XAT BULLETIN 2014

Conducted by

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EXCELLENCE & INTEGRITY

XLRI
Xavier School of Management
For the greater good

XAT 2014

Welcome to XAT 2014

XAT 2014 will be conducted on Sunday 5th January 2014. XLRI conducts test on behalf of the XAMI. For more than 60 years XLRI is conducting test at all India level to select the most appropriate candidate for management education. The test score is being used by more than 100 institutes for the admission.

XAT 2014 would be conducted across India in the following cities.

Ahmedabad, Allahabad, Amritsar, Bengaluru, Berhampur, Bhopal, Bhubaneswar, Chandigarh, Chennai, Cochin, Coimbatore, Cuttack, Dehradun, Delhi, Goa, Greater Noida, Gurgaon, Guwahati, Hyderabad, Jabalpur, Jaipur, Jammu, Jamshedpur, Kanpur, Kolkata, Lucknow, Mangalore, Mumbai, Nagpur, Noida, Patna, Pune, Raipur, Ranchi, Rourkela, Sambalpur, Surat, Tiruchirapalli, Trivandrum, Udaipur, Vadodara, Varanasi, Vijayawada and Visakhapatnam.

XAT 2014 would also be conducted across the following two international cities.

Dubai, Kathmandu.

Instruction

Apply for XAT 2014 first and then apply for institutes of your choice including XLRI. See Section C.

IDBI Bank has been appointed as the partner bank for the registration process. Applicant for XAT 2014 can choose to pay online using credit / debit card / IDBI Net Banking or through Demand Draft. Alternatively applicants can use any of the 900 + branches of IDBI Bank located all over the country to make payment for XAT 2014.

SECTION A (I) Procedure for XAT Registration

1. Register for XAT: Visit www.xatonline.net.in and click "XAT Registration". Fill preliminary information and submit it. After submission of these details applicant receives XAT ID by email. Create own password
(Next time you will be allowed to login with your XAT ID and password).

2. Complete the Form: Login to XAT account and fill educational and other details and choose the test city.

4. Fee payment: The fee for XAT 2014 depends on the category of the applicant as given below:

For General Applicant: Rs. 950.00 (Rupees Nine Hundred and Fifty only)

For SC/ST Applicant: Rs. 650.00 (Rupees Six Hundred and Fifty only)

5. Select the Mode of Payment: There are three possible mode of payment:

a) Mode 1
Online Payment Gateway
(i) Through VISA/Master – Credit & Debit Cards
(American Express Card is inadmissible)
(ii) IDBI Net banking (this option is available only for IDBI account holder)

b) Mode 2
Cash Payment
(Applicant has to take a print out of the XAT Pay-In-Slip visit nearest IDBI bank and make the payment.)

c) Mode 3
Demand Draft
(Applicant has to get a DD made in favour of "XLRI Jamshedpur A/c XAT" payable at Jamshedpur.)

Important: Applicant paying through Mode 2 & 3 should update the payment details in the registration page. Failure to do so, such candidates will not be allowed to upload their photo and signature

6. Upload Photograph and Signature: Applicant is required to upload his/her scanned digital photograph and signature (refer section A (II) for the process of uploading the photograph and signature).

7. Print XAT Confirmation page: Print confirmation page for your reference. In future for all correspondence with XAT office quote your XAT ID.

8. Send confirmation page: Payment made through cash or DD needs to send the confirmation page along with the Pay-in-slip or DD to XAT office, XLRI, Circuit House Area (East), Jamshedpur- 831001 within fifteen days from the date of payment or issuance of DD.

9. Downloading of XAT Bulletin: Applicant may download XAT e Bulletin 2014 from www.xlri.ac.in

10. Download Admit Card: Your admit card will be uploaded on December 18, 2013. You may download it from www.xatonline.net.in till December 31, 2013.

SECTION A (II) To Upload Photographs and Signatures

Applicant should make sure that the file size of each of the Photograph and Signature should not be more than *50 KB per file. The online application system will not allow the applicant to upload files larger than 50 KB. All the applicants have to upload their Photograph and Signature only in "Jpeg" format and file name of Photograph and signature should preferably be photo.jpeg and sign.jpeg respectively.

For uploading photograph

i) Applicant has to take his/her recent colour passport size photograph in digital format. The picture should be taken against a light/white background. In case the face on the photograph is not clear, the application is liable to be rejected.
ii) File size of each of the Photograph should not be more than 50 KB per file, otherwise it may not upload.
iii) To reduce the size, crop the image of the passport size photograph in MS Paint or any other Photo Editor. Please ensure that only the full face portion is cropped and not the entire photograph.

For uploading signature

i) The applicant should sign (no capital letters) on a white paper with a black ink pen.
ii) Scan the signature in 200 dpi (dots per inch) scanner resolution settings and the file size should be less than 50 kb in jpeg format.
iii) To reduce the size, crop the image of the signature in MS Paint or any other Photo Editor. Please ensure that only the signature portion is cropped and not the entire A4 paper on which you have signed.
iv) Once the photograph and signature files are uploaded by the applicant successfully, the system will show on the screen the Photograph and Signature that has been uploaded.

How to ensure that the Photograph and the Signature are within 50 KB per file.

i) Applicant has to open his/her digital or scanned photograph and signature, in MS Paint by right clicking the photograph/signature.
ii) Press Ctrl + W, a window will open which will have an option 'resize by %'. Here enter anything between 10 to 50% and save the file with an extension .jpeg.
iii) Check for the size of the file in 'properties'. If the file size is still higher than 50 KB, once again open in paint and resize it to bring it down to less than 50KB.
iv) Repeat this process till the file size is less than 50 KB.
v) Save this file with the file Name as mentioned above as photo.jpeg and sign.jpeg

Important Notes

Once you finish your registration for XAT you shall be provided with a unique XAT ID.

1. Please note that the email and the Login on www.xatonline.net.in (Accessed by XAT ID & password) will be the standard mode of communication.
2. Please ensure that you provide a valid email address.
3. The email address that you enter in the registration form will be treated as your primary email address and would be used for all the future communications.
4. Please ensure that you use your personal email address only as your primary email address in the application. (If you use your official email address and in case you switch jobs, it would be difficult for us to communicate with you).
5. Please add admissions@xatonline.net.in, xat_care@xatonline.net.in as trusted sources in the anti-Spam software of your email. Otherwise, either you will not receive important emails or they will get delivered to your Spam/junk folder.
6. Please access your emails regularly and ensure that your inbox is accessible.
7. Please note that the XAT ID and password gives you an individual login on www.xatonline.net.in and on frequent intervals, you need to check for mails from XAT & other Associate Institutes.

SECTION B

Procedure for applying to other institutions using XAT scores for short listing applicants for admission.

The applicant desirous of joining any of the Institutes given in SECTION C has to follow the steps given below:

a) Register for XAT 2014 at www.xatonline.net.in

b) Further details can be obtained from the respective Institution's website or from their Admissions office. Follow their registration/application procedure. For XLRI programmes visit www.xlri.edu

Applicants may please note that XLRI does not ascertain quality of the degree or programme(s) offered by other Institutions using XAT scores.

Please note that each institution independently decides the weightages to be given for each of the test components on the basis of its needs.

XLRI does not play any role in selection of the applicants in these institutes.

Note:

1. All payments made for registration for XAT and other institutes are non-refundable.
2. The XAT Score Card containing the performance of the applicant in XAT 2014 will be mailed individually on the addres as provided in the XAT registration.

