



# Teachingninja.in



**Latest Govt Job updates**



**Private Job updates**



**Free Mock tests available**

**Visit - [teachingninja.in](https://teachingninja.in)**



# **APSET**

**Previous Year Paper**  
**2014 Paper II**  
**Psychology**



<b>SUBJECT CODE</b> A-20-02	<b>SUBJECT</b> PSYCHOLOGY	<b>PAPER</b> II
<b>HALL TICKET NUMBER</b>		<b>QUESTION BOOKLET NUMBER</b> 500121
<b>OMR SHEET NUMBER</b>		
<b>DURATION</b> 1 HOUR 15 MINUTES	<b>MAXIMUM MARKS</b> 100	<b>NUMBER OF PAGES</b> 12
		<b>NUMBER OF QUESTIONS</b> 50

This is to certify that, the entries made in the above portion are correctly written and verified.

Candidate's Signature

Name and Signature of Invigilator

**Instructions for the Candidates**

- Write your Hall Ticket Number in the space provided on the top of this page.
- This paper consists of fifty multiple-choice type of questions.
- At the commencement of examination, the question booklet will be given to you. In the first 5 minutes, you are requested to **open the booklet and compulsorily examine it as below** :
  - To have access to the Question Booklet, tear off the paper seal on the edge of this cover page. Do not accept a booklet without sticker-seal and do not accept an open booklet.
  - Tally the number of pages and number of questions in the booklet with the information printed on the cover page. Faulty booklets due to pages/questions missing or duplicate or not in serial order or any other discrepancy should be got replaced immediately by a correct booklet from the invigilator within the period of 5 minutes. Afterwards, neither the Question Booklet will be replaced nor any extra time will be given.
  - After this verification is over, the Test Booklet Number should be entered in the OMR Sheet and the OMR Sheet Number should be entered on this Test Booklet.
- Each item has four alternative responses marked (A), (B), (C) and (D). You have to darken the circle as indicated below on the correct response against each item.  
**Example :** (A) (B) (C) (D)  
where (C) is the correct response.
- Your responses to the items are to be indicated in the OMR Answer Sheet given to you. If you mark at any place other than in the circle in the Answer Sheet, it will not be evaluated.
- Read instructions given inside carefully.
- Rough Work is to be done in the end of this booklet.
- If you write your name or put any mark on any part of the OMR Answer Sheet, except for the space allotted for the relevant entries, which may disclose your identity, you will render yourself liable to disqualification.
- The candidate must handover the OMR Answer Sheet to the invigilators at the end of the examination compulsorily and must not carry it with you outside the Examination Hall. The candidate is allowed to take away the carbon copy of OMR Sheet and used Question paper booklet at the end of the examination.
- Use only Blue/Black Ball point pen.
- Use of any calculator or log table etc., is prohibited.
- There is no negative marks for incorrect answers.

