

CMAT 2018 Slot 1 Question Paper - January 20 Forenoon Session

Language Comprehension

Passage I

I once made a statement in a room full of college students that the most important thing a young person could acquire in college might be a sense of her own limitations. I realised when I said it that it was not a very fashionable thing to say. Popular books on how to therapy, stress the glorious potential of every human being and urge us to accept ourselves, finally, as being only a little lower than the angels. I heartily approve of any celebration of human potential, but I believe that we must acknowledge our potential for limitless evil as well. We must understand what we can do in the way of evil before we can even pretend to be good. This is the beginning of morality; the psychological or spiritual or, in a religious tradition, the mythical basis that makes morality possible. One of the most moral book of the past century is Joseph Conrad's Heart of Darkness, because Conrad faces the problem of evil in people. He tells us that we must recognize in ourselves the ability to put the head of our enemy on stick and dance around a fire with it, and only when we recognize that can we even begin to deal with any moral question at all. Students who have been nourished on pop psychology and told "I'm O.K." have some trouble dealing with Conrad, and some of them regard him as perverse.

I am amazed at the number of educated people who believe that we are somehow better, more moral, than our ancestors were. I have seen otherwise intelligent people grow red in the face at the suggestion that human beings are not better now - less cruel, more considerate, less animalistic, more humane - than they were when Nero ruled Rome or when the Pharaohs ruled Egypt or, when the Druids at Stonehenge readied their sacrifices.

In one way we are more likely to have become dull to our potential for evil (and so discover it suddenly and with disastrous consequences) today than we were a few centuries ago. This is because we actively suppress the kind of self-knowledge that makes intelligent moral decisions possible. Sin and guilt are such old-fashioned terms that most of us are

embarrassed by the very words.

Q51.

The beginning of morality is based on:-

- (1) A strong religious and ethical sense.
 - (2) A knowledge of the possibilities of evil as well as good.
 - (3) A profound sense of tradition.
 - (4) An innate sense of good and evil.
-

Q52. One would assume from this passage that the author probably taught:-

- (1) Music
 - (2) Popular culture
 - (3) French
 - (4) Philosophy
-

Q53. The author's attitude towards popular how to books could be described as:-

- (1) Critical
 - (2) Approving
 - (3) Apathetic
 - (4) Sympathetic
-

Passage II

Science made some progress in the middle Ages but the spirit of modern science was born with the Renaissance. Science in the middle ages struggled against restrictions and there were many fetters to be destroyed before it could continue unhampered. Superstitions were common and to the masses were much more acceptable than were scientific explanations. The Renaissance brought about an interest in all things pertaining to men and the thirst for

new achievements led to a critical observation of natural phenomena. The spirit of learning was manifested in science. Scientists of the 16th century made the first effective protest against the medieval scientific method of accepting theories before investigation had verified them. Francis Bacon pointed out that classical scientific conclusions did not represent mature knowledge and implored men to explore the realms of nature. Descartes brought out the necessity of questioning everything. He was the forerunner of science.

Q54.

Outlook towards science in the middle ages can be best describe as:-

- (1) It was in the pre-Renaissance period that the spirit of learning was manifested in science.
 - (2) Spirit of modern science was born in the middle ages.
 - (3) Superstitions were common than scientific explanations.
 - (4) Science in the middle ages blossomed unrestricted and without hindrances.
-

Q55. Another word for FETTERS is:-

- (1) Menace
 - (2) Hoop
 - (3) Ornament
 - (4) None of these
-

Q56. How were the scientists of the 16th century different from those of the medieval times?

- (1) They accepted scientific theories only after investigation had verified them.
 - (2) They struggled against restrictions, protested.
 - (3) They overlooked natural phenomena and accepted hearsay.
 - (4) Insufficient information.
-

Passage III

How can an organization's sales operations be improved? One of the keys to becoming more effective is first to determine the type of "selling process" which needs to be used. In other words, the role of the salesperson must be such as to identify a customer's needs and requirements. There are three different types of sales staff that can be categorized. There can be consultative, narrative approach depends on the salesperson having quickly hit a standardized presentation. Every buyer receives the same presentation. Emphasis is on highlighting benefits and how the product or service can help the buyer. This is an effective approach if the buying motive for all customers is the same. This process is well suited where there are a great number of prospects to be called on. The suggestive approach depends on the seller being in a position to offer alternative recommendations. This is quite different from the narrative approach as the presentation is tailored to the individual customer. Here, the salesperson must initiate some discussion in order to get the buyer in a positive frame of mind.

