

**Joint Management Entrance Test (JMET)**  
*Held on December, 2005*

**Directions. Q1 – 4 :** Read the following passage to answer questions. Choose the correct option in each of the questions.

We define the entrepreneur as an individual who identifies opportunities, and on the basis of his/her ability, desire and confidence, makes judgments and decisions pertaining to the coordination of resources in order to exploit those opportunities for personal gain. Personal gain in this contest could be financial, fame, prestige or satisfaction from helping other people. This definition extends the concept beyond the narrow limits of profit maximization. It is important to note that entrepreneurial decision making is distinct from routine managerial / administrative decision making by corporate executives. However, this definition does include innovative venture decisions by executive and others in an already existing organization as legitimate entrepreneurial function. The entrepreneurial function consists of three main elements : recognition of opportunities, judgmental decision and coordination of resources. In terms of organization, the entrepreneur will be involved in risk bearing, autonomous decision making and residual claims.

Every person is potentially an entrepreneur. However, the extent of its manifestation in actual entrepreneurial activities, business or otherwise, is matter of political, social, economic, cultural and ideological influences. Put differently, every human being has an innate ability to become an entrepreneur even though this ability is not always translated into action because of variety of limiting factors. This observation allows us to propose that there are more than 5 billion entrepreneurs in this world, even though this conjecture may not have been fully manifested in the practical world of business.

If there are more than 5 billion entrepreneurs in this world, how is it that there is such a dearth of entrepreneurs in the world of business? This is an important question in view of the fact that business communities, academic and policy makers in the public realm have begun to talk about possibilities for fostering entrepreneurial growth in the global economy.

1. As per the passage, an entrepreneur is one who :
  - (A) takes commercial venture decision.
  - (B) exploits opportunities for personal gain.
  - (C) invites participation in decision making.
  - (D) focuses on maximizing cash profits.
2. Which of the following statements is NOT correct according to the passage?
  - (A) There are more than 4 billion potential entrepreneurs in this world.
  - (B) Not everybody can become an entrepreneur.
  - (C) Entrepreneurial decision making is different from managerial decision making
  - (D) Executives in organization can be either managers or entrepreneurs, but not both.
3. The passage mentions the following functions of an entrepreneur :
  - (A) Risk-taking, decision-making, encouraging creativity.
  - (B) Coordinating resources, recognizing opportunities and leading from the front.
  - (C) Independent decision-making, exploiting opportunities and maximizing profits.
  - (D) Making judgments, innovating and claiming responsibility.
4. The passage implies that it is important to understand :
  - (A) why there are so few entrepreneurs in business.
  - (B) the main functions of an entrepreneur.
  - (C) the factors which inhibit entrepreneurship.
  - (D) the meaning of personal gain for an entrepreneur.

**Directions. Q5 – 6 :** Relate to the following paragraphs :

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At the peak of the battle of Britain, Winston Churchill said in the Common on Aug. 20, 1940, that "never in the field of human conflict was so much owed by so many to so few". Little did he then know how a majority of Indians would echo his sentiments, fifty years on, about 1.2 million of their compatriots. The later have catapulted India into the international hi-tech orbit, lifting the contribution of the services sector in Gross Domestic Product (GDP) to 52 percent – leaving industry and agriculture jostling for space in the rear. The latest is that software and Information Technology (IT) services are expected to account for 7.7 percent of GDP by 2008, with software exports of around \$87 billion. That, in turn, should generate a demand for IT hardware of \$50 billion. The software industry employs more than 800,000 professionals with around 260,000 in software exports, 28,000 in captive software user organizations, and 245,000 in the ITES-BPO sector. In fact, it has been planned to reach a teledensity of 9 per hundred by 2007 for New Delhi, to attain which 90 million direct exchange lines would be needed! That compares with just 20 million lines in 2000. Even India's cellular phone market is growing and investments exceeding Rs. 25000 crore are expected in the next three years, with a subscriber base of 120 million by 2008.

5. The underlined sentence in the first paragraph implies that  
(A) a large nation was indebted to a small army.  
(B) the small hi-tech sector in India has helped us go global.  
(C) quality mass education must be sacrificed at the altar of hi-tech education.  
(D) the majority should be indebted to the minority.
6. According to the author :  
(A) 1.2 million Indians are significantly influencing the economy of India.  
(B) industry and agriculture have contributed to 48 percent of our GDP.  
(C) New Delhi will need Rs. 25,000 crore to invest 90 million direct exchange lines.  
(D) 800,000 software professionals are expected to account for 7.7 percent of GDP by 2008.