**అభ్యర్థులకు సూచనలు**

- ఈ పుట పై భాగంలో ఇవ్వబడిన స్థలంలో మీ హాల్ టికెట్ నంబరు రాయండి.
- ఈ ప్రశ్న పత్రము యొక్క బహుళవిధి ప్రశ్నలను కలిగి ఉంది.
- పరీక్ష ప్రారంభమున ఈ ప్రశ్నాపత్రము మీకు ఇవ్వబడుతుంది. మొదటి ఐదు నిమిషములలో ఈ ప్రశ్నాపత్రమును తెరిచి కింద తెలిపిన అంశాలను తప్పనిసరిగా సరిచూసుకోండి.
  - ఈ ప్రశ్న పత్రమును చూడడానికి ముందు అంచన ఉన్న కాగితపు సీలును చించండి. స్టిక్కర్ సీలులేని మరియు ఇదివరకే తెరిచి ఉన్న ప్రశ్నాపత్రమును మీరు అంగీకరించవద్దు.
  - మొదటి పేజీ పై ముద్రించిన సమాచారం ప్రకారం ఈ ప్రశ్నపత్రములోని పేజీల సంఖ్యను మరియు ప్రశ్నల సంఖ్యను సరిచూసుకోండి. పేజీల సంఖ్యకు సంబంధించి గానీ లేదా ముద్రించిన ప్రశ్నల లెకపోవుట లేదా ఏదైనా తేడాలుండటం వంటి దోషపురాతనమైన ప్రశ్న పత్రాన్ని వెంటనే మొదటి ఐదు నిమిషాల్లో పరీక్ష వర్తకమునకి తిరిగి ఇచ్చిమే దానికి బదులుగా సరిగ్గా ఉన్న ప్రశ్నపత్రాన్ని తీసుకోండి. తదనంతరం ప్రశ్నపత్రము మార్చబడదు అదనపు సమయం ఇవ్వబడదు.
  - పై విధంగా సరిచూసుకొన్న తర్వాత ప్రశ్నాపత్రం సంఖ్యను OMR పత్రము పై అభిధంగా OMR పత్రము సంఖ్యను ఈ ప్రశ్నాపత్రము పై నిర్దిష్టస్థలంలో రాయవలెను.
- ప్రతి ప్రశ్నకు నాలుగు ప్రత్యామ్నాయ ప్రతిస్పందనలు (A), (B), (C) మరియు (D) లుగా ఇవ్వబడ్డాయి. ప్రతి ప్రశ్నకు సరైన ప్రతిస్పందనను ఎన్నుకొని కింద తెలిపిన విధంగా OMR పత్రములో ప్రతి ప్రశ్నా సంఖ్యకు ఇవ్వబడిన నాలుగు వృత్తాల్లో సరైన ప్రతిస్పందనను సూచించే వృత్తాన్ని బాల్ పాయింట్ పెన్ తో కింద తెలిపిన విధంగా పూరించాలి.  
**ఉదాహరణ :** (A) (B) (C) (D)  
(C) సరైన ప్రతిస్పందన అయితే
- ప్రశ్నలకు ప్రతిస్పందనలను ఈ ప్రశ్నపత్రములో ఇవ్వబడిన OMR పత్రము పైన ఇవ్వబడిన వృత్తాల్లోనే పూరించి గుర్తించాలి. అలాకా సమాధాన పత్రంపై చేరక చోట గుర్తిస్తే మీ ప్రతిస్పందన మూల్యాంకనం చేయబడదు.
- ప్రశ్న పత్రము లోపల ఇచ్చిన సూచనలను జాగ్రత్తగా చదవండి.
- చిత్తుపనిని ప్రశ్నపత్రము చివర ఇచ్చిన ఖాళీస్థలములో చేయాలి.
- OMR పత్రము పై నిర్దేశ స్థలంలో సూచించవలసిన వివరాలు తప్పింది ఇతర స్థలంలో మీ గుర్తింపును తెలిపే విధంగా మీ పేరు రాయడం గానీ లేదా ఇతర చిహ్నాలను సెట్టడం గానీ చేసినట్లయితే మీ అవధికను మీరే బాధ్యులువుతారు.
- పరీక్షపూర్తయిన తర్వాత మీ OMR పత్రాన్ని తప్పనిసరిగా పరీక్ష వర్తకమునకి ఇవ్వాలి. వాటిని పరీక్ష గది బయటకు తీసుకుపోకూడదు. పరీక్ష పూర్తయిన తరువాత అభ్యర్థులు ప్రశ్న పత్రాన్ని OMR పత్రం యొక్క కార్బన్ కాపీని తీసుకుపోవ్వచ్చు.
- పీల్/వర్ల రంగు బాల్ పాయింట్ పెన్ మాత్రమే ఉపయోగించాలి.
- లాగెటమ్ టేబుల్స్, క్యాలిక్యులేటర్లు, ఎలక్ట్రానిక్ పరికరాలు మొదలగునవి పరీక్షాగదిలో ఉపయోగించడం నిషేధం.
- తప్పని సమాధానాలకు మార్కులు తగ్గవు లేదు.

II \*

1

A-20-02





## PSYCHOLOGY

### Paper – II

**1. Verbal learning involves**

1. Words
2. Nonsense syllables
3. Pictures
4. Diagrams

**Codes :**

- (A) 1 and 3
- (B) 1 and 4
- (C) 2 and 4
- (D) 1 and 2

**2. Phenomenon called blocking was demonstrated with the help of an experiment conducted on rats through the following stages in the order of**

1. The light is presented alone to see if it elicits the fear response
2. A CS (noise) precedes a UCS (shock) and conditioning occurs
3. The same tone CS and also a light CS precede the UCS on a series of conditioning trials, after which the tone and light presented together, but with no shock elicit the expected fear response

**Codes :**

- (A) 2, 3 and 1
- (B) 1, 2 and 3
- (C) 1, 3 and 2
- (D) 3, 2 and 1

**3. Assertion (A) :** Attention can be both selective and divided simultaneously.

**Reason (R) :** A person can pay attention in a crowd or group of friends engaging in conversation while other conversation of others can also be attended.

