

NFAT Prep India (NPI)

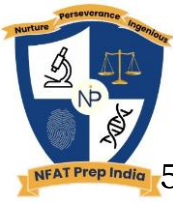
MBA Courses (FAFI, BAI, HHC and CS)

Mock

General Knowledge

1. **Which country recently launched the world's first AI-based news anchor?**
 - a) China
 - b) South Korea
 - c) USA
 - d) Japan
2. **Who is the current President of the United Nations General Assembly (as of 2025)?**
 - a) Csaba Kőrösi
 - b) Dennis Francis
 - c) António Guterres
 - d) Volkan Bozkır
3. **Which Indian city topped the Swachh Survekshan rankings 2024?**
 - a) Surat
 - b) Indore
 - c) Mysuru
 - d) Navi Mumbai
4. **Which nation assumed the G20 Presidency before India in 2022?**
 - a) Indonesia
 - b) Brazil
 - c) Germany
 - d) South Africa

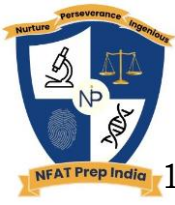




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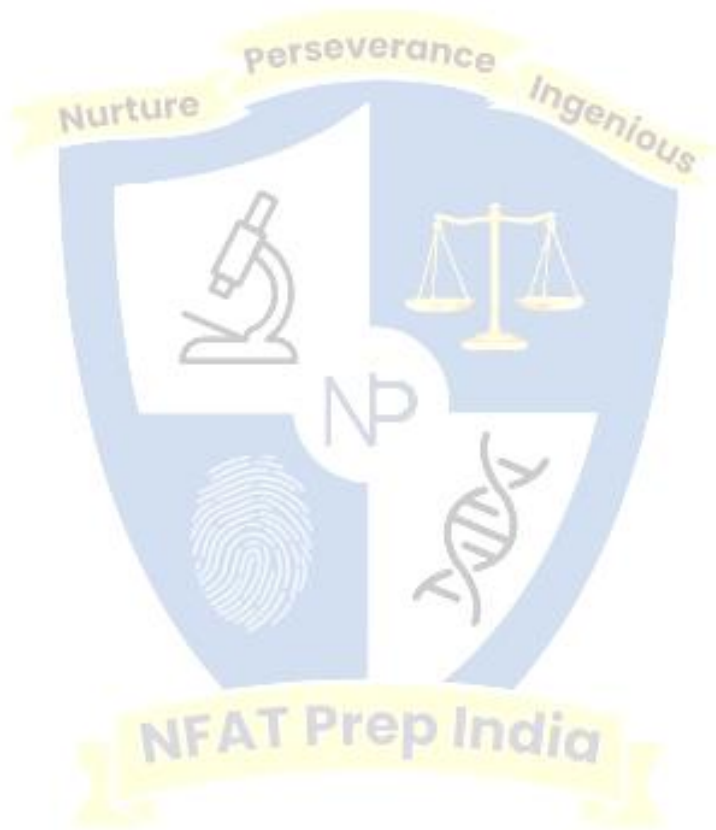
5. **Which Indian state recently launched 'Mukhyamantri Gram Sadak Yojana'?**
- a) Madhya Pradesh
 - b) Bihar
 - c) Rajasthan
 - d) Jharkhand
6. **World Environment Day is celebrated on:**
- a) June 1
 - b) June 5
 - c) July 5
 - d) April 22
7. **Which day is observed as National Voters' Day in India?**
- a) January 25
 - b) January 26
 - c) March 15
 - d) July 1
8. **World Water Day is celebrated on:**
- a) March 22
 - b) March 20
 - c) April 5
 - d) May 15
9. **International Day of Yoga is observed on:**
- a) July 21
 - b) May 21
 - c) June 21
 - d) April 21
10. **National Science Day is celebrated in India on:**
- a) February 28
 - b) January 28
 - c) March 2
 - d) April 5

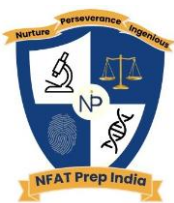




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11. **Who was the founder of the Maurya Empire?**
- a) Chandragupta I
 - b) Ashoka
 - c) Chandragupta Maurya
 - d) Bindusara
12. **The Non-Cooperation Movement was launched in:**
- a) 1919
 - b) 1920
 - c) 1930
 - d) 1942





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Logical Reasoning and Aptitude

Question 13: Find the next term in the series: AMB, CLB, BKC, DJC,

Options:

- A. EID
- B. CJD
- C. EIF
- D. EJF
- E. CID

Question 14: Find the next term in the series: ZCF, YBE, XAD, WZC, _____

Options:

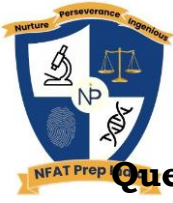
- A. VUY
- B. VYB
- C. VYU
- D. YUV
- E. YVU

Question 15: Find the next term in the series: SCD, TEF, UGH, _____, WKL

Options:

- A. IJT
- B. VIJ
- C. CMN
- D. UJI





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Question 16: The 'A' state government has chalked out a plan for the underdeveloped 'B' district, where 66% of the funds will be placed in the hands of a committee of local representatives. Courses of action:
I. The 'A' state government should decide guidelines and norms for the functioning of the committee.
II. Other state governments may follow similar plans if directed by the Central government.