**Directions. Q7 – 10:** Select the pair of words that best expresses a relationship *similar* to the pair in capitals :

7. FLIMSY : STURDY  
(A) prognosis : diagnosis (B) gauche : eloquent  
(C) flippant : earnest (D) drizzle : downpour
8. GREGARIOUS : OUTGOING  
(A) groggy : lucid (B) grouchy : irritable  
(C) aggressive : extrovert (D) gritty : sociable
9. GUEST : INVITATION  
(A) visitor : letter (B) applicant : application  
(C) petitioner : plea (D) witness : subpoena
10. SCHOOL : FISH  
(A) group : deer (B) badge : honour  
(C) leaf : book (D) mischief : monkeys

**Directions. Q.11 – 16 :** The following questions are based on the given passage:

The guy sifting grimly alone in the corner of the office may not be anti-social. He may, in fact, even be working. That could be one of the inferences drawn from a recent survey conducted by America Online and Salary.com. Socializing with co-workers, spacing out and surfing the Web could, says the survey, cost US companies as much as \$759 billion in salary. The survey of 10,044 employees debunks some popular myths. Men and women were found to have wasted an equal amount of time at work. Older workers were significantly more attentive. As compared to the overall average of two hours a day being wasted, lunch-time not counted, workers over 55 were found to have wasted just 30 minutes.

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While 33 percent of the respondents said they wasted time because they didn't have enough work, 25 percent said they did so because they were underpaid. However, not all time-wasting activities are detrimental to the organization. Salary.com senior vice-president Bill Colemean felt that personal use of the Internet could even be positive since it could generate new business ideas if not contribute to a happier work environment. "There is such a thing as creative waste. Not all wasted time is bad," Coleman was quoted by Reuters as saying.

A survey on time-wasting in Indian organizations could throw up interesting results. The most irritating waste of time is when those working inside the office are asked for direction by visitors. With receptionists and security staff also doing duty at the switchboard for telephone calls, it is usually the employee nearest the entrance who has to field queries ranging from "Where is so and so?" to "Where is the toilet?" However, the most formally sanctioned was of wasting time in the Indian organization remains the office-meeting. Organisations are known to hold meetings at the drop of a hat. Even a decision to cut down on meetings would be taken at a meeting! The conference hall is bigger than the canteen which serves a more useful purpose!

11. The central idea of the passage relates to :
  - (A) common ways of wasting time in Indian organizations
  - (B) time wasting in organizations
  - (C) why time is wasted in organizations.
  - (D) Ill-effects of time wasting activities.
12. Out of the following four options, which is the odd one out?
  - (A) Men and women waste an equal amount of time.
  - (B) Meetings are one of the most common way to waste time.
  - (C) Younger workers waste less time.
  - (D) Some time wasting activities are good for organizations.
13. The passage does NOT deal with :
  - (A) efficient time management in organizations
  - (B) US workers' Survey.
  - (C) Time wasting in Indian organizations.
  - (D) creative waste.
14. The phrase "creative waste" refers to
  - (A) wastage of time that is unproductive.
  - (B) wastage of time that is productive.
  - (C) time wasted during meetings.
  - (D) Answering queries of visitors.
15. From the passage, it may be inferred that
  - (A) more than 5000 respondents admitted to having wasted time at work.
  - (B) the conference hall is a more useful place than the meal canteen.
  - (C) men waste more time than women at work.
  - (D) on an average, more than two hours of a work day are wasted.
16. One of the most common time-wasting activities in Indian organizations is
  - (A) answering telephone calls.
  - (B) sitting alone in corner.
  - (C) holding official meeting.
  - (D) surfing the Web.

**Directions. Q.17 – 21 :** Choose the option that is nearly similar in meaning to the capitalized word.

17. CONSISTENCY
  - (A) Congruity
  - (B) Constancy
  - (C) Compatibility
  - (D) Conformity

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18. DYSPEPIC  
(A) Dynamic (B) Dwarfish  
(C) Crotchety (D) Crafty
19. INVALIDATE  
(A) Invariable (B) Nullify  
(C) Naught (D) Intractable
20. MISBEGOTTEN  
(A) Misapprehension (B) Misconception  
(C) Purloined (D) Delusion
21. STUMPED  
(A) Bamboozled (B) Subdued  
(C) Subjugated (D) Terrorized

**Directions. Q22 – 25 :** The following question consist of groups of jumbled phrases. Only one of the four options, when unscrambled, can be a grammatically correct sentence. Disregarding punctuation errors, identify the correct option.

