

### 1. Para Completion

**Directions for questions 1 to 4:** Each of the following questions has a paragraph from which the last sentence has been deleted. From the given options, choose the sentence that completes the paragraph in the most appropriate way.

1. Most people at their first consultation take a furtive look at the surgeon’s hands in the hope of reassurance. Prospective patients look for delicacy, sensitivity, steadiness, perhaps unblemished pallor. On this basis, Henry Perowne loses a number of cases each year. Generally, he knows it’s about to happen before the patient does: the downward glance repeated, the prepared questions beginning to falter, the overemphatic thanks during the retreat to the door.

- (1) Other people do not communicate due to their poor observation.
- (2) Other patients don’t like what they see but are ignorant of their right to go elsewhere.
- (3) But Perowne himself is not concerned.
- (4) But others will take their place, he thought.
- (5) These hands are steady enough, but they are large.

Topic	Year	Total
Para Completion	2008	4
	2007	3
	2006	5
	2005	4
Para Jumble	2007	4
	2005	3
	2004	8
Find Summary	2004	4
<b>Grand Total</b>		<b>35</b>

TITA: \_\_\_\_\_

2. Trade protectionism, disguised as concern for the climate, is raising its head. Citing competitiveness concerns, powerful industrialized countries are holding out threats of a levy on imports of energy-intensive products from developing countries that refuse to accept their demands. The actual source of protectionist sentiment in the OECD countries is, of course, their current lackluster economic performance, combined with the challenges posed by the rapid economic rise of China and India – in that order.

- (1) Climate change is evoked to bring trade protectionism through the back door.
- (2) OECD countries are taking refuge in climate change issues to erect trade barriers against these two countries.
- (3) Climate change concerns have come as a convenient stick to beat the rising trade power of China and India.
- (4) Defenders of the global economic status quo are posing as climate change champions.
- (5) Today’s climate change champions are the perpetrators of global economic inequity.

TITA: \_\_\_\_\_

3. Mattancherry is Indian Jewry’s most famous settlement. Its pretty streets of pastel coloured houses, connected by first-floor passages and home to the last twelve saree-and-sarongwearing, white-skinned Indian Jews are visited by thousands of tourists each year. Its synagogue, built in 1568, with a floor of blue-and-white Chinese tiles, a carpet given by Haile Selassie and the frosty Yaheh selling tickets at the door, stands as an image of religious tolerance.

- (1) Mattancherry represents, therefore, the perfect picture of peaceful co-existence.
- (2) India’s Jews have almost never suffered discrimination, except for European colonizers and each other.
- (3) Jews in India were always tolerant.
- (4) Religious tolerance has always been only a facade and nothing more.
- (5) The pretty pastel streets are, thus, very popular with the tourists.

TITA: \_\_\_\_\_

4. Given the cultural and intellectual interconnections, the question of what is ‘Western’ and what is ‘Eastern’ (or Indian) is often hard to decide, and the issue can be discussed only in more dialectical terms. The diagnosis of a thought as ‘purely Western’ or ‘purely Indian’ can be very illusory.

- (1) Thoughts are not the kind of things that can be easily categorized.
- (2) Though ‘occidentalism’ and ‘orientalism’ as dichotomous concepts have found many adherents.
- (3) ‘East is East and West is West’ has been a discredited notion for a long time now.

(4) Compartmentalizing thoughts is often desirable.

(5) The origin of a thought is not the kind of thing to which ‘purity’ happens easily.

TITA: \_\_\_\_\_

**Directions for Questions 5 to 7:** Each of the following questions has a paragraph from which the last sentence has been deleted. From the given options, choose the sentence that completes the paragraph in the **most appropriate** way.

5. Characters are also part of deep structure. Characters tie events in a story together and provide a thread of continuity and meaning. Stories can be about individuals, groups, projects or whole organizations, so from an organizational studies perspective, the focal actor(s) determine the level and unit of analysis used in a study. Stories of mergers and acquisitions, for example, are common place. In these stories whole organizations are personified as actors. But these macro-level stories usually are not told from the perspective of the macro-level participants, because whole organizations cannot narrate their experiences in the first person.