Options:

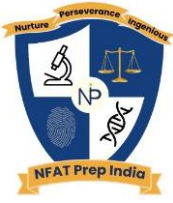
- A. If only I follows
- B. If only II follows
- C. If either I or II follows
- D. If neither I nor II follows
- E. If both I and II follow

Question 17: The car dealer found a tremendous response for the new XYZ's car booking, with long queues of people complaining about the duration of business hours and arrangements. Courses of action:
I. People should make their arrangement of lunch and snacks while going for car XYZ's booking and be ready to spend several hours.
II. Arrangement should be made for more booking desks and increase business hours to serve more people in less time.

Options:

- A. If only I follows
- B. If only II follows
- C. If either I or II follows
- D. If neither I nor II follows
- E. If both I and II follow





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Question 18: The 'M' state government has decided hence forth to award the road construction contracts through open tenders only.

Courses of action:

- I. The 'M' state will not be able to get the work done swiftly as it will have to go through tender and other procedures.
- II. Hence forth the quality of roads constructed may be far better.

Options:

- A. If only I follows
- B. If only II follows
- C. If either I or II follows
- D. If neither I nor II follows
- E. If both I and II follow

Question 19: CUP : LIP :: BIRD :

Options:

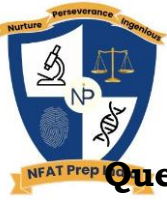
- A. GRASS
- B. FOREST
- C. BEAK
- D. BUSH

Question 20: Paw : Cat :: Hoof :

Options:

- A. Lamb
- B. Horse
- C. Elephant
- D. Tiger





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Question 21: Safe : Secure :: Protect :

Options:

- A. Lock
- B. Guard
- C. Sure
- D. Conserve

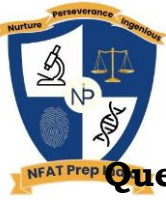
Question 22: Statement: The old order changed yielding place to new.
Conclusions:

1. Change is the law of nature.
2. Discard old ideas because they are old.

Options:

- A. Only conclusion I follows
- B. Only conclusion II follows
- C. Either I or II follows
- D. Neither I nor II follows
- E. Both I and II follow





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Question 23: Statement: Government has spoiled many top-ranking financial institutions by appointing bureaucrats as Directors of these institutions.

Conclusions:

1. Government should appoint Directors of the financial institutes taking into consideration the expertise of the person in the area of finance.
2. The Director of the financial institute should have expertise commensurate with the financial work carried out by the institute.

Options:

- A. Only conclusion I follows
- B. Only conclusion II follows
- C. Either I or II follows
- D. Neither I nor II follows
- E. Both I and II follow

Question 24: Statement: Prime age school-going children in urban India have now become avid as well as more regular viewers of television, even in households without a TV. As a result, there has been an alarming decline in the extent of readership of newspapers.

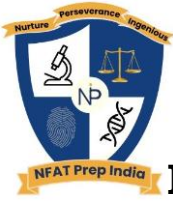
Conclusions:

1. Method of increasing the readership of newspapers should be devised.
2. A team of experts should be sent to other countries to study the impact of TV on the readership of newspapers.

Options:

- A. Only conclusion I follows
- B. Only conclusion II follows
- C. Either I or II follows
- D. Neither I nor II follows
- E. Both I and II follow





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Mathematical Reasoning and Data Interpretation

Q25. A does 80% of a work in 20 days. He then calls in B and they together finish the remaining work in 3 days. How long B alone would take to do the whole work?

- A. 23 days
- B. 37 days
- C. $37 \frac{1}{2}$ days
- D. 40 days

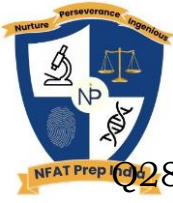
Q26. A can do a certain work in the same time in which B and C together can do it. If A and B together could do it in 10 days and C alone in 50 days, then B alone could do it in:

- A. 15 days
- B. 20 days
- C. 25 days
- D. 30 days

Q27. If 6 men and 8 boys can do a piece of work in 10 days while 26 men and 48 boys can do the same in 2 days, the time taken by 15 men and 20 boys in doing the same type of work will be:

- A. 4 days
- B. 5 days
- C. 6 days
- D. 7 days





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Q28 The selling price of a product is fixed to ensure 40% profit. If the product had cost 40% less and had been sold for 5 rupees less, then the resulting profit would have been 50%. The original selling price, in rupees, of the product is

- 15
- 14
- 10
- 20

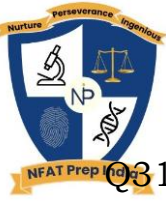
Q29. After two successive increments, Gopal's salary became 187.5% of his initial salary. If the percentage of salary increase in the second increment was twice of that in the first increment, then the percentage of salary increase in the first increment was

- A. 30
- B. 27.5
- C. 25
- D. 20

Q30. Q8: A dealer wants to mark the price of an article such that by offering a 5 % discount, he is able to get 33 % profit. Find the percent of CP above which the article should be marked.

