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CHAPTER

Analytical Decision Making

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

Following are the conditions for selecting Senior Manager-Credit in a bank. The candidate must –

- (i) be a graduate in any discipline with atleast 60 percent marks.
- (ii) have post qualification work experience of at least ten years in the Advances Section of a bank.
- (iii) be at least 30 years and not more than 40 years as on 01.04.2010.
- (iv) have secured at least 40 percent marks in the group discussion,
- (v) have secured at least 50 percent marks in interview.

In the case of a candidate who satisfies all the conditions **EXCEPT–**

- (A) at (i) above but has secured at least 50 percent marks in graduation and at least 60 percent marks in post graduation in any discipline the case is to be referred to the General Manager-Advances.
- (B) at (ii) above but has total post qualification work experience of at least seven years out of which at least three years as Manager-Credit in a bank, the case is to be referred to Executive Director.

In each question below details of one candidate is given. You have to take one of the following courses of action based on the information provided and the conditions and sub-conditions given above and mark the number of that course of action as your answer. You are not to assume anything other than the information provided in each question. All these cases are given to you as on 01.04.2010.

Give answer (a) if the case is to be referred to Executive Director.

Give answer (b) if the case is to be referred to General Manager-Advances.

Give answer (c) if the data are inadequate to take a decision.

Give answer (d) if the candidate is not to be selected.

Give answer (e) if the candidate is to be selected.

(SBI PO 2010)

1. Shobha Gupta has secured 50 percent marks in the interview and 40 percent marks in the Group Discussion. She has been working for the past eight years out of which four years as Manager-Credit in a bank after completing her B.A. degree with 60 percent marks. She was born on 12th September 1978.
2. Rohan Maskare was born on 8th March 1974. He has been working in a bank for the past twelve years after completing

his B.Com. degree with 70 percent marks. He has secured 50 percent marks in both the Group Discussion and the interview.

3. Prakash Gokhale was born on 4th August 1977. He has secured 65 percent marks in post graduation and 58 percent marks in graduation. He has been working for the past ten years in the Advances Department of a bank after completing his post graduation. He has secured 45 percent marks in the Group Discussion and 50 percent marks in the Interview.
4. Sudha Mehrotra has been working in the Advances department of a bank for the past twelve years after completing her B.Com. degree with 60 percent marks. She has secured 50 percent marks in the Group Discussion and 40 percent marks in the Interview. She was born on 15th February 1972.
5. Amit Narayan was born on 28th May 1974. He has been working in the Advances department of a bank for the past eleven years after completing his B.Sc. degree with 65 percent marks. He has secured 55 percent marks in the Group discussion and 50 percent, marks in the interview.

DIRECTIONS (Qs. 6–10) : Study the following information carefully and answer the questions given below :

Following are the conditions for selecting Senior Manager-General Banking in a bank :

- (i) have secured at least 60 percent marks in Std. XII.
- (ii) have secured at least 55 percent marks in Graduation in any discipline.
- (iii) have secured at least 60 percent marks in Post-graduate degree/diploma in Management/Economics/Statistics.
- (iv) be at least 25 years and not be more than 35 years as on 01.03.2010.
- (v) have post qualification work experience of at least 2 years as General Banking Officer in a bank.
- (vi) have secured at least 50 percent marks in written examination.
- (vii) have secured at least 40 percent marks in Personal Interview.

In the case of a candidate who satisfies all the above conditions **except–**

- (a) at (iii) above, but has secured at least 60 percent marks in CA or ICWA, the case is to be referred to VP- Recruitment.
- (b) at (vii) above, but have secured at least 65 percent marks in the written examination and at least 35 percent marks in the personal interview, the case is to be referred to President-Recruitment.

In each question below are given details of one candidate . You have to take one of the following courses of actions based on the information provided and the conditions and sub-conditions

given above and mark the number of that course of action as your answer. You are not to assume anything other than the information provided in each question. All these cases are given to you as on 01.03.2010.

Mark answer (a) if the data provided are inadequate to take a decision.

Mark answer (b) if the case is to be referred to VP–Recruitment.

Mark answer (c) if the case is to be referred to President–Recruitment.

Mark answer (d) if the candidate is to be selected.

Mark answer (e) if the candidate is not to be selected.

