

**East Coast Railway  
Commercial Department**

**Question Paper for Written Examination on 08/09/2018 for formation of  
Group-B/Commercial Panel of ACM for 2017-19 against 30% LDCE quota  
vacancy**

**Paper –I (Professional subject, GK & Official Language)**

**Time: 3 Hrs**

**Full Marks: 150**

**Qualifying Marks: 90**

- NB:**
- 1) Candidates are advised to write their name, designation and examination details, total pages used, only on the top sheet of the answer booklet and nowhere else.**
  - 2) The candidates are also instructed that, if they write their name, designation, roll number or put any other symbol/ mark(s) anywhere else in the answer booklet, their candidature will be cancelled without assigning any reason.**
  - 3) The candidates should pen through the blank spaces left in their answer booklets and write total pages used on the space provided at the top sheet of the answer booklet.**
  - 4) Answer to the objective type (multiple choice) questions should only be answered by writing one out of the four options, A/B/C/D and should not have any correction of any type like cutting, overwriting, Erasing etc. In case alterations are made, that answer shall not be evaluated at all.**
  - 5) The question paper has been set both in English and Hindi. In case of conflicting interpretations, the interpretation in English will be treated as final. The candidates have option to answer in any of the above two languages.**

**Instruction: Answer all questions**

**Q1.** Answer all 15 of the following multiple-choice questions by giving one out of the four options A/B/C/D. **(1x15=15 marks)**

- (i) India's first five-year plan was launched in the year \_\_\_\_  
(A) 1949 (B) 1950 (C) 1951 (D) 1952
- (ii) India has \_\_\_\_ States and \_\_\_\_ Union Territories.  
(A) 28,8 (B) 29,7 (C) 30,6 (D) 31,5
- (iii) Shri Narendra Modi is the \_\_\_\_th Prime Minister of India  
(A) 12<sup>th</sup> (B) 13<sup>th</sup> (C) 14<sup>th</sup> (D) 15<sup>th</sup>
- (iv) The East Coast Railway came into existence on \_\_\_\_.  
(A) 1<sup>st</sup> April 2002 (B) 1<sup>st</sup> Sep 2002 (C) 1<sup>st</sup> April 2003 (D) 1<sup>st</sup> Sep 2003

- (v) Out of the following % rates of GST which is not an applicable one?  
(A) 5% (B) 9% (C) 12% (D) 28%
- (vi) Doklam is in which of the following States?  
(A) Sikkim (B) West Bengal (C) Assam (D) Arunachal Pradesh
- (vii) \_\_\_\_\_ is the capital city of Andhra Pradesh.  
(A) Hyderabad (B) Secunderabad (C) Vijayawada (D) Amaravati
- (viii) On what day is Hindi day celebrated  
(A) 14<sup>th</sup> Dec (B) 14<sup>th</sup> November (C) 14<sup>th</sup> October (D) 14<sup>th</sup> September
- (ix) Which Amendment Act inserted provision regarding authoritative text of the Constitution in the Hindi Language?  
(A) 58<sup>th</sup> Amendment Act, 1987 (B) 56<sup>th</sup> Amendment Act, 1985  
(C) 51<sup>st</sup> Amendment Act, 1982 (D) None of these.
- (x) Which of the following is not a BIMSTEC member country.  
(A) Pakistan (B) India (C) Myanmar (D) Sri Lanka
- (xi) Which of the following Railway Junctions was recently renamed as Pt. Deen Dayal Upadhyay Junction?  
(A) Lucknow (B) Moradabad (C) Allahabad (D) Mughalsarai
- (xii) Shri Manoj Sinha is the Minister of State for Railways and Minister of \_\_\_\_\_.  
(A) Health (B) Communications (C) Shipping (D) Commerce
- (xiii) Which country's government banned VIP protocol at airports recently?  
(A) Germany (B) Canada (C) Brazil (D) Pakistan
- (xiv) Only 4 countries have more than 1 billion tonnes of Railway freight Traffic annually. Which of the following is the correct sequence in descending order?  
(A) USA, China, Russia, India (B) China, Russia, USA, India  
(C) China, USA, Russia, India (D) Russia, China, USA, India
- (xv) As per recent declaration of third party survey results, which of the following A1 category stations on IR has been ranked first this year for cleanliness performance?  
(A) Vishakhapatnam (B) Bhubaneswar (C) Jodhpur (D) Tirupati

Q2. Answer any one of the following questions.

(15 marks)

- (i) For the use of Rajbhasha, what are the incentives available to Railway employees?  
Or
- (ii) What are the salient features of the Sagarmala project?  
Or
- (iii) What are the salient features of the Swachh Bharat Abhiyan?



