B, C started a business with their investment in the ratio 1 : 3 : 5. After 4 months, A invested the same amount as before and B as well as C withdrew half of their investments. The ratio of their profits at the end of the year was:

1. 5 : 6 : 10    2. 6 : 5 : 10    3. 10 : 5 : 6    4. 4 : 3 : 5

4. If 9 men working  $7\frac{1}{2}$  hours a day can finish a piece of work in 20 days, then how many days will be taken by 12 men, working 6 hours a day to finish the work? It is being given that 2 men of latter type work as much as 3 men of the former type?

1.  $9\frac{1}{2}$     2. 11    3.  $12\frac{1}{2}$     4. 13

**IV.**

**4\*2=8 Marks**

**Find the Oddmanout for question no 1 and 2**

1. One morning Udai and Vishal were talking to each other face to face at a crossing. If Vishal's shadow was exactly to the left of Udai, which direction was Udai facing?

A. East    B. West    C. North    D. South

2. Y is in the East of X which is in the North of Z. If P is in the South of Z, then in which direction of Y, is P?

A. North    B. South    C. South-East    D. None of these

3. A merchant has 1000 kg of sugar, part of which he sells at 8% profit and the rest at 18% profit. He gains 14% on the whole. The quantity (in kg.) sold at 18% profit is:

1. 560    2. 600    3. 400    4. 640

4. A sum of money becomes Rs. 13,380 after 3 years and Rs. 20,070 after 6 years on compound interest. The sum (in Rupees) is:

1. 8800    2. 8890    3. 8920    4. 9040

**V.**

**4\*2=8 Marks**

1. If South-East becomes North, North-East becomes West and so on. What will West become?

A. North-East    B. North-West    C. South-East    D. South-West

2. A man walks 5 km toward south and then turns to the right. After walking 3 km he turns to the left and walks 5 km. Now in which direction is he from the starting place?

A. West    B. South    C. North-East    D. South-West

3. A bag contains 7 green and 8 white balls. If two balls are drawn simultaneously, the probability that both are of the same colour is -.

1.  $\frac{8}{15}$                       2.  $\frac{2}{5}$                       3.  $\frac{3}{5}$                       4.  $\frac{11}{15}$

4. The probability that A speaks truth is  $\frac{3}{5}$  and that of B speaking truth is  $\frac{4}{7}$ . What is the probability that they agree in stating the same fact?

1.  $\frac{18}{35}$                       2.  $\frac{12}{35}$                       3.  $\frac{17}{35}$                       4.  $\frac{19}{35}$

VI.

4\*2=8 Marks

Study the following figure and answer the questions given below.

1. In a certain code language, If the word FERTILIZER is coded as EFTRLIZIRE, then how is the word PESTICIDES coded in that language?

1. EPTSCIIDSE                      2. EPTSCIDISE    3. EPTSCIDIES                      4. EPTSCIDISE

2. In a certain code language, if the word MOVICE is coded as 36, BEGINNER is coded as 64 and the word TYRO coded as 16, then how is the word GREENHORN coded in that language?

1. 104                      2. 94                      3. 81                      4. 100

3. Using all the letters of the word "NOKIA", how many words can be formed, which begin with N and end with A?

1. 3                      2. 6                      3. 24                      4. 120

4. Find the number of ways of arranging the letters of the word "MATERIAL" such that all the vowels in the word are to come together?

1. 720                      2. 1440                      3. 1860                      4. 2160

All the best