(SBI PO 2010)

6. Kesave Vora was born on 8th November 1978. He has secured 65 percent marks in Std. XII and 60 percent marks in Graduation. He has secured 58 percent marks in M.A. Economics and 60 percent marks in ICWA. He has been working in a bank as generalist officer for the past two years after completing his education. He has also secured 50 percent marks in the written examination and 45 percent marks in personal interview.
7. Arindam Ghosh has been working in a bank as generalist officer for the past four years after completing his postgraduate diploma in management with 60 percent marks. He has secured 50 percent marks in written examination and 40 percent marks in the personal interview. He has also secured 70 percent marks in Std. XII. He was born on 25th February 1977.
8. Sohan Majhi has secured 65 percent marks in B.Sc. and 70 percent marks in M.Sc. Statistics. He has been working in a bank as generalist officer for the past three years after completing his postgraduation. He has secured 55 percent marks in the written examination and 50 percent marks in the personal interview. He was born on 8th July 1982.
9. Neha Salve has been working in a bank as generalist officer for the past four years after completing her post–graduate degree in Economics with 60 percent marks. She has secured 60 percent marks in both graduation and Std. XII. She was born on 24th August 1979. She has secured 70 percent marks in the written examination and 38 percent marks in the personal interview.
10. Neeta Jaiswal was born on 2nd June 1980. She has been working in a bank as generalist officer for the past three years after completing her post–graduate degree in Economics with 60 percent marks. She has secured 68 percent marks in HSC and 58 percent marks in B.Com. She has also secured 50 percent marks in both the written examination and personal interview.

DIRECTIONS (Qs. 11-15) : Study the following information carefully and answer the questions given below:

Following are the conditions for selecting Accounts Officer in an organization.

The candidate must—

- (i) be at least 21 years and not more than 26 years as on 01.11.2011.
- (ii) be a Commerce graduate (B.Com.) with at least 55% aggregate marks,

- (iii) have work experience of at least 2 years in the Accounts department of an organization,
- (iv) have secured at least 50% marks in the selection process. In the case of a candidate who fulfils all the conditions except—
- (a) at (i) above but at least 21 years old and not more than 28 years old and has work experience of five years as Accounts Assistant in an organization, his/her case is to be referred to GM- Accounts.
- (b) at (ii) above, but has secured at least 50% aggregate marks in graduation and has secured at least 55% marks in the selection process, his/her case is to be referred to VP-Accounts.

In each question below, details of one candidate are provided. You have to take one of the following courses of actions based on the conditions given above and the information provided in each question and mark the number of that course of action as your answer. You are not to assume anything other than the information provided in each question. All these cases are given to you as on 01.11.2011

(IBPS PO 2011)

Mark answer

- (a) if the case is to be referred to GM-Accounts.
 - (b) if the case is to be referred to VP-Accounts.
 - (c) if the candidate is to be selected.
 - (d) if the candidate is not to be selected,
 - (e) if the data provided are inadequate to take a decision
- Now read the information provided in each question and mark your answer accordingly.
11. Ramesh was born on 25th November 1989, He has secured 60% aggregate marks in B.Com. and 65% marks in the Selection Process. He has been working in the Accounts department of an organization for the past three years.
 12. Pratima was born on 6th June 1988. She has secured 60% aggregate marks in B.Com. and 49% marks in the Selection Process. She has been working in the Accounts Department of an organization for the past three years.
 13. Anil has secured 55% aggregate marks in graduation. He has been working for past four years in the Accounts department of an organization. He has secured 50% marks, in the Selection Process. He was born on 12th July 1988.
 14. Abha was born on 18th April 1985. She has been working as Accounts Assistant in an organization for the past five years. She has secured 60% aggregate marks in B. Com. and 55% marks in the Selection Process.
 15. Atul has secured 50% aggregate marks in B.Com. and 60% marks in the Selection Process. He has been working in the Accounts department of an organization for past four years. He was born on 2nd January 1987.

DIRECTIONS (Qs. 16–20): Study the following information carefully and answer the questions given below

Following are the conditions for selecting a Marketing Manager in an organisation: The candidate must

- (i) be at least 25 years and not more than 35 years old as on 1.12.2011.
- (ii) be a graduate in any discipline with at least 55% aggregate marks.

- (iii) have completed post/Graduate degree/diploma in Management with specialization in Marketing Management with at least 60% marks.
- (iv) have post-qualification work experience of at least 5 years as Assistant Marketing Manager in an organization. In the case of a candidate who fulfils all the conditions except
 - (a) (ii) above, but has scored at least 50% in graduation and at least 65% in post-Graduate degree/diploma in Management with specialization in Marketing Management, his/her case is to be referred to Head-Marketing.
 - (b) (i) above, but is not more than 40 years old and has work experience of eight years as Assistant Marketing Manager, his/her case is to be referred to the Managing Director.

In each question below, details of one candidate are provided. You have to take one of the following courses of actions based on the conditions and sub conditions given above and the information provided in each question and mark the number of that course of action as your answer. You are not to assume anything other than the information provided in each question. All these cases are given to you as on 1.12.2011. Given answer

- (a) if the data provided are inadequate to take a decision.
- (b) if the candidate is not to be selected.
- (c) if the candidate is to be selected.
- (d) if the case is to be referred to Head-Marketing.
- (e) if the case is to be referred to Managing Director.