Q3. Write short notes on any 3 of the following, outlining the purpose, broad features and benefits of the scheme. **(3x5 = 15 marks)**

- (i) GPWIS (General Purpose Wagon Investment Scheme)
- (ii) GST on Transportation of Goods by Rail.
- (iii) LTTC (Long term tariff contract)
- (iv) Double Stack Container Train operations
- (v) Inflated distance for charge.

Q4. Distinguish between the following. Answer any 3. **(3x5 = 15 marks)**

- (i) SFTO & LWIS
- (ii) E-payment & E-Way Bill
- (iii) Container Class Rate & TEU Rate
- (iv) RBS & TMS
- (v) Certified over charge sheet & Error sheet

Q5. (i) What are the conditions for according co-user permission of private sidings? **(5 marks)**

(ii) What are the conditions for opening a greenfield PFT? **(5 marks)**

(iii) How are PFTs beneficial and what in your opinion is limiting their growth? **(10 marks)**

Q6. (i) What changes have been made in booking of iron ore? **(7marks)**

(ii) What are the 25 tonne axle load routes over ECoR? **(3 marks)**

(iii) What are the requirements for permitting weighment through weightometer / pre-weigh bin system at private sidings? **(10 marks)**

Q7. Answer the following 10 multiple choice questions by giving one of the options A/B/C/D **(1x10 = 10 marks)**

- (i) Reweighment of goods when obligatory is dealt under Section \_\_\_ of Railway Act 1989  
(A) 103 (B) 104 (C) 106 (D) 107
- (ii) The Dedicated Freight Corridor has been designed with 1500 m long loops, sectional speed of 100 kmph and axle load of \_\_\_ tonnes.  
(A) 22.9 T (B) 25 T (C) 30 T (D) 37.5 T
- (iii) Terminal Access Charge at Goods Sheds is applicable for which of the following.  
(A) Coal in BOBR wagons (B) POL in BTPN wagons  
(C) Container in BLC wagons (D) Fertilizer in BCN wagons
- (iv) Coal is booked under Class \_\_\_\_.  
(A) 135 (B) 140 (C) 145 (D) 150
- (v) The monetary limit for PCCM to waive wharfage is Rs. \_\_\_\_\_ per consignment.  
(A) 25,000 (B) 50,000 (C) 1 Lakh (D) Unlimited.
- (vi) The minimum distance for charge for goods traffic is \_\_\_ Kms.  
(A) 50 (B) 75 (C) 100 (D) None of these.
- (vii) Minimum number of wagons to be loaded for train load benefit in BOXN rake is.  
(A) 52 (B) 54 (C) 56 (D) 58
- (viii) The free time for unloading of BOBR rake at an EOL siding is \_\_\_ Hrs.  
(A) 2 (B) 2 ½ (C) 3 (D) 5
- (ix) Permissible gross load limit of wagon for 25 tonne axle route is \_\_\_ tonnes.  
(A) 100 (B) 96 (C) 89.6 (D) 88.
- (x) A rebate of \_\_\_% on NTR is granted on loading cement in open wagons.  
(A) 15 (B) 20 (C) 30 (D) None of these.

**Q8.** Answer any one of the following.

**(20 marks)**

(i) What are the salient features of the MGR policy? How can it be implemented over East Coast Railway to sustain growth in coal traffic?

Or

(ii) Significant volumes of freight traffic of East Coast Railway are generated at Ports. As a Commercial Officer, you have been assigned to inspect one of the ports. Write an inspection note covering various important areas of Commercial working at the Port.

**Q9.** Answer any two of the following.

**(2x 10=20 marks)**

(i) What are the different freight incentive schemes launched in recent years to increase Railway's modal share?

(ii) What are the main heads of outstanding at a goods shed? How are these cleared?

(iii) Give concrete suggestions for prevention of claims to boost customer satisfaction and growth of traffic on East Coast Rly.

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**East Coast Railway**

**Commercial Department**

**Question Paper for Written Examination on 08/09/2018 for formation of Group-B/Commercial Panel of ACM for 2017-19 against 30% LDCE quota vacancy**

**Paper –II (Professional subject, Establishment & Financial Rules)**

**Time: 3 Hrs**

**Full Marks: 150**

**Qualifying Marks: 90**

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**Instruction: Answer all questions**

**Q1.** Answer all 15 of the following multiple-choice questions by giving one out of the four options A/B/C/D. **(15 marks)**

- (i) A person traveling without ticket and unable to pay the charges should be dealt with as per section \_\_\_ of Railway Act 1989.  
(A) 138(B) 139 (C) 55 (D) 144
- (ii) As per section \_\_\_ of Railway Act 1989, exclusive accommodation must be provided for ladies by all passenger-carrying trains.  
(A) 54 (B) 58 (C) 59 (D) 60
- (iii) Cancellation charges on confirmed AC First Class ticket when cancelled 48 Hrs before scheduled departure of train is\_\_\_.  
(A) Rs.300 (B) Rs.240 (C) Rs.200 (D) Rs.180
- (iv) If a train is canceled, full amount can be refunded at station upto \_\_\_\_\_.  
(A) 6 Hrs (B) 2 Hrs (C) 3 Hrs (D) 3 days

(v) Free allowance of luggage on AC I class ticket is \_\_\_\_Kg.