SECTION C List of XAMI Members

Xavier Labour and Relations Institute
Admissions Office,
C. H. Area (East),
Jamshedpur - 831 001
Ph no. 0657 - 398 3203/04/05
Email: admis@xlri.ac.in
Website: www.xlri.ac.in

Xavier Institute of Management, Jabalpur
4th Mile, Mandla Road,
Tilhari, Jabalpur,
M.P - 482 021
Ph no. 0761 - 2602483/2601091,
Email: slrsj45@gmail.com
Website: www.xidas.in

Xavier Institute of Management
Xavier Square,
Bhubaneswar - 751 013
Ph no. 0674 - 6647806,
Email: admisn@ximb.ac.in
Website: www.ximb.ac.in

St.Aloysius Institute of Management and Information Technology
St.Aloysius College (Autonomous),
Kotekar Post, Madoor,Beeri,
Mangalore - 575022
Ph no. 0824 - 2486881,
Email: denzil@staloysius.ac.in,mascao@staloysius.ac.in
Website: www.staloysics.ac.in

Loyola Institute of Business Administration
Loyola College,
Nungambakkum,
Chennai - 600 034
Ph no. 044 - 28175353 - 57,28173183
Email: admissions@liba.edu
Website: www.liba.edu

St. Francis Institute Of Management And Research (SFIMR)
Gate No.5, Mt. Poinsur,
S.V.P Road, Borivali (W),
Mumbai - 400 103
Ph no. 022 - 28917089,28958403
Email: info@sfimar.org
Website: www.sfimar.org

Xavier Institute of Social Service
Dr. Camil Bulke Path,
Purulia Road,
P.O Box 7,
Ranchi - 834 001
Ph no. 0651 - 2200873,2204456
Email: xiss@xiss.ac.in
Website: www.xiss.ac.in

Xavier Institute of Management & Research
St. Xavier's College Campus,
Mahapalika Marg,
Mumbai - 400 001
Ph no. 022 - 65221909/1911,
Email: admin@ximr.ac.in
Website: www.ximr.ac.in

Xavier Institute of Management & Entrepreneurship
Electronics City,
Phase – II, Hosur road ,
Bangalore - 560 100
Ph no. 080 - 28520809/28528597,
Email: admissions@xime.org
Website: www.xime.org

St. Joseph's College of Business Administration
18, F.M. Cariappa Road,
Bangalore - 560025
Ph no. 080 - 22127765/81/91,
Email: info@sjcba.edu.in
Website: www.sjcba.edu.in

Mount Carmel Institute of Management
Post Graduate Centre,
58 Palace Road,
Vasanthnagar,
Bangalore - 560 052
Ph no. 080 - 22261487,22382667
Email: mounts@bgl.vsnl.net.in
Website: www.mountcarmelinstitute.org

SECTION C List of XAT Associate Member Institutes

Accurate Institute of Management and Technology Plot No. 49, Knowledge Park - 111 Greater Noida - 201 306 Ph no. 0120 - 2328234,2328235 Email: info@accurate.in Website: www.accurate.in	**Acharya School of Management** Soldevanahalli, Hesaraghatta Road, Bangalore - 560 090 Ph no. 080 - 28396011,23723466 Email: directorasm@acharya.ac.in Website: www.acharya.ac.in
Alliance School of Business Chikkahagade Cross, Chandapur-Anekal Main Road,Anekal, Bangalore - 562 106 Ph no. 080 - 30938000/1/2/3/4/5, Email: promotions@alliance.edu.in, surekha@alliance.edu.in Website: www.alliance.edu.in	**APG Shimla University** Vill Pujyarli, Shogi - Mehli by pass road, Mohal Sargheen, Near Pantha Ghati, Shimla - 171 009 Ph no. 0177 - 2620074,9816222000 Email: admissions@apg.edu.in Website: www.apg.edu.in
Aryans Business School Vill. Nepra, Chandigarh-patiala Highway, Tehsil Rajpura, Near Chandigarh, Punjab - 140 401 Ph no. 01762 - 98762 - 99888,98765-99888 Email: info@aryans.edu.in Website: www.aryans.edu.in	**Asia Pacific Institute of Management** 3 & 4 Institutional Area Jasola (opp Sarita Vihar), New Delhi - 110 025 Ph no. 011 - 42094800,42094816 Email: admissions@asiapacific.edu Website: www.asiapacific.edu
Asian School of Business Management Shiksha Vihar, Baranga – Khurda Road, P.O. ASBM – Bhola, Chandaka, Bhubaneshwar – 754 012 Ph no. 0674 – 2374801-05,2374824 Email: admission@asbm.ac.in, institute@asbm.ac.in Website: www.asbm.ac.in	**Bengal Institute of Business Studies** 18D Lakeview Road, Kolkata - 700 029 Ph no. 033 - 24669236/37, Email: admissions@bibs.co.in Website: www.bibs.co.in
Bharatiya Vidya Bhavan's Usha & Lakshmi Mittal Institute of Management (BULMIM) Copernicus Lane, Kasturba Gandhi Marg, New Delhi - 110 001 Ph no. 011 - 23073852,23070911 Email: info@bulmim.ac.in,director@bulmim.ac.in Website: www.bulmim.ac.in	**Bhavan's Centre for Communication and Management** Plot No – 9, Kharvelanagar, Unit III, Bhubaneswar - 751 001 Ph no. 0674 - 2535727, Email: bvb.mba.bbsr@gmail.com Website: www.bvbbhubaneswar.org
Birla Institute of Management Technology Plot No. 5, Knowledge Park – 2, Institutional Area, Greater Noida - 201 306 Ph no. 0120 - 2323001 - 10, Email: director@bimtech.ac.in Website: www.bimtech.ac.in	**BLS Institute of Management** Opposite Mohan Meakin Factory, Mohan Nagar - 201 007 Ph no. 0120 - 2658405,2657654 Email: bls_im@vsnl.net Website: www.blsim.org

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CMS Business School 319, 17th Cross, 25th Main, JP Nagar 6th Phase, Bangalore - 560 078 Ph no. 080 - 43430400,26532728 Email: bschool@cms.ac.in Website: www.bschool.cms.ac.in	**Deen Dayal Upadhyaya Institute of Management and Higher Studies** 7/198, Swaroop Nagar, Kanpur - 208 002 Ph no. 0512 - 2555822,3241880 Email: dduinstitutemhs@yahoo.co.in Website: www.dduinstitute.org
Delhi School of Professional Studies and Research 9 Institutional Area, Sector 25, Rohini, Delhi - 110 085 Ph no. 011 - 27062290,27932799 Email: info@dspsr.in Website: www.dspsr.in	**Desh Bhagat Institute of Management & Computer Sciences** Amloh Road, Mandi Gobindgarh, Amloh - 147301 Ph no. 01765 - 520510,520581 Email: contact@deshbhagatinstitutes.com Website: www.deshbhagatinstitutes.com
Disha Institute of Management and Technology Satya Vihar, Vidhansabha-Chandrakhuri Marg, Baloda Bazar Road, Dist. Raipur - 492 101 Ph no. 0771 - 4200100, Email: info@dimatindia.com Website: www.dimatindia.com	**Driems Business School** At Kairapari, Post kotsahi, Tangi, Cuttack - 754 022 Ph no. 0671 - 2595061 - 65, Email: driemsbschool@gmail.com Website: www.dbs.ac.in
EMPI Business School P.O., CSKM Educational Complex, Satbari, Chattarpur, Delhi - 110 074 Ph no. 011 - 26652373,26653764 Email: admission@empi.ac.in Website: www.empiindia.com	**Entrepreneurship Development Institute of India (EDI)** EDI,Near Village Bhat, Via Ahmedabad Airport & Indira Bridge, P.O. Bhat, Gandhinagar - 382 428 Ph no. 079 - 23969151,23969153 Email: pgp@ediindia.org Website: www.ediindia.ac.in
First India Group of Institutions First India Towers, 36th Milestone, Near Hero Honda Chowk, Delhi Jaipur Highway NH – 8, Gurgaon - 122 001 Ph no. 0 - 9953925600,9953725600 Email: admissions@stmi.in, admissions@rimgurgaon.com Website: www.stmi.in/www.rimgurgaon.com	**Flame School of Business** Lavale, Off Pune-Bangalore Highway, Pune - 411 042 Ph no. 020 - 67906007,67906230 Email: admission@flame.edu.in Website: www.flame.edu.in
Fortune Institute of International Business Plot 5, Rao Tula Ram Marg, Vasant Vihar, New Delhi - 110 057 Ph no. 011 - 47285000,47285018 Email: fiib@fiib.edu.in Website: www.fiib.edu.in	**Gitam Institute of Management** GITAM University, Rushikonda, Vishakhapatnam - 530 045 Ph no. 0891 - 2790404,2840309 Email: admissions.gim@gitam.in Website: www.gitam.edu