Now read the information provided in each question and mark your answer accordingly. **(IBPS PO 2011)**

16. Megha Gosavi was born on 8th March 1982. She has been working as Assistant Marketing Manager in an organisation for the past six years after completing her post Graduate degree in Management with specialisation in Marketing Management with 70% marks. She has scored 53% marks in B. Com.
17. Mihir Sengupta was born on 24th July 1980. He has been working as Assistant Marketing Manager in an organisation for the past seven years after completing his post Graduate Diploma in Marketing Management with 60% marks. He has scored 54% marks in Graduation.
18. Arup Pathak has scored 59% marks in Graduation and has been working as Assistant Marketing Manager in an organization for the past seven years after completing his post-Graduate Diploma in Management with specialisation in Marketing Management. He was born on 15th February 1981.
19. Manish Agrawal was born on 2nd January 1978. He has scored 58% marks in B. Sc. and 65% marks in post-Graduate degree in Marketing Management. He has been working as Assistant Marketing Manager in an organization for the past six years after completing his post-Graduation.
20. Nilima Patkar has scored 60% marks in Graduation. She has been working as Assistant Marketing Manager in an organisation for the past nine years after completing her post-Graduate degree in Marketing Management with 65% marks. She was born on 18th August 1972.

DIRECTIONS (Qs. 21-25): Study the following information carefully and answer the questions given below:

(IBPS PO 2011)

Following are the conditions for selecting a Finance Manager in an organisation: The candidate must

- (i) be a graduate in any discipline with at least 50% marks.
- (ii) have completed Postgraduate Degree/Diploma in Management with specialisation in Finance with at least 65% marks.
- (iii) have post-qualification work experience of at least 4 years in the finance department of an organisation.
- (iv) be at least 26 years and not more than 36 years as on 1.12.2011.

In the case of a candidate who fulfils all the conditions except

- (a) (ii), but has secured at least 60% marks in postgraduate degree/diploma in management with specialisation in Finance and at least 70% marks in graduation, his/her case is to be referred to the DGM-Finance.
- (b) (iii), but has post qualification work experience of at least two years as Assistant Finance Manager, his/ her case is to be referred to the GM-Finance.

In each question below, details of one candidate are provided. You have to take one of the following courses of action based on the conditions and sub-conditions given above and the mark information provided in each question and the number of that course of action as your answer. You are not to assume anything other than the information provided in each question. All these cases are given to you as on 1.12.2011. **Mark answer**

- (a) if the candidate is to be selected.
- (b) if the data provided are inadequate to take a decision.
- (c) if the candidate is not to be selected.
- (d) if the case is to be referred to DGM-Finance.
- (e) if the case is to be referred to GM-Finance.

Now, read the Information provided in each question and mark your answer accordingly. **(IBPS PO 2011)**

21. Hemant Shah was born on 19 March 1981. He has been working in the finance department of an organisation for the past six years. He has scored 65% marks in BCom and 75% marks in his postgraduate degree in management with finance as specialisation.
22. Subodh Sahay was born on 7 November 1982. He has been working for the past four years as Assistant Finance Manager in an organisation after completing his postgraduate degree in Finance management with 66% marks. He has scored 52% marks in BSc.
23. Neera Bhagat has been working in the finance department of an organisation for the past seven years after completing her postgraduate degree in management with specialisation in Finance with 62% marks. She has scored 75% marks in BSc. She was born on 12 January 1983.
24. Sudha Malhotra was born on 26 July 1984. She has been working as Assistant Finance Manager for the past three years in an organisation after completing her Postgraduate diploma in management with finance as specialisation with 68% marks. She has scored 55% marks in BA.
25. Atul Khemka has been working in Finance department of an organisation for the past five years after completing his postgraduate degree in management with finance as specialisation with 60% marks. He has scored 60% marks in BCom. He was born 4 November 1985.

DIRECTIONS (Qs. 26-30) : Study the following information carefully and answer the given questions given below :

Following are the conditions for selecting Manager-HR in an organisation :

The candidate must –

- (i) be at least 30 years and not more than 35 years as on 01.03.2012.
- (ii) have secured at least 60 percent marks in Graduation in any discipline.
- (iii) have secured at least 65 percent marks in the Post Graduate degree/ Diploma in personnel Management/HR.
- (iv) have post qualification work experience of at least five years in the personal/HR Department of an organisation.
- (v) have secured at least 50 percent marks in the selection process.

In the case of a candidate who satisfies all the above conditions except-

- (a) at (ii) above, but has secured at least 55 percent marks in Graduation in any discipline and at least 70 percent marks in post Graduate Degree/Diploma in personnel Management/HR, the case is to be referred to GM - HR.
- (b) at (iv) above, but has post qualification work experience of at least two years as Deputy Manager- HR. the case is to be referred to President - HR.

