

DECISION MAKING

[Q. 1 -7]

ENLIGHTEN Pvt. Ltd., has decided to appoint Project Leader applying following eligibility criteria:

The candidate must be

- (i) a graduate with minimum 70% marks.
- (ii) having post-graduate degree or diploma in Business Management with minimum 60% marks.
- (iii) of age not less than 22 years and not more than 26 years as on 1.11.2000

In addition to the above criteria, he must satisfy at least one or more of the following conditions.

The candidate must have

- (a) work experience of minimum two years.
- (b) knowledge of at least one of the computer languages.
- (c) participated in sports or music competitions at district state level.
- (d) secured distinction in the main subject of specialization in his her graduation.
- (e) secured minimum 65% marks in the post-graduate degree/diploma.

Based on the above conditions and the data given in each of the following cases you have to take decision. You are not supposed to assume anything. All the facts are given as on 1.11.2000.

1. Aditya is a 25-year-old Science graduate with specialization in Physics. He is working with an NGO as Project Leader since February 1998. He has secured 75% marks at graduation. He knows C++ and C computer languages.
 - (a) To be appointed-satisfies (b) only
 - (b) To be appointed-satisfies (a) and (b) only
 - (c) To be appointed -satisfies (b) and (e) only

- (d) Not to be appointed
- (e) None of these

2. Samir is an Arts graduate with 75% marks and has done his postgraduate diploma in Business Management with 68% marks. His date of birth is 29.11.76. He has knowledge of computer fundamentals.
 - (a) Not to be appointed
 - (b) To be appointed - satisfies (b) only
 - (c) To be appointed - satisfies (e) only
 - (d) To be appoint - satisfies (b) and (e) only
 - (e) None of these
3. Yuvraj, a 23 year-old boy, has completed his graduation in Political Science with 74% marks and has also done post-graduation in Business Management and has won prizes in state-level badminton competitions. He is working with a private company since Jan 2000.
 - (a) To be appointed - satisfies (a) only
 - (b) To be appointed - satisfies (a) and (c) only
 - (c) To be appointed - satisfies (c) only
 - (d) Not to be appointed
 - (e) None of these
4. Rakhi, a graduate with Home Science as her main subject, secured 79% marks at graduation. She was a hockey player and has represented her college team at state level. She completed her post-graduation in 1999 at the age of 22 years with 67% marks.
 - (a) Not to be appointed
 - (b) Data inadequate
 - (c) To be appointed - satisfies (b) and (c) only
 - (d) To be appointed - satisfies (b) and (d) only
 - (e) None of these



5. Dhoni has done his BSc with specialization in Chemistry, securing 73% marks, and has secured distinction in Chemistry. He joined a company as Project Assistance at the age of 22 years and has been working there for last two years. He has completed post-graduation in Business Management with 68% marks.

- (a) To be appointed - satisfies (1) and (5) only
- (b) To be appointed - satisfies (1) and (5) only
- (c) To be appointed - satisfies (1) and (4) only
- (d) Not to be appointed
- (e) None of these

6. Jawahar is a post-graduate in Business Management with 68% marks and a graduate with 69% marks. He is a musician and has always been participating in competitions at state level. His date of birth is 11.6.75.

- (a) To be appointed - satisfies (1) only
- (b) To be appointed - satisfies (4) only
- (c) To be appointed - satisfies (3) and (5) only
- (d) Not to be appointed
- (e) None of these

7. Sarita is an executive in a private company since September 1999. She has done her graduation with Zoology as main subject and has secured 72% marks with distinction in Zoology. She is good at music and has participated in state-level music competitions. She is a postgraduate in Business Management with 65% marks. Her date of birth is 12.7.76.

- (a) To be appointed - satisfies (1) and (3) only
- (b) To be appointed - satisfies (3) and (5) only
- (c) To be appointed - satisfies (3) and (4) only

- (d) Not be appointed
- (e) None of these

[Q.8-15]:

For recruiting Agriculture Officers in an organization, the following conditions apply. The candidate must

- (i) be an agriculture graduate with at least 65% marks,
- (ii) clear the selection test with least 50% marks,
- (iii) secure at least 45% marks in interview
- (iv) be born on or after 1.11.1975 but not after 1.11.1984
- (v) be willing to work in rural area.

If the candidate satisfies all the above-mentioned conditions except.