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Gitam School of International Business Gitam University, Gandhinagar Campus, Rushikonda, Visakhapatnam - 530 045 Ph no. 0891 - 2840400,2840413 Email: admission@gsib.org Website: www.gsib.org	**Globsyn Business School** Globsyn Crystals XI-11&12, Block EP, Salt Lake Electronics Complex, Sector V, Salt Lake, Kolkata - 700 091 Ph no. 033 - 40003600, Email: gbs@globsyn.com Website: www.globsyn.edu.in
Goa Institute of Management Sanquelim Campus, Poriem, Sattari, Goa - 403 505 Ph no. 0832 - 2366700,2366704 Email: admissions@gim.ac.in Website: www.gim.ac.in	**HDF School of Management** AT: Naranpur, PO: Belagachhia, Cuttack - 754 005 Ph no. 0671 - 2120024,2120021 Email: mukti@hdf.ac.in Website: www.hdf.ac.in
IBMR - Business Schools Survey No. 4, Hosur Road, Near Electronic City, Adjacent to BMW Showroom, Bangalore - 560 100 Ph no. 080 - 32422424, Email: mba@ibmrbschool.org Website: www.ibmrbschool.org	**Institute for Future Education, Entrepreneurship& Leadership** Survey No. 178, Ekvira Devi Road Behind Tejas Dhaba, Karla (Via Kamshet) Lonavala 410 405 Ph no. 02114 282818 Email: director@ifeel.edu.in,doctorcheema@rediffmail.com Website: www.ifeel.edu.in
IFIM Business School No. 8P & 9P,KIADB Industrial Area, Electronics City 1st Phase, Bangalore - 560 100 Ph no. 080 - 41432888, Email: registrar@ifimbschool.com Website: www.ifimbschool.com	**IILM College of Management Studies** 17 & 18 Knowledge Park II, Greater Noida - 201 306 Ph no. 0120 - 3374360, Email: admissions@iilmcms.ac.in Website: www.iilmcms.ac.in
IILM Graduate School of Management 16 Knowledge Park II, Greater Noida - 201 306 Ph no. 0120 - 3374360, Email: admissions@iilmgsm.ac.in Website: www.iilmgsm.ac.in	**IILM Institute for Higher Education** DLF Golf Course Road, Sector 53, Gurgaon - 122 003 Ph no. 0124 - 3354300 / 3354456, Website: www.iilm.edu
IIMT School of Management (ISM) Garhi Murli (Garhi Bazidpur) Sohna Road, Gurgaon 122 102 Ph no. 1800 103 8388 Email: admissions@ism.edu.in Website: www.ism.edu.in	**Indian Institute of Finance** 45 A, Knowledge Park – III, Greater Noida - 201 306 Ph no. 0120 - 4340444,9811971002 Email: admission@iif.edu Website: www.iif.edu
Indus Business Academy Survey No. 164, Lakshmipura, Thataguni Post, Kanakapura Main Road, Bangalore - 560 062 Ph no. 080 - 26083703,26083801 Email: admissions@ibaintl.org Website: www.iba.ac.in	**Indus World School of Business** 15-A Knowledge Park II, Greater Noida, NCR - 201 310 Ph no. 0120 - 3969600, Email: admissions@iwsb.in Website: www.iwsb.in

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Institute for Financial Management and Research P.B. No 3330, 24 Kothari Road, Nungambakkam, Chennai - 600 034 Ph no. 044 - 28303400,28273873 Email: pgdm@ifmr.ac.in Website: www.ifmr.ac.in	**Institute for Technology and Management** ITM Campus, Plot no. 25 & 26, Institutional Area, Sector 4, Kharghar (E), Navi Mumbai - 410 210 Ph no. 022 - 61294024,9321412008 Email: jayshelar@itm.edu Website: www.itm.edu
Institute of Business Studies and Research IBSAR Campus, Thapar Complex, Plot No. 51, Sector 15, CBD Belapur, Navi Mumbai - 400 614 Ph no. 022 - 27560531 / 32 / 33, Email: info@ibsar.ac.in Website: www.ibsar.ac.in	**Institute of Health Management Research** 1, Prabhu Dayal Marg, Sanganer Airport, Jaipur - 302 011 Ph no. 0141 - 3924700, Email: admissionsjpr@iihmr.org Website: www.iihmr.org
Institute of Management & Information Science Vivekananda Marg, Bhubaneswar - 751 002 Ph no. 0674 - 2431953,2433762 Email: imis@imis.ac.in Website: www.imis.ac.in	**Institute of Management Technology (Dubai)** Dubai International Academic City, P.O. Box 345006, Dubai - UAE - Ph no. 0 - 971 4 4227244 114/152/ 3754539, Email: admissions@imtdubai.ac.ae Website: www.imtdubai.ac.ae
Institute of Management Technology (Hyderabad) Survey No. 38, Cherlaguda Village, Shamshabad Mandal, Ranga Reddy District, Hyderabad Ph no. 040 - 30461662, Email: admissions@imthyderabad.edu.in Website: www.imthyderabad.edu.in	**Institute of Management Technology (Nagpur)** 35 KM Milestone, Katol Road, Nagpur - 441 502 Ph no. 0712 - 2805000, Email: admissions@imtnag.ac.in Website: www.imtnagpur.ac.in
Institute of Management Technology (Ghaziabad) A-16, Site-III, UPSIDC Industrial Area, Meerut Road, Ghaziabad - 201 003 Ph no. 0120 - 2705628, Email: admissions@imt.edu Website: www.imt.edu	**Institute of Science & Management** Department of Management Studies, ISM Campus, Pundag, Ranchi - 834 004 Ph no. 0651 - 2242060, Email: rch_iism@sancharnet.in Website: www.iismr.org
International Academy of Management & Entrepreneurship (IAME) 152/2 Nisarga Campus, Behind The Art of Living International Centre, Udayapura Post, Bangalore - 560 082 Ph no. 080 - 32477261, Email: admissions@iame.org.in Website: www.iame.org.in	**International Institute of Business Studies** No 70, 2nd Main, 3rd Cross, Kanaka Nagar, Nagawara, Bangalore - 560 032 Ph no. 080 - 23657284, Email: info@iibsonline.com Website: www.iibsonline.com

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International School of Business & Media S. No. 44/1. 44/1/2, Nande Village, Pashan Sus Road, Taluka Mulshi, Pune - 411 042 Ph no. 020 - 66754651,66754664 Email: admissions@isbm.ac.in Website: www.isbm.ac.in	**International School of Management Excellence** CAP 1, EOIZ, Export Promotion Industrial Park, Near ITPL, Whitefield, Bangalore - 560 066 Ph no. 080 - 65606200,65606300 Email: info@isme.in Website: www.isme.in
Invertis Institute of Management Studies Invertis Village, Bareilly-Lucknow National Highway 24, Bareilly - 243 123 Ph no. 0581 - 2460442,2460443 Email: info@invertis.org Website: www.invertis.org	**ISBR Business School** # 107, Electronic City - Phase I, Behind BSNL Telephone Exchange, Bangalore - 560 100 Ph no. 080 - 9341733331,9845100510 Email: info@isbr.in Website: www.isbr.in
Jagran Institute of Communication and Management DPS Campus, Near Neelbad Crossing, Bhadbhada Road, Bhopal - 462 044 Ph no. 0755 - 2696969,2696641 Email: admininfo@jicm.edu.in Website: www.jicm.edu.in	**Jaipuria Institute of Management** Dakachaya, Indore Dewas highway, Nr. Shipra Naka, Indore - 453 771 Ph no. 0731 - 3069300, Email: indore@jaipuria.ac.in Website: www.jaipuria.ac.in
Jaipuria Institute of Management Vineet Khand, Gomtinagar Lucknow 226 010 Ph no. 0522 2394296,2394297 Email: lucknow@jaipuria.ac.in Website: www.jaipuria.ac.in	**Jaipuria Institute of Management** A-32A, Institutional Area, Sector 62, Noida - 201 309 Ph no. 0120 - 4638300, Email: noida@jaipuria.ac.in Website: www.jaipuria.ac.in
Jaipuria Institute of Management 1 Bambala Institutional Area, Pratap Nagar, Sanganer, Jaipur - 302 033 Ph no. 0141 - 4771330, Email: jaipur@jaipuria.ac.in Website: www.jaipuria.ac.in	**Jindal Global Business School** O P Jindal Global University, Sonipat Narela Road, Near Jagdishpur Village, Sonipat - 131 001 Ph no. 0130 - 3057800 - 02, Email: registrar@jgu.edu.in Website: www.jgbs.edu.in
JK Lakshmipat University Laliya Ka Vas, P.O. Mahapura, Ajmer Road, Jaipur - 302 026 Ph no. 0141 - 7107501,7107520 Email: vc@jklu.edu.in Website: www.jklu.edu.in	**JRE Group Of Institutions** **JRE School of Management** Plot No. 5,6,7 & 8 Knowledge Park - 4 Greater Noida 201 308 Ph no. 8800766816,9711000091 Email: admission@jre.edu.in Website: www.jre.edu.in
Kejriwal Institute of Management & Development Studies, Pindrakom, Tetari, Namkum, Ranchi - 834 010 Ph no. 0651 - 2941074,2261283 Email: diwakarpandey21@gmail.com Website: www.kimds.in/www.kimds.co.in	**Kirloskar Institute of Advanced** **Management Studies** Yantrapur, Harihar - 577 601 Ph no. 08192 - 241269,241483 Email: admissions@kiams.ac.in Website: www.kiams.ac.in