In each question below are given details of one candidate. You have to take one of the following courses of actions based on the information provided and the conditions and sub-conditions given above and mark the number of that course of action as your answer. You are not to assume anything other than the information provided in each question. All these cases are given to you as on 01.03.2012.

Mark answer (a) if the candidate is **not** to be selected

Mark answer (b) if the data provided are not adequate to take a decision.

Mark answer (c) if the case is to be referred to president-HR

Mark answer (d) if the case is to be referred to GM-HR

Mark answer (e) if the candidate is to be selected

(IBPS SO 2012)

26. Rita Bhatt was born on 25th July 1978. She has secured 62 per cent marks in Graduation and 65 per cent marks in post Graduate Diploma in Management. She has been working for the past six years in the personnel Department of an organisation after completing her post Graduation. She has secured 55 per cent marks in the selection process.
27. Ashok Pradhan was born on 8th August 1980. He has been working in the personnel Department of an organisation for the past four years after completing his post Graduate Degree in personnel Management with 67 percent. Out of his entire experience, he has been working for the past two years as Deputy Manager- HR. He has secured 62 percent marks in Graduation and 58 percent marks in the selection process.
28. Alok Verma was born on 4th March 1976. He has been working in the personnel Department of an organisation for the past six years after completing his post Graduate Diploma in personnel Management with 66 percent marks. He has secured 57 percent marks in the selection process and 63 percent marks in Graduation.
29. Swapan Ghosh has been working in the personnel Department of an organisation for the past five years after

completing his post Graduate Degree in HR with 72 percent marks. He has secured 56 percent marks in Graduation. He was born on 12th May 1977. He has secured 58 percent marks in the selection process.

30. Seema Beht has been working in the personnel Department of an organisation for the past seven years after completing her post Graduate Diploma in Personnel Management with 70 percent marks. She was born on 5th July 1979. She has secured 65 percent marks in Graduation and 50 percent marks in the selection process.

DIRECTIONS (Qs. 31-35) : Study the following information carefully and answer the questions given below :

(IBPS RRB 2013)

An organisation wants to recruit Management Trainees. Following are the criteria for such recruitment. The candidate must be –

- (a) a graduate in any discipline with at least 65 per cent marks.
- (b) above 24 years and not above 30 years of age as on 01.11.2012.
- (c) having a postgraduate degree/diploma in management or completed ICWA/CA/CS with at least 55 per cent marks.
- (d) having an experience of 0–2 years.
- (e) ready to be on probation for one year.

If a candidate satisfies all the criteria **except** —

- (i) at (c) above but is an engineer with minimum 70 per cent marks his/her case is to be referred to AGM-PA.
- (ii) at (d) above but has secured at least 70 per cent marks in postgraduation his/her case is to be referred to the GM – PA.

Based on the above criteria and information provided below, make a decision in each case. You are not to assume anything. If the data given are not enough to take a decision mark your answer as 'data inadequate'. These cases are given to you as on 31.10.2012.

Mark answer (a) if candidate is to be referred to AGM-PA.

Mark answer (b) if data given is not sufficient to take any decision.

Mark answer (c) if candidate is to be selected

Mark answer (d) if candidate is to be referred to GM-PA.

Mark answer (e) if candidate is not to be selected.

31. Rajesh Chopra is a Postgraduate in Management with 60 per cent marks and has been working since June 2011. He was born on 13th September, 1988. He is ready to work on probation of one year.
32. Roop Kamal is an Arts graduate and C.A. both with 66 per cent marks. He has been working from January 2012 and is ready to join on probation of one year. His date of birth is 3rd January, 1988.
33. Indira Narayan is a Commerce graduate and postgraduate in finance both with 68 per cent marks. She was born on 26th September, 1983. She has been working from April 2011.
34. Darshan Patil is Commerce graduate and postgraduate in finance both with 60 per cent marks. He is 26 years old and has been working from November 2011. He is ready to join on probation for one year.
35. Vanitha Mittal is Commerce graduate with 68 per cent marks and she has completed her MBA with 70 per cent marks in 2011. Her date of birth is 30th August, 1988 and she is ready to work on probation for one year.

DIRECTIONS (Qs. 36-40): Study the following information carefully and answer the questions given below :

(IBPS RRB 2013)

Following are the conditions for selecting Manager-Finance in an organisation :

The candidate must —

- (i) be a graduate in any discipline with at least 50 percent marks.
- (ii) be a postgraduate in Management with specialisation in Finance.
- (iii) be at least 25 years and not more than 35 years as on 1.2.2013.
- (iv) have post qualification work experience of at least two years in the Accounts/Finance department of an organization
- (v) have secured at least 40 percent marks in the selection process.

In the case of a candidate who satisfies all other criteria EXCEPT

- (A) at (ii) above, but has worked as Deputy Manager-Finance in an organization for at least three years, his/her case is to be referred to General Manager-Finance.
- (B) at (v) above, but has secured at least 70 percent marks in postgraduation, his/her case is to be referred to President-Finance.