- A. 39%
- B. 20%
- C. 15%
- D. 40%





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Q31. A person is walking at a speed of 5 km/hr along a railway track. If he is 200 m ahead of the train which is 100 m long and runs at a speed of 60 km/hr in same direction, then what is the time required to pass the person?

- a. 19.64 sec
- b. 15.19 sec
- c. 3.2 min
- d. 5 min

Q32. A passenger train of 200 m runs at a speed of 55 km/hr. A person traveling in it observes that the goods train moving in opposite direction takes 10 seconds to cross him. Find the speed of the goods train, if it is 250 m long.

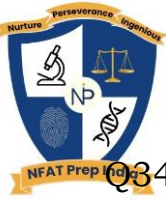
- a. 30.23 km/hr
- b. 29.73 km/hr
- c. 42.11 km/hr
- d. 55 km/hr

Q33. The salaries A, B, C are in the ratio 2 : 3 : 5. If the increments of 15%, 10% and 20% are allowed

respectively in their salaries, then what will be new ratio of their salaries?

- A 3:3:10
- B 10 : 11 : 20
- C 23 : 33 : 60
- D Cannot be determined





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Q34. If 40% of a number is equal to two-third of another number, what is the ratio of first number to the second number?

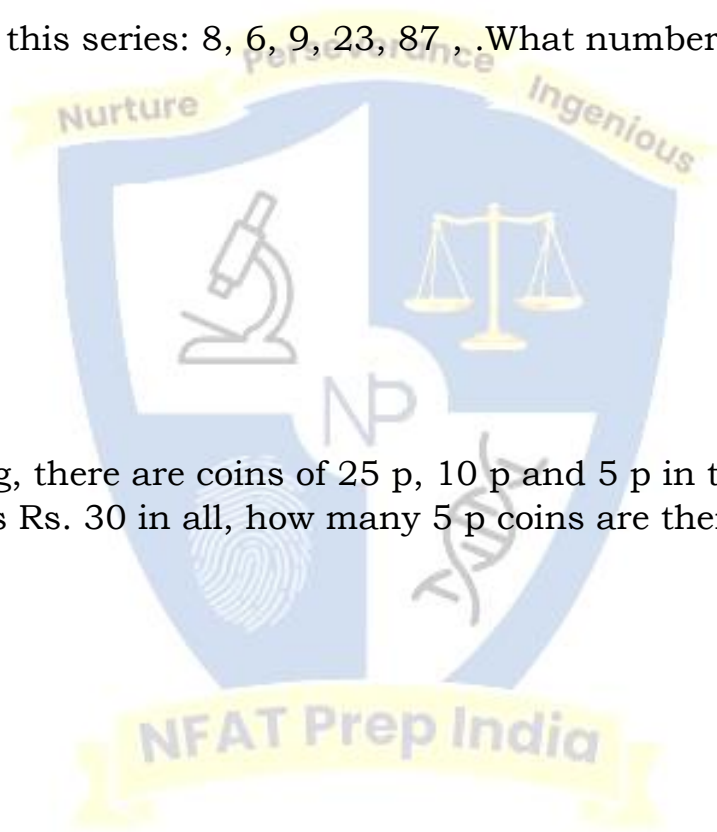
- A 2:5
- B 3:7
- C 5:3
- D 7:3

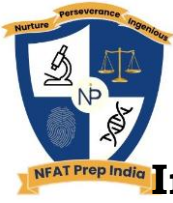
Q35. Look at this series: 8, 6, 9, 23, 87, .What number should come next?

- A 128
- B 226
- C 324
- D 429

Q36. In a bag, there are coins of 25 p, 10 p and 5 p in the ratio of 1 : 2 : 3. If there is Rs. 30 in all, how many 5 p coins are there?

- A 50
- B 100
- C 150
- D 200





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Information and Communication Technology (ICT)

Q37. What does the term 'booting' refer to in computers?

- A) Formatting the hard disk
- B) Restarting the computer
- C) Loading the operating system
- D) Shutting down the computer

Q38. Which of the following represents the correct order of data hierarchy?

- A) Character → Field → Record → File
- B) File → Record → Field → Character
- C) Record → Field → Character → File
- D) Character → Record → Field → File

Q39. What is the main function of an operating system?

- A) Virus detection
- B) Managing hardware and software
- C) Editing text files
- D) Creating spreadsheets

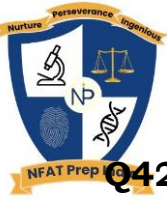
Q40. Which of the following is a non-impact printer?

- A) Dot matrix
- B) Daisy wheel
- C) Inkjet
- D) Line printer

Q41. Which of the following is a storage device?

- A) Mouse
- B) Keyboard
- C) Monitor
- D) Pen drive





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Q42. The term “blog” is derived from:

- A) Web-log
- B) Binary-log
- C) Back-log
- D) Data-log

Q43. HTML is used for:

- A) Programming mobile apps
- B) Creating web pages
- C) Editing photos
- D) Managing databases

Q44. GUI stands for:

- A) General User Interaction
- B) Graphical User Interface
- C) Guided User Interconnect
- D) Graphical Universal Interface

Q45. VoIP technology is used for:

- A) Online payments
- B) File transfers
- C) Voice calls over the Internet
- D) Software installation

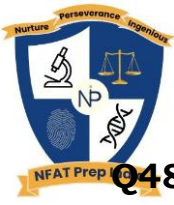
Q46. USB is a type of:

- A) Display device
- B) Storage unit
- C) Interface for peripheral devices
- D) Software

Q47. Which of the following is not an example of open-source software?

