



**ALLIANCE**  
**UNIVERSITY**  
**Alliance School of Business**

**AMAT - 2018**

(Alliance Management Aptitude Test)

**TEST CODE – 2018/A**

**Course: MBA / PGDM**

BADGE NO.	
FULL NAME	
DATE	
VENUE	
SIGNATURE	
AMAT SCORE	

**INSTRUCTIONS**

1. **This test has four sections**
2. **Duration – 60 min.**
3. **All questions are of multiple choice. Please use pencil or pen to circle your response.**
4. **Attempt to answer all the four sections to improve the possibility of a good score.**
5. **Each correct answer carries +1 mark.**
6. **Each incorrect answer carries -0.25 mark.**

## ALLIANCE UNIVERSITY - 2018

### I - Quantitative: (Each question carries one mark each)

1. From a group of 5 men and 4 women, 3 persons are to be selected to form a committee so that at least 2 men are there are on the committee. In how many ways can it be done?
  - a. 20
  - b. 50
  - c. 65
  - d. 86
2. Of the 200 candidates who were interviewed for a position at a call center, 100 had a two-wheeler, 70 had a credit card and 140 had a mobile phone. 40 of them had both, a two-wheeler and a credit card, 30 had both, a credit card and a mobile phone and 60 had both, a two wheeler and mobile phone and 10 had all three. How many candidates had none of the three?
  - a. 0
  - b. 20
  - c. 10
  - d. 18
3. Three cars leave A for B in equal time intervals. They reach B simultaneously and then leave for Point C which is 240 km away from B. The first car arrives at C an hour after the second car. The third car, having reached C, immediately turns back and heads towards B. The first and the third car meet a point that is 80 km away from C. What is the difference between the speed of the first and the third car?
  - a. 60 kmph
  - b. 80 kmph
  - c. 20 kmph
  - d. 40 kmph
4. Krishna borrows Rs. 45,000 from a bank at 10% compound interest. He repays it in three annual instalments that are in arithmetic progression. He ends up paying Rs. 54,000 totally. How much did he pay in year 1?
  - a. Rs 16500
  - b. Rs 21000
  - c. Rs 18000
  - d. Rs 19500

5. A group of people decided to cut 128 trees in a certain number of days. For the first four days, they were able to achieve their planned per day target. However, for the remaining days, the group was able to cut 4 more trees daily than planned. In this way, the group had cut 144 trees one day before the planned finish date. What was the number of trees the group was planning to cut per day?
- 16
  - 32
  - 8
  - 64
6. A person's present age is two-fifth of the age of his mother. After 8 years, he will be one-half of the age of his mother. How old is the mother at present?
- 32 years
  - 36 years
  - 40 years
  - 48 years
7. The difference of two numbers is 1365. On dividing the larger number by the smaller, we get 6 as quotient and the 15 as remainder. What is the smaller number?
- 240
  - 270
  - 295
  - 360
8. Identify the missing number: 98, 94, ?, 70, 38
- 85
  - 86
  - 87
  - 88
9. A, B, and C contest an election from a particular constituency. A and B together got 50% more votes than C. The vote share of A and C together is 30 percentage points more than the vote share of B. Who won the election?
- A
  - B
  - C
  - Cannot be determined

- 10. The average score in an examination of 10 students of a class is 60. If the scores of the top five students are not considered, the average score of the remaining students falls by 5. The pass mark was 40 and the maximum mark was 100. It is also known that none of the students failed. If each of the top five scorers had distinct integral scores, the maximum possible score of the topper is.....**
- 99
  - 100
  - 87
  - 95
- 11. Pipe A fills a tank at the rate of 100 lit/min, Pipe B fills at the rate of 25 lit/min, pipe C drains at the rate of 50 lit/min. The three pipes are kept open for one minute each, one after the other. If the capacity of the tank is 7000 liters, how long will it take to fill the tank if**
- A is kept open first, followed by B and then C.
  - B first, followed by A, and then C.
  - B first, followed by C, and then A.
- 279.25 mins, 280 mins and 280 mins
  - 280 mins, 280 mins and 279.25 mins
  - 279 mins, 280 mins and 279.25 mins
  - 277 mins, 277 mins 45 secs and 279 mins
- 12. A trader has 50 kg of rice, a part of which he sells at 14% profit and rest at 6% loss. On the whole his loss is 4%. What is the quantity sold at 14% profit and that at 6% loss?**
- 5 and 45 Kg
  - 10 and 40 Kg
  - 15 and 35 Kg
  - 20 and 30 Kg
- 13. The salaries of A and B together is Rs. 14,000. A spend 80% of his salary and B spends 85% of his salary. What is the salary of B if their savings are equal?**
- Rs 6000
  - Rs 8000
  - Rs 7500
  - Rs 6500

**14. Given below is a question followed by three statements. Study the statements and decide which of the statement(s) is/are necessary to answer the question. What was the discount percentage given?**

I) On selling the table, for Rs 12650, 26.5 % Profit was earned

II) If there had been no discount, 30% would have been earned as profit.