(1) More generally, data concerning the identities and relationships of the characters in the story are required, if one is to understand role structure and social networks in which that process is embedded.

(2) Personification of a whole organization abstracts away from the particular actors and from traditional notions of level of analysis.

(3) The personification of a whole organization is important because stories differ depending on who is enacting various events.

(4) Every story is told from a particular point of view, with a particular narrative voice, which is not regarded as part of the deep structure.

(5) The personification of a whole organization is a textual device we use to make macro-level theories more comprehensible.

TITA: \_\_\_\_\_

6. Nevertheless, photographs still retain some of the magical allure that the earliest daguerreotypes inspired. As objects, our photographs have changed; they have become physically flimsier as they have become more technologically sophisticated. Daguerre produced pictures on copper plates; today many of our photographs never become tangible thins, but instead remain filed away on computers and cameras, part of the digital ether that envelops the modern world. At the same time, our patience for the creation of images has also eroded. Children today are used to being tracked from birth by digital cameras and video recorders and they expect to see the results of their poses and performances instantly. The space between life as it is being lived and life as it is being displayed shrinks to a mere second.

(1) Yet, despite these technical developments, photographs still remain powerful because they are reminders of the people and things we care about.

(2) Images, after all, are surrogates carried into battle by a soldier or by a traveller on holiday.

(3) Photographs, be they digital or traditional, exist to remind us of the absent, the beloved, and the dead.

(4) In the new era of the digital image, the images also have a greater potential for fostering falsehood and trickery, perpetuating fictions that seem so real we cannot tell the difference.

(5) Anyway, human nature being what it is, little time has passed after photography’s inventions became means of living life through images.

TITA: \_\_\_\_\_

7. Mma Ramotswe had a detective agency in Africa, at the foot of Kgale Hill. These were its assets; a tiny white van, two desks, two chairs, a telephone, and an old typewriter. Then there was a teapot, in which Mma Ramotswe - the only private lady detective in Botswana - brewed red bush tea. And three mugs - one for herself, one for her secretary and one for the client. What else does a detective agency really need? Detective agencies rely on human intuition and intelligence, both of which Mma Ramotswe had in abundance.

- (1) But there was also the view, which again would appear on no inventory.
- (2) No inventory would ever include those, of course.
- (3) She had an intelligent secretary too.
- (4) She was a good detective and a good woman.
- (5) What she lacked in possessions was more than made up by a natural shrewdness.

TITA: \_\_\_\_\_

Directions for Questions 8 to 12: Each of the following questions has a paragraph from which the last sentence has been deleted. From the given options, choose the one that completes the paragraph in the most appropriate way.

8. I am sometimes attacked for imposing ‘rules’. Nothing could be further from the truth. I hate rules. All I do is report on how consumers react to different stimuli. I may say to a copywriter, —Research shows that commercials with celebrities are below average in persuading people to buy products. Are you sure you want to use a celebrity? Call that a rule? Or I may say to an art director, —Research suggests that if you set the copy in black type on a white background, more people will read it than if you set it in white type on a black background.“

1. Guidance based on applied research can hardly qualify as ‘rules’.
2. Thus, all my so called ‘rules’ are rooted in applied research.
3. A suggestion perhaps, but scarcely a rule.
4. Such principles are unavoidable if one wants to be systematic about consumer behaviour.
5. Fundamentally it is about consumer behaviour œ not about celebrities or type settings

TITA: \_\_\_\_\_

9. Relations between the factory and the dealer are distant and usually strained as the factory tries to force cars on the dealers to smooth out production. Relations between the dealer and the customer are equally strained because dealers continuously adjust prices œ make deals œ to adjust demand with supply while maximizing profits. This becomes a system marked by a lack of long-term commitment on either side, which maximizes feelings of mistrust. In order to maximize their bargaining positions, everyone holds back information œ the dealer about the product and the consumer about his true desires.

1. As a result, “deal making’ becomes rampant, without concern for customer satisfaction.
2. As a result, inefficiencies creep into the supply chain.
3. As a result, everyone treats the other as an adversary, rather than as an ally.
4. As a result, fundamental innovations are becoming scarce in the automobile industry.
5. As a result, everyone loses in the long run.

