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GRAMMAR SKILLS





GRAMMAR SKILL - 1

Use of 'WHICH' (a) For infants, small animals and objects.



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(a) This is the baby who was lost in the theatre.
(b) This is the dog that my friend bought from the U.S.





GRAMMAR SKILL - 2

Use of 'WHICH' (b) When selection is expressed. (c) To refer to a sentence

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A. Whom of these television sets do you want to purchase?.
B. He was said to be drunk, who was not true.









ARTICLE

Predatory pricing is prising Indian livelihoods apart



ARTICLE

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Last week, and all of a sudden, people in the small town of Talode in Nandurbar district in Maharashtra could not buy Colgate toothpaste from their only local store. It was because Nandurbar's distributor had decided to boycott Colgate's products and not supply them to the kirana store in Talode. Further, all consumer goods distributors in Maharashtra were protesting against Colgate's alleged unfair treatment of traditional distributors vis-à-vis B2B technology companies such as Reliance's JioMart, Udaan and others. Nearly half-amillion of India's distributors pick up goods from consumer companies such as Colgate and deliver them to 13 million small local stores located in 7,00,000 villages and towns across the country through a web of millions of traders and other intermediaries.

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A vast majority of these distributors and traders are small family businesses that have developed relationships with their local stores over many decades. The kirana store in Talode sells a 100g tube of Colgate toothpaste to the consumer for ₹55, the maximum retail price (MRP). The Nandurbar distributor sells Colgate toothpaste to the Talode store for ₹45 and the manufacturer, Colgate, sells it to the distributor for ₹40. This is an illustrative but typical example of the current supply chain for consumer goods products in India.

Enter the new age technology B2B companies. They have developed technologies to connect directly to the kirana store in Talode through a mobile phone app, bypassing the intermediaries. They supply Colgate toothpaste to the local store for ₹85, lower than the ₹45 charged by the distributor. Ostensibly, the people of Talode will also benefit from these lower prices at their local store.