III) The Cost price of the table was Rs 10000

- a. Only I and II
- b. Only II and III
- c. Only I and III
- d. None of these

**15. Two trains running in opposite directions cross a man standing on the platform in 27 seconds and 17 seconds respectively and they cross each other in 23 seconds. The ratio of their speeds is:**

- a. 1:3
- b. 3:2
- c. 3:4
- d. None of these

## **II - Conceptual: (Each question carries one mark each)**

1. **As the human resource manager for ABC Corp, Mumbai, India Rohit Sharma had to find inexpensive ways to reward high performing employees and bolster morale during a sales-flattening economic downturn. Rohit Sharma had to engage in which management function:**
  - a) Planning
  - b) Organizing
  - c) Leading
  - d) Controlling
  - e) Staffing
  
2. **Planning is ultimately based upon:**
  - a) How a planner deals with rationality
  - b) Choosing a goal and developing a method or strategy to achieve it
  - c) The personality type of the individual engaged in planning
  - d) The relationship between organizational employees
  - e) The aims and objectives of the organization
  
3. **Companies in the chemical industry are struggling to attract the most talented college graduates. One of the biggest challenges facing these companies is attracting new talent to organizations with an “old economy” image. This challenge can be termed as:**
  - a) Internal threat
  - b) External opportunity
  - c) Internal weakness
  - d) Internal opportunity
  - e) External strength
  
4. **Creativity was needed to improve efficiency without raising costs at one automobile maker. Over the last few years, the company has successfully implemented a creative engineering programme that allows its plants to produce more than one type of car from the same assembly line. This successful change to a flexible manufacturing system is an example of:**
  - a) Corporate synergy
  - b) Organizational innovation
  - c) Assembly networking
  - d) Organizational networking
  - e) Reverse engineering
  
5. **Nestle is a company headquartered in Switzerland with manufacturing plants in Columbia, Australia, Canada, Egypt, Kenya and more than 90 other nations. Nestle is an example of:**

- a) Multidomestic global company
- b) Multinational corporation
- c) Ethnocentric organization
- d) Acculturated corporation
- e) Macro-Marketer

**6. The Japanese government has proclaimed that its snow is different from that found in any other region of the world and as a result ensures that all snow skis marketed for sale in Japan must be manufactured in Japan. This is an example of a (n):**

- a) Tariff
- b) Government subsidy
- c) Voluntary export restraint
- d) Government import standard
- e) Subsidy

**7. A producer of a mobile aerial work platform rewards employees for the number of basic skills they can perform rather than for the jobs to which they are assigned. Prior to initiating this system, pay increases were based on a merit system. The merit system is still in effect; however, the new program emphasizes continued acquisition of new skills. The company uses:**

- a) Hourly wages
- b) Gainsharing
- c) Piecework
- d) Retained earnings
- e) Skill-based pay

**8. US based McKinsey & Co, the global consultancy draws its consultants from more than 40 countries. A benefit of its global hiring is that it raises cultural sensitivity. In other words this benefits Mc Kinsey and Co by:**

- a) Creating discrimination benchmarks
- b) Improving the quality of problem solving
- c) Eliminating glass ceilings
- d) Requiring centralization of all marketing and human resources
- e) Punishing those who have engaged in discrimination

**9. Diversity helps companies grow by:**

- a) Avoiding conflict between employee groups
- b) Preventing discrimination
- c) Improving marketplace understanding
- d) Complying with federal law
- e) Creating a homogenous workplace.

**10. Which of the following is NOT an example of a security problem that may threaten data and data networks?**

- a) Email snooping
- b) Phishing
- c) Keystroke monitoring
- d) Mob flashing
- e) Password cracking

**11. Which of the following statements about productivity is true?**

- a) Productivity is a ratio of benefits to costs ( i.e. benefits divided by costs)
- b) For companies higher productivity can lead to lower costs
- c) For countries higher productivity produces a lower standard of living
- d) Productivity decreases make products more affordable
- e) All of the above statements about productivity are true.