TITA: \_\_\_\_\_

10. In the evolving world order, the comparative advantage of the United States lies in its military force. Diplomacy and international law have always been regarded as annoying encumbrances, unless they can be used to advantage against an enemy. Every active player in world affairs professes to seek only peace and to prefer negotiation to violence and coercion.

1. However, diplomacy has often been used as a mask by nations which intended to use force.
2. However, when the veil is lifted, we commonly see that diplomacy is understood as a disguise for the rule of force.
3. However, history has shown that many of these nations do not practice what they profess.
4. However, history tells us that peace is professed by those who intend to use violence.
5. However, when unmasked, such nations reveal a penchant for the use of force.

TITA: \_\_\_\_\_

11. Age has a curvilinear relationship with the exploitation of opportunity. Initially, age will increase the likelihood that a person will exploit an entrepreneurial opportunity because people gather much of the knowledge necessary

to exploit opportunities over the course of their lives, and because age provides credibility in transmitting that information to others. However, as people become older, their willingness to bear risks declines, their opportunity costs rise, and they become less receptive to new information.

1. As a result, people transmit more information rather than experiment with new ideas as they reach an advanced age.
2. As a result, people are reluctant to experiment with new ideas as they reach an advanced age.
3. As a result, only people with lower opportunity costs exploit opportunity when they reach an advanced age.
4. As a result, people become reluctant to exploit entrepreneurial opportunities when they reach an advanced age.
5. As a result, people depend on credibility rather than on novelty as they reach an advanced age.

6. TITA: \_\_\_\_\_

12. We can usefully think of theoretical models as maps, which help us navigate unfamiliar territory. The most accurate map that it is possible to construct would be of no practical use whatsoever, for it would be an exact replica, on exactly the same scale, of the place where we were. Good maps pull out the most important features and throw away a huge amount of much less valuable information. Of course, maps can be bad as well as good – witness the attempts by medieval Europe to produce a map of the world. In the same way, a bad theory, no matter how impressive it may seem in principle, does little or nothing to help us understand a problem.

1. But good theories, just like good maps, are invaluable, even if they are simplified.
2. But good theories, just like good maps, will never represent unfamiliar concepts in detail.
3. But good theories, just like good maps, need to balance detail and feasibility of representation.
4. But good theories, just like good maps, are accurate only at a certain level of abstraction.
5. But good theories, just like good maps, are useful in the hands of a user who knows their limitations.

TITA: \_\_\_\_\_

Directions for Questions 13 to 16: Each of the following questions has a paragraph from which the last sentence has been deleted. From the given options, choose the one that completes the paragraph in the most appropriate way.

13. The audiences for crosswords and sudoku, understandably, overlap greatly, but there are differences, too. A crossword attracts a more literary person, while sudoku appeals to a keenly logical mind. Some crossword enthusiasts turn up their noses at sudoku because they feel it lacks depth. A good crossword requires vocabulary, knowledge, mental flexibility and sometimes even a sense of humor to complete. It touches numerous areas of life and provides an "Aha!" or two along the way. \_\_\_\_\_

1. Sudoku, on the other hand, is just a logical exercise, each one similar to the last.
2. Sudoku, incidentally, is growing faster in popularity than crosswords, even among the literati.
3. Sudoku, on the other hand, can be attempted and enjoyed even by children.
4. Sudoku, however, is not exciting in any sense of the term

TITA: \_\_\_\_\_

14. Most firms consider expert individuals to be too elitist, temperamental, egocentric, and difficult to work with. Force such people to collaborate on a high-stakes project and they just might come to fisticuffs. Even the very notion of managing such a group seems unimaginable. So most organizations fall into default mode, setting up project teams of people who get along nicely. \_\_\_\_\_

1. The result, however, is disastrous.
2. The result is mediocrity.
3. The result is creation of experts who then become elitists.