- (A) Both A and R are true and R is not correct explanation of A
- (B) Both A and R are true and R is the correct explanation of A
- (C) A is true and R is false
- (D) A is false but R is true

**4. Match the following :**

- |                   |   |
|-------------------|---|
| 1. Monocular cues | a. Visual illusions                               |
| 2. Muller-Lyer    | b. Sensitive to pitch as cues in social situation |
| 3. Perceptive     | c. Configuration                                  |
| 4. Gestalt        | d. Depth perception                               |

- (A) 1c    2d    3a    4b
- (B) 1b    2c    3d    4a
- (C) 1a    2b    3c    4d
- (D) 1d    2a    3b    4c



5. Law of effect was developed by

- (A) B. F. Skinner
- (B) Eric Kandil
- (C) E. L. Thorndike
- (D) Leon Kamin

6. Procedural memory involves memory for:

- 1. Motor skills
- 2. Cognitive skills
- 3. Perceptual skills
- 4. Bottom-up process

- (A) 1 only is correct
- (B) 1, 2 and 3 are correct
- (C) 1 and 4 are correct
- (D) 1, 2 and 4 are correct

7. **Assertion (A)** : In the three-system model, short term memory is defined primarily in terms of its capacity i.e., the amount of information that can be stored and the length of time that the information can be retained.

**Reason (R)** : The success with which memories are stored is dependent on both the amount of and type of rehearsal or practice engaged in.

- (A) A and R false
- (B) A is false but R is true
- (C) A is true and R is the correct explanation of A
- (D) A is true but R is not the correct explanation of A

8. Match the following :

- |                         |                           |
|-------------------------|---------------------------|
| 1. Ebbinghaus           | a. Seligman               |
| 2. Reinforcement        | b. Programmed instruction |
| 3. Learned helplessness | c. Fixed ratio schedule   |
| 4. Operant techniques   | d. Nonsense syllables     |

- (A) 1b    2c    3d    4a
- (B) 1a    2b    3c    4d
- (C) 1c    2d    3a    4b
- (D) 1d    2c    3a    4b

9. \_\_\_\_\_ memory deals with a variety of meaningful information namely concepts and rules.

- (A) Autobiographical memory
- (B) Eidetic memory
- (C) Episodic memory
- (D) Semantic memory

10. The mental activity of transforming information to reach conclusions is called

- 1. Analogy
- 2. Creativity
- 3. Reasoning
- 4. Concept formation

**Codes :**

- (A) 1 and 3
- (B) 3 only
- (C) 3 and 4
- (D) 2 only





11. Given below are two statements are labelled as Assertion (A) and the other labelled as Reason (R)

**Assertion (A) :** Optical illusions can occur when perceptual mechanisms, such as constancy fail.

**Reason (R) :** There are three types of illusory movement : induced, stroboscopic and autokinetic

- (A) A and R are correct but R does not explain A.  
(B) A and R are correct, R explains A  
(C) A is correct, R is wrong  
(D) A is wrong, R is correct

12. Match the following:

- |                              |                                      |
|------------------------------|--------------------------------------|
| 1. Three system memory model | a. Acoustic, visual semantic         |
| 2. Encoding                  | b. Atkinson and Shiffrin             |
| 3. Types of memory           | c. Recall, recognition relearning    |
| 4. Methods of memory         | d. Sensory, short term and long term |

- (A) 1b    2a    3d    4c  
(B) 1c    2b    3a    4d  
(C) 1d    2c    3b    4a  
(D) 1a    2b    3c    4d

13. Algorithms are

- (A) Heuristics  
(B) Rule of thumb  
(C) Means and analysis  
(D) That guarantee solution

14. Which of the following are correct statements ?

1. As arousal increases, emotional feelings increase
2. Emotions are physiological reactions are nothing more
3. Thoughts can alter emotions
4. Emotions can motivate people to alter their behavior

