V.
Answer: B.

Shows that IndiAir cannot compete effectively with low cost airlines. With average costs 13% higher than these low cost airlines, there is no way IndiAir can compete on price: low cost airlines can always lower prices to a point where IndiAir makes no profit, while they do.
This software misalignment would prohibit access to 80% of the market the CEO wants to focus on. Obviously, this doest not support focusing on the high end market.
More competition on the low end does not influence competition on the high end, this piece of information would support moving away from the (now even more) competitive lower end of the market.
This piece of info indicates that there are entry barriers to the high-end market: which means IndiAir would be safe from new competitors entering this market. Since IndiAir is already servicing this high-end market, we can assume it has developed these service levels already, which means it's safe from competition if it focused solely on the high-end market.

VI.
Answer: D.

Increasing scale in a purchase alliance would lower costs for IndiAir, which would make them *more* competitive.
Protective legislation barring international players from entry on a market helps national players (such as IndiAir) become *more* competitive.
Both national and international airlines would have to deal with these price increases, nothing indicates IndiAir will have a competitive advantage with higher oil prices.
Since a large percentage of our personnel is Indian, versus a relatively low percentage in international airlines, this development could hurt our competitiveness.

VII.
Answer: D.

You don't know what the price increase will do based on the information from this survey. Why? We only know the **average** ticket price, not the distribution of ticket prices. Which 35% of customers would be the most cost sensitive? Not the high margin business class travelers. But we don't know how many of them fly with IndiAir at which price.