4. Naturally, they drive innovations.

TITA: \_\_\_\_\_

15. Federer's fifth grand slam win prompted a reporter to ask whether he was the best ever. Federer is certainly not lacking in confidence, but he wasn't about to proclaim himself the best ever. "The best player of this generation, yes", he said, "But nowhere close to ever. Just look at the records that some guys have. I'm a minnow." \_\_\_\_\_

1. His win against Agassi, a genius from the previous generation, contradicts that.
2. Sampras, the king of an earlier generation, was as humble.
3. He is more than a minnow to his contemporaries.
4. The difference between 'the best of this generation' and 'the best ever' is a matter of perception.'

TITA: \_\_\_\_\_

16. Thus the end of knowledge and the closing of the frontier that it symbolizes is not a looming crisis at all, but merely one of many embarrassing fits of hubris in civilization's long industry. In the end, it will pass away and be forgotten. Ours is not the first generation to struggle to understand the organizational laws of the frontier, deceive itself that it has succeeded, and go to its grave having failed. \_\_\_\_\_

1. One would be wise to be humble.
2. But we might be the first generation to actually reach the frontier.
3. But we might be the first generation to deal with the crisis.
4. However, this time the success is not illusory.

TITA: \_\_\_\_\_

## 2. Para Jumbled

**Directions for Questions 17 to 20:** In each question, there are five sentences/paragraphs. The sentence/paragraph labelled A is in its correct place. The four that follow are labelled B, C, D and E, and need to be arranged in the logical order to form a coherent paragraph/passage. From the given options, choose the **most appropriate** option.

17. A. In America, highly educated women, who are in stronger position in the labour market than less qualified ones, have higher rates of marriage than other groups.
- B. Some works supports the Becker thesis, and some appears to contradict it.
- C. And, as with crime, it is equally inconclusive.
- D. But regardless of the conclusion of any particular piece of work, it is hard to establish convincing connections between family changes and economic factors using conventional approaches.
- E. Indeed, just as with crime, an enormous academic literature exists on the validity of the pure economic approach to the evolution of family structures.

TITA: \_\_\_\_\_

18. A. Personal experience of mothering and motherhood are largely framed in relation to two discernible or "official" discourses; the "medical discourse and natural childbirth discourse". Both of these tend to focus on the "optimistic stories" of birth and mothering and underpin stereotypes of the "godmother".
- B. At the same time, the need for medical expert guidance is also a feature for contemporary reproduction and motherhood. But constructions of good mothering have not always been so conceived and in different contexts may exist in parallel to other equally dominant discourses.

C. Similarly, historical work has shown how what are now taken for granted aspects of reproduction and mothering practices result from contemporary “pseudoscientific directives” and “managed constructs”. These changes have led to a reframing of modern discourses that pattern pregnancy and motherhood leading to an acceptance of the need for greater expert management.

D. The contrasting, overlapping and ambiguous strands with in these frameworks focus to varying degrees on a woman’s biological tie to her child and predisposition to instinctively know and be able to care for her child.

E. In addition, a third, “unofficial popular discourse” comprising “old wives” tales and based on maternal experiences of childbirth has also been noted. These discourses have also been acknowledged in work exploring the experiences of those who apparently do not “conform” to conventional stereotypes of the “good mother”?

TITA: \_\_\_\_\_

19. A. Indonesia has experienced dramatic shifts in its formal governance arrangements since the fall of President Soeharto and the close of his centralized, authoritarian "New Order" regime in 1997.

B. The political system has taken its place in the nearly 10 years since Reformasi began. It has featured the active contest for political office among a proliferation of parties at central, provincial and district levels; direct elections for the presidency (since 2004); and radical changes in centre-local government relations towards administrative, fiscal, and political decentralization.

C. The mass media, once tidily under Soeharto's thumb, has experienced significant liberalization, as has the legal basis for non-governmental organizations, including many dedicated to such controversial issues as corruption control and human rights.

D. Such developments are seen optimistically by a number of donors and some external analysts, who interpret them as signs of Indonesia's political normalization.

E. A different group of analysts paint a picture in which the institutional forms have changed, but power relations have not. Vedi Hadiz argues that Indonesia's "democratic transition" has been anything but linear.

