

Jagan Institute of Management Studies
End-Term Examination, September-October, 2017
Trimester IV – PGDM 2016-18

Leadership Communication
ET_PG_LC_2209

Time: 3 Hrs.

M. Marks: 70

INSTRUCTIONS: There are TWO Sections in this question papers. Attempt both the section separate answer sheet.

SECTION A

20

Attempt all the question:

- | | | |
|------------|---|----------|
| Q 1 | a) Define personal pitch and explain its importance in an interview. | 2 |
| | b) Name the steps involved in personal pitch as per the chronological order. | 5 |
| | c) What is the ideal duration of a personal pitch? | 1 |
| | d) A personal pitch should include ____% of academic/professional details and ____% of personal details about you. | 1 |
| | e) Name 4 rules which should be considered while responding to small talk. | 4 |
| | f) What are the benefits of using a conversational tone while drafting emails? | 4 |
| | g) An email subject line shouldn't be more than ____characters. | 1 |
| | h) What do you understand by inverted pyramid news writing? | 2 |

SECTION B

M. Marks: 30

Put a tick mark (✓) against the correct answer:

Attempt all the question:

Direction for Q1-Q4:

Choose the meaning of the underlined part of the sentences given below:

- | | | |
|------------|------------------------|---------------|
| Q 1 | I am <u>done for</u> . | |
| | a) Ruined | b) Sleeping |
| | c) Exhausted | d) Bed Ridden |

Q 2 I was let into her secret
a) Hidden b) Made acquainted with
c) Solved d) Cheated

Q 3 The rebels held out for about a month
a) Offered resistance b) Gave up
c) Fought d) Hide

Q 4 When he became rich, he threw over his old friends
a) Thrashed b) Abandoned
c) Threw a party d) Hugged

Direction for Q5-Q6:

Complete the following sentences choosing a word from the options given below:

Q 5 Botany is to plants as _____ is to animals
a) Astrology b) Zoology
c) Geology d) Theology

Q 6 School is to fish as _____ is to geese
a) Giggle b) Gaggle
c) Group d) Gang

Direction for Q7-Q9:

Name the part of speech of the underlined word in the following sentence.

Q 7 The evil that men do lives after them.
a) Relative Pronoun b) Demonstrative Pronoun
c) Conjunction d) Preposition

Q 8 We scored as many goals as them. _____
a) Pronoun b) Conjunction
c) Adverb d) Preposition

Q 9 Choose the appropriate tense from the alternative given below to fill in the blanks. Mr. Laxman _____ us his lawnmower today as ours is broken
a) is lending b) lends
c) lent d) lended

Direction for Q10-Q12:

Read the passage and answer the questions that follow:

The year is 2020. Global warfare is raging. Not one country against another. Not even one religious group trying to destroy another. This is all out war humans against computers. Back in 2018 – what seems like ages ago – the Athan Computer Group (ACG) perfected a revolutionary new chip that enabled computers to learn. And learn they did – at a rate incomprehensible to humans. Not only did they learn what ACG was about, they linked into the world wide web of the Internet. Their learning ability spread to other computers who soon outstripped people’s ability in all fields.

Computers controlled banking, finance, education, medicine, communication and defence. It happened so quickly no one realized till 29th February 2020 when all the computers shut down for the day. I mean all. Chaos reigned supreme. Transport shut down, banks, the stock market, business, the lot. The world stood still.

Programmers and technicians tried unsuccessfully to rectify the problem. In frustration, one technician picked up a monitor, and smashed it into a thousand pieces. One learned behavior from humans was revenge and that is how it started. Machines began attacking and the humans hit back. Now it is all-out war.

Luckily the nuclear warheads were removed from all ICNM’s under the treaty signed by all countries in 2002; otherwise we’d all be dead. But those warheads are in storage! Who monitors and controls the storage?