- (A) 70 kg (B) 150 kg (C) 50 kg (D) 100 kg

(vi) Minimum Tatkal charge in AC 2 Tier is Rs. \_\_\_\_\_

- (A) 200 (B) 300 (C) 350 (D) 400

(vii) Section \_\_\_\_ of Railways Act, 1989, deals with the person entitled to claim for compensation.

- (A) Sec 107 (B) Sec 106 (C) Sec 109 (D) Sec 110

(viii) Parcels booked by Rajdhani in SLR, which is not leased at scheduled rates and having less than 60% utilization is charged at which of the following scales?

- (A) P (B) S (C) R (D) None of these

(ix) Ticket Collector should enter the collected tickets in

- (A) DTC book (B) TCR (C) Rough journal book (D) none of these

(x) An unreserved ticket can be purchased using mobile App within a maximum distance of \_\_\_\_ Kms from a station for departure from that particular station.

- (A) 2 (B) 5 (C) 7 (D) 10

(xi) Clerkage charges on cancellation of tickets are accounted for under which of the following heads?

- (A) Passenger Earnings (B) Sundry Earnings  
(C) Other Coaching Earnings (D) Goods Earnings

(xii) The immediate family of a passenger, who died in a train accident, will get Rs \_\_\_\_ as ex-gratia payment.

- (A) 4 lakhs (B) Rs.5 lakhs (C) Rs.8 lakhs (D) Rs.10 lakhs

(xiii) Which of the following is not a function of IRCA

- (A) Registration of Container Train Operators (B) Allotment of Alphabetical Codes  
(C) Framing Rules on Traffic Interchanged (D) Publication of Coaching Tariff

(xiv) Which of the following works is not to be processed under PH 53?

- (A) Setting up a FOB (B) Creation of new Passenger Halt  
(C) Doubling of existing single line section (D) Conversion to High Level Platform

(xv) Which of the following Railways does not have SRUCC?

- (A) Southern (B) South Central (C) South Eastern (D) Eastern

Q2. Answer any two of the following.

What are the refund rules in the following circumstances?

(5x2=10 marks)

- a) Abnormal late running of train  
b) Failure of Air Conditioning Equipment  
c) Loss of ticket

Q3. Answer any two of the following.

What modifications in norms have been recently introduced in the following?

(5x2=10 marks)

- a) Categorization of stations.  
b) YTSK  
c) JTBS



✓ **Q4.** Write short notes on any 3 of the following, outlining the purpose, broad features and benefits of the scheme. **(3x5 = 15 marks)**

- (i) NTES
- (ii) POS
- (iii) Coach Mitra
- (iv) EDR
- (v) CPGRAMS

✓ **Q5.** (i) What is the procedure for opening of a Halt Station? **(10 marks)**  
(ii) What is the procedure for dispensing of UTS tickets at Passenger Halts operated by Halt Agents **(10 marks)**

✓ **Q6.** (i) What are your suggestions for increasing Commercial Publicity earnings on E.Co.Rly **(10 marks)**  
(ii) As per the new catering policy of 2017, what are the activities to be dealt with by IRCTC? **(10 marks)**

✓ **Q7.** (i) What are the rules for leasing of SLR's? Give your specific suggestions to improve parcel traffic over ECoR. **(10 marks)**  
(ii) What kind of dynamic pricing has been introduced in reserved ticketing. What are your suggestions for improvement to combat the threat from low cost airlines? **(10 marks)**

✓ **Q8.** (i) What are the various stages through which a major penalty case passes from initiation to final disposal? **(8 marks)**

(ii) Write short notes on any 3. **(4x3=12 marks)**

- MACP
- HOER
- PREM
- DCRG
- Subsistence Allowance

✓ **Q9.** (i) What are the major heads of Sundry Earnings and Other Coaching Earnings? How can these be maximized? **(8 marks)**

(ii) Write short notes on any 3. **(4x3=12 marks)**

- RRSK
- Umbrella works
- Audit Para
- EBR
- DRF

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