TITA: \_\_\_\_\_

20. A. I had six thousand acres of land, and had thus got much spare land besides the coffee plantation. Part of the farm was native forest, and about one thousand acres were squatters' land, what [the Kikuyu] called their shambas.

B. The squatters' land was more intensely alive than the rest of the farm, and was changing with the seasons the year round. The maize grew up higher than your head as you walked on the narrow hard-trampled footpaths in between the tall green rustling regiments.

C. The squatters are Natives, who with their families hold a few acres on a white man's farm, and in return have to work for him a certain number of days in the year. -My squatters, I think, saw the relationship in a different light, for many of them were born on the farm, and their fathers before them, and they very likely regarded me as a sort of superior squatter on their estates.

D. The Kikuyu also grew the sweet potatoes that have a vine like leaf and spread over the ground like a dense entangled mat, and many varieties of big yellow and green speckled pumpkins.

E. The beans ripened in the fields, were gathered and thrashed by the women, and the maize stalks and coffee pods were collected and burned, so that in certain seasons thin blue columns of smoke rose here and there all over the farm.

TITA: \_\_\_\_\_

Directions for Questions 21 to 23: The sentences given in each question, when properly sequenced, form a coherent paragraph. Each sentence is labeled with a letter. Choose the most logical order of sentences from among the given choices to construct a coherent paragraph.

21. (A) Similarly, turning to caste, even though being lower caste is undoubtedly a separate cause of disparity, its impact is all the greater when the lower-caste families also happen to be poor.

- (B) Belonging to a privileged class can help a woman to overcome many barriers that obstruct women from less thriving classes.
- (C) It is the interactive presence of these two kinds of deprivation -- being low class and being female-- that massively impoverishes women from the less privileged classes.
- (D) A congruence of class deprivation and gender discrimination can blight the lives of poorer women very severely. .
- (E) Gender is certainly a contributor to societal inequality, but it does not act independently of class.

TITA: \_\_\_\_\_

22. (A) When identity is thus 'defined by contrast', divergence with the West becomes central.
- (B) Indian religious literature such as the Bhagavad Gita or the Tantric texts, which are identified as differing from secular writings seen as 'western', elicits much greater interest in the West than do other Indian writings, including India's long history of heterodoxy.
- (C) There is a similar neglect of Indian writing on non-religious subjects, from mathematics, epistemology and natural science to economics and linguistics.
- (D) Through selective emphasis that point up differences with the West, other civilizations can, in this way, be redefined in alien terms, which can be exotic and charming, or else bizarre and terrifying, or simply strange and engaging.
- (E) The exception is the Kamasutra in which western readers have managed to cultivate an interest.

TITA: \_\_\_\_\_

23. (A) This is now orthodoxy to which I subscribe - up to a point.
- (B) It emerged from the mathematics of chance and statistics.
- (C) Therefore the risk is measurable and manageable.
- (D) The fundamental concept: Prices are not predictable, but the mathematical laws of chance can describe their fluctuations.
- (E) This is how what business schools now call modern finance was born.

TITA: \_\_\_\_\_

DIRECTIONS for Questions 24 to 31: The sentences given in each question, when properly sequenced, form a coherent paragraph. Each sentence is labelled with a letter. Choose the most logical order of sentences from among the given choices to construct a coherent paragraph.

24. A. To much of the Labour movement, it symbolises the brutality of the upper classes.
- B. And to everybody watching, the current mess over foxhunting symbolises the government's weakness.
- C. To foxhunting's supporters, Labour's 1991 manifesto commitment to ban it symbolises the party's metropolitan roots and hostility to the countryside.
- D. Small issues sometimes have large symbolic power.
- E. To those who enjoy thundering across the countryside in red coats after foxes, foxhunting symbolises the ancient roots of rural lives.

TITA: \_\_\_\_\_

BrainGym

1	T O W N
2	CYCLE CYCLE CYCLE
3	LE  VEL
4	KNEE LIGHT

- 25. A. In the case of King Merolchazzar's courtship of the Princess of the Outer Isles, there occurs a regrettable hitch.
- B. She acknowledges the gifts, but no word of a meeting date follows.
- C. The monarch, hearing good reports of a neighbouring princess, dispatches messengers with gifts to her court, beseeching an interview.
- D. The princess names a date, and a formal meeting takes place; after that everything buzzes along pretty smoothly.
- E. Royal love affairs in olden days were conducted on the correspondence method.

