

# Indian Institute of Foreign Trade

## IIFT 2012 Written Test

The Indian Institute of Foreign Trade (IIFT) was set up in 1963 by the Government of India as an autonomous organization to help professionalize the country's foreign trade management and increase exports. Today, it is one of India's most prestigious business schools. It conducts an entrance exam for its flagship course - MBA (International Business).

The MBA (International Business) is a foundational course for developing a competent cadre of business executives to meet the country's growing requirements for training personnel in the field of international management. The syllabi for MBA (IB) compares favorably with the syllabi of some of the world's best International Business Schools.

The Indian Institute of Foreign Trade (IIFT) will conduct a written examination on 25th November 2012 for admission to its MBA-IB (MBA in International Business) program 2013-15 at IIFT New Delhi & IIFT Kolkata.

Although, the entrance procedure is a 3-stage process: First is the written test covering areas of Quantitative Ability, Logic and Reasoning, English etc. The short-listed people will then have to appear for the Group Discussions and Interviews.

### **IIFT 2012 Exam Pattern**

The IIFT written entrance exam will be a multiple choice objective type test in English with questions from the following areas:

- English Comprehension
- General Knowledge & Awareness
- Logical Reasoning
- Quantitative Analysis

### **IIFT 2012 Syllabus**

#### **English Comprehension**

Candidates should have sound knowledge of the following topics: Comprehension of passage, Verbal Reasoning, Syllogisms, Contextual usage, Analogies, Antonyms, Fill In the Blanks, Jumbled paragraphs with 4 or 5 sentences, Foreign language words used in English, Sentence completion, Sentence correction, odd man out, idioms, one word substitution, Different usage of same word, Errors in word choice, mania & phobia, Incorrect words, Mood, Conditionals & Multiple Usage, Punctuation, Proverb, Phrasal verb etc.

#### **Logical Reasoning**

Questions from these topics are asked, Critical reasoning, Visual reasoning, Assumption-Premise-Conclusion, Assertion and reasons, Statements and assumptions, identifying valid inferences, identifying

Strong arguments and Weak arguments, Statements and conclusions, Cause and Effect, Identifying Probably true, Probably false, definitely true, definitely false kind of statement, Linear arrangements, Matrix arrangements, Puzzles, Family tree problem , Symbol Based problems, Coding and decoding , Sequencing , identifying next number in series etc.

### Quantitative Analysis

Geometry, (Lines, angles, Triangles, Spheres, Rectangles, Cube, Cone, etc.), Ratios and Proportion, Ratios, Percentages, In-equations Quadratic and linear equations Algebra, Profit & Loss, Averages, Percentages, Partnership, Time-Speed-Distance, Work and time, Number system, HCF, LCM, Geometric Progression, Arithmetic progression, Arithmetic mean, Geometric mean , Harmonic mean, Median, Mode, Number Base System, BODMAS, Mensuration, Alligation& Mixtures, Work, Pipes and Cisterns, Simple Interest & Compound Interest, Set Theory, Venn Diagram, Installment Payments, Partnership, Clocks, Probability, Permutations & Combinations, Topics like Trigonometry, Vectors, Binomial Expansion, Co-ordinate geometry, Logarithm, Calendar, Maxima & Minima Progression, Surds & Indices and Complex numbers.

### IIFT 2012: Analysis of previous years question papers

#### Analysis of IIFT written exam ‘2007 – 2010’:

#### General Strategic Analysis

Year	2010	2009	2008	2007
<b>Time</b>	2 hours	2 hours	2 hours	2 hours
<b>Total Marks</b>	100	100	100	100
<b>Number of Questions</b>	135	122	150	150
<b>Number of Sections</b>	4	4	4	6
<b>Marks per Question</b>	Differential	Differential	Differential	Differential
<b>Negative Marking</b>	0.33	0.33	0.25	0.33