An example of this process would be a restaurant wine steward who has checked with the waiter what food the customer has ordered and then opens by saying that either "this or that particular wine would go best with the food ordered." This is an excellent approach where one doesn't have much time with the customer but is able to acquire some basic information and then offer a particular recommendation. This process is well suited for products and services. However, it does require the salesperson to acquire basic information from the customer before moving on to the presentation. The consultative approach requires the salesperson to have a thorough understanding of the customer and what the customer is trying to achieve. The role of the salesperson is to become an advisor or consultant and she must acquire a great deal of information from the customer. With this information, the salesperson can now offer the customer a more customized presentation and highlight how the salesperson's product or service can help. This approach will usually require a number of sales calls as the buying process may be complex.

This consultative approach requires a selling process including probing, listening, analyzing, creativity and persuasiveness. The other two approaches are typically require fewer sales calls. Finally, motivating and rewarding sales people needs to be linked to the type of sales being used and this is where the problem starts. Many organizations, which should be using

a consultative approach, use a narrative approach. They use standardized methods and do not tailor presentations to individual customers. You see this in many industries. When this is the case, price becomes a key criterion for the customer. A key issue in developing a professional sales organization is first establishing the sales process. When that decision has been made, all other sales decisions, including hiring, training and rewards can be linked to it.

Q57.

How would you describe the writer's style?

- (1) Persuasive
 - (2) Critical
 - (3) Personal
 - (4) Argumentative
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Q58. In paragraph 3, "in order to" is used:-

- (1) To describe an effect
 - (2) To describe a cause
 - (3) To describe a purpose
 - (4) To describe an effort
-

Q59. In paragraph 8, key criterion is closest in meaning to:-

- (1) Confusion
 - (2) A contrary analysis
 - (3) An important point
 - (4) A minor issue
-

Q60. According to the passage which of the approaches is the most complicated.

- (1) The narrative approach

- (2) The consultative approach
 - (3) The suggestive approach
 - (4) No significant difference
-

Q61. The writer is probably:-

- (1) An academic
 - (2) A journalist
 - (3) A businessman
 - (4) A sales professional
-

Q62. Which of the following selling approach may work best for a new technological product that is first of its kind?

- (1) The narrative approach
 - (2) The consultative approach
 - (3) The suggestive approach
 - (4) Depends on the product
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Passage IV

Excerpt from Delhi Daily

‘Delhi Belly’ restaurant provides a dining experience like no other! A rustic atmosphere, along with delicious food, it provides an opportunity to cook up the local flavor. Recently relocated to the old market area, Delhi Belly is especially popular for lunch. At the counter, you can place your order for one of Delhi Belly’s three daily lunch specials or one of several Delhi snacks, all at reasonable prices. Once you get your food, choose a seat at one of the four charming communal tables. By the time you are ready to carry your meal plate to the trash bin, you have experienced some of the best food and one of the most charming companies our city has to offer.

Restaurant review

Yesterday, I was exposed to what has been called ‘a dining experience like no other’. At lunchtime, Delhi Belly is so crowded; I wondered when the authorities had last visited the establishment. The line snaked out of the door to the corner, and by the time I reached the counter, I was freezing. I decided on the Delhi Belly lunch special. It turned out to be a bland meal of i have ever eaten. At Delhi Belly, you’ll sit at one of our long tables. The couple sitting across from me was having an argument. The truck driver next to me told me more than I wanted to know about highway taxes. After I had tasted all of the food on my plate, I rose to leave, whereupon one of the people working behind the counter yelled at me to clean up after myself. Throwing away that plate of food was the most enjoyable part of dining at Delhi Belly.

Q63. If you go to lunch at Delhi Belly, you could expect to see:-

- (1) a long line of customers
 - (2) the authorities
 - (3) the restaurant critic from the newspaper
 - (4) well cooked snacks
-

Q64. Which of the following illustrates the restaurant critic’s opinion of the food at Delhi Belly?