In each question below, detailed information of one candidate is provided. You have to take one of the following courses of action based on the information provided and the conditions and sub-conditions given above and mark your answer accordingly. You are not to assume anything other than the information provided in case of each candidate. All these cases are given to you as on 1.2.2013

Mark answer (a) if the candidate is not to be selected.

Mark answer (b) if the data provided are not adequate to take a decision.

Mark answer (c) if the case is to be referred to General Manager-Finance.

Mark answer (d) if the case is to be referred to President-Finance.

Mark answer (e) if the candidate is to be selected.

36. Geeta Kothari was born on 10th September 1980. She has been working in the Finance Department of an organization for the past four years after completing her MBA with Finance specialisation. She has secured 50 percent marks in the selection process.
37. Ravi Sharma has secured 60 percent marks in graduation. He has been working in the Finance Department of an organization for the past four years after completing his MBA in Finance with 75 percent marks. He was born on 25th May 1983. He has secured 39 percent marks in the selection process.
38. Ranjit Malhotra has secured 55 percent marks in graduation and 65 percent marks in MBA Finance. He has been working as Deputy Manager Finance in an organization for the past four years after completing his MBA. He was born on 24th February 1985. He has secured 60 percent marks in the selection process.

39. Deepak Banerjee was born on 8th July 1977. He has secured 65 percent marks in both graduation and MBA-Finance. He has also secured 70 percent marks in the selection process. He has been working in the Accounts Department of an organization for the past three years after completing his MBA.
40. Sanket Chopra has been working as Deputy Manager-Finance in an organization for the past four years after completing graduation with 65 percent marks. He has also done a diploma in Finance Management. He has secured 55 percent marks in the selection process. He was born on 3rd April 1983.

DIRECTIONS (Qs. 41-45) : Study the following information carefully and answer the questions given below:

(IBPS PO 2013)

An organization wants to recruit system analysts. The following conditions apply.

The candidate must

- (i) be an engineering graduate in computer/IT with at least 60% marks.
- (ii) have working experience in the field of computer at least for 2 yr after acquiring the requisite qualification.
- (iii) have completed minimum 25 yr and maximum 30 yr of age as on 1.12.2013.
- (iv) be willing to sign a bond for ₹ 50000.
- (v) have secured minimum 55% marks in selection test. However, if a candidate fulfils all other conditions

Except

- A. at (i) above, but is an Electronics Engineer with 65% or more marks the case is to be referred to the General Manager (GM)-IT.
- B. at (iv) above, but has an experience of atleast 5 yr as a Software Manager, the case is to be referred to the VP.

In each question below, detailed information of candidate is given. You have to carefully study the information provided in each case and take one of the following courses of actions based on the information and the conditions given above. You are not to assume anything other than the information provided in each question. All these cases are given to you as on 01.12.2013. You have to indicate your decision by marking answers to each question as follows:

Give Answer:

- (a) If the case is to be referred to VP
 - (b) If the case is to be referred to GM
 - (c) If the data provided is not sufficient to take a decision
 - (d) If the candidate is to be selected
 - (e) If the candidate is not to be selected
41. Ms. Suneeta is an IT Engineer with 60% marks at graduation as well as in selection test. She is working as a Software Engineer for last 3 yr after completing engineering degree and has completed 27 yr of age. She is willing to sign the bond of ₹ 50000.
 42. Rakesh Rao is a Computer Engineer Graduate and thereafter is working as a Software Manager for last 6 yr. He has secured 72% marks at graduation and 67% marks in selection test. His date of birth is 5th December, 1984. He is not willing to sign the bond for ₹ 50000.

43. Ramkumar is an Engineering graduate in computers with 78% marks passed out in 2007 at the age of 23 yr. Since, then he is working as a Software Manager in an engineering firm. He doesn't want to sign the bond for ₹ 50000. He has cleared the selection test with 72% marks.
44. Nishant is an Electronics Engineer passed out in June, 2010 at the age of 22 yr. Since, then he is working as a Programmer in a software company. He has passed the selection test with 66% marks and is willing to sign the bond.
45. Kalyani is an Engineer with 72% marks in Telecommunication. She has just completed 27 yr of age. She has cleared the selection test with 59% marks. She is willing to sign the bond.

DIRECTIONS (Qs. 46-50): Study the following information carefully and answer the given questions :

(SBI PO 2014)

Following are the conditions for selecting candidates for Post Graduation Diploma in Marketing in an institution.

The candidate must

- (i) have a Graduation Degree with at least 50 percent marks
- (ii) be at least 22 years as on 01.12.2013
- (iii) have secured at least 40 percent marks in the Entrance Test
- (iv) have secured at least 50 percent marks in the Group Discussion and Interview
- (v) be capable to pay a fee of ₹ 4 lakh per annum at the time of admission.