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Kohinoor Business School, Khandala Kohinoor Global Campus, Sub Division B, Old Pune-Mumbai Highway, Khandala - 410 301 Ph no. 02114 - 269018,269019 Email: kbs@kohinoor.ac.in,bigyan.verma@kohinoor.ac.in Website: www.kohinoor.ac.in	**Krupajal Business School** Prasanti Vihar, Pubasasan, Kaushalya Ganga, Bhubaneswar - 751 002 Ph no. 0674 - 2375303,8260778006 Email: admissions@krupajalbschool.org Website: www.krupajalbschool.org
Lovely Professional University Jalandhar-Delhi G T Road, (N H -1), Phagwara - 144 411 Ph no. 01824 - 404455, Email: admissions@lpu.co.in Website: www.lpu.in	**Management Education & Research Institute** 53 - 54, Institutional Area, Opp. D Block, Janakpuri, New Delhi - 110 058 Ph no. 011 - 28522201 - 04, Email: meribs@meri.edu.in Website: www.meri.edu.in
Mangalvedhekar Institute of Management (MIM) 156 B - Railway Lines, Duffrin Chowk, Solapur - 413 001 Ph no. 0217 - 2317964, Email: solapur00@gmail.com Website: www.mangalvedhekar.org	**Manipal University Jaipur** Vatika InfoTech City, Near GVK Toll Plaza, Jaipur-Ajmer Expressway, Post Thikaria, Jaipur - 302 026 Ph no. 0141 - 4001536, Email: registrar@jaipur.manipal.edu Website: www.jaipur.manipal.edu
Marian Institute of Health Care Management Mayfair', Dada Vaidya Road, Opp - Mushthifund High School, Panaji - 403 001 Ph no. 0832 - 2230021/2220496,2230021 Email: marianinstitute@dataone.in Website: www.marianinstitute.in	**MATS Institute of Management and Entrepreneurship** 319, 17th Cross, 25th Main, JP Nagar 6th Phase, Bangalore - 560 078 Ph no. 080 - 43430400,26532728 Email: matsacademy@vsnl.net Website: www.mats.ac.in
MIT Pune's, MIT School of Telecom Management S-2 Block, Ground Floor, MIT College Campus, Paud Road, Kothrud, Pune - 411 038 Ph no. 020 - 25452585,30273640 Email: milindpande@mitsot.com Website: www.mitsot.com	**MIT School of Business** B Wing Saraswati Vishwa MIT Campus, Paud Road, Kothrud, Pune - 411 038 Ph no. 020 - 30273601 - 2, Email: learning@mitsob.net Website: www.mitsob.com
Mudra Institute of Communications, Ahmedabad (MICA) Shela, Ahmedabad - 380 058 Ph no. 02717 - 308250,237946 Email: admissions@micamail.in Website: www.mica.ac.in	**MVRR Institute of Business Management** Seshadri Rao Knowledge Village, Gudlavalleru, Krishna - 521 356 Ph no. 08674 - 274639, Email: mvribm@gmail.com Website: www.mvrribmgudlavalleru.ac.in

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National Institute of Seurities Markets NISM Bhavan, Plot No . 82, Sec 17, Vashi, Navi Mumbai - 400703 Ph no. 0 - 66735100,66735101/2/3/4/5 Website: www.nism.ac.in	**National School of Business** 33, 22nd Main, 1st Cross, Phase II, J P Nagar, Bangalore - 560 078 Ph no. 080 - 30251440,30251441 Email: director@nsbindia.org Website: www.nsbindia.org
New Delhi Institute of Management 50 (B & C) Tughlakabad Institutional Area, New Delhi - 110 062 Ph no. 011 - 29956566,29956567/68 Email: director@ndimdelhi.org Website: www.@ndimdelhi.org	**Praxis Business School** Bakrahat Road, P.O Rasapunja, 24 parganas (south), Next to Academia International School, Kolkata - 700 104 Ph no. 033 - 24980553,24980554 Email: harish@praxis.ac.in Website: www.praxis.ac.in
Prin. L.N. Welingkar Institute of Management Development & Research, Lakhamsi Napoo Road, Near R A Podar College, Matunga (Central Rly), Mumbai - 400 019 Ph no. 022 - 24198300,24198400 Email: admissions@welingkar.org Website: www.welingkar.org	**Pune Institute of Business Management** Gut No 605/1, Lavasa Road, Pirangut, Tal - Mulashi, Paud, Pune - 411 042 Ph no. 020 - 67903100, Email: admin@pibm.in Website: www.pibm.in
Ravenshaw Management Centre Ravenshaw University, College Square, Cuttack - 753 003 Ph no. 0671 - 2613538, Email: placementcell@ravenshawmanagementcentre.com Website: www.ravenshawuniversity.ac.in	**Regional College of Management Autonomous** Chakadola Vihar, Chandrasekharpur, Bhubaneswar - 751 023 Ph no. 0674 - 2301595,2300455 Email: director@rcm.ac.in Website: www.rcm.ac.in
S P Jain Institute of Management & Research Bhavan's Campus,Munshi Nagar, D. N. Road, Andheri (West), Mumbai - 400 058 Ph no. 022 - 26237454,26230396 Email: jyoti.jagasia@spjimr.org Website: www.spjimr.org	**School of Management Sciences** Khushipur, P.O. Bachhaon, Varanasi - 221 011 Ph no. 0542 - 2271771/72,3259266 Email: admissionsms@rediffmail.com Website: www.smsvaranasi.com
School of Management, KIIT University Krishna Campus - 7 P O KIIT, Bhubaneswar - 751 024 Ph no. 0674 - 2725007/2375711,2375700 Email: admission@ksom.ac.in Website: www.ksom.ac.in	**Shiva Institute of Management Studies** 364-365, Pandav Nagar Industrial Area, Near Rezapur Railway Crossing, NH 24, Ghaziabad - 201 002 Ph no. 0120 - 2703521/2702412, Email: shiva_ims@yahoo.co.in Website: www.shivaims.edu.in
Shri Dharmasthala Manjunatheshwara Institute for Management Development, No. 1, Chamundi Hill Road, Siddharthanagar, Mysore - 570 011 Ph no. 0821 - 2429722, Email: admission@sdmimd.ac.in Website: www.sdmimd.ac.in	**SIET Institute of Management** 1st Cross, Sapthagiri Residency, K Bagegowda Layout Mutharayana Nagara, Mysore Road, RV College (Post), Bangalore - 560 059 Ph no. 080 - 41508141, Email: info@bsim.in Website: www.bsim.in