- A) Ubuntu
- B) Linux
- C) Windows
- D) Mozilla Firefox

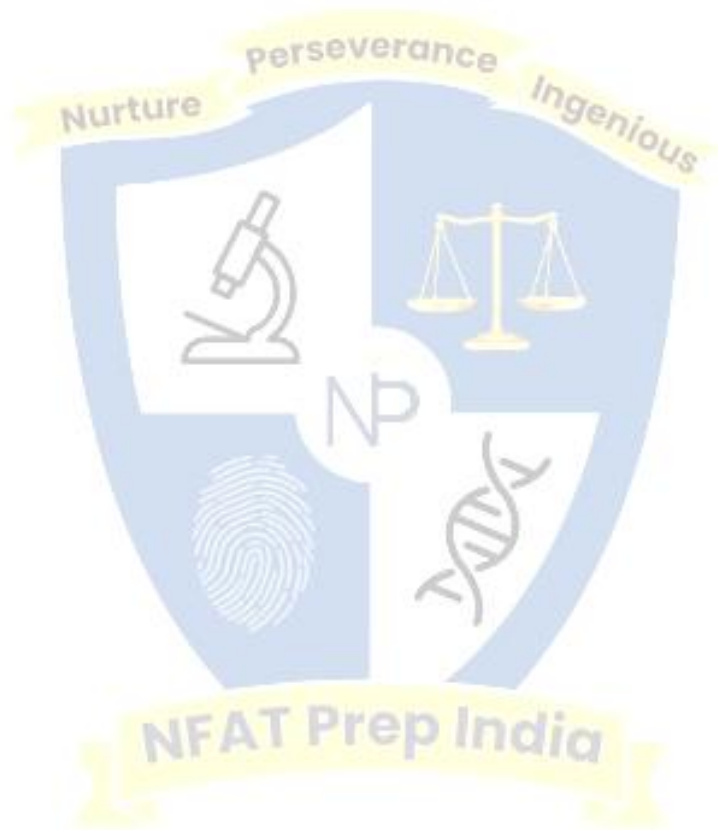


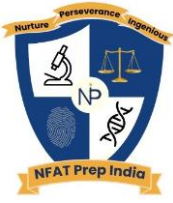


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Q48. The full form of Wi-Fi is:

- A) Wireless Fidelity
- B) Wide Frequency
- C) Wired Filter
- D) Wireless Firewall





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Communication

Q49. Which of the following is *not* an essential element of the communication process?

- A) Sender
- B) Feedback
- C) Equipment
- D) Message

Q50. Which of these best describes the "Transactional Model" of communication?

- A) A one-way flow of information
- B) Simultaneous sending and receiving
- C) Feedback after long delay
- D) Use of mass media

Q51. Which of these is *not* a communication type based on flow?

- A) Upward
- B) Outward
- C) Downward
- D) Horizontal

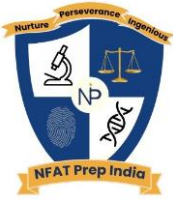
Q52. Which of the following is a *formal* communication type?

- A) Grapevine
- B) Bulletin board
- C) Rumor
- D) Casual talk

Q53. Which communication model introduced the concept of "noise"?

- A) Schramm Model
- B) Shannon-Weaver Model
- C) Berlo's SMCR
- D) Aristotle Model





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Q54. Chronemics is the study of:

- A) Body language
- B) Use of space
- C) Use of time in communication
- D) Tone and pitch

Q55. Which of the following is an example of diagonal communication?

- A) CEO to marketing manager
- B) Team member to team leader
- C) HR to IT support staff
- D) Receptionist to security guard

Q56. In communication, the “context” refers to:

- A) Type of receiver
- B) Physical and social setting
- C) Encoding process
- D) Grammar usage

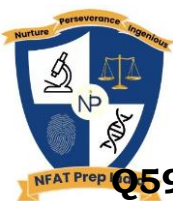
Q57. Effective communication in leadership mainly depends on:

- A) Status and authority
- B) Clarity and persuasion
- C) Formal tone
- D) Avoiding emotional expression

Q58. In terms of communication, assertiveness is:

- A) Rude and aggressive
- B) Passive and silent
- C) Confident and respectful expression
- D) Avoidance of eye contact





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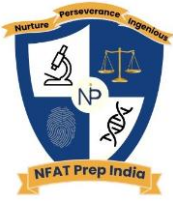
Q59. Which of these is an example of *para-verbal* communication?