- (1) “At Delhi Belly’s, you sit at one of our long tables.”
 - (2) “At lunchtime, Delhi Belly is so crowded, I wondered when the authorities had last visited the establishment.”
 - (3) “After I had tasted all of the food on my plate, I rose to leave, whereupon one of the people working behind the counter yelled at me to clean up after myself.”
 - (4) “Throwing away that plate of food was the most enjoyable part of dining at Delhi Belly.”
-

Q65. The main purpose of the restaurant review is to:-

- (1) tell people they probably don't want to eat at Delhi Belly.
 - (2) make fun of couples who argue in public.
 - (3) recommend the lunch special.
 - (4) warn people that Delhi Belly tends to be crowded.
-

Q66. Choose the word or the phrase that has most nearly the same meaning for the word given below.

PERFIDY

- (1) Thrift
 - (2) Loyalty
 - (3) Sincerity
 - (4) Betrayal
-

Q67. Choose the word or the phrase that has most nearly the same meaning for the word given below.

SABOTAGE

- (1) Destructive action
 - (2) Resistance
 - (3) Deliberate subversion
 - (4) Vandalism
-

Q68. Choose the word or the phrase that has most nearly the opposite meaning for the word given below.

BASHFUL

- (1) Bawling
- (2) Arrogant
- (3) Impetuous

(4) Kindly

Q69. Complete the analogy.

POSTURE : BEARING :: -----

- (1) Regimentation : uniformity
 - (2) Deportment : behavior
 - (3) Anarchy : street brawls
 - (4) Melodrama : exaggeration
-

Q70. From the options given below, find the closest substitute for the underlined expression.

He secured a job in the films because he was good at producing voice sounds.

- (1) Mono acting
 - (2) Mimicry
 - (3) Ventriloquism
 - (4) Caricature
-

Q71. A word and its definition is given followed by four sentences. Choose the option that best fits with the definition.

Maneuvering:

- (1) A family is making plans for the daughter's wedding.
 - (2) A manager making his way to the top.
 - (3) A captain giving order to his soldiers.
 - (4) A child planning to stay away from school.
-

Q72. The following question has a set of three statements. Each statement can be classified as one of the following:

(i) Facts, which deal with pieces of information that one has heard, seen or read, and which are open to discovery or verification (the answer option indicates such a statement with an 'F').

(ii) Inferences, which are conclusions drawn about the unknown, on the basis of the known (the answer option indicates such a statement with a 'I').

(iii) Judgements, which are opinions that imply approval or disapproval of persons, objects, situations and occurrences in the past, the present or the future (the answer option indicates such a statement with a 'J').

Identify the Fact(F), Judgement(J) and Inference(I) from the given sentences.

1. God created the earth

2. God exists

3. Wine tastes better than beer

(1) F[1,2], J[3]

(2) I[1], J[2,3]

(3) I[1,2], F[3]

(4) I[1,2], J[3]

Q73. The following question has a set of three statements. Each statement can be classified as one of the following:

(i) Facts, which deal with pieces of information that one has heard, seen or read, and which are open to discovery or verification (the answer option indicates such a statement with an 'F').

(ii) Inferences, which are conclusions drawn about the unknown, on the basis of the known (the answer option indicates such a statement with a 'I').

(iii) Judgements, which are opinions that imply approval or disapproval of persons, objects, situations and occurrences in the past, the present or the future (the answer option indicates such a statement with a 'J').

Identify the Fact(F), Judgement(J) and Inference(I) from the given sentences.

1. Weather forecast says 80% chance of thunderstorms, It's a good idea to bring an umbrella.

2. My throat is sore and my nose is running, I have probably caught a cold.

3. There are over 40 million volumes in the university library, they probably have a copy of the famous book 'Savitri'.

(1) I[1,2,3]

(2) I[1,2,3]

(3) I[1,2], F[3]

(4) I[1,2], F[3]

Q74. Which of the given figure of speech has been employed in the formation of the following sentence?

"I am so tired that I can sleep for a year."

(1) Hyperbole

(2) Pun

(3) Oxymoron

(4) Understatement

Q75. Fill in the blank using appropriate prepositions.

"A plane flies ----- the clouds."

(1) in

(2) above

(3) along

(4) with