- (a) (i) above, but has passed post-graduation in agriculture, the case may be referred to the Vice-President.
- (b) (iii) above, bursas secured 60% or more marks in selection test and has secured at least 40% marks in interview, the case may be referred to the Chief General Manger.

In each of the questions below, information of one candidate is given. You have to take one of the following five decisions based on the information provided and the criteria and 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 1.09.2008. You have to indicate your decision by marking answers to each question as follows:

Give answer (1) if the candidate is to be selected
Give answer (2) if the case is to be referred to the Vice President.

Give answer (3) if the case is to be referred to the Chief General Manager.

Give answer (4) if the candidate is not to be selected.

Give answer (5) if the information in the question is not adequate to take the decision.

8. Sahil passed BSc. Agriculture in 2003 at



the age of 21 years with 68% marks. He is doing post-graduation in agriculture and will complete it in May 2006. He has secured 58% marks in selection test and has secured 50% marks in interview. He is willing to work in rural area.

9. Milind is agriculture graduate with 70% marks. His date of birth is 11.7.1984. He scored 68% marks in selection test and 42% marks in interview. He is willing to work in rural area.
10. Pravin is a postgraduate in agriculture with 58% marks. He has been working for last 2 years after completing post-graduation at the age of 25 years. He had scored 56% marks in graduation agriculture. He secured 60% marks in selection test and 52% marks in interview. He is willing to work in rural area.
11. Nikhil, a young boy of 22 years, has just passed BSc Agriculture with 78% marks, the is a resident of a village in rural area of Maharashtra state and would like to live in rural area future as well. He cleared the selection test with 66% marks and interview with 58% marks.
12. Raj Barua has been working as an Agriculture Officer for past three years after completing BSc Agriculture with 62% marks at the age of 23 years. He has cleared the selection test with 48% marks and interview with 47% marks. He is willing to work in rural area.
13. Avinash is 24 years of age and has passed graduation and post-graduation in agriculture with 67% and 69% marks respectively. He has secured 70% marks in selection test and 42% marks in interview.
14. Ramesh is an Agriculture graduate with 60% marks and has just completed post-graduation in agriculture with 56% marks. He has secured 62% and 58% marks in selection test and interview respectively. His date of birth is 26.4.1982. He has no problem in working in urban or rural area.
15. Rajesh is an agriculture graduate with 75%

marks parsed out in 1996 at the age of 22 years. Thereafter he has been working for last 7 years as Agriculture Assistant. He has secured more than 55% marks in Selection test as well as interview. He prefers to work in rural area.

Study the following information carefully and answer the questions given below: [Q. 16-22]:

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

The candidate must -

- (i) be a graduate in any discipline with at least 50 percent marks.
- (ii) be a post-graduate in Management with specialization in Finance.
- (iii) be at least 25 years and not more than 35 years as on 1.2.2008.
- (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) (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) (v) above, but has secured at least 70 percent marks in post graduation 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 1.2.2008.

Mark answer (1) if the candidate is not to be selected.

Mark answer (2) if the data provided are not adequate to take a decision.



Mark answer (3) if the case is to be referred to General Manager Finance.

Mark answer (4) if the case is to be referred to President Finance.

Mark answer (5) If the candidate is to be selected.

16. Neeta Kothari was born on 10th September 1975. She has been working in the Finance Dept. of an organization for the past four years after completing her MBA with Finance specialization. She has secured 60 percent marks in the selection process.
17. Gopal Sharma has secured 60 percent marks in graduation. He has been working in the Finance Dept. of an organization for the past four years after completing his MBA in Finance with 75 percent marks. He was born on 25th May 1978. He has secured 39 percent marks in the selection process.
18. Sikha Dwivedi was born on 8th March 1975. She has secured 60 percent marks in both graduation and post graduation. She has been working in the Accounts Dept. of an organization for the past three years after completion her post graduation. She has secured 65 percent marks in the selection process.
19. Samir 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 1980. He has secured 60 percent marks in the selection process.
20. Somnath Banerjee was born on 8th July 1972. 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 Dept. of an organization for the past three years after completing his MBA.
21. Ashok Chandra has secured 70 percent marks in graduation and 65 percent marks in MBA-Finance. He has been working for the past three years in the Finance Dept.

of an organization after completing his MBA. He has secured 35 percent marks in the selection process. He was born on 16th December 1979.