Some of the key features and takeaways that emerge from this are –

- IIFT keeps on experimenting with number of questions as well as number of sections. While 2007 had 6 sections (including 2 sections for different types of RCs), the exam from 2008 onwards has had 4 sections. However, even in such a scenario, there have been occasions (most notably 2010) when a particular section has had 2 subsections i.e. Verbal Ability had a subsection for RC and one for VA. Similarly, while 2007 had separate DI and LR sections, the latter exams have had a common DILR section. Therefore, a key point to remember is that within a subject area e.g. QA, VA or DILR, it is very risky in IIFT to have a weak sub section. So, for instance, if you are planning to sail through DILR based only on DI, you could be in trouble if the two are separated!!

- IIFT is one of the rare exams that allot per question differential marks to each section. In 2010, differential marks were even allotted between the two Verbal Ability sub-sections. Also, the marks allotted for a question in a particular section are not constant throughout the years. They have been changing from year to year. So, it is important NOT to go in the exam with a pre-conceived notion about any one or two sections. For instance, if you go for IIFT thinking that you will focus on LR, GK and Verbal Ability, you could suffer if QA and DI are allotted more marks per question. Take a decision after looking at the marks per question in your exam AND the difficulty level of that section!!
- The IIFT cut-offs are generally on the lower side (around 35). Logically, since there are 4 sections, the average cut-off per section will be in the range of 8-10. What this means for you is that question selection becomes important. You may not need to attempt all questions from a section to clear IIFT. Identify the questions that seem solvable, attempt them and move on. Note that IIFT has always been a 2 hour exam and the number of questions has always been more than 120. This means that you have less than a minute to solve a question. As such, don't even attempt to solve all questions in the paper, or even within a section. Try to have a balanced attempt!

#### Content Level Analysis

Topic	2010	2009	2008	2007
<b>Arithmetic</b>	8	10	1	9
<b>Algebra</b>	7	4	2	5
<b>Geometry</b>	6	8	7	1
<b>Modern Maths</b>	9	6	15	4
<b>Data Interpretation</b>	20	23	26	26
<b>Data Sufficiency</b>	0	0	0	0
<b>Logical Reasoning</b>	15	11	30	21
<b>Verbal Reasoning</b>	12	10	7	6
<b>Critical Reasoning</b>	0	0	2	4
<b>Reading Comprehension</b>	15	15	12	23
<b>Grammar</b>	0	0	0	0
<b>Errors in Usage</b>	5	5	6	5
<b>Vocabulary</b>	8	10	10	11
<b>Higher Mathematics</b>	0	0	2	6
<b>GKCA</b>	30	20	30	29
	135	122	150	150

Some of the key points to be noted at a content level are:

- Within the 4 areas related to QA, observe that Modern Maths has been more or less constant over the years while all the other 3 areas have had at least one year where very few questions were asked. Therefore, all areas of Modern Maths are important as far as IIFT is concerned.

These cover:

- Probability
  - Permutations and Combinations
  - Sets
  - Functions
  - Sequences and Series
- Within Modern Maths, keep in mind that IIFT also asks questions from Probability Distribution and Statistics (included under Higher Mathematics). Also, a number of questions from Functions deal with the concepts of maxima and minima. Therefore, when you study Modern Maths, revise the basic rules of maxima/minima as well as probability distribution.
  
- Geometry has grown in importance over the last 3 years. However, unlike CAT, where circles and triangles have been historically critical, IIFT has a fascination for trigonometry, both heights and distances as well as trigonometric expressions (including double angles, half angles etc.). Hence, while practicing Geometry for IIFT, make it a point to give sufficient time to Trigonometry.
  
- As such, it cannot be ignored at all. A notable feature of the IIFT DI sets is that the paper generally has 3-4 sets with 4-5 questions per set. However, each set is time-consuming and very calculation intensive. Also, the last couple of years have seen a case-study type of set which has been slightly simpler. In IIFT, keep in mind that you will NOT be able to attempt all the DI questions, without affecting your performance elsewhere. So, if there are 4 sets, identify 2 that are the simplest or least time consuming, solve them well and move on. You can always try the remaining 2 if you have spare time.
  