- A) Posture
- B) Word choice
- C) Tone and pitch
- D) Facial expression

Q60. Silence in communication can represent:

- A) Disinterest only
- B) Agreement or disagreement
- C) Only confusion
- D) Just listening





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Principles of Management

Questions

61. Centralization is most effective when:

- A) Decisions are frequent and similar
- B) Environment is complex
- C) Local needs vary
- D) Employees are experienced

62. In a tall structure, the span of control is:

- A) Broad
- B) Narrow
- C) Irrelevant
- D) Delegated

63. Narrow span of control increases:

- A) Manager's workload
- B) Cost of supervision
- C) Decision-making speed
- D) Organizational flatness

64. What best balances centralization and decentralization?

- A) Scalar chain
- B) Span of control
- C) Delegation
- D) Matrix structure

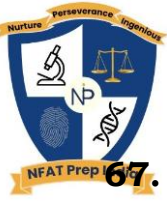
65. Which of the following is an example of functional obsolescence in management?

- A) Firing employees
- B) Ignoring AI tools in decision-making
- C) High employee turnover
- D) Overproduction

66. Which concept links management to sustainability and ethics?

- A) Corporate Strategy
- B) Governance
- C) Corporate Social Responsibility (CSR)
- D) TQM





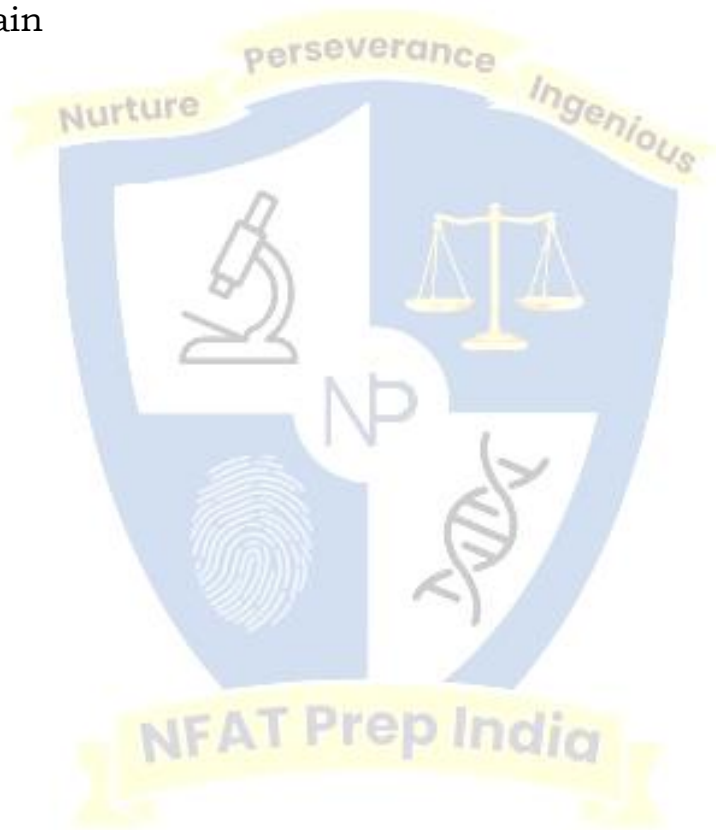
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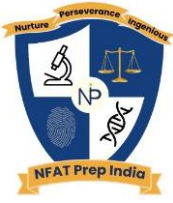
67. Learning organizations emphasize:

- A) Static rules
- B) Continuous improvement and adaptability
- C) Strict hierarchy
- D) Top-down control

68. A matrix structure violates the principle of:

- A) Division of work
- B) Unity of command
- C) Unity of direction
- D) Scalar chain





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Financial Management and Accounting

Questions

69. Absorption costing includes:

- a) Only fixed costs
- b) Only variable costs
- c) Both fixed and variable costs
- d) Non-cash costs only

70. Income Statement shows:

- a) Assets and Liabilities
- b) Cash Flow
- c) Revenues and Expenses
- d) Owner's Equity

71. Material Price Variance formula:

- a) $(\text{Standard Qty} - \text{Actual Qty}) \times \text{Std Rate}$
- b) $(\text{Standard Rate} - \text{Actual Rate}) \times \text{Actual Qty}$
- c) $(\text{Std Rate} - \text{Actual Rate}) \times \text{Std Qty}$
- d) $\text{Actual Qty} \times \text{Actual Rate}$

72. Perpetuity formula is used in:

- a) Fixed income bonds
- b) Dividend for one period
- c) Infinite cash flows
- d) Zero-coupon bonds

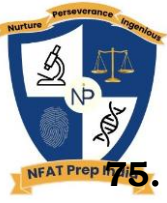
73. A preference share is considered:

- a) A debt instrument
- b) An equity instrument
- c) Hybrid
- d) Derivative

74. Payback Period favors:

- a) Projects with longer duration
- b) Projects with early cash flows
- c) High NPV projects
- d) Projects with no investment