**12. Which of the following is an important characteristic of a quality product?**

- a) Reliability
- b) Validity
- c) Responsiveness
- d) Homogeneity
- e) Tangibility

**13. HTML is used to create:**

- a) Machine language program
- b) High level program
- c) Web page
- d) Web server

**14. The set of computer programmes that manage the hardware/software of a computer is called:**

- a) Compiler system
- b) Operation system
- c) Operating system
- d) None of these.

**15. The barriers in communication can be overcome if:**

- a) The listener has all the desirable competencies of best listening
- b) The listener is motivated to listen
- c) The listener has some extra benefits
- d) All of the above

**III - GK: (Each question carries one mark each)**

1. *The Government of India has announced a new Foreign Trade Policy for the period 2015-2020. Consider the following statements with reference to new Foreign Trade Policy 2015-2020.*
  1. Measures to be taken to include “Make in India” and “Digital India” Programmes to ease the trade.
  2. The introduction of new scheme, “Merchandise Exports from India Scheme” for incentivizing export of specified goods to specified markets.
  3. “Services Export from India Scheme” for increasing exports of notified services from India.

**Codes:**

- a) 1 and 3 only
  - b) 2 and 3 only
  - c) 1 only
  - d) All of the above
- 
2. **Which of the statements about NITI Aayog is not correct?**
    - a) It is a Statutory body
    - b) Vice Chairman of NITI Aayog holds Union Cabinet Minister rank.
    - c) Rajiv Kumar is currently Vice Chairman of the Aayog
    - d) Prime Minister is an ex-officio Chairperson of the Aayog
  
  3. **Consider the following statements with respect to “Google Street View”.**
    1. It provides panoramic views from positions along many streets across the world.
    2. It uses image stitching technology
    3. India denied permission for the service citing security issues

**Select the correct statement(s)**

- a) Only 1
- b) 1 and 3
- c) 1 and 2
- d) All of the above.

**4. Consider the following matches:**

Group A	Group B
(Initiatives)	(Organizations)
a) Earth Hour	1. WWF
b) World Environment Day	2. National Geographic Society
c) World Sparrow Day	3. UNEP
d) GREENdEX	4. Nature Forever Society

**Select the correct match from the options given below:**

- a) Only 1
- b) Only 1 and 4
- c) Only 1 and 4
- d) Only 3
- e) Only 2 and 4

**5. Among the following which one is not an ape?**

- a) Gibbon
- b) Gorilla
- c) Langur
- d) Orangutan

**6. Indian Railways have been contemplating about “ Green Train Corridors.” Which of the following is true about green train corridors?**

- a) Trains on green train corridors are mainly run on electricity generated from renewable resources.
- b) Green train corridors are completely free of accidents and therefore are safer than normal routes.
- c) Green train corridors are sections of the railways which will be free of human waste discharge on the tracks.
- d) None of the above.

**7. As per latest Child Rights and You (CRY) 2017 Report, which Indian State has the highest number of child labourers?**

- a) Bihar
- b) Jharkhand
- c) Maharashtra
- d) Uttar Pradesh

- 8. Name the Indian Institute of Technology that has developed soil-to-soil technology to manufacture cheaper, quicker and pollution free bio fuel.**
- a) IIT Delhi
  - b) IIT Bombay
  - c) IIT Madras
  - d) IIT Kharagpur
- 9. The national income estimates of India are prepared by which of the following**
- a) National Sample Survey
  - b) Ministry of Finance
  - c) Central Statistical Organisation
  - d) Indian Statistical Institute
- 10. Who among the following founded Yoga**
- a) Thyagaraja
  - b) Patanjali
  - c) Panini
  - d) Kautilya
- 11. Lightning can even burn a tree because it contains tremendous amount of –**
- a) Heat energy
  - b) Electric energy
  - c) Chemical energy
  - d) Nuclear energy
- 12. UNESCO has been annually designating a city as World Book Capital City beginning with the designation of Madrid as World Book Capital City in 2001. Which of the following city has been named as World Book Capital for 2019?**
- a) Alexandria
  - b) New Delhi
  - c) Sharjah
  - d) Montreal
- 13. The economist who was associated with the WTO draft document is :**
- a) AK Sen
  - b) TN Srinivasan
  - c) JN Bhagwati
  - d) Avinash Dixit