- Generally, the Reasoning questions in IIFT have focused on 3 major areas
  - Linear and Circular Arrangements
  - Complex Arrangements
  - Logical Conditions and Groupings
- Consequently, while preparing for IIFT LR, practice these 3 areas to a large extent. This is not to say that LR does not have questions from other areas. So you should not ignore an area like Numerical Logic or Logical Puzzles, just that you should be well prepared in the 3 areas mentioned above.
  
- Note that Data Sufficiency has been absent from IIFT over the last 4 years. This DOES NOT mean that DS is not part of the IIFT syllabus. So, while you do not need to practice too much DS, just cover the basic steps required to solve DS in case IIFT decides to break the trend this year.

- This same suggestion also applies to Critical Reasoning which has been sparingly covered in IIFT. The only area from Critical Reasoning that has been favored in IIFT is Syllogisms and that too in 2007 and 2008. Therefore, again just have a brief look at Critical Reasoning question types but do not spend too much time on them.
- As can be seen in the table, there have been around 15 RC questions each year. These are generally asked in the form of 3-4 RC passages, which incidentally are quite lengthy. Therefore, the same logic that applies to DI sets also applies to RCs. If there are 3-4 RC sets, identify 2 that can be attempted and carry on from there. Keep in mind that in the last two years, Reading Comprehension has been a separate sub-section in Verbal ability. Therefore, if you are banking on the other areas of Verbal to take you through the VA section, you could be in for a nasty surprise. Therefore, I recommend that you try and practice as much RC as you can over the next few days.
- The other sub-section of Verbal Ability is more or less equally split among Verbal Reasoning, Vocabulary and Errors in Usage.
  - In Verbal Reasoning, focus on Fill in the Blanks as well as Jumbled Sentences.
  - For Vocabulary, you may need to look at Synonyms, Antonyms, Analogies and occasionally, Spellings.
  - For Errors in Usage, common question types relate to correction of sentences and identifying correct/incorrect sentences.
- Finally, coming to General Knowledge! This is one area of IIFT that worries most people. But again, students need to go to the beginning of the article to note the low cut-offs in IIFT. What this also means is that the GK cut-offs will also be proportionately lower. So, it is not necessary to crack the GK section. You just need to attempt sufficient questions to clear the cut-off. Even if you can attempt 14-15 questions with say, 11 correct, you should do well.
- Another point, with respect to GK in IIFT, is that the exam has traditionally had a lot of match the column kind of questions. This, in a way, is a blessing because each answer option has multiple combinations given e.g. i-a, ii-b, iii-c, iv-d etc. So, even if you don't know the answer to all 4 combinations, there is always the possibility of knowing 1 or 2 of the combinations and getting the answer using elimination. My suggestion is that you look at the last few IIFT exams to get a feel of these questions.

### **IIFT 2011 – Analysis**

Exam Name	IIFT 2012-14 Program Test
Exam Date	27th Nov 2011

Institutes accepting this Exam score	Indian Institute Of Foreign Trade, Delhi & Indian Institute Of Foreign Trade, Kolkata
Total Duration of the exam (minutes)	120
Total number of questions	120
Number of Sections	6
Number of choices per question	4
Choice Format	A, B, C, D
Marks per question	Varied (0.5 for G.K, 0.75 for Vocab, 0.75 for RC and 1 for LR, DI and Quant)
Negative Marking	1/3rd of marks allotted
Differential Marking	Yes
Mode of marking the ovals	Pencil

The IIFT 2012-2014 was again the surprise package with decreased number of questions from 135 to 120 focusing on the General Awareness section and Quantitative Ability. Time management would have played an important role as, even though not specified on the question paper, IIFT follows sectional cut-offs.