22.  
(A) and the environment authority / several type of complaints / by area residents / has been lodged with the plant  
(B) protagonist's who defeated / great stories portrays / enemy of / there community  
(C) how to be / the good manager / and a fox / both a hedgehog  
(D) own priorities / involves sorting / it always / out your
23.  
(A) communication skills as among / business students rank / the most important they have to master  
(B) as my replacement is / I cannot leave my desk / being late to come  
(C) still the not issue's / this is why / celebrity endorsement are  
(D) are expected / will attend the summit / MD's and CEO's of top companies
24.  
(A) a hear-on-hear / I decided to have / talk with him  
(B) duped by a / I was / fly-in-the-night operator  
(C) throw my / I decided to / hat in the ring  
(D) came like / the announcement / a bolt from the heavens
25.  
(A) to the station / I haled a taxi / to take me  
(B) spend his last few / he preferred to / days in relative anonymity  
(C) reached to me today / about my appointment / the officious communication  
(D) get the / pronunciation correct / your can't never

**Directions. Q 26 – 30 :** In statements only one of the four options in grammatically correct. Identify that correct option.

26.  
(A) Seating arrangements influenced the kind of interaction that takes place.  
(B) Seating arrangement's influence the kind of interaction that takes place.  
(C) Seating arrangements influence the kind of interactions that take place.  
(D) Seating arrangements influence the kind of interaction that take place.

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- 27.
- (A) Any organization, large or small, trades with many different people and companies.
  - (B) Any organizations, large or small trade with many different peoples and companies.
  - (C) Any organization, large or small, trade with many different people and company.
  - (D) Any organizations, large or small, trades with many different people and companies.
- 28.
- (A) Using too much jargons during communication might obliterate main issue
  - (B) Using too much jargon during communication might obfuscate the main issue.
  - (C) Using too many jargon during the communication might obdurate a main issue.
  - (D) Using too much jargon's during communication might obfuscate the main issues.
- 29.
- (A) In the course of there journey, they were able to absolve a lot of local cultures.
  - (B) In the coarse of their journey, they were able to absorb a lot of local culture.
  - (C) In the course of their journey, they were able to observe a lot of local culture's.
  - (D) In the course of their journey, they were able to observe a lot of the local culture.
- 30.
- (A) Your advise does not seem to have had any affect.
  - (B) Your advise does not seem to have had any effect.
  - (C) Your advice do not seems to have had any effect.
  - (D) Your advise does not seem to have had any affects.

**Directions. Q.31 – 35 :** Choose the word which is **OPPOSITE** in meaning to each of the **bold** words.

31. His description of the event was rather **per jorative**.
- (A) laudatory
  - (B) derogatory
  - (C) predictive
  - (D) abusive
32. Observing his agitation, we tried to **propitiate** the speaker.
- (A) provoke
  - (B) placate
  - (C) prohibit
  - (D) facilitate
33. Muskan's **ubiquitous** smile helped to cheer us up in times of misery.
- (A) small
  - (B) rare
  - (C) common
  - (D) frequent
34. Evidence of his moral **turpitude** influenced the committee's decision about his promotion.
- (A) courage
  - (B) baseness
  - (C) timidity
  - (D) honorableness
35. Efforts at managing differences have, till date, been more **episodic** than otherwise.
- (A) intermittent
  - (B) eventful
  - (C) continuous
  - (D) half-hearted

**Directions. Q36 – 40 :** Consist of four phrases each. One of the phrases (a) (b) (c) or (d) is grammatically incorrect. Identify that incorrect phrase.

36. However, the disadvantages of team work can be minimized (a) / and the benefits increased (b) / if members (particularly those who lead them) is aware of the methods for improving performance and making decision. (d)
37. When assertion is used with the win-win approach, (a) / and with others who also uses the win-win approach (b) / each party can consider the needs of the other and (c) / move towards a solution that satisfies as many needs as possible. (d)

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38. It is always (a) / been hard to change (b) / the Indian car buyer's perception (c) / when it comes to design. (d)
39. In a conflict, speak in a pleasant way, (a) / send appropriate non-verbal messages to the other person (b) and match yours non-verbal behaviour (d) / to the spoken message. (d)
40. To live, to love (a) / to serve, and (b) / also admiration are what (c) / I aspire for (d)

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### ANSWERS

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|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 1. | (B) | 8.  | (B) | 15. | (D) | 22. | (D) | 29. | (D) | 36. | (D) |
| 2. | (D) | 9.  | (D) | 16. | (C) | 23. | (A) | 30. | (B) | 37. | (B) |
| 3. | (B) | 10. | (C) | 17. | (B) | 24. | (C) | 31. | (A) | 38. | (A) |
| 4. | (A) | 11. | (B) | 18. | (C) | 25. | (B) | 32. | (A) | 39. | (C) |
| 5. | (A) | 12. | (C) | 19. | (B) | 26. | (C) | 33. | (B) | 40. | (C) |
| 6. | (D) | 13. | (A) | 20. | (A) | 27. | (A) | 34. | (D) |     |     |
| 7. | (C) | 14. | (B) | 21. | (A) | 28. | (B) | 35. | (C) |     |     |