- 14. India was placed at the 40<sup>th</sup> spot among 137 countries in Global Competitiveness Index (GCI) 2017-18. The index is published by**
- a) World Bank
  - b) World Economic Forum
  - c) IMF
  - d) UNDP
- 15. The Dhyan Chand Award for life time contribution to sports development has been awarded to Syed Shahid. He is related to which field?**
- a) Football
  - b) Hockey
  - c) Athletics
  - d) Boxing

#### **IV - General English: (Each question carries one mark each)**

1) **Given below are sentences which have been presented in a random order. Arrange the following sentences in a proper sequence to form a meaningful paragraph and identify the correct sequence.**

- A. This is because your witness will be called upon to testify in court if the will is ever challenged.
- B. Lawyers advise people to use witnesses who are younger than they and are likely to outlive them.
- C. You can make a will as simple as you want. You will need to sign the document in the presence of two witnesses, who will then have to put the signature on it.
- D. It helps if a doctor is a witness or the document is signed in his presence.
- E. This is because he could be called upon to testify to the stability of your mental condition when you drew up the will.

- a. ABCDE
- b. CBADE
- c. DCBAE
- d. CDBAE

2. **In the following questions, a sentence has been given in Direct/ Indirect Speech. Out of the suggested alternatives select the one which best expresses the same sentence in Direct/ Indirect Speech.**

*She said, "I have often told you not to waste your time."*

- a. She said that she had often told not waste your time
- b. She said that she had often told her not waste her time.
- c. She said that she had often suggested to her not to waste her time.
- d. She told that she had often told her not to waste his time

**3. Spot the error:**

*Can you 1)/ repair my 2)/ digital-camera until 3)/ Wednesday? 4)/ No error 5)*

- a. 1
- b. 2
- c. 3
- d. 4
- e. 5

**4. Choose the word most nearly opposite to the given word *Ignominious***

- a. Laudable
- b. Ominous
- c. Dishonest
- d. Terrible

**5. Choose the appropriate meaning of the idiom/phrase**

*A man of straw*

- a) a worthy fellow
- b) a man of no substance
- c) a very active man
- d) a selfish person

**6. When will people learn from their mistakes? The assertive form of this sentence is –**

- a) People will learn to realize their mistakes
- b) People will be never learning to realize their mistakes
- c) Can people ever learn to realize their mistakes!
- d) People will never learn to realize their mistakes

**7. An essential purpose of the criminal justice system is to enable purgation to take place, that is, to provide a .....by which a community expresses it's collective.....the transgression of the criminal.**

- a) Catharsis, outrage at
- b) Procedure, distaste for
- c) Means, empathy with
- d) Disclaimer, forgiveness of

**8. He had taken the shocking news quietly, neither.....fate nor uttering any word of bitterness**

- a) Conspiring with
- b) Submitting to
- c) Railing against
- d) Dissenting from

**9. In the following question a word has been written in four different ways out of which only one is correctly spelt. Find the correctly spelt word.**

- a) Inteligencia
- b) Intelligensia
- c) Intelligensia
- d) Intelligensia

**10. In the following question select the lettered pair that best expresses a relationship similar to that expressed in the original pair**

PRECIPICE: STEEPNESS:

- a) Defile: narrowness
- b) Well: shallowness
- c) Plateau: depth
- d) Mountain: range

**11. Direction for question 11: Choose the best option**

Smoking .....health

- a) Effects
- b) Kills
- c) Affects
- d) Rejects

**12. Direction for question 12: Choose the word which is not a synonym for the given word**  
**Stingy**

- a) Amicable
- b) Penurious
- c) Parsimonious
- d) Frugal

**13. Direction for question 13:** Choose the correct option

Most journalistic writing could do with .....of paragraphs to make the prose more.....

- a) Suppression; legible
- b) Removal; argumentative
- c) Simplification; abstruse
- d) Deletion ;succinct

**14. Direction for question 14:** In the following question one or more of the sentences is/are incorrect. Identify the incorrect sentence/s

- A. I remember seeing a full page advertisement with a bright background colour.
  - B. The only other item on the page was a very small line of type in a lighter shade of the same color
  - C. Since I can recall the ad, it must made an impression.
  - D. Using colour to impact your design works best when it involves the unexpected or extreme.
- a) B
  - b) C
  - c) D
  - d) No error
  - e) A

**15. Choose the option that best transforms the given sentence without changing its meaning:**

*The inspector said , " Is it a mixed school" ?*

- a) The inspector said that if it was a mixed school
- b) The inspector asked if it was a mixed school
- c) The inspector told that it was a mixed school
- d) The inspector was saying if it was a mixed school.