- (A) 1, 2, 3 only  
(B) 2, 3, 4 only  
(C) 1, 3, 4 only  
(D) 1, 2, 3 & 4

15. Given below are two statements, one labelled as assertion (A) and the other labelled as Reason (R).

**Assertion (A) :** Partial reinforcement simply means that responses are not reinforced each time they occur.

**Reason (R) :** In most of life's experiences we are not reinforced every time we make a response.

**Codes :**

- (A) A and R are true and R is not the explanation for A  
(B) A is true but R is false  
(C) Both A and R are false  
(D) A is false but R is true





16. Arrange the following processes of memory in the correct order of sequencing

1. Information is converted into a form or code
2. Information coded is placed in memory called encoding
3. Memorized a period of time by rehearsal and stored
4. Retained and stored information is retrieved

- (A) 1, 2, 4 and 3  
(B) 1, 3, 4 and 2  
(C) 1, 2, 3 and 4  
(D) 1, 4, 3 and 2

17. Match the following:

- |                         |   |
|-------------------------|---|
| a. Mental set           | 1. Problem is put aside                           |
| b. Functional fixedness | 2. A habitual strategy                            |
| c. Production           | 3. Unable to use a familiar object in a novel way |
| d. Incubation           | 4. Potential solutions begin to be generated      |

- (A) a-2, b-4, c-1, d-3  
(B) a-2, b-3, c-1, d-4  
(C) a-2, b-3, c-4, d-1  
(D) a-1, b-2, c-3, d-4

18. Unexplained physiological arousal is most likely to be interpreted as

- (A) Positive emotion  
(B) Negative emotion  
(C) Anger  
(D) Rage

19. Given below are two statements, one labelled as Assertion (A) and the other labelled as Reason (R)

**Assertion (A) :** When you take a comprehensive final examination, the material you learned early in the semester may be obscured by the material you covered more recently.

**Reason (R) :** Time-imposed retrieval difficulties are assumed to occur, however, because something prevents memory access.

- (A) A and R are correct and R is an explanation for A  
(B) A and R are wrong  
(C) A is correct R is wrong  
(D) A and R are correct but R is not a correct explanation for A

20. Arrange the steps in order, used in IDEAL method for solving problem.

- (A) Identification – exploring alternatives – defining – looking at the effects – acting on a plan.  
(B) Identification – defining – exploring alternatives – acting on a plan – looking at the effects.  
(C) Identification – acting on a plan – defining – exploring alternatives – looking at the effects.  
(D) Identification – exploring alternatives – defining – acting on a plan – looking at the effects.





21. Match the following theories of motivation.

- |   |                                 |
|---|---------------------------------|
| a. Needs arising out of tissue deficits | 1. Self actualization theory    |
| b. Imbalances in beliefs and thoughts   | 2. Incentive theory             |
| c. External stimuli pull the behavior   | 3. Drive reduction model        |
| d. A hierarchy of needs                 | 4. Cognitive consistency theory |

- (A) a-1, b-2, c-3, d-4  
(B) a-2, b-3, c-1, d-4  
(C) a-3, b-4, c-2, d-1  
(D) a-4, b-1, c-3, d-2

22. Which of the following IQ scores probably would not classify a person as exceptional ?

- (A) 65  
(B) 115  
(C) 135  
(D) 155

23. A very creative person probably would show which of the following characteristics ?

1. Fluid intelligence
2. Convergent thinking
3. Crystallized intelligence
4. Divergent thinking

Codes :

- (A) 1, 2, 3 and 4  
(B) 1 and 2  
(C) 3 and 4  
(D) 2 only

24. Given below are two statements, one labelled as Assertion (A), and the other labelled as Reason (R).

**Assertion (A) :** Analogies can be helpful in solving problems

**Reason (R) :** It involves working with general statements to derive a specific conclusion.

- (A) A is correct and R is wrong  
(B) R is correct and A is wrong  
(C) Both A and R are correct and R does not explain A  
(D) Both A and R are correct, and R is a correct explanation for A

25. Arrange the sequence of events that determine the emotion we experience according to Schachter and Singer

- (A) Stimulus, cognitive appraisal, behaviour  
(B) Cognitive appraisal, stimulus and behaviour  
(C) Stimulus, behaviour, cognitive appraisal.  
(D) Behaviour, cognitive appraisal and stimuli.