In the case of a candidate who fulfills all the conditions EXCEPT (a) at (iii) above but has secured 30 percent marks in the Entrance Test and 80 per cent marks in the Graduation, his/ her case is to be referred to the Dean of the Institution

(b) at (v) above but can deposit an amount of Rs. 2.5 lakh in the beginning of the first year, his/ her case is to be referred to the Director of the Institution.

In each question below, details of one candidate are provided. You have to take one of the following courses of actions based on the conditions given above and the information provided in each question and mark the number of that course of action as your answer. You are not to assume anything than the information provided in each question. All these cases are given to you as on 01.12.2013.

Marks answer (a) if the case is to be referred to the Dean of the Institution.

Marks answer (b) if the case is to be referred to the Director of the Institution.

Marks answer (c) if the candidate is to be selected

Marks answer (d) if the candidate is not to be selected

Marks answer (e) if the data provided are inadequate to take a decision.

Now read the information provided in each question and mark your answer accordingly.

46. Anup Bhatnagar was born on 12th June 1989. He can deposit an amount of ₹ 4 lakh at the time of admission. He secured 85 per cent marks in the Graduation and 55 per cent marks in the Group Discussion and Interview. He secured 35 percent marks in the Entrance Test.

47. Nisha Desai was born on 8th April 1991. She secured 80 percent marks in the Graduation and 60 percent marks in Group Discussion and Interview. She can pay an amount of ₹ 4 lakh per annum.
48. Subodh Verma was born on 22nd May 1990. He secured 50 percent marks in the Graduation and 40 percent marks in the Entrance Test. He secured 60 percent marks in Group Discussion and Interview and can deposit an amount of ₹ 4 lakh as fee.
49. Ravindra Sharma was born on 24th September 1988. He secured 60 percent marks in the Entrance Test, 60 percent marks in the Graduation and 65 per cent marks in the Group Discussion and Interview. He can pay ₹ 3 lakh in the beginning of the first year.
50. Rajiv Batra secured 70 percent marks in the Entrance Test and was born on 5th June 1991. He secured 50 percent marks in the Graduation and can pay ₹ 4 lakh at the time of admission. He secured 60 percent marks in the Group Discussion and Interview.

DIRECTIONS (Qs. 51-55): Study the following information carefully and answer the questions given below :

(SBI PO 2016)

Following are the conditions for selecting Marketing Manager in an organisation :

The candidate must :

- (i) be at least 30 years old as on 01.03.2013
- (ii) have secured at least 55 per cent marks in graduation
- (iii) have secured at least 60 per cent marks in Post graduate Degree/Diploma in Marketing.
- (iv) have post qualification work experience of at least five years in the Marketing Division of an organisation.
- (v) have secured at least 45 per cent marks in the selection process.

In the case of a candidate who satisfies all other conditions **except -**

(A) at (iv) above, but has post qualification work experience of at least two years as Deputy Marketing Manager, the case is to be referred to GM-Marketing.

(B) at (ii) above, but has secured at least 65 per cent marks in Post graduate Degree/Diploma in Marketing Management, the case is to be referred to Vice President-Marketing.

In each question below is given details of one candidate. You have to take one of the following courses of actions based on the information provided and the conditions and subconditions given above and mark your answer accordingly. You are not to assume anything other than the information provided in each question. All these cases are given to you as on 01.03.2013.

Mark answer (a) if the candidate is not to be selected.

Mark answer (b) if the candidate is to be selected.

Mark answer (c) if the data are inadequate to take a decision.

Mark answer (d) if the case is to be referred to Vice President - Marketing.

Mark answer (e) if the case is to be referred to GM-Marketing.

51. Suresh Mehta has secured 58 per cent marks in graduation. He was born on 19th May 1979. He has secured 50 per cent marks in the selection process. He has been working for the

past seven years in the Marketing division of an organisation after completing his Post Graduation with 62 per cent marks.

52. Sudha Gopalan has secured 50 per cent marks in both selection process and graduation. She has been working for the past six years in the Marketing division of an organisation after completing her Post Graduate Diploma in Marketing with 70 per cent marks. She was born on 14th October, 1982.
53. Divya Kohli has been working for the past five years in Marketing division of an organisation after completing her Post Graduate Diploma in Marketing with 65 per cent marks. She has secured 55 per cent marks in graduation and 50 per cent marks in the selection process. She was born on 2nd April 1979.

54. Navin Marathe was born on 8th April 1979. He has secured 60 per cent marks in both graduation and Post-Graduate Degree in Marketing. He has been working for the past six years in the Marketing division of an organisation after completing his PG Degree in Marketing. He has secured 50 per cent marks in the selection process.
55. Varun Malhotra was born on 3rd July 1980. He has been working as Deputy Marketing Manager in an organisation for the past three years after completing his Post Graduate Degree in Marketing with 65 per cent marks. He secured 55 per cent marks in both graduation and selection process.