SECTION C List of XAT Associate Member Institutes

Siva Sivani Institute of Management NH - 7,Kompally, Secunderabad - 500 014 Ph no. 040 - 27165450-54, Email: info@ssim.ac.in Website: www.ssim.ac.in	**Sri Shrada Institute of Indian Management Research** Plot No. 7 Institutional Area, Phase II, Vasant Kunj, New Delhi - 110 070 Ph no. 011 - 26124091, Email: srisiim2010@gmail.com Website: www.srisiim.org
Sri Sri University 2nd floor, Rose Dale, 139, District Commercial Centre, Chandrasekharpur, Bhubaneswar - 751 016 Ph no. 0674 - 2744275,7873001001 Email: admissions@srisriuniversity.edu.in Website: www.srisriuniversity.edu.in	**Suryadatta Group of Institutes** S. No. 342, Chandni Chow- Pashan Road, Beside DSK Ranwara, Bavdhan (BK), Pune - 411 021 Ph no. 020 - 67901300,67901322 Email: support@suryadatta.org Website: www.suryadatta.org
T A Pai Management Institute Post Bag No 9, Manipal, Udupi Dist - 576 104 Ph no. 0820 - 2701010,2701070 Email: admissions2014@tapmi.edu.in Website: www.tapmi.edu.in	**Taxila Business School** AB - 559 Kings Road, Nirman Nagar, Jaipur - 302 020 Ph no. 0141 - 65000 00-01, Email: info@taxila.in Website: www.taxila.in
The National Management School Alpha City, Beta Block (6th Floor), 25 Rajiv Gandhi Salai (OMR), Navalur, Chennai - 603 103 Ph no. 044 - 47450000, Email: admissions@nms.edu.in Website: www.nms.edu.in	**Training & Advanced Studies in Management and Communications Ltd (TASMAC)** TASMAC House, TASMAC Road, Viman Nagar, Pune - 411 014 Ph no. 020 - 65003871/72,26632456 Email: giridua@tasmac.ac.in Website: www.tasmac.ac.in/wales
United World School of Business Infinity Benchmark, 10th Floor, Salt Lake, Secor V, Kolkata - 700 091 Ph no. 033 - 4004 5000/5884/5885, Email: admissions@unitedworld.in Website: www.unitedworld.in	**Vanguard Business School** 3/A, Hyland Industrial Estate, Gareba Vipalya, Bommanahalli, Hosur Main Road, Bangalore - 560 068 Ph no. 080 - 49030111, Email: manali@vanguardbschool.com Website: www.vanguardbschool.com
VIT Business School VIT University, Vellore - 632 014 Ph no. 0416 - 2202125,2202168 Email: admission@vit.ac.in,ejames@vit.ac.in Website: www.vit.ac.in	**Vivekananda Insititute of Professional Studies - Technical Campus** Delhi School of Business AU Block, Outer Ring Road New Delhi 110 038 Ph no. 011 27343401/02/03 Email: contact@dsb.edu.in Website: www.dsb.edu.in
WLC College India C 56 A/26, Sector – 62, Institutional Area, Near HDFC Bank, Noida - 201 307 Ph no. 0120 - 4629907, Email: mail@wiganindia.org Website: www.wlccollege.org	

SECTION D

XLRI announces admission for the following programmes through XAT 2014: HRM, BM, Global MBA, PGDM (GMP) and FPM

1. **Registration for XLRI programmes:** Only after registering for XAT, you will be eligible to register for XLRI programmes. To register for XLRI programmes log on to www.xlri.edu
2. **Choose Interview city:** XLRI Interviews will be conducted in Bangalore, Delhi, Jamshedpur and Mumbai.
3. **Select Programme(s):** Choose XLRI programmes strictly in order of priority. Programmes offered by XLRI are HRM, BM, Global MBA, PGDM (GMP) and FPM.
4. **Fee payment for XLRI Programme(s):** The fee for XLRI application 2014 depends on number of programme(s) applied for.

   For General applicants
   Rs. 1050/- for one programme. Rs. 1650/- for two programmes.

   For SC/ST applicants
   Rs. 750/- for one programme, Rs. 1200/- for two programmes,

   For every additional programme after two programmes you will have to pay Rs. 200 extra (applicable for both general and SC/ST applicant)
5. **Select Mode of Payment:** There are three possible mode of payment:

   a) **Mode 1**
   Online Payment Gateway
   (i) Through VISA/Master – Credit and Debit cards
   (American Express Card is inadmissible)
   (ii) IDBI Net banking (this option is available only for IDBI account holder)

   b) **Mode 2**
   Cash Payment
   (Applicant has to take a print out of the XAT Pay-In-Slip visit nearest IDBI bank and make the payment.)

   c) **Mode 3**
   Demand Draft
   (Applicant has to get a DD made in favour of "XLRI Programmes" payable at Jamshedpur.)

   Important: Applicant paying through Mode 2 & 3 should update the payment details in the registration page.
6. **Print XLRI Confirmation Page:** Print XLRI confirmation page and send along with the payment proof/Pay-in-slip/DD to the Admission Office, XLRI, Circuit House Area (East), Jamshedpur - 831001 within fifteen days from the date of payment or issuance of DD. Enclose the photo copies of educational certificates and caste certificate along with the confirmation page.
7. **Mailing of XLRI Prospectus to the Applicants:** Download the e-prospectus from www.xlri.ac.in and also a complimentary copy will be sent to the applicant.
8. **Declaring Shortlisted Candidates for GD/PI:** Names of short listed candidates for XLRI GD/PI will be declared on ww.xlri.ac.in by January 31, 2014. The candidates selected for XLRI programmes and those on the waitlist will be communicated individually.

GMAT Applicant

Candidates may also choose to apply through GMAT score obtained during December 01, 2011 and December 20, 2013 for following XLRI programmes :

- Indian applicants can only apply for PGDM (GMP) and Global MBA programme through GMAT scores.
- Non Resident Indians in addition to above programmes may also apply for HRM/BM/FPM programmes using GMAT score secured during above mentioned period

Following procedure need to be followed by such applicants.

Steps to Register for XLRI programmes

1. Logon www.xlri.edu fill preliminary information and submit it; you will receive unique user ID on your email and will be allowed to create your own password.
2. Re-login and fill other details like GMAT ID, GMAT score, educational detail and work experience
3. Choose interview city.
4. **Select XLRI programmes strictly in order of priority.** Programmes offered are HRM, BM, PGDM (GMP), Global MBA and FPM. As stated above Indian applicants can select only PGDM (GMP) and Global MBA
5. Fee Payment: The fee for XLRI application 2014 depends on number of programme(s) applied for: For NRI Applicant = 50$ or Rs. 3,000/- for one programme and 75$ or Rs. 4,500/- for more than one programme For Indian Applicant = Rs.1,050/- for one programme and Rs. 1,650/- for two programmes.
6. Select the Mode of Payment: There are three possible mode of payment:
   a) **Mode 1**
   Online Payment Gateway
   (i) Through VISA/Master – Credit & Debit Cards
   (American Express Card is inadmissible)
   (ii) IDBI Net banking (this option is available only for IDBI account holder)

   b) **Mode 2**
   Cash Payment
   (Applicant has to take a print out of the XAT Pay-In-Slip visit nearest IDBI bank and make the payment.)
   c) **Mode 3**
   Demand Draft
   (Applicant has to get a DD made in favour of "XLRI Programmes" payable at Jamshedpur.)

Important: Applicant paying through Mode 2 & 3 should update the payment details in the registration page. Failure to do so, such candidates will not be allowed to upload their photo and signature.

7. **Upload Photograph and Signature:** Applicant is required to upload his/her scanned digital photograph and signature (refer section A (II) for the process of uploading the photograph and signature).
8. **Print XLRI Confirmation Page:** Print XLRI confirmation page and send along with the payment proof/Pay-in-slip/DD to the admission Office, XLRI, Circuit House Area (East), Jamshedpur – 831001 within fifteen days from the date of payment or issuance of DD. Enclose the photo copies of GMAT score, educational certificates and caste certificate along with the confirmation page.
9. **Mailing of XLRI Prospectus to the Applicants:** Download the e-prospectus from www.xlri.ac.in and also a complimentary copy will be sent to the applicants.
10. Names of short listed candidates for XLRI GD/PI will be declared on www.xlri.ac.in by January 31, 2014. The candidates selected for XLRI programmes and those on the waitlist will be communicated individually.

SECTION E XAT Model Questions

This model only indicates general pattern of questions that may be asked in XAT 2013. These are only indicative in nature and the questions in the Test may or may not be on the same lines. The test may have multiple sections, to evaluate candidate's quantitative, qualitative, verbal, data interpretive and decision making abilities. Wrong questions may carry negative marks.

Analyse the following passage and provide appropriate answers for the questions 1 through 4 that follow.

