

This numerical reasoning test comprises **30 questions**, and you will have **30 minutes** in which to correctly answer as many as you can. Calculators are permitted for this test, and it is recommended you have some rough paper to work on.

You will have to work quickly and accurately to perform well in this test. If you don't know the answer to a question, leave it and come back to it if you have time. Each question will have four possible answers, one of which is correct. You may click Back and Next during the test to review or skip questions.

You can submit your test at any time. If the time limit is up before you click submit the test will automatically be submitted with the answers you have selected. It is recommended to keep working until the time limit is up.

Try to find a time and place where you will not be interrupted during the test. When you are ready, begin the test.



Product code	Non-European stores selling product	Current month's sales (\$)	Price per product unit (\$)
DE45*	14	35,000	175
PU20*	9	20,000	200
AE25	6	13,000	130
PU10**	5	24,000	150
FD24**	7	9,000	180

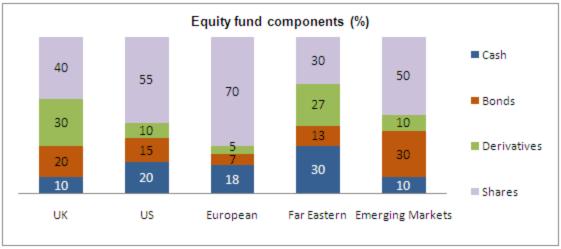
^{*} Promotional offer = 3 for the price of 2

^{**} Promotional offer = 4 for the price of 3

Product code	European stores selling product	Current month's sales (€)	Price per product unit (€)
DE45	26	21,000	150
PU20	19	30,000	160
AE25	11	24,500	200
PU10	9	18,700	110
FD24	13	14,700	90

- Which of the products shown had the lowest value of sales per non-European store and which had the highest value of sales per European store?
 - (A) PU10 (non-European); AE25 (European)
 - (B) FD24 (non-European); DE45 (European)
 - (C) FD24 (non-European); AE25 (European)
 - (D) AE25 (non-European); PU10 (European)
 - (E) AE25 (non-European); FD24 (European)
- What is the discrepancy (in \$) between the AE25 price per product unit in non-European stores compared to European stores. Use an exchange rate of €0.80 to the \$.
 - (A) \$30
 - (B) \$120
 - (C) \$130
 - (D) \$200
 - (E) \$230

- Q3 This month's combined target for non-European and European sales of AE25 is €40,000. Using an exchange rate of €0.75 to the \$, what is the difference between the sales values shown and this target?
 - (A) €575
 - (B) €750
 - (C) €5,100
 - (D) €5,750
 - (E) €7,500
- Q4 Combining European and non-European sales, which products generated the highest number of product units sold? Use the non-promotional sales prices shown.
 - (A) DE45
 - (B) PU20
 - (C) AE25
 - (D) PU10
 - (E) FD24
- Q5 Given that a customer uses the promotional offers shown, put the 5 products sold in non-European stores into order of increasing promotional price per unit (starting with the cheapest).
 - (A) AE25, PU10, DE45, FD24, PU20
 - (B) PU10, DE45, PU20, AE25, FD24
 - (C) PU10, DE45, AE25, PU20, FD24
 - (D) DE45, PU10, PU20, AE25, FD24
 - (E) PU10, DE45, PU20, FD24



Equity fund values	UK	US	European	Far Eastern	Emerging Markets
Total value (£million)	55.6	24.3	52.1	26.2	38.9
Number of investors	3,450	1,460	3,295	1,575	2,660

- On the previous day, the value of the shares held in the Emerging Markets Fund was 0.5% lower than the values given here. What was the previous day's value of shares in the Emerging Markets Fund?
 - (A) £18.35 million
 - (B) £18.40 million
 - (C) £18.50 million
 - (D) £19.35 million
 - (E) £19.40 million
- Which out of the Emerging Markets, UK and Far Eastern funds hold the lowest value of Cash and the lowest value of Bonds?
 - (A) UK (Cash); US (Bonds)
 - (B) Emerging Markets (Cash); Far Eastern (Bonds)
 - (C) European (Cash); European (Bonds)
 - (D) US (Cash); US (Bonds)
 - (E) US (Cash); European (Bonds)