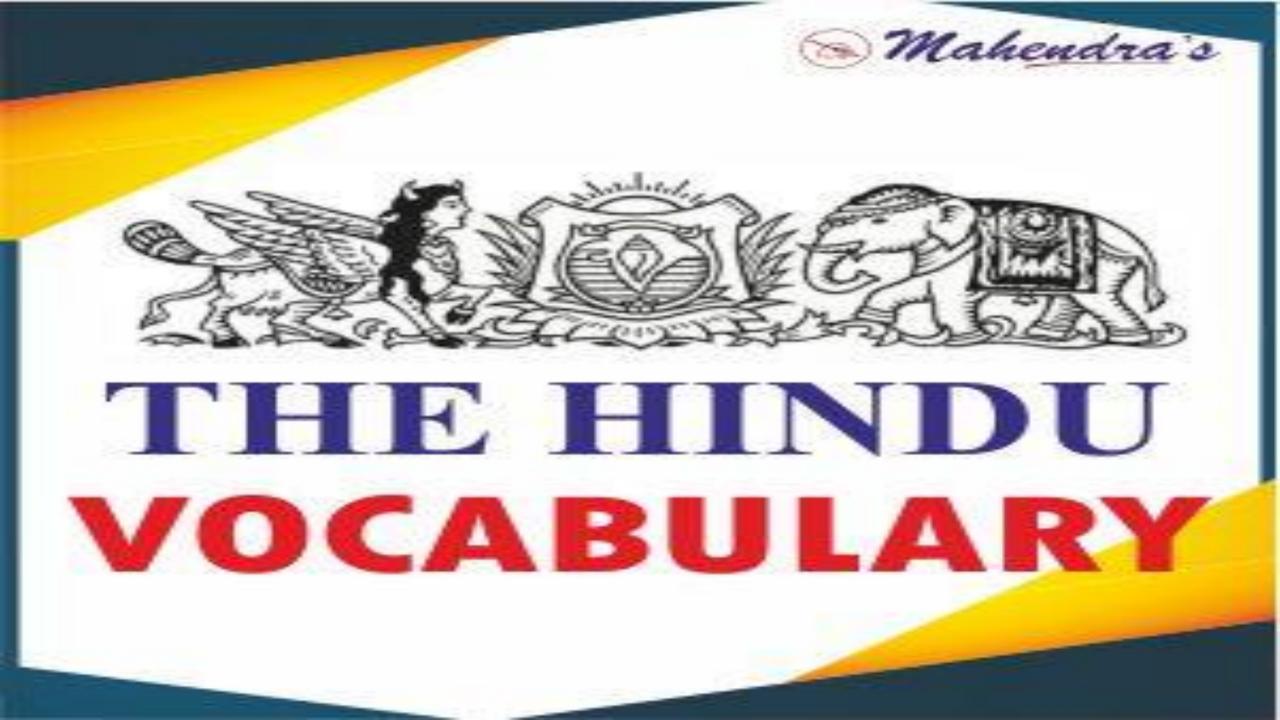
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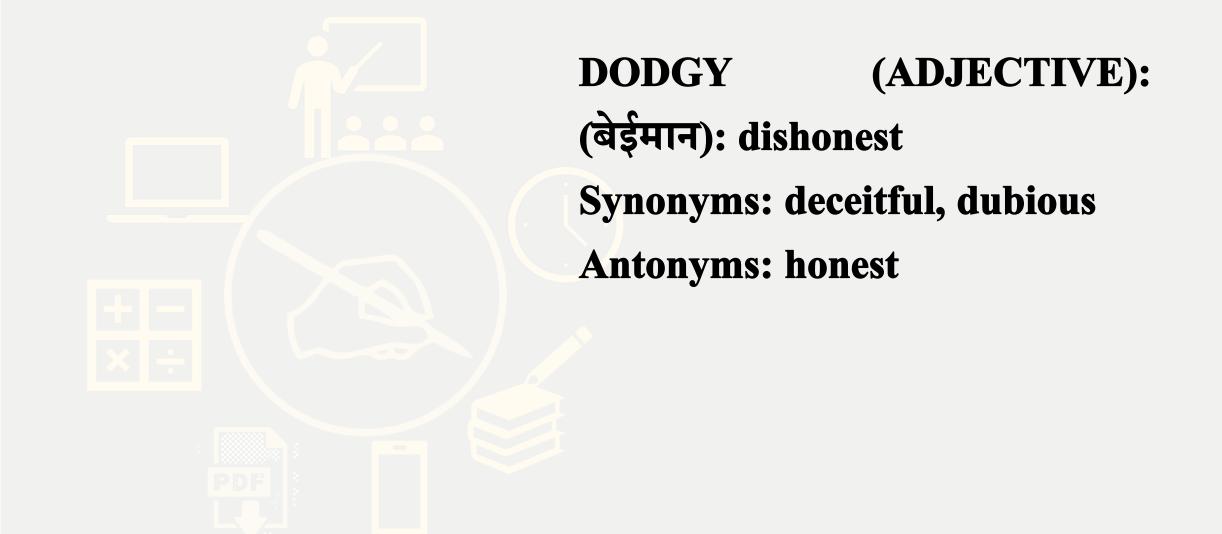
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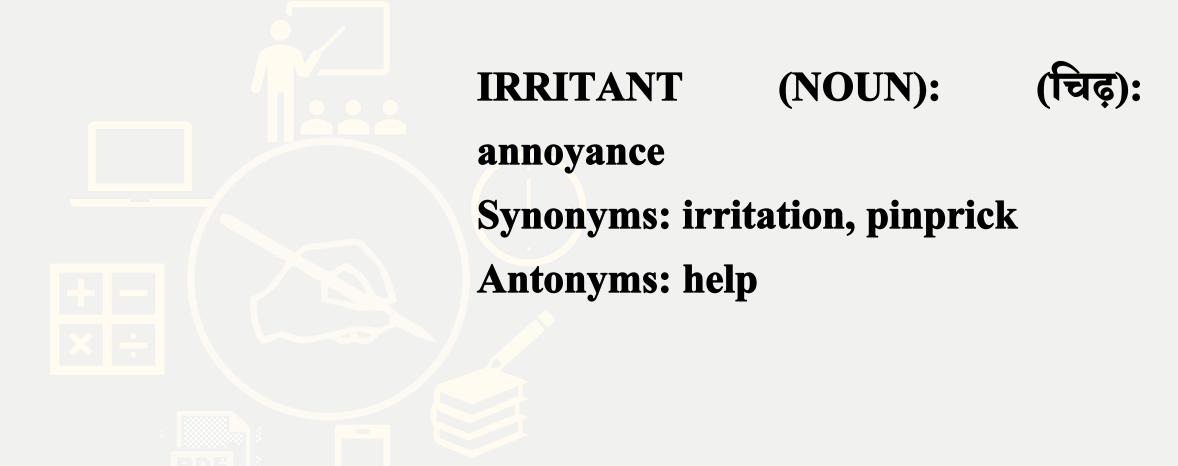
These technology companies bear a 15%-20% loss on every Colgate toothpaste they sell to the local store. They deliberately offer their product at a price lower than what it costs them, to lure local stores away from the traditional distributors. Further, they offer extensive credit terms and working capital to the local stores. In other words, these technology companies rely not just on their mobile phone app innovation but also steep price discounting and cheaper financing to win customers. Udaan has suffered total losses of more than ₹5,000 crore in just five years and JioMart reports even

crore in just five years and JioMart reports even greater losses. Indian companies are able to absorb such heavy losses because they have access to copious amounts of money.