Answers & Explanations

Sol. (1-5) :

Candidate	Conditions					
	(i) or (A)	(ii) or (B)	(iii)	(iv)	(v)	
Shobha	✓	–	–	✓	✓	✓
Rohan	✓	–	NG	–	✓	✓
Prakash	–	✓	✓	–	✓	✓
Sudha	✓	–	✓	–	✓	×
Amit	✓	–	✓	–	✓	✓

- (a) Shobha Gupta does satisfy conditions (i), (B), (iii), (iv) and (v). Therefore, her case would be referred to Executive Director.
- (c) It is not mentioned Rohan Maskare worked in which section.
- (b) Prakash Gokhale does satisfy conditions (A), (ii), (iii), (iv) and (v). Therefore, his case would be referred to General Manager - Advances.
- (d) Sudha Mehrotra does not satisfy condition (v).
- (e) Amit Narayan does satisfy all the conditions. Therefore, he can be selected.

Sol. (6-10) :

Candidate	Conditions							
	(i)	(ii)	(iii) or (a)	(iv)	(v)	(vi)	(vii) or (b)	
Kesava	✓	✓	–	✓	✓	✓	✓	–
Arindam	✓	NG	✓	–	✓	✓	✓	–
Sohan	NG	✓	✓	–	✓	✓	✓	–
Neha	✓	✓	✓	–	✓	✓	–	✓
Neeta	✓	✓	✓	–	✓	✓	✓	–

Note: NG → Not given

- (b) Kesava Vora satisfies conditions (i), (ii), (a), (iv), (v), (vi) and (vii). Therefore, his case should be referred to Vice President – Recruitment.
- (a) There is no information about condition (ii).
- (a) There is no information about condition (i).
- (c) Neha Salve satisfies conditions (i), (ii), (iii), (iv), (v), (vi) and (b). Therefore, her case should be referred to President - Recruitment
- (d) Neeta Jaiswal satisfies all the conditions. Therefore, she can be selected.

Sol. (11-15) :

Candidate	Conditions					
	(i) or (a)	(ii) or (b)	(iii)	(iv)		
Ramesh	✓	–	✓	–	✓	✓
Pratima	✓	–	✓	–	✓	×
Anil	✓	–	✓	–	✓	✓
Abha	–	✓	✓	–	✓	✓
Atul	✓	–	–	✓	✓	✓

- (c) Ramesh satisfies all the conditions.
- (d) Pratima does not satisfy condition (iv).
- (c) Anil satisfies all the conditions.
- (a) Abha satisfies conditions (a), (ii), (iii) and (iv). Therefore, her case would be referred to GM Accounts.
- (b) Atul satisfies conditions (i), (b), (iii) and (iv). Therefore, his case would be referred to the VP Accounts.

Sol. (16-20) :

Candidate	(i)	(ii)	(iii)	(iv)
	(b)	(a)		
Megha	✓	(✓)	✓	✓
Mihir	✓	×	✓	✓
Arup	✓	✓	–	✓
Manish	✓	✓	✓	✓
Nilima	(✓)	✓	✓	✓

16. (d) 17. (b) 18. (a) 19. (c) 20. (e)

Sol. (21-25) :

Candidate	(i)	(ii) / (a)	(iii) / (b)	(iv)
Hemant	✓	✓	✓	✓
Subodh	✓	✓	✓	✓
Neera	✓	(✓)	✓	✓
Sudha	✓	✓	(✓)	✓
Atul	✓	×	✓	✓

21. (a) 22. (a) 23. (d) 24. (e) 25. (c)

Sol. (26 - 30) :

Candidate	Conditions						Ans.	
	(i)	(ii) or (a)	(iii)	(iv) or (b)	(v)			
Rita	✓	✓	–	✓	✓	–	✓	e
Ashok	✓	✓	–	✓	–	✓	✓	c
Alok	×	✓	–	✓	✓	–	✓	a
Swapan	✓	–	✓	✓	✓	–	✓	d
Seema	✓	✓	–	✓	✓	–	✓	e

26. (e) Rita Bhatt satisfies all the conditions. Therefore, she would be selected.
27. (c) Ashok Pradhan satisfies conditions (i), (ii), (iii), (b) and (v). Therefore, his case would be referred to President – HR.
28. (a) Alok Verma does not satisfy condition (i).
29. (d) Swapan Ghosh satisfies conditions (i), (a), (iii), (iv) and (v). Therefore, his case would be referred to GM – HR.
30. (e) Seema Behal satisfies conditions (i), (ii), (iii), (iv) and (v). Therefore, she would be selected.

