

READING COMPREHENSION*(Based on Facts)***PASSAGE-I**

Directions (Q. 1-10): Read each passage carefully and choose the best answer for questions that follow it.

Myths abound concerning the phoenix-like conduct of the German economy. Principal amongst them is the notion that Germany emerged from total ashes largely due to the beneficence of the allies, notably the Americans via Marshal Aid. If aid alone could generate such phenomenal recovery the global economy today would look substantially different and, while it would be wrong to underestimate the extent of the devastation to some German cities and town, it would be equally misguided to assume that the whole of Germany's substantial territory was razed to the ground. In fact in 1945 less than half of Germany's industrial plant had been destroyed. A further 5% of plant was dismantled by the allies before Adenauer persuaded them to discontinue the policy. Clearly, there° was a need for substantial rebuilding and reinvestment and Marshall Aid was an important source to the Germans as to many Europeans. However, the Germans had some foundations on which to build and it was a combination of shrewd, perhaps inspired, economic leadership and the will of the German people themselves that gave rise to the revival of Germany as a major .economic force. Perhaps the critical factors were an immense will to work, a remarkable degree of industrial peace and the decision by the Minister of Economics, Ludwig Erhard, to create opportunity and incentivize.

The milestone in Germany's turnaround was the currency reform of 1948. A huge black market operation made a number of allied troops wealthy as they bartered goods like cigarettes for Reichsmarks which were then conversed into dollars or sterling, yielding in some cases profits that ran into thousands. One cigarette cost 7 Reichsmarks. The Gen-flans were familiar with currency collapses – between 1921, and 1923 the exchange rate of the mark against the dollar rose from 63 to 4,200,000,000,000. In a move of extraordinary speed and daring, and with allied support, Erhard changed the currency literally overnight from the Reichsmark to the Deutschmark, and the German people were given one Deutschmark for 10 Reichsmarks. Savings were wiped out but with them went the black market and in came true purchasing power.

To underpin the success of the currency reforms Erhard dropped most of Germany's wage and price controls. Controls were first dropped on a range of consumer goods and, after six months, on food. Almost instantly food appeared on the shop shelves, unemployment reduced and within two years industrial output tripled. Erhard's incentives to the German people included interest-free loans for everything from the building of modest homes to the reconstruction of large-scale plant and agricultural Under Erhard's direction 12 million refugees were resettled and 7,700,000 new jobs were created. National income and purchasing power multiplied and Deutschmark became one of the three strongest currencies in Europe.

1. One of the principal myths concerning the emergence of German economy is that
 - (a) it was totally destroyed and that it emerged on its own like the Phoenix, from its ashes.
 - (b) it could emerge from its ashes mainly with the help of the financial aid it received from its allies.
 - (c) its recovery had been phenomenal.
 - (d) it was successful mainly because the German industrial plants were not destroyed during the war.

2. Which of the following statements is TRUE according to the passage?
 - (a) Marshall Aid alone can generate phenomenal recovery in global economy.
 - (b) Most of the German cities and towns were completely destroyed during the World War.
 - (c) More than half of Germany's industrial plants were destroyed in 1945.
 - (d) The Germans received Marshall Aid from their allies which helped in their economic recovery.

3. Germany used the Marshall Aid it received from its allies to
 - (a) rebuild and reinvest in various organizations.
 - (b) revamp its cities and towns.
 - (c) develop its industrial plants.
 - (d) dismantle some of its industrial plants.

4. Which of the following is not mentioned as a reason for the successful revival of the German economy?
 - (a) Shrewd economic leadership
 - (b) Remarkable degree of industrial pace
 - (c) inspiration from their allies
 - (d) Aid from their allies

5. The form of currency used in Germany before 1948 was
 - (a) Reichsmark
 - (b) Sterling
 - (c) Pound.
 - (d) Dollar.

6. What was the daring step taken by Erhard?
 - (a) Stopping the sale of cigarettes.
 - (b) Fixing an exchange rate for the Reichsmark against the dollar.
 - (c) Changing the currency overnight from Reichsmark to Deutschmark.
 - (d) Prohibiting people from bartering goods with the allied troops.

7. The factor(s) that helped in the success of the currency reform was
 - I. dropping of price control on consumer goods.
 - II. increasing the exchange rate of mark against the dollar.
 - III. dropping of wages and price controls.
 - (a) I and II
 - (b) II and III
 - (c) Only I
 - (d) I and III

8. When the deutschmarks was first introduced in Germany, the German people were given One Deutschmark in exchange for every
 - (a) 10 Reichsmarks.
 - (b) 7 Reichsmarks.
 - (c) 63 Reichsmarks.
 - (d) 5 Reichsmarks.

9. What can be inferred about the character of Erhard from the given passage?
 - (a) He is conservative in his outlook.
 - (b) He is daring and innovative.
 - (c) He is adamant and unfriendly.
 - (d) He is stubborn and egoistic.

10. According to the passage, Erhard's leadership resulted in all but
 - (a) reduction of unemployment_
 - (b) increase in the national income and purchasing power.
 - (c) Deutschmath becoming the currency of Europe.
 - (d) an increase in the industrial output in Germany.

PASSAGE-II

Some people say you are the kind of person you are because of when you were born in your family. They say, for example, being born first makes you more responsible. A number of researchers say, where you fit in your family has a big influence on how you will act, how well you do in school and how much money you'll make. They say first-borns earn the most.