TITA: \_\_\_\_\_

- 26. A. Who can trace to its first beginnings the love of Damon for Pythias, of David for Jonathan, of Swan for Edgar?
- B. Similarly with men.
- C. There is about great friendships between man and man a certain inevitability that can only be compared with the age-old association of ham and eggs.
- D. One simply feels that it is one of the things that must be so.
- E. No one can say what was the mutual magnetism that brought the deathless partnership of these wholesome and palatable foodstuffs about.

TITA: \_\_\_\_\_

- 27. A. Events intervened, and in the late 1930s and 1940s, Germany suffered from "over-branding".
- B. The British used to be fascinated by the home of Romanticism.
- C. But reunification and the federal government's move to Berlin have prompted Germany to think again about its image.
- D. The first foreign package holiday was a tour of Germany organized by Thomas Cook in 1855.
- E. Since then, Germany has been understandably nervous about promoting itself abroad.

TITA: \_\_\_\_\_

- 28. A. The wall does not simply divide Israel from a putative Palestinian state on the basis of the 1967 borders.
- B. A chilling omission from the road map is the gigantic 'separation wall' now being built in the West Bank by Israel.
- C. It is surrounded by trenches, electric wire and moats; there are watchtowers at regular intervals.
- D. It actually takes in new tracts of Palestinian land, sometimes five or six kilometers at a stretch.
- E. Almost a decade after the end of South African apartheid, this ghastly racist wall is going up with scarcely a peep from Israel's American allies who are going to pay for most of it.

TITA: \_\_\_\_\_

- 29. A. Luckily the tide of battle moved elsewhere after the American victory at Midway and an Australian victory over Japan at Milne Bay.
- B. It could have been no more than a delaying tactic.
- C. The Australian military, knowing the position was hopeless, planned to fall back to the south-east in the hope of defending the main cities.
- D. They had captured most of the Solomon Islands and much of New Guinea, and seemed poised for an invasion.
- E. Not many people outside Australia realize how close the Japanese got.

TITA: \_\_\_\_\_



- 30. A. Call it the third wave sweeping the Indian media.
- B. Now, they are starring in a new role, as suave dealmakers who are in a hurry to strike alliances and agreements.
- C. Look around and you will find a host of deals that have been inked or are ready to be finalized.
- D. Then the media barons wrested back control from their editors, and turned marketing warriors with the brand as their missile.
- E. The first came with those magnificent men in their mahogany chambers who took on the world with their mighty fountain pens.

TITA: \_\_\_\_\_

- 31. A. The celebrations of economic recovery in Washington may be as premature as that "Mission Accomplished" banner hung on the USS Abraham Lincoln to hail the end of the Iraq war.
- B. Meanwhile, in the real world, the struggles of families and communities continue unabated.
- C. Washington responded to the favorable turn in economic news with enthusiasm.
- D. The celebrations and high-fives up and down Pennsylvania Avenue are not to be found beyond the Beltway.
- E. When the third quarter GDP showed growth of 7.2% and the monthly unemployment rate dipped to 6%, euphoria gripped the US capital.

TITA: \_\_\_\_\_

### 3. Para Summary

DIRECTIONS for Questions 32 to 35: Four alternative summaries are given below each text. Choose the option that best captures the essence of the text.

32. Some decisions will be fairly obvious -- "no-brainers." Your bank account is low, but you have a two-week vacation coming up and you want to get away to some place warm to relax with your family. Will you accept your in-laws' offer of free use of their Florida beachfront condo? Sure. You like your employer and feel ready to move forward in your career. Will you step in for your boss for three weeks while she attends a professional development course? Of course.
- A. Some decisions are obvious under certain circumstances. You may, for example, readily accept a relative's offer of free holiday accommodation. Or step in for your boss when she is away.
  - B. Some decisions are no-brainers. You need not think when making them. Examples are condo offers from in-laws and job offers from bosses when your bank account is low or boss is away.
  - C. Easy decisions are called "no-brainers" because they do not require any cerebral activity. Examples such as accepting free holiday accommodation abound in our lives.
  - D. Accepting an offer from in-laws when you are short on funds and want a holiday is a no~brainer. Another no-brainer is taking the boss's job when she is away.