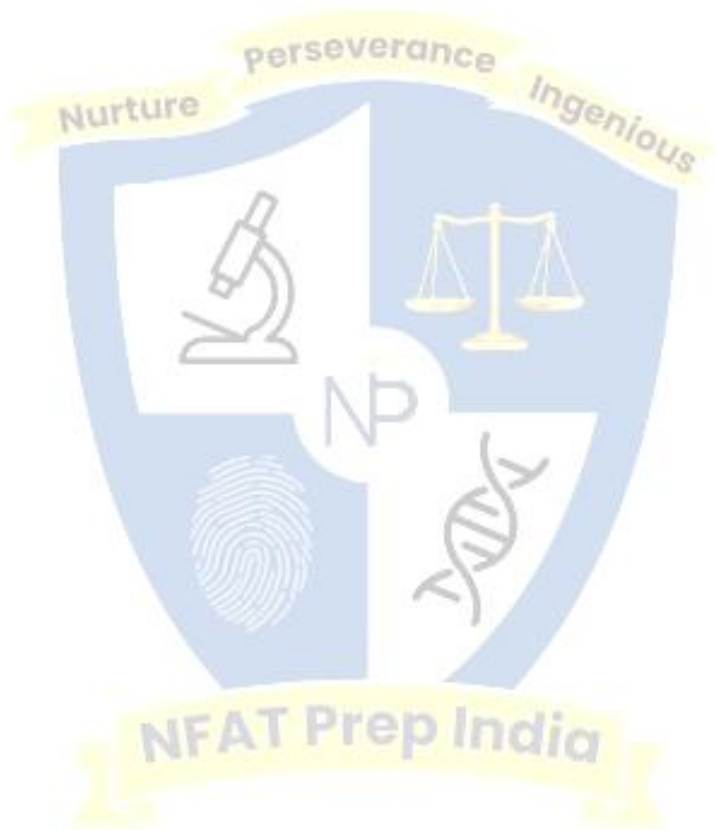
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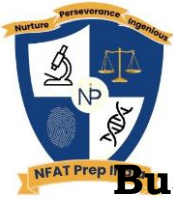
75. Economic Entity Principle means:

- a) Firm is treated as part of owner's personal finances
- b) Firm and owner are separate
- c) All firms in an industry are treated alike
- d) Financial statements include group companies

76. Retained earnings are a part of:

- a) Debt
- b) Short-term liabilities
- c) Equity
- d) Revenue





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Business Communication and Marketing Management

Questions

77. Promotion focused on intermediaries is part of:

- A) Pull strategy
- B) Push strategy
- C) Skimming strategy
- D) Penetration pricing

78. Digital and social media promotion is known for:

- A) One-way communication
- B) High costs
- C) Real-time interaction
- D) Ignoring feedback

79. IMC stands for:

- A) Internal Market Control
- B) Integrated Marketing Communication
- C) Internet Media Campaign
- D) Instant Marketing Collaboration

80. A key factor in place decision is:

- A) Brand name
- B) Product ingredients
- C) Target customer location
- D) Advertising budget

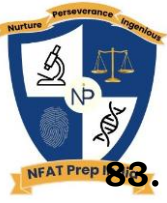
81. Influencer marketing uses:

- A) TV celebrities only
- B) Individuals with online following
- C) Only print media
- D) CEOs and executives

82. Video content is preferred because:

- A) It's cheaper to produce
- B) Consumers skip it
- C) It increases engagement
- D) It lacks impact





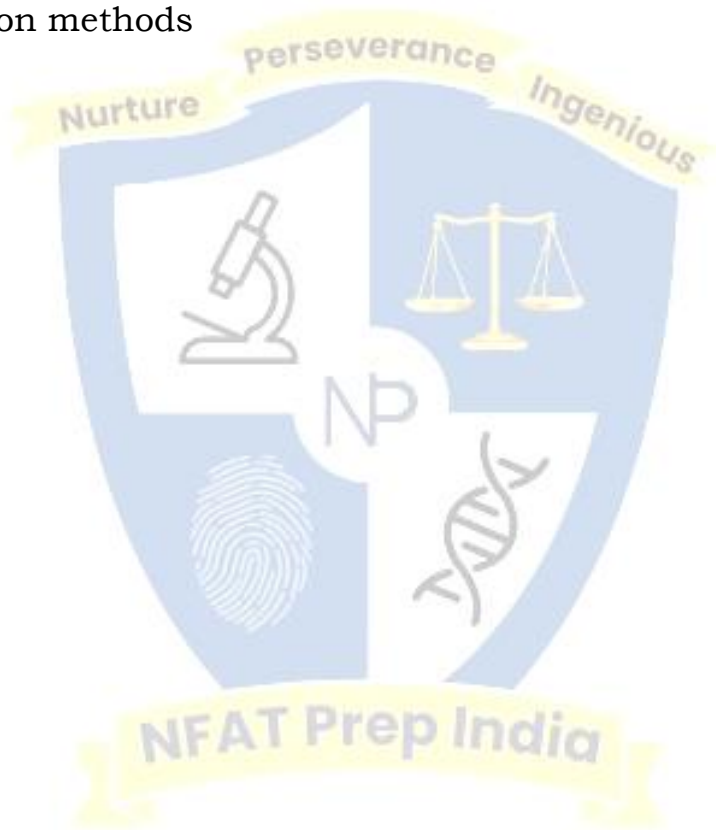
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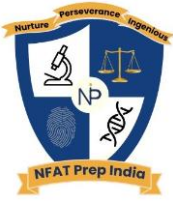
83. Which trend uses AI tools like chatbots and predictive analytics?