22. Avinash 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 1978.

[Q. 23-32]

Following are the criteria laid down for the selection of Jr. Executives in an Organization.

The candidate must-

- (i) have scored at least 70% marks in SSC examination.
- (ii) have obtained graduation degree in any discipline with at least 65% marks and first class.
- (iii) have cleared the selection test with at least 55% marks.
- (iv) have cleared the interview with at least 50% marks.
- (v) be not less than 21 years of age and not more than 28 years of age as on 1.9.2008.
- (vi) have completed at least a certificate diploma course in computers.

However, if a candidate satisfies all the above mentioned criteria except -

- (a) (ii) above, but has completed post graduation in any discipline; the case may be referred to the Vice President of the company.
- (b) (iii) above, but has secured at least 50% marks in selection test and at least 60% marks in interview, the case may be referred to the General Manager (Recruitment) of the company.

In each of the questions below, information of one candidate is given. You have to take one of the following five



decisions based on the information provided and the criteria and 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 1.09.2008. You have to indicate your decision by marking answers to each question as follows:

Mark answer (1) if the candidate is to be selected.
Mark answer (2) if the candidate is not to be selected.

Mark answer (3) if the data is inadequate to take a decision.

Mark answer (4) if the case is to be referred to the Vice President of the company.

Mark answer (5) if the case is to be referred to the General Manager (Recruitment) of the company.

23. Shamika is a science graduate passed in first class with 69% marks. She had passed SSC exam securing 83% marks. She has cleared Selection! test with 53% marks and interview with 63% marks. Her date of birth 1.8.1983 She has complete a six month certificate course in computers.

24. Vivek is presently pursuing post-graauation in Economics. He has passed graduation in first class with 78% marks He had scored 78% Marks in SSC. His date of birth is 21.8.1985. He has secured 58% marks in. -selection test and 62% marks in interview. He has passed a 6 month diploma course in computers.

25. Abhijit is a graduate with 60% marks and a post-graduate with 65% marks. He has completed one year diploma course in computers. He had scored 85% marks in SSC. He has cleared the selection test and interview with 58% and 6% marks respectively. His date of birth is 17.5.1986.

26. Sujay Chaudhary has passeed SSC with distinction and 81% marks and B.Com. in first class with 68% marks. He has completed a certificate course in computers. He has cleared the selection test with 51% marks and interview with 61% marks. He has completed 23 years of age on 21.2.2008.

27. Ankita is a Commerce graduate passed in first class with 68% marks. She has completed a two years diploma course in computers after graduation. Her SSC score was 85%. She has cleared the selection test with 64% marks and interview with 58% marks. Her date of birth is 27.8.1985.

28. Manish has scored 73% marks in SSC and 62% marks in graduation. After graduation she is working in a private firm. She has cleared the selection test with 58% marks and interview with 62% marks. Her date of birth is 11.5.1983. She has completed a certificate course in computers.

29. Nikita is a graduate in Engineering passed in first class with 72% marks. She has cleared the selection test and interview with 63% and 65% marks respectively. She has done one year diploma course in computers. Her date of birth is 16.7.1984.

30. Jyotika Basu is B.Sc. passed out in 2004 in first class with 68% marks. She scored 67% marks in SSC. She is pursuing M.Sc. at present. She has cleared the selection test and interview with 56% and 53% marks respectively. She has completed a certificate course in computers. Her date of birth is 15.5.1985.

31. Nandan Savla is a B. Com. Passed in first class with 66% marks. He has secured 75% marks in HSC. He has completed 25 years of age on 25th July, 2008. He has cleared selection test and interview each with 56% marks. He has completed one year certificate course in computers in grade 'A'.

Decision making

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|---------|---------|---------|
| 1. (e) | 12. (d) | 23. (e) |
| 2. (c) | 13. (c) | 24. (a) |
| 3. (c) | 14. (e) | 25. (d) |
| 4. (b) | 15. (d) | 26. (e) |
| 5. (e) | 16. (b) | 27. (a) |
| 6. (d) | 17. (d) | 28. (a) |
| 7. (e) | 18. (b) | 29. (c) |
| 8. (a) | 19. (e) | 30. (b) |
| 9. (c) | 20. (b) | 31. (a) |
| 10. (b) | 21. (a) | |
| 11. (a) | 22. (b) | |