26. Match the following:

- |              |                           |
|--------------|---------------------------|
| 1. Thorndike | a. Two factors theory     |
| 2. Thurstone | b. Structure of intellect |
| 3. Guilford  | c. Group factors theory   |
| 4. Spearman  | d. Multifactors theory    |

Codes :

- (A) 1d 2a 3c 4b  
(B) 1c 2d 3b 4a  
(C) 1a 2b 3c 4d  
(D) 1a 2b 3d 4c





27. The personal unconscious consists primarily of

- (A) Complexes (B) Awareness  
(C) Genetic heritage (D) Individualism

28. Eysenck's basic trait dimensions are

1. Extra version – Introversion
2. Neuroticism – Psychoticism
3. Neuroticism – Stability
4. Psychoticism

- (A) 1 and 2 only (B) 1, 3, 4 only  
(C) 3 and 4 only (D) 1, 2 and 4 only

29. Given below are two statements, one labelled as Assertion (A), and the other labelled as Reason (R).

**Assertion (A) :** We feel hungry when our stomach sends a message to our brain indicating it is empty.

**Reason (R) :** The ventromedial hypothalamus is known as the "stop eating" center.

- (A) A is correct  
(B) R is correct  
(C) A and R are correct and R is a correct explanation for A  
(D) A and R are correct but R is not a correct explanation for A.

30. Arrange the sequence of the development of intelligence test

- (A) Binet intelligence test, Kaufman assessment battery for children and Wechsler scales.  
(B) Binet Intelligence test, Wechsler scales and Kaufman assessment battery for children.  
(C) Wechsler scales, Kaufman assessment battery for children Binet intelligence test.  
(D) Kaufman assessment battery for children, Wechsler scales and Binet intelligence test.

31. Match the following :

- |                         |   |
|-------------------------|---|
| a. Individual corollary | 1. Constructs are useful for a finite number of situation |
| b. Range corollary      | 2. People continually revise and update their constructs  |
| c. Experience corollary | 3. People differ from each other                          |
| d. Choice corollary     | 4. People tend to chose the alternative construct         |

(A) a-1, b-2, c-3, d-4

(B) a-3, b-1, c-4, d-2

(C) a-3, b-1, c-2, d-4

(D) a-4, b-2, c-3, d-1

32. In analyzing the difference in intelligence between two groups, which of the following is appropriate ?

- (A) Correlation test  
(B) Chi-square test  
(C) 't' test  
(D) Regression

33. In a double blind control technique, which of the following persons should not be informed about manipulation ?

1. Research participants in experimental group
2. Research participants in control group
3. Persons administering the experiment
4. Persons evaluating the results

**Codes :**

- (A) 2 only (B) 1 and 3  
(C) 1, 2 and 4 (D) 1, 2, 3 and 4





34. Given below are two statements, one labelled as Assertion (A), and the other labelled as Reason (R).

**Assertion (A) :** In the movie, "Rain man" Dustin Hoffman character could accomplish remarkable feats of counting and mathematics.

**Reason (R) :** This supports the idea that intelligence can be expressed in multiple abilities described as savant skills.

- (A) Only A is correct
- (B) A is correct and R is wrong
- (C) A and R are correct and R is an explanation for A
- (D) A and R are false

35. Arrange the sequence of basic processes in Bandura's observational learning

- (A) Motivation, Attention, Retention and Reproduction
- (B) Attention, Motivation, Reproduction and Retention
- (C) Attention, Retention, Reproduction and Motivation
- (D) Motivation, Reproduction, Retention and Attention

36. Match the following :

- |                          |                              |
|--------------------------|------------------------------|
| 1. Experimental research | a. Temporary solution        |
| 2. Hypothesis            | b. Method of data collection |
| 3. Case study            | c. Manipulation of variable  |
| 4. Observation           | d. In-depth individual study |

**Codes :**

- (A) 1a 2b 3c 4d
- (B) 1d 2a 3b 4c
- (C) 1b 2c 3d 4a
- (D) 1c 2a 3d 4b

37. The salient feature of reliability of a test is
- (A) Validity
  - (B) Prediction
  - (C) Replication
  - (D) Consistency

38. The validity of projective tests can be established through

- 1. Matching
- 2. Known group
- 3. Experimentally produced changes

**Codes :**

- (A) 1 only
- (B) 1 and 2
- (C) 3 only
- (D) 1, 2 and 3

39. **Assertion (A) :** While carrying out surveys, if possible random samples are preferred to non-random samples.