Section	Subject Area	Number of Questions	Marks per question	Total Marks	Time Allotted
Section 1	General Awareness	21	0.5	10.5	15
Section 2	Reading Comprehension	15	0.75	11.25	15
Section 3	Verbal ability	23	0.75	17.25	15
Section 4	Quantitative Analysis	24	1	24	30
Section 5	Data Interpretation	16	1	16	25
Section 6	Logical Reasoning	21	1	21	20

## Section – II: English Comprehension

Topics	Number of Questions	Level of Difficulty		
		Easy	Medium	Difficult
Standardization of the Shipping Containers, Consumer behavior, Lawyers' Remunerations, India Banks' global Presence	15	2	8	5
Length of passage	1 and a quarter page			
No. of questions per passage	4 passages. 4-4-4-3			

### Section – III: Verbal Ability

Topics	Number of Questions	Level of Difficulty		
		Easy	Medium	Difficult
Fill in the Blanks (single/ paragraph/ Jumbled sequence based)	5	1	2	2
Mark the Error	2		2	
Change the Speech	2	2		
Match words with meanings	2		2	
Wrongly spelt word	1			1
Latin Phrases/Figure of Speech/One word substitution	4	1	2	1
Jumbled Sentences	1	1		
Word jumble	2		2	
Homonyms	2	1	1	
Antonyms	2		2	

These sections had 38 questions out of which 15 questions were on Reading comprehension and 23 were on vocabulary and grammar.

In reading comprehension, there were four passages each just over a page in length. Two passages could have been easily attempted. The passage on “Standardization of Shipping Containers” was tough to read and also had ambiguous questions. There were two ‘Match the following’ questions in RC which were easy to solve. The direct questions based on each passage should have been identified for maximizing the attempt.

The Jumbled Sentence question and two questions on Change the Speech were the easiest and a ‘must attempt’. Most of the questions on Fill in the Blanks, Sentence correction, Antonyms, Homonyms and Spellings were of medium level of difficulty and should have been attempted. In word jumble questions, understanding the relation between the word and the number was tricky which made them difficult to solve.

### Section 4 – Quantitative Aptitude

Topics	Number of Questions	Level of Difficulty		
		Easy	Medium	Difficult
Numbers( Number, HCF/LCF, Averages, Divisibility, Surds & Indices, BODMAS etc.)	7	3	3	1
Percentages (Percentages, SI/CI, Partnership, Profit & Loss)	4		4	
Ratio (Mixture & Alligation, Proportion & Variation, Ratio, TSD, Pipes & Cisterns, Works and Misc.)	4	2	2	
Geometry	3		3	

Algebra	1		1	
Modern Math [Set theory, Functions, Permutation & Combination, Probability, Log, Series (AP/GP, Sequence, Series)]	5		5	

Numbers and Modern Maths dominated this section. This section can be termed as medium in the view of the nature of questions and time available to solve it. The right strategy would be to solve the questions from the areas one is comfortable with. There are some easy questions in the paper mainly questions related to numbers and ratio and proportion.

### Section 5 - Data Interpretation

Topics	Number of Sets	Level of Difficulty		
		Easy	Medium	Difficult
Table	2 Sets- 11 questions		1 set	1 set
Bar Graph	1 Set – 5 questions			1 set

The sets were long, tedious and calculation intensive. The third set in this section with a big table could have been attempted.

### Section 6 – Logical reasoning

Topics	Number of Questions	Level of Difficulty		
		Easy	Medium	Difficult
Information based	3	3		
Syllogisms	2	1	1	
Coding – Decoding	6	4	2	
Arrangement	4		2	2
Course of action	2	1	1	
Blood Relations	2	2		
Team Selection	2	1	1	

The questions in this section were relatively easy. 2 questions from verbal logic are also there. Attempts are to be maximized in this section for improving the overall marks.

Hope we have provided you much insight on the IIFT Exam. Team MBA Rendezvous wish you all the success in the upcoming IIFT 2012 Exam. All the Best!!