

Deriving Conclusions from Passage Verbal Reasoning SSC Exams Questions Pdf

One of the greatest advantages a company has over its competitors is a system of distribution and product support, i.e., the dealer network. Dealers play a vital role in helping a company build and maintain close relationships with customers and gain insights into how they can improve their products and services to fulfill customer needs. And a company can achieve customer loyalty through dealer loyalty.

Therefore, it must make efforts to build their competence, for more effective performance. Dealers who are long established members of a company can get close to customers but to tap the full potential of such dealers, a company must forge extremely close ties with them and integrate them into its critical business systems. When treated this way dealers can serve as a source of market intelligence, as proxies for customers, as consultants and the dealers. Although these investments take the usual form of money, it also includes softer aspects such as training and development.

Question: 1

The customers are more forthright in giving their feedback about a product or a service.

(A) if the inference is 'definitely true' i.e., it directly follows from the facts given in the passage.

(B) if the inference is 'probably true' through not definitely true in the light of the facts given.

(C) if you think the data are inadequate i.e., from the facts given you cannot say whether the inference is likely to be true or false.

(D) if you think the interference is 'probably false' though not definitely false in the light of the facts given and

(E) if you think the inference is 'definitely false' i.e., it contradicts the given facts.

Ans: A

It is mentioned in the passage that only the dealers can serve as good proxies for customers. This implies the given fact.

Question: 2

Trusted dealers are the direct link between the company and the customers.

- (A) if the inference is 'definitely true' i.e., it directly follows from the facts given in the passage.
- (B) if the inference is 'probably true' through not definitely true in the light of the facts given.
- (C) if you think the data are inadequate i.e., from the facts given you cannot say whether the inference is likely to be true or false.
- (D) if you think the interference is 'probably false' though not definitely false in the light of the facts given and
- (E) if you think the inference is 'definitely false' i.e., it contradicts the given facts.

Ans: A

The given inference directly follows from the second sentence of the passage.

Question: 3

Developing a network of dealers is more useful while launching a new product or service.

- (A) if the inference is 'definitely true' i.e., it directly follows from the facts given in the passage.
- (B) if the inference is 'probably true' through not definitely true in the light of the facts given.
- (C) if you think the data are inadequate i.e., from the facts given you cannot say whether the inference is likely to be true or false.
- (D) if you think the interference is 'probably false' though not definitely false in the light of the facts given and
- (E) if you think the inference is 'definitely false' i.e., it contradicts the given facts.

Ans: B

The passage suggests that dealers help a company reach out to the customers and obtain their feedback. The given inference seems to be probably true in the light of this fact.

Question: 4

The company should insist dealer loyalty to the extent that the dealer will not sell similar products of any other company.

(A) if the inference is 'definitely true' i.e., it directly follows from the facts given in the passage.

(B) if the inference is 'probably true' through not definitely true in the light of the facts given.

(C) if you think the data are inadequate i.e., from the facts given you cannot say whether the inference is likely to be true or false.

(D) if you think the interference is 'probably false' though not definitely false in the light of the facts given and

(E) if you think the inference is 'definitely false' i.e., it contradicts the given facts.

Ans: A

The given inference directly follows from the statement And a company can achieve customer loyalty through dealer loyalty, in the passage.

Question: 5

A company which has a good chain of loyal dealers need not spend money on advertising.

(A) if the inference is 'definitely true' i.e., it directly follows from the facts given in the passage.

(B) if the inference is 'probably true' through not definitely true in the light of the facts given.

(C) if you think the data are inadequate i.e., from the facts given you cannot say whether the inference is likely to be true or false.

(D) if you think the interference is 'probably false' though not definitely false in the light of the facts given and

(E) if you think the interference is 'probably false' though not definitely false in the light of the facts given and

Ans: C

The importance of dealers for a company has been discussed in the passage. But there is no mention of importance or necessity of advertisements in the passage.

meritnotes.com