An example of scientist who could measure without instruments is Enrico Fermi (1901-1954), a physicist who won the Nobel Prize in physics in 1938. He had a well-developed knack for intuitive, even casual-sounding measurements. One renowned example of his measurement skills was demonstrated at the first detonation of the atom bomb, the Trinity Test site, on July 16, 1945, where he was one of the atomic scientists observing the blast from base camp. While final adjustments were being made to instruments used to measure the yield of the blast, Fermi was making confetti out of a page of notebook paper. As the wind from the initial blast wave began to blow through the camp, he slowly dribbled the confetti into the air, observing how far back it was scattered by the blast (taking the farthest scattered pieces as being the peak of the pressure wave). Fermi concluded that the yield must be greater than 10 Kilotons. This would have been news, since other initial observers of the blast did not know that lower limit. After much analysis of the instrument readings, the final yield estimate was determined to be 18.6 Kilotons. Like Eratosthenes, Fermi was aware of a rule relating one simple observation-the scattering of confetti in the wind – to a quantity he wanted measure.

The value of quick estimates was something Fermi was familiar with throughout his career. He was famous for teaching his students skills at approximation of fanciful-sounding quantities that, at first glance, they might presume they knew nothing about. The best-known example of such a "Fermi question" was Fermi asking his students to estimate the number of piano tuners in Chicago, when no one knows the answer. His students-science and engineering majors-would begin by saying that they could not possibly know anything about such a quantity. Of course, some solutions would be to simply do a count of every piano tuner perhaps by looking up advertisements, checking with a licensing agency of some sort, and so on. But Fermi was trying to teach his students how to solve problems where the ability to confirm the results would not be so easy. He wanted them to figure out that they knew something about the quantity in question.

1. Suppose you apply the same logic as Fermi applied to confetti, which of the following statements would be the most appropriate?
   A. You can calculate the minimum pressure inside the cooker by calculating the maximum distance travelled by any of its parts after it explodes.
   B. You can calculate the average potency of a fire cracker by calculating the distance covered by one its bigger fragments.
   C. You can easily find out the average potency of an earthquake by measuring the length of a crack it makes on the surface of the earth.
   D. You can calculate the exact volume of water stored in a tank by measuring the distance covered by the stream of water coming out of the tap fixed on the lower corner of the tank.
   E. All of the above conclusions can be drawn.
2. Quick estimate, as per Fermi, is most useful in:
   A. In finding an approximate that is more useful than existing values.
   B. In finding out the exact minimum value of an estimate
   C. In finding out the exact maximum value of an estimate
   D. In finding out the range of values of an estimate
   E. In finding out the average value of an estimate
3. Given below are some statements that attempt to capture the central idea of the passage:
   1. It is useful to estimate; even when the exact answer is known.
   2. It is possible to estimate any physical quantity.
   3. It is possible to estimate the number of units of a newly launched car that can be sold in a city.
   4. Fermi was a genius.

SECTION E XAT Model Questions

Which of the following statement(s) best captures the central idea?

A. 1,2 and 4
B. 2,3 and 4
C. 2 and 3
D. 2 only
E. 1,2 and 3

4. Read the statements given below:

1. Atomic bomb detonation was a result of Fermi's Nobel Prize contribution
2. Fermi's students respected him as a scientist
3. Yield of atomic bomb can only be measured in Kilotons

Which of the following statement(s) can be inferred from the passage?

A. 1,2
B. 2,3
C. 1,3
D. 2 only
E. None of the three statements is correct

Analyse the following passage and answer the questions 5-6

The new experimentalists have shown how experimental results can be substantiated and experimental effects produced by an array of strategies involving practical interventions, cross-checking and error control, and elimination in a way that can be, and typically is, independent of high-level theory. As a consequence of this, they are able to give an account of progress in science that construes it as the accumulation of experimental knowledge. Adopting the idea that the best theories are those that survive the severest tests, and understanding a severe experimental test of a claim as one that the claim is likely to fail if it is false, the new experimentalists can show how experiment can bear on the comparison of radically different theories, and also how experiment can serve to trigger scientific revolutions.

5. The main contribution of the new experimentalists has been to

A. show the advantages of having experimentalists in development of theories.
B. distinguish between experimentally valid theories and speculative theories.
C. illustrate the advantages and disadvantages of using sound experimental methods.
D. claim how experimental knowledge is always better than speculative theories.
E. illustrate how scientific knowledge is accumulation of valid experimental results.

6. Which one of the following would be a direct outcome of the ideas in the passage?

A. All those who saw apple falling after Issac Newton are engaging in severe test of the theory of gravity.
B. Religious explanations of formation of universe should be included in scientific knowledge.
C. The theory that Earth is the center of the universe would be a part of scientific knowledge because it has not been subjected to severe tests.
D. Roentgen's discovery of X-Rays was serendipitous and hence has a claim to being included in experimental scientific knowledge.
E. The structure of Benzene molecule is speculative but should still be included in scientific knowledge because this is no alternative explanation.

SECTION E XAT Model Questions

Find the correct answer for question 7 - 9

7. A candidate in the medical viva voce exam faced a tinge of intellectual _____when asked to spell the _____ gland. The fact that he carried notes on his person would definitely be termed as _____by faculty, but may be termed as_____ by more generous sections of students.
   A. ambivalence, prostrate, amoral, immoral
   B. ambiguity, prostrate, amoral, immoral
   C. ambivalence, prostrate, immoral, amoral
   D. ambivalence, prostate, immoral, amoral
   E. ambiguity, prostrate, immoral, amoral
8. If a person makes the statement:"I never speak the truth."
   The person can be said to be _____
   A. speaking the truth
   B. lying
   C. lying as well as speaking the truth
   D. making a logically contradictory statement
   E. partially speaking the truth and partially lying
9. Gourmet is to gourmand as
   A. aquatic is to aqueduct
   B. foliage is to fodder
   C. ecclesiastic is to earthy
   D. election is to elector
   E. epitaph is to epilogue

Read the following caselet and choose the best alternative (Questions 10 - 13):

The BIG and Colourful Company

You are running ***"BIG and Colourful (BnC)"*** company that sells books to customers through three retail formats:

a. You can buy books from bookstores,
b. You can buy books from supermarket,
c. You can order books over the Internet (Online).

Your manager has an interesting way of classifying expenses: some of the expenses are classified in terms of size: Big, small and Medium; and others are classified in terms of the colours Red, Yellow, Green and Violet. The company has a history of categorizing overall costs into initial costs and additional costs. Additional costs re equal to the sum of Big, Small and Medium expenses. There are two types of margins, contribution (sales minus initial costs) and profit (contribution minus additional costs). Given below is the data about sales and costs of BnC:

Sales		60000
Initial Costs		39000
Contribution (Sales-Initial costs)		21000
Additional Costs		
Big	9300	
Small	3000	
Medium	3500	
		15800
Profit (Contribution – Additional Cost)		5200

SECTION E XAT Model Questions

Each of the Big, Small and Medium cost is categorized by the manager into Red, Yellow, Green and Violet costs. Breakdown of the additional costs under these headings is shown in the table below:

Expenses	Total	Red	Yellow	Green	Violet
Big	9300	5100	1200	1400	1600
Small	3000		400	2000	600
Medium	3500	400	1500	1400	200
Total	15800	5500	3100	4800	2400

Red, Yellow, Green and Violet costs are allocated to different retail formats. These costs are apportioned in the ratio of number of units consumed by each retail format. The number of units consumed by each retail format is given in the table below:

Retail Format	Red	Yellow	Green	Violet
Online	200	50	50	50
Supermarket	65	20	21	21
Book Store	10	30	9	9
Total	275	100	80	80

10. Read the following statements:

Statement I. Online store accounted for 50% of the sales at BnC and the ratio of supermarket sales and book store sales is 1:2.

Statement II. Initial Cost is allocated in the ratio of sales.

If you want to calculate the profit/loss from the different retail formats, then

A. Statement I alone is sufficient to calculate the profit/loss.
B. Statement II alone is sufficient to calculate the profit/loss.
C. Both statements I and II are required to calculate the profit/loss.
D. Either of the two statements is sufficient to calculate the profit/loss.
E. Neither Statement I not Statement II is sufficient to calculate the profit/loss.

Based on your answer to the above question, answer question nos. 11 – 13

11. What is the profit/loss from "online" sales?

A. 0
B. – 310
C. + 20
D. + 450
E. Cannot be determined from given information

12. Which retail format is least profit making for BnC?

A. Online
B. Supermarket
C. Book Store
D. All formats are loss making.
E. All formats are profit making.

SECTION E XAT Model Questions

13. Which retail format gives the highest profit for BnC ?

A. Book Store
B. Supermarket
C. Online
D. All are equally profitable.
E. Cannot be determined from given information.

14. Read the sentences and choose the option that best arranges them in a logical order.

A. Some of these are tangible while others are not.
B. The micro factors look at brand building, product development, competition, pricing, decision making within organizations etc.
C. Another way to classify these factors is to distinguish which of them are macro in nature and which of them are micro.
D. The macro factors comprise government policies, state of the economy, changing demographics etc.
E. The factors influencing forecasts include social, technological, economic, political, religious, ethnic, governmental, and natural factors.