TITA: \_\_\_\_\_

33. Physically, inertia is a feeling that you just can't move; mentally, it is a sluggish mind. Even if you try to be sensitive, if your mind is sluggish, you just don't feel anything intensely. You may even see a tragedy enacted in front of your eyes and not be able to respond meaningfully. You may see one person exploiting another, one group persecuting another, and not be able to get angry. Your energy is frozen. You are not deliberately refusing to act; you just don't have the capacity.
- A. Inertia makes your body and mind sluggish. They become insensitive to tragedies, exploitation, and persecution because it freezes your energy and decapitates it.
  - B. When you have inertia you don't act although you see one person exploiting another or one group persecuting another. You don't get angry because you are incapable.

C. Inertia is of two types -- physical and mental. Physical inertia restricts bodily movements. Mental inertia prevents mental response to events enacted in front of your eyes.

D. Physical inertia stops your body from moving; mental inertia freezes your energy, and stops your mind from responding meaningfully to events, even tragedies, in front of you..

TITA: \_\_\_\_\_

34. Try before you buy. We use this memorable saying to urge you to experience the consequences of an alternative before you choose it, whenever this is feasible. If you are considering buying a van after having always owned sedans, rent one for a week or borrow a friend's. By experiencing the consequences first hand, they become more meaningful. In addition, you are likely to identify consequences you had not even thought of before. May be you will discover that it is difficult to park the van in your small parking space at work, but that, on the other hand, your elderly father has a much easier time getting in and out of it.

A. If you are planning to buy a van after being used to sedans, borrow a van or rent it and try it before deciding to buy it. Then you may realize that parking a van is difficult while it is easier for your elderly father to get in and out of it.

B. Before choosing an alternative, experience its consequences if feasible. If, for example, you want to change from sedans to a van, try one before buying it. You will discover aspects you may never have thought of.

C. Always try before you buy anything. You are bound to discover many consequences. One of the consequences of going in for a van is that it is more difficult to park than sedans at the office car park.

D. We urge you to try products such as vans before buying them. Then you can experience consequences you have not thought of such as parking problems. But your father may find vans more comfortable than cars.

TITA: \_\_\_\_\_

35. It is important for shipping companies to be clear about the objectives for maintenance and materials management -- as to whether the primary focus is on service level improvement or cost minimization. Often when certain systems are set in place, the cost minimization objective and associated procedure become more important than the flexibility required for service level improvement. The problem really arises since cost minimization tends to focus on out of pocket costs which are visible, while the opportunity costs, often greater in value, are lost sight of.

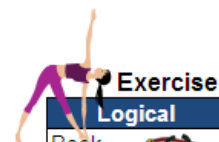
A. Shipping companies have to either minimize costs or maximize service quality. If they focus on cost minimization, they will reduce quality. They should focus on service level improvement, or else opportunity costs will be lost sight of.






B. Shipping companies should determine the primary focus of their maintenance and materials management. Focus on cost minimization may reduce visible costs, but ignore greater invisible costs and impair service quality.

C. Any cost minimization program in shipping is bound to lower the quality of service. Therefore, shipping companies must be clear about the primary focus of their maintenance and materials management before embarking on cost minimization.

D. Shipping companies should focus on quality level improvement rather than cost cutting. Cost cutting will lead to untold opportunity costs. Companies should have systems in place to make the service level flexible.

TITA: \_\_\_\_\_



Logical	Level	Total
Book Based 	Easy	
	Medium	
	Difficult	
Common Sense 	Easy	
	Medium	
	Difficult	
n=1 	Easy	
	Medium	
	Difficult	
POE 	Easy	
	Medium	
	Difficult	
Danger 	Easy	
	Medium	
	Difficult	
<b>Grand Total</b>		