- **Q8** Which equity fund has the highest average value per individual investor?
 - (A) UK Fund
 - (B) US Fund
 - (C) European Fund
 - (D) Far East Fund
 - (E) Emerging Markets Fund
- Which of the components of the UK and US equity funds have the highest and the lowest value?
 - (A) lowest is US Fund (Bonds); highest is UK Fund (Derivatives)
 - (B) lowest is US Fund (Shares); highest is UK Fund (Shares)
 - (C) lowest is UK Fund (Bonds); highest is US Fund (Shares)
 - (D) lowest is US Fund (Bonds); highest is UK Fund (Shares)
 - (E) lowest is US Fund (Derivatives); highest is UK Fund (Shares)
- Q10 Which equity fund holding(s) hold less than double the number of Shares compared to Bonds?
 - (A) UK
 - (B) US
 - (C) Emerging Markets
 - (D) UK, US
 - (E) UK, US, Emerging Markets

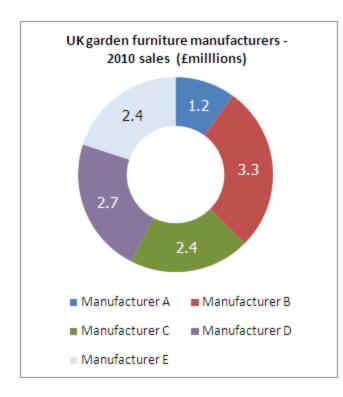


MAINTENANCE COSTS (£ per week)						
Manufacturing Plant	Insurance	Servicing	Rent	Utilities	Administration	Misc.
Midlands	196	1,050	300	95	650	525
Bordeaux	204	1,100	250	236	600	400
Berlin	212	950	275	164	450	400
Amsterdam	154	1,025	350	245	525	500
Glasgow	195	875	300	189	720	425

- Q11 Averaged across the Manufacturing Plants, put the average values for each of the maintenance costs in decreasing size order, starting with the highest.
 - (A) Servicing, Administration, Misc., Rent, Insurance, Utilities
 - (B) Servicing, Administration, Rent, Misc., Utilities, Insurance
 - (C) Servicing, Administration, Rent, Misc., Insurance, Utilities
 - (D) Servicing, Administration, Misc., Rent, Utilities, Insurance
 - (E) None of these
- Q12 For which manufacturing plant(s) are the Administration: Rent costs in the ratio 12:5?
 - (A) Bordeaux
 - (B) Berlin
 - (C) Midlands and Glasgow
 - (D) Berlin and Midlands
 - (E) Glasgow and Bordeaux
- Q13 For the Glasgow manufacturing plant, which maintenance cost(s) represent approximately 7% of the total costs?
 - (A) Rent and Utilities
 - (B) Rent
 - (C) Utilities
 - (D) Insurance
 - (E) Insurance and Utilities



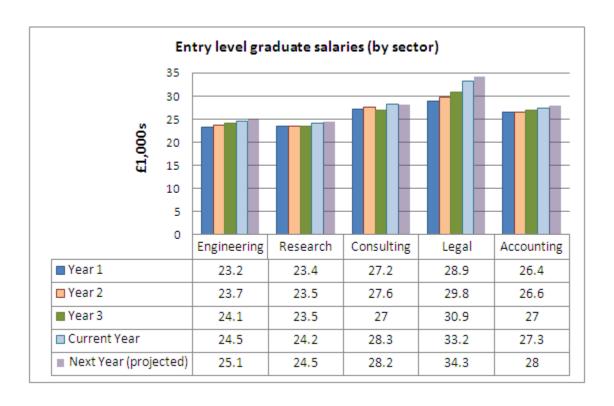
- Q14 What is the average annual cost for servicing each of the 5 manufacturing plants (assume 4 weeks in a month)?
 - (A) £3,300
 - (B) £12,400
 - (C) £16,500
 - (D) £39,600
 - (E) £48,000
- Q15 Which two manufacturing plants have the same total maintenance costs per week?
 - (A) Midlands and Glasgow
 - (B) Bordeaux and Glasgow
 - (C) Bordeaux and Amsterdam
 - (D) Midlands and Amsterdam
 - (E) None of these



	COMPANY C SALES (£)					
REGION	2009	2010				
Northern	312,500	278,500				
Central	396,700	470,400				
Southern	546,300	502,000				
Eastern	595,500	643,100				
Western	529,000	506,000				