A. E-A-C-D-B
B. E-C-B-D-A
C. A-E-C-D-B
D. D-B-A-C-E
E. E-D-B-A-C

15. A salesman sells two kinds of trousers: cotton and woolen. A pair of cotton trousers is sold at 30% profit and a pair of woolen trousers is sold at 50% profit. The salesman has calculated that if he sells 100% more woolen trousers than cotton trousers, his overall profit will be 45%. However, he ends up selling 50% more cotton trousers than woolen trousers. What will be his overall profit?

A. 37.5% B. 40% C. 41% D. 42.33% E. None of the above.

16. Rajesh walks to and fro to a shopping mall. He spends 30 minutes shopping. If hewalks at speed of 10km an hour, he returns to home at 19:00 hours. If he walks at 15 km an hour, he returns to home at 18.30 hours. How fast must he walk in order to return home at 18.15 hours?

A. 17 km/hour B. 17.5km/hour C.18 km/hour D.19 km/hour E. None of the above

17. A shop sells two kinds of rolls – egg roll and mutton roll. Onion, tomato, carrot, chilli sauce and tomato sauce are the additional ingredients. You can have any combination of additional ingredients, or have standard rolls without any additional ingredients subject to the following constraints:
(a) You can have tomato sauce if you have an egg roll, but not if you have a mutton roll.
(b) If you have onion or tomato or both you can have chilli sauce, but not otherwise.

How many different rolls can be ordered according to these rules?

A. 21 B. 33 C. 40 D. 42 E. None of the above

18. Let a and b be the roots of the quadratic equation $x^2 + 3x - 1 = 0$. If $P_n = a^n + b^n$ for $n = 0$, Then, for $n = 2$, P_n =

A. $-3P_{n-1} + P_{n-2}$ B. $3P_{n-1} - P_{n-2}$ C. $-P_{n-1} + 3P_{n-2}$ D. $P_{n-1} + 3P_{n-2}$ E. None of the abovea

SECTION E XAT Model Questions

19. A rural child specialist has to determine the weight of five children of different ages. He knows from his past experience that each of the children would weigh less than 30 Kg and each of them would have different weights. Unfortunately, the scale available in the village can measure weight only over 30 Kg. The doctor decides to weigh the children in pairs. However his new assistant weighed the children without noting down the names. The weights were :35,36,37,39,40,41,42,45,46 and 47 Kg. The weight of the lightest child is:

A. 15 Kg B. 16 Kg C. 17 Kg D. 18 Kg E. 20 Kg

Answer questions 20 - 23 based on the situation that follow

An automobile company's annual sales of its small cars depend on the state of the economy as well as on whether the company uses some high profile individual as its brand ambassador in advertisements of its product. The state of the economy is "good", "okay" and "bad" with probabilities 0.3, 0.4 and 0.3 respectively. The company may choose a high profile individual as its brand ambassador in TV ads or may go for the TV ads without a high profile brand ambassador.

If the company fixes price at Rs. 3.5 lakh, the annual sales of its small cars for different states of the economy and for different kinds of TV ads are summarized in table 1. The figures in the first row are annual sales of the small cars when the company uses a high profile individual as its brand ambassador in its TV ads and the ones in the second row are that when the company does not use any brand ambassador in its TV ads, for different states of the economy.

Table

	"Good"	"Okay"	"Bad"
With brand ambassador	100000	80000	50000
Without brand ambassador	80000	50000	30000

Without knowing what exactly will be the state of the economy in the coming one year, the company will either have to sign a TV ad contract with some high profile individual, who will be the company's brand ambassador for its small car for the next one year, or go for a TV ad without featuring any high profile individual. It incurs a cost of Rs. 3.45 lakh (excluding the payment to the brand ambassador) to put a car on the road.

When the company's profit is uncertain, the company makes decisions on basis of its expected profit. If the company can earn a profit Xi with probability pi (the probability depends on the state of economy), then the expected profit of the company is Σ X P

20. The maximum that the company can afford to pay its brand ambassador is

A. Rs. 10.0 crore
B. Rs. 10.6 crore
C. Rs. 10.8 crore
D. Rs. 12.0 crore
E. Rs. 16.4 crore

21. Mr Khan, a popular film actor, agreed to sign the contract to become the company's brand ambassador for Rs. 9 crore. The cost to the company of putting a car on the road also got escalated. The maximum escalation in cost of putting a car on the road, for which the company can afford to sign the contract with Mr. Khan is

A. Rs. 900
B. Rs. 967
C. Rs. 1250
D. Rs. 1267
E. Rs. 1333

SECTION E XAT Model Questions

22. Mr. Khan, a popular film actor, agreed to sign the contract to become the company's brand ambassador for Rs. 9 crore. The cost to the company of putting a car on the road also got escalated by Rs. 1000. If the company signs the contract with Mr. Khan, its profit will

A. increase by Rs. 40 lakh
B. increase by Rs. 60 lakh
C. decrease by Rs. 20 lakh
D. decrease by Rs. 40 lakh
E. decrease by Rs. 50 lakh

23. The scheduling officer for a local police department is trying to schedule additional patrol units in each of two neighbourhoods – southern and northern. She knows that on any given day, the probabilities of major crimes and minor crimes being committed in the northern neighbourhood were 0.418 and 0.612, respectively, and that the corresponding probabilities in the southern neighbourhood were 0.355 and 0.520. Assuming that all crime occur independent of each other and likewise that crime in the two neighbourhoods are independent of each other, what is the probability that no crime of either type is committed in either neighbourhood on any given day?

A. 0.069
B. 0.225
C. 0.690
D. 0.775
E. None of the above

Answer Questions 25 and 26 from the data given below:

24. Arun has to go to the country of ten to work on a series of tasks for which he must get a permit from the Government of Ten. Once the permit is issued, Arun can enter the country within ten days of the date of issuance of the permit. Once Arun enters Ten, he can stay for a maximum of ten days. Each of the tasks has a priority, and takes a certain number of days to complete. Arun cannot work on more than one task at a time. The following table gives the details of the priority and the number of days required for each task.

Task	Priority	Number of Days Required
T1	1	3
T2	2	5
T3	5	3
T4	3	4
T5	4	2

Arun's first priority is to complete as many tasks as possible, and then try to complete the higher priority tasks. His last priority is to go back as soon as possible. The tasks that Arun should try to complete are:

A. T1 and T2
B. T1, T2 and T5
C. T1, T4 and T5
D. T1, T2 and T4
E. T1, T3 and T4

SECTION E XAT Model Questions

25. However, Arun's manager has told him to do some background research on the tasks before leaving for Ten. At the same time, there is no guarantee that the Government of Ten will give the permit to Arun. Background research involves substantial costs, and therefore Arun has decided that he will not start his background research without getting the permit. The following table gives the details of the priority, the number of days required for each task and the number of days required for background research on each task.

Task	Priority	Number of Days Required	No. of Days Required for Background Research
T1	1	3	3
T2	2	5	5
T3	5	3	2
T4	3	4	2
T5	4	2	3

Arun's first priority is to complete as many tasks as possible, and then try to complete the higher priority tasks. His last priority is to go back as soon as possible within ten days.The tasks that Arun should try to complete are:

A. T1, T2 and T3
B. T1, T2 and T5
C. T1, T2 and T4
D. T1, T3 and T4
E. T1, T4 and T5

GENERAL AWARENESS

This section will not be used for determining cut off for interview and percentile but will be included for the final selection of XLRI admission. Other Associate Institutes may also decide to use it at the time of interview and final selection.