- A) Green marketing
- B) Marketing automation
- C) Field selling
- D) Event marketing

84. Voice search affects:

- A) Packaging design
- B) Pricing strategies
- C) SEO and content strategy
- D) Distribution methods





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Strategic Management and Human Resource Management

Questions

85. Which of the following is part of strategic analysis?

- A. PEST
- B. Internal audit
- C. HR metrics
- D. Marketing mix

86. What type of strategy is “market development”?

- A. Diversification
- B. Retrenchment
- C. Ansoff's strategy
- D. Value chain

87. The purpose of strategic management is to:

- A. Control employee behavior
- B. Improve financial accounting
- C. Achieve long-term goals
- D. Monitor customer complaints

88. “Soft elements” in McKinsey 7S include:

- A. Strategy, Systems, Structure
- B. Shared Values, Style, Skills
- C. Strategy, Style, Staff
- D. Style, Structure, Systems

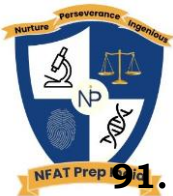
89. Which tool helps prioritize resource allocation?

- A. Job evaluation
- B. BCG Matrix
- C. Ratio analysis
- D. Training calendar

90. A hiring method where job is posted internally is:

- A. Campus recruitment
- B. Direct recruitment
- C. Internal job posting
- D. Walk-ins





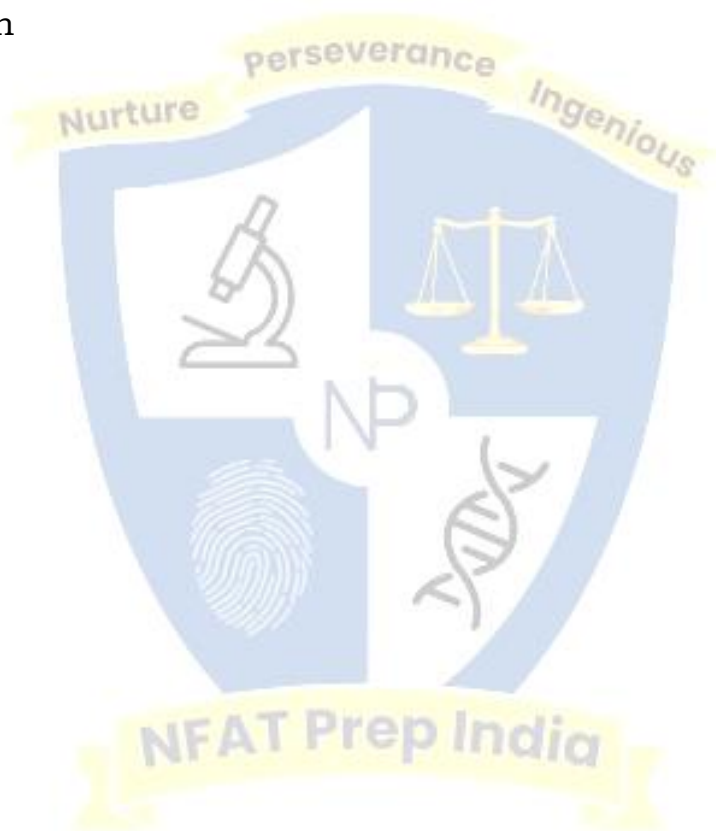
NFAT Prep India (NPI)

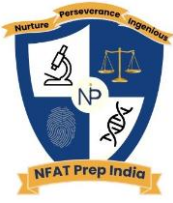
91. What is “divestment”?

- A. Expansion strategy
- B. Selling part of the business
- C. Investing in R&D
- D. Increasing product price

92. Which stage follows recruitment?

- A. Orientation
- B. Selection
- C. Termination
- D. Evaluation





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Business Statistics

Questions

93. If the standard deviation is zero, then:

- A) Mean is zero
- B) Median is zero
- C) All values are the same
- D) Range is maximum

94. If the correlation coefficient (r) is $+1$, it indicates:

- A) No correlation
- B) Weak positive correlation
- C) Strong negative correlation
- D) Perfect positive correlation

95. Regression is used to:

- A) Compare two means
- B) Test hypotheses
- C) Predict one variable based on another
- D) Measure dispersion

96. The coefficient of correlation is always between:

- A) -1 to $+1$
- B) 0 to 1
- C) -2 to $+2$
- D) 0 to 2

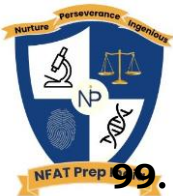
97. If $b_{xy} = 0.5$ and $b_{yx} = 4.5$, the correlation coefficient is:

- A) 1.5
- B) 2.25
- C) 1
- D) 0.75

98. A correlation coefficient of 0 means:

- A) Strong relationship
- B) No relationship
- C) Negative correlation
- D) Errors in data