## **V. Comprehension: (Each question carries two marks each)**

**Directions:** *Read the passage carefully and answer the questions 1-5 given below*

Why do the vital organs of the body slow down on aging? Why do older people experience sleep disorders? A new study holds the molecular machinery of the master clock” in the brain responsible for such malfunctions during old age. The study conducted by researchers at the University of Virginia and reported in the Journal “ Proceedings “ of the National Academy of Sciences, compares the working of the vital organs to a wall full of clocks with a large dominant clock controlling the synchronization of the peripheral clocks. The big clock continues to keep time, but, as it ages, its connecting signal to the smaller clock weakens. Some of the smaller clocks eventually become desynchronized and some stop running. The weakening of the signal, rather than a problem with the central timekeeper itself, apparently is the cause of alterations in the biological timing system in aging mammals- possibly including humans, according to the researchers. This may explain why older people experience sleep disorders- the signal from the master clock in the brain has weakened, even as it keeps on ticking. This weakened output causes some of the peripheral clocks in other organs to eventually stop oscillating or to fall out of proper sync, causing sleep disruption and malaise, the report says. Lack of sleep can affect more than a person’s level of alertness. In the long term, it can disrupt the body’s metabolism; affect eating cycles, leading to declining cognitive abilities and possibly, a shortened lifespan. Sleep disorders are also associated with Alzheimer’s disease. Gene. D Block, professor of biology and one of the study’s lead researchers, was quoted in the report as saying, “Our new finding demonstrates that the molecular machinery of the master clock continues to function normally. Taken together with our earlier studies, this suggests that there may be age related failure of the conversion of the clock’s molecular rhythm into the electrical or humeral signals that the brain uses for communication. These weakened central signals may fail to keep some peripheral clocks appropriately synchronized or even in some cases, even rhythmic.” The scientists studied tissues from the brain and other organs of older mice and measured the activity of a gene that is a part of the biological clock. They found that the central clock in the brain, the suprachiasmatic nucleus, maintained proper periodicity and synchronization. Clocks in some peripheral organs such as the liver and kidney of older animals, were either improperly synchronized or had lost rhythm entirely. “This new knowledge could eventually lead to new therapies for age related desynchronization,” Block said. “Arrhythmic or improperly synchronized tissues of old animals could possibly be stimulated by a treatment to oscillate normally.”

- 1. Which of these factors is held responsible for the slowing down of the vital organs in old age, as laid down in the passage?**
  - a) Molecular machinery of the master clock and the peripheral clocks in the brain.
  - b) Master clock in the brain.
  - c) Weakening of the signals from the master clock in the brain.
  - d) Arrhythmic oscillations of tissues of old animals
  - e) Sleep disorders.

**2. Which of the following sentences is incorrect, according to the passage?**

- a) The connecting signals of the big clock fail, as it ages.
- b) Alterations in the biological timing system are restricted to lower mammals only
- c) The brain uses humeral signals, which are converted from the clock's molecular rhythm
- d) Both (b) and (c)
- e) None of these

**3. What was the breakthrough achieved, as a result of the scientist's effort?**

- a) The discovery of the fact that the clocks in some peripheral organs were either improperly synchronized or had lost their rhythm completely.
- b) The knowledge that the oscillations is necessary to maintain a person's level of alertness.
- c) The observation that the brain uses humeral signals for communication
- d) Both (a) and (b)

**4. Which of the following sentences is true, in the context of the passage?**

- a) The brain of a guinea pig was used for the tissue experimentation.
- b) Declining cognitive abilities may be traced to sleeplessness
- c) The big clock is directly synchronized to smaller clocks through tissues
- d) There is likely to be an age-related failure of the conversion of the master clock's molecular rhythm into electrical or humeral signals
- e) Both (b) and (d)

**5. What appears to be true, in the context of the new findings?**

- a) Sufficient information about the bipolar disease is necessary to ward off desynchronization
  - b) Age related failure hampers the synchronization of the peripheral clocks in the respective organs
  - c) Alzheimer's disease and sleeping disorders have a similar impact on the human mind.
  - d) Only (b) and (c)
  - e) Only (a) and (b)
-