1. Which of the followings are millennium development goals?

   A. Poverty eradication, reducing child mortality, reducing trade barriers, combating AIDS
   B. Poverty Reduction, environment sustainability, universal primary education, equal employment.
   C. Reduce unemployment; promote diversity, combating malaria, improving maternal health
   D. Globalization, reduction in poverty, combating AIDS, universal primary education
   E. Poverty eradication, improving maternal health, universal primary education, combating AIDS

2. Which of the following was not the reason for recent slide of Indian rupee?

   A. Huge trade deficit
   B. Low growth and High Inflation
   C. Low Capital Inflow
   D. Burgeoning current account deficit
   E. High unemployment rate

3. Given below are some well-known awards and their respective fields. Choose the correct combination:

   A. Palme d'Or–Television; Pulitzer–Advertising; Grammy–Music; Booker–Literature
   B. Pulitzer–Advertising; Grammy-Music; Cannes Lions-Advertising; Booker-Literature
   C. Grammy-Music; Booker-Journalism; Emmy-Television; Palme d'Or-Movies
   D. Cannes Lions-Movie, Grammy-Music, Pulitzer-Journalism, Emmy-Television
   E. Palme d'Or-Movie; Pulitzer-Journalism; Cannes Lions-Advertising, Booker-Literature

4. Read the following statements carefully:

   I. Excise duty is a tax on manufacture or production of goods and services
   II. Not all kinds of excise duty is collected by the Central Government in India
   III. Excise duty is an indirect tax

   Which of the statements given above are correct?
   A. Statements I and II
   B. Statements II and III
   C. Statement I and III
   D. All of the above
   E. None of the above

XAT 2014

FLOW CHART OF XAT REGISTRATION PROCESS

Visit www.xatonline.net.in and click XAT Registration. Fill preliminary information and submit it. After submission of these details a candidate receives XAT ID by email. Create own password.
(Next time you will be allowed to login with your XAT ID and password).

Login to XAT account and fill educational and other details and choose the test city.

Fee payment:
General applicant Rs. 950/- and SC/ST applicant Rs. 650/-
There are three modes of payment

Mode 1

Online Payment Gateway:

(i) Through VISA/MASTER- Credit & Debit Cards (American Express Card is inadmissible)

(ii) IDBI Net banking (this option is available only for IDBI account holder)

Select mode of payment

Mode 2

Cash Payment: applicant has to take a print out of the XAT Pay-In-Slip visit nearest IDBI bank and make the payment.

Mode 3

Demand Draft: applicant has to get a DD made in favour of " XLRI Jamshedpur A/c XAT" payable at Jamshedpur.

Important : Applicant paying through Mode 2 & 3 should update the payment details in the registration page. Failure to do so, such candidates will not be allowed to upload their photo and signature

Applicant is required to upload his/her scanned digital photograph and signature.

Print confirmation page for your reference. In future for all correspondence with XAT office quote your XAT ID.

Payment made through cash or DD needs to send their Pay-in-slip or Demand Draft along with the confirmation page to XAT office, XLRI, Circuit House Area (East), Jamshedpur – 831001 **within fifteen days from the date of payment or issuance of DD.**

Applicant may download XAT e Bulletin 2014 from www.xlri.ac.in

Your admit card will be uploaded on December 18, 2013.
You may download it from www.xatonline.net.in till December 31, 2013.

FLOW CHART OF XLRI REGISTRATION PROCESS XAT 2014

Only after registering for XAT, you will be eligible to register for XLRI programmes. To register for XLRI programmes log on to www.xlri.edu

Choose your interview city for XAT 2014 also **choose XLRI programmes** strictly in order of priority. Programmes offered by XLRI are BM, HRM, PGDM (GMP), Global MBA and FPM

Fee Payment for XLRI Programme(s)

General applicant

Rs. 1050/- for one programme. Rs. 1650/- for two programmes.

SC/ST applicant

Rs. 750/- for one programme, Rs. 1200/- for two programmes.

For every additional programme after two programmes you will have to pay Rs. 200 extra (applicable for both general and SC/ST applicant)

(SC/ST candidate will have to send caste certificate along with the XLRI confirmation page)

Mode 1

Online Payment Gateway:

(i) Through VISA/MASTER- Credit & Debit Cards (American Express Card is inadmissible)

(ii) IDBI Net banking (this option is available only for IDBI account holder)

Select mode of payment

Mode 2

Cash Payment: applicant has to take a print out of the XAT Pay-In-Slip visit nearest IDBI bank and make the payment.

Mode 3

Demand Draft: applicant has to get a DD made in favour of " XLRI Jamshedpur A/c XAT" payable at Jamshedpur.

Important: Applicant paying through Mode 2 & 3 should update the payment details in the registration page.

Print XLRI confirmation page and send along with the payment proof/ Pay-in-slip /DD to the Admission office, XLRI, Circuit House Area (East), Jamshedpur – 831001 **within fifteen days from the date of payment or issuance of DD.** Enclose the photo copies of educational certificates and caste certificate along with the confirmation page.

Download the e prospectus from www.xlri.ac.in and also a complimentary copy will be sent to the candidate.

Names of short listed candidates for XLRI GD/PI will be declared on www.xlri.ac.in by January 31, 2014. The candidates selected for XLRI programmes and those on the waitlist will be communicated individually

XAT 2014

FLOW CHART FOR GMAT APPLICANT

Logon www.xlri.edu fill preliminary information and submit it, after getting unique user ID create your own password.

Re-login and fill other details like GMAT ID, GMAT score, educational detail and work experience

Choose your interview city.

Select XLRI programmes strictly in order of priority. Programmes offered are BM, HRM, PGDM (GMP), Global MBA and FPM.

Fee Payment:

For NRI Applicant = 50$ or Rs. 3,000/- for one programme and 75$ or Rs. 4,500/- for more than one programme
For Indian Applicant = Rs.1,050/- for one programme and Rs. 1,650/- for two programmes.

Mode 1

Online Payment Gateway:

(i) Through VISA/MASTER- Credit & Debit Cards (American Express Card is inadmissible)

(ii) IDBI Net banking (this option is available only for IDBI account holder)

Select mode of payment

Mode 2

Cash Payment: applicant has to take a print out of the XAT Pay-In-Slip visit nearest IDBI bank and make the payment.

Mode 3

Demand Draft: applicant has to get a DD made in favour of " XLRI Jamshedpur A/c XAT" payable at Jamshedpur.

Important : Applicant paying through Mode 2 & 3 should update the payment details in the registration page. Failure to do so, such candidates will not be allowed to upload their photo and signature

Applicant is required to upload his/her scanned digital photograph and signature.

Print XLRI confirmation page and send along with the payment proof/ Pay-in-slip /DD to the Admission office, XLRI, Circuit House Area (East), Jamshedpur – 831001 **within fifteen days from the date of payment or issuance of DD.** Enclose the photo copies of educational certificates and caste certificate along with the confirmation page.

Download the e prospectus from www.xlri.ac.in and also a complimentary copy will be sent to the applicant.

Names of short listed candidates for XLRI GD/PI will be declared on www.xlri.ac.in by January 31, 2014. The candidates selected for XLRI programmes and those on the waitlist will be communicated individually

IMPORTANT DATES

• **Online XAT Registration**	:	August 12 – November 22, 2013
• **Online XLRI Programme Registration**	:	September 02 – December 21, 2013
• **XAT Confirmation page to be received by XAT Office**	:	Last date November 27, 2013 (Only those who are paying through cash or demand draft) candidate paying through online need not send the confirmation page.
• **XLRI confirmation page to be received by Admissions Office**	:	December 26, 2013 (All candidates applying to XLRI programmes should send the confirmation page to XLRI Admissions office.)
• **XAT 2014 Admit card**	:	Could be downloaded during December 18 – 31, 2013
• **XAT 2014 to be held on**	:	Sunday, January 05, 2014
• **Mailing of XAT Score card**	:	By mid February

- Complimentary copy of XLRI Prospectus will be sent to those applying for XLRI programmes through Courier/Registered post from Admission office, XLRI Jamshedpur. XLRI will not be responsible for any delay in delivery the receipt of the same.
- Should it be deemed necessary in the interest of the Institute and/or of the profession, the Institute reserves the right to make any modifications in the items contained in this bulletin as and when required without prior notice.
- All matters of dispute in this regard will be subject to the legal jurisdiction of Jamshedpur only.

XAT/XLRI Admission Contact detail

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EXCELLENCE & INTEGRITY

XLRI
Xavier School of Management
For the greater good

XAT / Admission Office

XLRI Xavier School of Management
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Visit : www.xatonline.net.in / www.xlri.edu & www.xlri.ac.in
Toll Free no : 1800 103 9574