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STREAMLINE (VERB): (कारगर बनाना): efficient Synonyms: smooth-running, organized **Antonyms: inefficient Example Sentence:** streamlined The its company operations

UNFETTER (VERB): (छुड़ा देना): untie Synonyms: unchain, unbind **Antonyms: bind Example Sentence:** The guards unfetter the prisoners.

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LET'S CHECK YOUR PROGRESS









+ - × ÷ My father strained every nerve to enable me to get settled in life.
 A. worked very hard
 B. spent a huge amount
 C. tried all tricks
 D. bribed several persons

2. He is always <u>picking holes</u> in every

project.

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- A. creating problems in
- **B. finding fault with**
- C. suggesting improvement in D. asking irrelevant questions on





3. The <u>die is cast</u> and now let us hope for the best.

A. project is over

B. decision is made

C. death is inevitable

D. cloth has been dyed





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4. Pt. Nehru was <u>born with a silver</u> <u>spoon in his mouth</u>.

A. born in a middle class familyB. born in a wealthy familyC. born in a royal family

D. born in a family of nationalists





5. The arrival of the mother-in-law in the family proved a rift in the lute. A. caused unnecessary worries 0:20 **B.** brought about disharmony **C.** caused a pleasant atmosphere disciplined **D. brought** about a atmosphere

6. The prince did not take after the king. A. run after **B.** follow C. precede **D. resemble**

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- 7. Don't lose patience, things will improve by and by
- A. soon
- **B.** finally
- C. gradually
- **D. unexpectedly**









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- 8. Find the correctly spelt words.
- A. Ommineous
- **B.** Omineous
- C. Ominous
- **D. Omenous**



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9. Find the correctly spelt

words.

- A. Treachrous
- **B.** Trecherous
- C. Trechearous
- **D.** Treacherous





10. Find the correctly spelt

words.

- A. Rigerous
- **B. Rigourous**
- C. Regerous
- **D. Rigorous**



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LEARNING VOCAB WITH IMAGES



Disclose A **Secret That** Was **Supposed To** Be Kept, Well, As A Secret

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Don't "Let the cet ant of the bar? orepar

A Humorous /Sarcastic Remark, Used To Indicate The Unlikeliness Of Some Event Or To Mock The Credulity Of Others.

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To Wish For Something Impossible

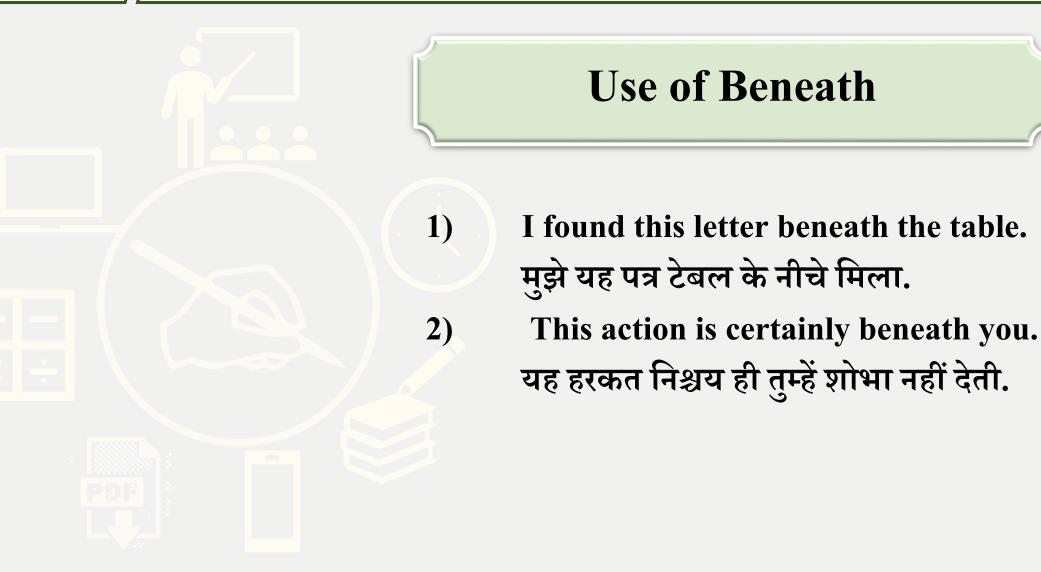
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- Find the correctly spelt words.
- A. Bouquete
- **B.** Bouquette
- C. Bouquet
- **D.** Boqquet

Home Work
Answer

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Find the Synonym of **RESTRAINT**

- A. Hindrance
- **B.** Repression
- C. Obstacle
- **D.** Restriction