Some researchers, say birth order differences are as strong as gender difference. 'Within the family, they are about as strong as gender differences,' according to Frank Sulloway, 'later-borns tend to rebel because they often can't do what their older siblings can do, so they start trying to find other ways, even dangerous ones, to get their parents' attention'.

Sulloway points out that leaders of revolutions --- like Thomas Jefferson, Karl Marx and 'Fidel Castro --- were rebellious younger brothers and older brothers are often more conservative like former. Presidents Carter and Clinton than their younger brothers; Billy and Roger. Billy Carter had a beer-making business, and Roger Clinton 'tried a singing career -- a far cry from presidential politics.

Sulloway says that younger siblings tend to pick interests that are diametrically opposite to those of their older siblings, that they're the risk takers, the adventures, the people who are constantly trying to find something new and different to do. Sulloway also says that later-borns rebel by choosing different professions.

"Later-borns rebel", says Sulloway, "because they're controlled by the first-born. The typical first-born strategy is to use the advantages of age, size and power to dominate a younger sibling", Subway says.

11. Later-borns act differently in order to
 - (a) get as many opportunities as possible.
 - (b) claim their parents' attention.
 - (c) compete with their eldest siblings.
 - (d) be more successful.

12. Later-borns rebel by
 - (a) taking risk.
 - (b) choosing professions different from those of their elder siblings,
 - (c) trying to find different ways.
 - (d) All of the above

13. Which of the following has NOT been stated in the passage to be a difference seen between the first-born and the later-borns?
 - (a) The first-born is more responsible.
 - (b) The firstborn is more conservative.
 - (c) Later-borns are more amiable.
 - (d) Later-borns are more adventurous.

14. Later-borns rebel because
 - (a) first-borns use the advantage of age to control them.
 - (b) their interests are diametrically opposite to those of their older siblings.
 - (c) first-borns are too conservative.
 - (d) first-borns are highly successful.

15. The actions, educational performance and earnings of siblings according to the passage, are influenced by
 - (a) gender difference.
 - (b) parental affection.
 - (c) birth order.
 - (d) the first-born.

PASSAGE-III

How do other people perceive you, especially upon first meeting you face-to-face? How well do you anticipate another person's discomfort before that person freezes up and becomes paralyzed, withdrawn or even destructive in a situation? , Whichever side of the table you are on, these skills are crucial to your ability to lead, mentor or be a valuable team player with your staff, vendors and customers.

Most people cannot help 'leaking' their feelings. Fortunately, few of us are attuned to noticing the often subtle signals that indicate strong emotions in others. Or we misread the signals.

Your body is a hologram of your being; a three-dimensional movie that is constantly running, showing others how you feel about yourself and the world. As you work through life, is your body saying what your words are saying? Your body is a three-dimensional "full-motion" billboard to the rest of the world. Your body speaks to you all of the time, telling you your own needs. Listen to it. It is your free and most sophisticated medical feedback testing system, continuously showing you your inner tensions, state of mind, and habitual life attitudes.

When you are misaligned and tense, you expend outrageous sums of extra energy in the everyday gestures of life. Because the body is a high-viscosity substance that is 60-80% water, your bones are floating in a relatively fluid environment. Over a period of time, despite that apparent fluidity, you have tightened the muscles around every major experience of pain, fear, or anger. In Western society, people usually hold the tension somewhere in their upper bodies, whereas in many Eastern cultures, the tension tends to be held in the lower body.

We go through life-making decisions, closing down and limiting ourselves unconsciously. If you don't begin a regular practice of exercise and stretching, you are guaranteed to lose mobility sooner as you age, robbing yourself of the most positive and alive present you can offer the world every day - a loose and relaxed presence.

Stay open literally by getting in motion more frequently. Stand and stretch at least every twenty minutes when you are sitting and working. Try to walk, hopefully in sync with someone else, in fresh air and sunlight, at least thirty minutes a day. As Dr. Dean Ornish wrote in his most recent book, *Love and Survival: The Scientific Basis for the Healing power of Intimacy*, our survival depends on the healing power of love.

One of the safest and most natural ways to move closer to others is to walk with them. Walk farther to the restaurant. Walk and talk on the way to the meeting. Walk with your loved one, rather than sitting at home, to come down from your day together. Motion is emotional and makes every event more vivid and memorable. Literally move toward the one you want in your life and loosen up together.

Your life could depend on it.

16. 'These skills' mentioned in the last sentence of the first para refer to
 - (a) being perceptive to others and being able to present a picture of yourself that you want others to see.
 - (b) conducting face-to-face meetings and convincing others.
 - (c) anticipating how others become paralyzed, withdrawn or even destructive in a situation and then helping them.
 - (d) anticipating how others who feel uncomfortable react and making a note of it.
17. It is fortunate, according to the author, that few of us are attuned to noticing the often subtle signals because,
 - (a) they indicate strong emotions.
 - (b) we misuse the signals.
 - (c) most people are helpless in expressing their feelings.
 - (d) we would most probably feel uncomfortable if they knew how we feel.
18. It can be understood that it is desirable that
 - (a) we show the world how we feel.
 - (b) we evaluate our body language and stop responding.
 - (c) we match what we say and what signals we are sending.
 - (d) we also consciously react to those we are communicating with.
19. The most sophisticated medical feedback testing system, according to the passage, is
 - (a) our body signals.
 - (b) our body
 - (c) our perception
 - (d) All of the above
20. The tension, generated by strong emotions in can be loosened by
 - (a) regular practice of exercise and stretching.
 - (b) standing and stretching every twenty minutes when at work.
 - (c) taking walks with others thus moving closer to them.
 - (d) All of the above.