Sol. (31-35):

CANDIDATE	CRITERIA						Ans	
	(a)	(b)	(c) or (i)	(d) or (ii)	(e)			
Rajesh	NG	✓	✓	–	✓	–	✓	(b)
RoopKamal	✓	✓	✓	–	✓	–	✓	(c)
Indira	✓	✓	✓	–	✓	–	NG	(b)
Darshan	×	✓	✓	–	✓	–	✓	(e)
Vanitha	✓	✓	✓	–	–	✓	✓	(d)

31. (b) No information is given regarding the criterion (a).
32. (c) Roop Kamal does satisfy all the criteria.
33. (b) No information is given regarding the criterion (e).
34. (e) Darshan Patil does not satisfy criterion (a).
35. (d) Vanitha Mittal does satisfy (a), (b), (c), (ii) and (e).

Sol. (36-40) :

CANDIDATE	CRITERIA						Ans	
	(i)	(ii) or A	(iii)	(iv)	(v) or B			
Geeta	NG	✓	–	✓	✓	✓	–	b
Ravi	✓	✓	–	✓	✓	–	✓	d
Ranjit	✓	✓	–	✓	✓	✓	–	e
Deepak	✓	✓	–	×	✓	✓	–	a
Sanket	✓	–	✓	✓	✓	✓	–	c

36. (b) Data inadequate
37. (d) Ravi Sharma satisfies conditions (i), (ii), (iii), (iv) and (B). So his case should be referred to President – Finance.
38. (e) Ranjit Malhotra satisfies all the criteria. So he can be selected.
39. (a) Deepak Banerjee does not satisfy condition (iii). So he cannot be selected.
40. (c) Sanket Chopra satisfies conditions (i), (A), (iii), (iv) and (v). So his case should be referred to General Manager — Finance.

Sol. (41-45) :

Candidate	i	ii	iii	iv	v	(A)	(B)
Suneeta	✓	✓	✓	✓	✓		
Rakesh	✓	✓	✓	–	✓		✓
Ramkumar	✓	✓	✓	–	✓		✓
Nishant	–	✓	✓	✓	✓		
Kalyani	×	✓	✓	✓	✓		

41. (d) Suneeta fulfils all conditions so, she is to be selected.
42. (a) Rakesh Rao fulfils condition (B) instead of (IV) so, his case is to be referred to VP.
43. (a) Ramkumar fulfils condition (B) instead of (IV) so, his case is to be referred to VP.
44. (c) Percentage marks of Nishant in graduation is not given so, data is insufficient.
45. (e) Kalyani is telecommunication engineer so, she is not to be selected.

Sol. (46-50) :

CANDIDATE	CRITERIA							Ans
	(i)	(ii)	(iii) or (a)	(iv)	(v) or (b)			
Anup	✓	✓	–	✓	✓	✓	–	a
Nisha	✓	✓	×	–	✓	✓	–	e
Subodh	✓	✓	✓	–	✓	✓	–	c
Ravindra	✓	✓	✓	–	×	–	✓	b
Rajiv	✓	✓	✓	–	✓	✓	–	c

46. (a) Anup Bhatnagar satisfies conditions (i), (ii), (a), (iv) and (v). Therefore, his case would be referred to the Dean of the Institution.
47. (e) In case of Nisha Desai there is no information about the condition (iii).
48. (c) Subodh Verma satisfies conditions (i), (ii), (iii), (iv) and (v). Therefore, he can be selected.
49. (b) Ravindra Sharma satisfies conditions (i), (ii), (iii), (iv) and (b). Therefore, his case would be referred to the Director of the Institution.
50. (c) Rajiv Batra satisfies all the conditions (i), (ii), (iii), (iv) and (v). Therefore, he can be selected.

Sol. (51-55) :

CANDIDATE	CRITERIA						Ans	
	(i)	(ii) or B	(iii)	(iv) or A	(v)			
Suresh	✓	✓	–	✓	✓	–	✓	b
Sudha	✓	–	✓	✓	✓	–	✓	d
Divya	×	✓	–	✓	✓	–	✓	a
Navin	✓	✓	–	✓	✓	–	✓	b
Varun	✓	✓	–	✓	–	✓	✓	e

51. (b) Suresh Mehta satisfies all the conditions (i), (ii), (iii), (iv) and (v). Therefore, he can be selected.
52. (d) Sudha Gopalan satisfies the conditions (i), (B), (iii), (iv) and (v). Therefore, her case would be referred to Vice-president -Marketing.
53. (a) Divya Kohli does not satisfy condition (i). Therefore, she cannot be selected.
54. (b) Navin Marathe satisfies all the conditions (i), (ii), (iii), (iv) and (v). Therefore, he can be selected.
55. (e) Varun Malhotra satisfies the conditions (i), (ii), (iii), (A) and (v). Therefore, his case should be referred to GM-Marketing.