**Reason (R) :** Random samples usually permit less accurate generalization from samples to populations.

- (A) Both A and R are true and R is the correct explanation of A
- (B) Both A and R are true but R is not the correct explanation of A
- (C) A is true but R is false
- (D) A is false but R is true





40. Choose the correct sequence of psychometric properties while constructing a psychological test.

- (A) Norms – objectivity – validity – reliability
- (B) Objectivity – reliability – validity – norms
- (C) Reliability – norms – validity – objectivity
- (D) Objectivity – norms – reliability – validity

41. Match the following:

**List – I**

- 1. Uniformity in administering and scoring
- 2. Yielding consistent and stable scores
- 3. Scoring a test in accordance with a key, and independently of personal bias
- 4. Being able to assess the intended characteristic or trait

**List – II**

- a. Validity
- b. Standardization
- c. Objectivity
- d. Reliability

**Codes :**

- (A) 1c 2d 3b 4a
- (B) 1b 2c 3d 4a
- (C) 1c 2d 3a 4b
- (D) 1d 2a 3b 4c

42. Recent evidence indicates that anxiety causes the brain to release chemicals called

- (A) Epinephrine (B) Opiates
- (C) Thyroid (D) Dopamine

43. The fore brain consists of

- 1. Cerebral cortex
- 2. Limbic structure
- 3. Thalamus
- 4. Inferior colliculi

- (A) 1 and 2 only
- (B) 1 and 3 only
- (C) 1, 2, 4 only
- (D) 1, 2, 3 only

44. Given below are two statements, one labelled as Assertion (A), and the other labelled as Reason (R)

**Assertion (A) :** Most people have an experience of entering a dark movie theatre from a bright sunny street and groping in the dark trying to find a seat. But vision is improved after 10 minutes.

**Reason (R) :** This occurs because of mechanisms that control the amount of light that reaches the rods and cones.

- (A) A and R are correct
- (B) A and R are wrong
- (C) A and R are correct but R is not an correct explanation for A
- (D) A and R are correct and R is a correct explanation for A.





45. Sound reaching the ear travels down the auditory canal in the following sequence.

- (A) Tympanic membrane, tectorial membrane and basilar membrane
- (B) Basilar membrane, tectorial membrane and tympanic membrane
- (C) Tympanic membrane, Basilar membrane and tectorial membrane
- (D) Tectorial membrane, tympanic membrane and basilar membrane

46. Match the following:

- |                   |                               |
|-------------------|-------------------------------|
| 1. Frontal lobe   | a. Below lateral fissure      |
| 2. Parietal lobe  | b. Posterior section of brain |
| 3. Occipital lobe | c. Above lateral fissure      |
| 4. Temporal lobe  | d. Behind central fissure     |
- (A) 1-c, 2-d, 3-b, 4-a
  - (B) 1-d, 2-b, 3-c, 4-a
  - (C) 1-c, 2-d, 3-a, 4-b
  - (D) 1-b, 2-c, 3-a, 4-d

No. 47 to 50 are based on the following passage:

A contemporary approach to artificial intelligence is to create computer systems that function like network so that logical operations can occur simultaneously rather than serial order. Such systems would bear more similarity to human intelligence and should permit writing programs that will be more similar to human thought. Such systems also permit computer programs to learn and profit from prior knowledge, Cognitive Scientists working on the development of such systems are referred to as connectionists.

The travelling sales persons problems. In determining the shortest travel routes, the connectionist computer system is of great help. They can solve the problem much more rapidly than conventional digital computer systems.

47. The modern system to artificial intelligence would permit program similar to

- (A) Human program
- (B) Human functions
- (C) Human personality
- (D) Human thought

48. Modern systems permit computer program for learning and profiting from

- (A) Computer appliances
- (B) Prior knowledge
- (C) Future information
- (D) Competitions

49. Cognitive scientists are also called as

- (A) Human engineers
- (B) Behaviour scientists
- (C) Connectionists
- (D) Intelligents

50. A salesperson is of great help by such connectionist programs by way of

- (A) Financial increments at hand
- (B) Allows travelling routes
- (C) Shortening travel route
- (D) Getting more business