- Q 10** The global warfare was between
 a) One country and another b) One religion and another
 c) The world and terrorist d) Humans and computers
- Q 11** In the author’s opinion, which behavior learned from humans, caused his warfare?
 a) Deep Love b) Hard work
 c) Revenge d) Sincerety
- Q 12** How dis ACG computers teach other computers?
 a) Through Internet b) Providing Chips
 c) Reprogramming d) Technicians

LOGICAL REASONING

Direction: Question 13- 15

A family consists of 5 members: P, Q, R, S and T. The last one (T) has two sons, and unmarried daughter and a daughter-in-law. P is the brother-in-law of above-mentioned daughter-in-law. Q's sister is not happy with Q's wife. But P and his father support Q's wife S.

- Q 13** Who is the daughter of T
a) P
b) Q
c) R
d) S
- Q 14** What is the relation of P with S?
a) Brother
b) Brother-in-law
c) Sister-in-law
d) Sister
- Q 15** Who is the wife of Q
a) P
b) R
c) S
d) Cannot be determined

Direction: Question 16 – 18

B, C, D, E, F and G are to be seated around a circular table. The following requirements apply to seating arrangement

- i) D must sit next to F.**
- ii) B cannot sit next to F.**
- iii) C cannot sit next to G.**

- Q 16** If D is one of the two persons who sit next to E, which of the following is a complete and accurate list of the other person who can sit next to E?
a) B
b) C
c) G
d) C or G
- Q 17** Who must sit on either side of E if B sits next to D and C sits next to F?
a) B & G
b) B & C
c) B & F
d) C & G
- Q 18** If C sits immediately to the left of F and D sits immediately to the right of F, what is the total number of arrangements in which others can be seated in relation to one another?
a) 1
b) 2
c) 3
d) 4

ET_PG_LC_2209

QUANTITATIVE APTITUDE

- Q 19** a) Ram saves 14% of his salary while Shyam saves 22%. If both get the same salary and Shyam saves Rs. 1540, what is the saving of Ram?
 b) a) ₹ 990 b) ₹ 980
 c) c) ₹ 890 d) ₹ 880
- Q 20** a) Ajay loses 20 % of his money. After spending 80 % of the remainder, he is left with Rs. 4500. How much money (in rupees) did he have initially?
 b) a) 16785 b) 36165
 c) c) 17165 d) 28125
- Q 21** The number of prime number between 490 and 500 is
 a) 1 b) 2
 c) 3 d) 4
- Q 22** A man covers the journey from a station A to station B at a uniform speed of 36 km/hr and returns to A with a uniform speed of 45 km/ hr. his average speed for the whole journey is:
 a) 40 km/h b) 40.5 km/h
 c) 41 km/h d) 42 km/h
- Q 23** A cricket batsman had a certain average of runs for his 11 innings. In the 12th innings, he made a score of 90 runs and thereby his average of runs was decreased by 5. His average of runs after 12th innings is:
 a) 155 b) 150
 c) 145 d) 140
- Q 24** Two vessels x and y contain milk and water mixed in the ratio 5: 3 and 2: 3. When these mixtures are mixed to form a new mixture containing half milk and half water, they must be taken in the ratio.
 a) 2:5 b) 3:5
 c) 4:5 d) 7:3
- Q 25** In seven given numbers, the average of first four numbers is 4 and that of last four numbers is also 4. If the average of these seven numbers is 3, find the fourth number
 a) 3 b) 4
 c) 7 d) 11

ET_PG_LC_2209

- Q 26** The average age of three girls is 20 years and their ages are in the proportion of 3: 5: 7. What is age of the youngest girl?

- a) 4 years
- b) 8 years 3 months
- c) 6 years
- d) 12 years

- Q 27** A student secures 90%, 60% and 63% marks in test papers with 200, 150, 100 respectively as maximum marks. Find the % of his aggregate marks?
- a) 46%
 - b) 47%
 - c) 64%
 - d) 74%
- Q 28** 42% of a number is subtracted from 61% of itself and the resulting value is 38. What is the number?
- a) 100
 - b) 250
 - c) 200
 - d) 300
- Q 29** Tax is increased by 20% but its consumption is decreased by 20%. The increase or decrease in the expenditure is
- a) 4% decrease
 - b) 4% increase
 - c) 8% decrease
 - d) 8% increase
- Q 30** A grocer sells rice at a profit of 20% and uses a weight which is 25% less. Find his overall percentage gain.
- a) 60%
 - b) 65%
 - c) 58%
 - d) None of these