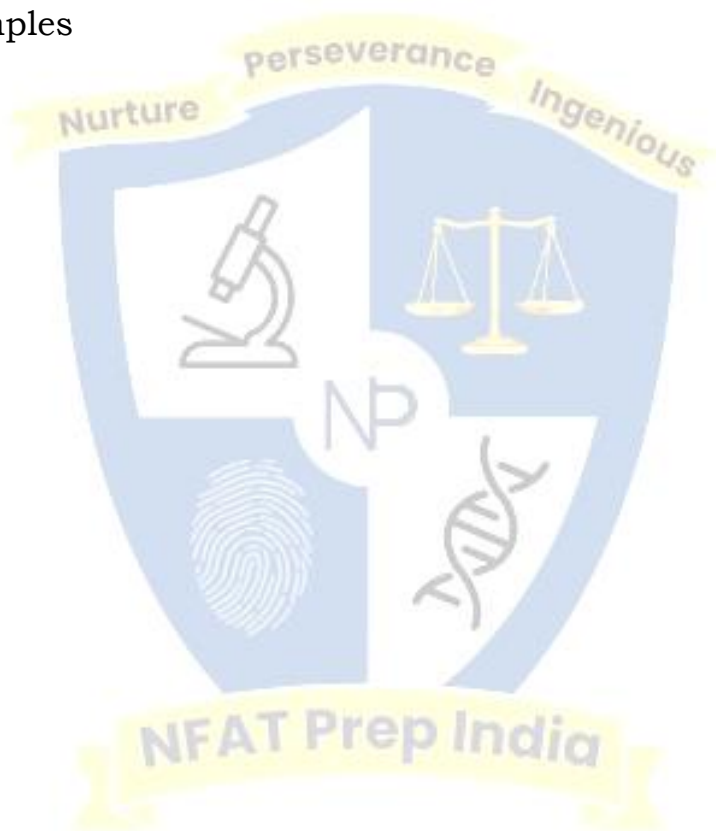
NFAT Prep India (NPI)

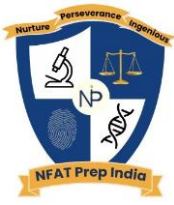
99. A binomial distribution has mean = 5 and variance = 4. Find n:

- A) 10
- B) 20
- C) 25
- D) 15

100. Poisson distribution is used for:

- A) Finite trials
- B) Continuous outcomes
- C) Rare events
- D) Large samples



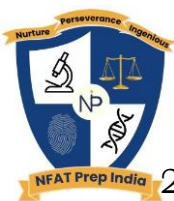


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✓ Answer Key with Options

1. a) China
2. b) Dennis Francis
3. b) Indore
4. a) Indonesia
5. c) Rajasthan
6. b) June 5
7. a) January 25
8. a) March 22
9. c) June 21
10. a) February 28
11. c) Chandragupta Maurya
12. b) 1920
13. D. EJF
14. A. VUY
15. B. VIJ
16. A. If only I follows
17. B. If only II follows
18. D. If neither I nor II follows
19. C. BEAK
20. B. Horse
21. B. Guard
22. A. Only conclusion I follows
23. E. Both I and II follow
24. A. Only conclusion I follows
25. C. $37\frac{1}{2}$ days

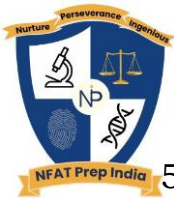




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26. C. 25 days
27. A. 4 days
28. B. 14
29. C. 25
30. D. 40%
31. A. 19.64 sec
32. B. 29.73 km/hr
33. C. 23:33:60
34. C. 5:3
35. D. 429
36. C. 150
37. C) Loading the operating system
38. A) Character → Field → Record → File
39. B) Managing hardware and software
40. C) Inkjet
41. D) Pen drive
42. A) Web-log
43. B) Creating web pages
44. B) Graphical User Interface
45. C) Voice calls over the Internet
46. C) Interface for peripheral devices
47. C) Windows
48. A) Wireless Fidelity
49. C) Equipment
50. B) Simultaneous sending and receiving
51. B) Outward

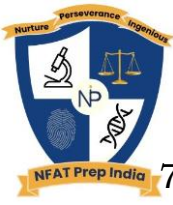




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- 52. B) Bulletin board
- 53. B) Shannon-Weaver Model
- 54. C) Use of time in communication
- 55. C) HR to IT support staff
- 56. B) Physical and social setting
- 57. B) Clarity and persuasion
- 58. C) Confident and respectful expression
- 59. C) Tone and pitch
- 60. B) Agreement or disagreement
- 61. A
- 62. B
- 63. B
- 64. C
- 65. B
- 66. C
- 67. B
- 68. B
- 69. **c) Both fixed and variable costs**
- 70. **c) Revenues and Expenses**
- 71. **b) $(\text{Standard Rate} - \text{Actual Rate}) \times \text{Actual Qty}$**
- 72. **c) Infinite cash flows**
- 73. **c) Hybrid**
- 74. **b) Projects with early cash flows**
- 75. **b) Firm and owner are separate**
- 76. **c) Equity**
- 77. **B) Push strategy**





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78. **C) Real-time interaction**
79. **B) Integrated Marketing Communication**
80. **C) Target customer location**
81. **B) Individuals with online following**
82. **C) It increases engagement**
83. **B) Marketing automation**
84. **C) SEO and content strategy**
85. **A. PEST**
86. **C. Ansoff's strategy**
87. **C. Achieve long-term goals**
88. **B. Shared Values, Style, Skills**
89. **B. BCG Matrix**
90. **C. Internal job posting**
91. **B. Selling part of the business**
92. **B. Selection**
93. **C) All values are the same**
94. **D) Perfect positive correlation**
95. **C) Predict one variable based on another**
96. **A) -1 to +1**
97. **A) 1.5**
98. **B) No relationship**
99. **C) 25**
100. **C) Rare events**