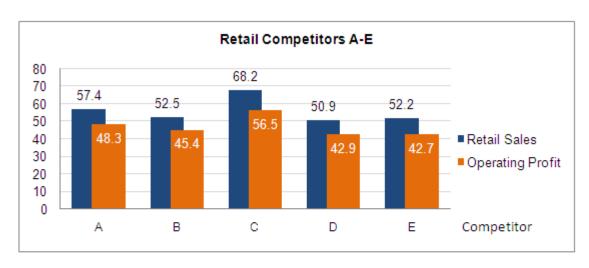
- Q16 Which garden furniture manufacturer has 22.5% of the UK market in terms of 2010 annual sales?
 - (A) Manufacturer A
 - (B) Manufacturer B
 - (C) Manufacturer C
 - (D) Manufacturer D
 - (E) Manufacturer E
- Q17 Manufacturers B and D each aim to increase their annual sales from 2010 to 2011 by a quarter. Manufacturers A, C and E each aim to grow their annual sales by a fifth. Assuming all companies meet these targets, what will be 2011's total furniture manufacturer sales (to the nearest £million)?
 - (A) £13 million
 - (B) £14 million
 - (C) £15 million
 - (D) £16 million
 - (E) £17 million

- Q18 Which region showed the second largest difference in Company C sales between 2009 and 2010?
 - (A) Northern
 - (B) Central
 - (C) Southern
 - (D) Eastern
 - (E) Western
- Q19 What is the percentage increase in Company C's total sales for 2010 compared its 2009 total sales?
 - (A) 0.83%
 - (B) 0.84%
 - (C) 0.85%
 - (D) 0.86%
 - (E) 0.87%
- Q20 If Company C's sales in 2009 were in the ratio of 8:7 for online: offline sales, what were the offline sales (to the nearest £1,000)?
 - (A) £110,000
 - (B) £1,000,000
 - (C) £1,100,000
 - (D) £1,110,000
 - (E) £1,111,000



- Assume that the percentage change trends between the Current Year and Next Year continue at the same rate for a subsequent year. What's the subsequent year's average entry level graduate salary across the 5 sectors (to the nearest £500)?
 - (A) £28,000
 - (B) £28,500
 - (C) £29,000
 - (D) £29,500
 - (E) Can't tell from data
- Q22 In Year 3 a company paid the average entry graduate starting salaries when recruiting 15 graduates for a consultancy role and 6 graduates for a research role. What was the average salary per recruited graduate?
 - (A) £26,000
 - (B) £26,114
 - (C) £26,429
 - (D) £26,500
 - (E) £27,000

- Which sector has seen the smallest percentage increase in graduate entry level salary between Year 2 and the Current Year?
 - (A) Engineering
 - (B) Research
 - (C) Consulting
 - (D) Legal
 - (E) Accounting
- Q24 The current year's entry level graduate salaries for working in logistics and retail are £25,000 and £24,000 respectively. If these sectors experience the same percentage change as the legal sector over the same period, what's next year's predicted entry level graduate salary in the logistics and retail sectors (to the nearest £100)?
 - (A) £24,800 (logistics); £25,800 (retail)
 - (B) £25,100 (logistics); £25,300 (retail)
 - (C) £25,500 (logistics); £25,000 (retail)
 - (D) £25,800 (logistics); £24,800 (retail)
 - (E) Can't tell from data
- Q25 Which of the 5 sectors had the lowest difference in entry level graduate salary between Year 3 and the Current Year?
 - (A) Engineering
 - (B) Research
 - (C) Consulting
 - (D) Legal
 - (E) Accounting



Competitor					
	A	В	C	D	E
Staff (1,000s)	325	180	295	204	154
Monthly customers (millions)	4.2	2.2	4.5	3.1	2.4
Number of countries of operation	38	30	22	28	32

- Q26 Which competitor(s) has less than 100,000 customers per day (assume 30 days per month)?
 - (A) All competitors
 - (B) Competitor B
 - (C) Competitor E
 - (D) Competitors B and E
 - (E) Competitors B, D and E
- Q27 Which Competitor has the lowest average number of staff per country of operation?
 - (A) Competitor A
 - (B) Competitor B
 - (C) Competitor C
 - (D) Competitor D
 - (E) Competitor E

- Q28 If Competitors B to E make up 85% of the business sector in which they operate (based upon operating profits), approximately what are the total operating profits of the other companies in the same business sector?
 - (A) £3 million
 - (B) £28 million
 - (C) £33 million
 - (D) £35 million
 - (E) £221 million
- Q29 Competitor B has an additional business that generates an additional 8% to the Retail Sales shown. Competitors A and C have additional businesses that generate 7% and 4% additional revenue respectively. What's the total of these additional sales streams for Competitors A, B and C combined (to the nearest £million)?
 - (A) £9 million
 - (B) £10 million
 - (C) £11 million
 - (D) £12 million
 - (E) £13 million
- **Q30** Which two Competitors average the same approximate number of customers per country of operation?
 - (A) Competitor A and Competitor D
 - (B) Competitor B and Competitor D
 - (C) Competitor A and Competitor C
 - (D) Competitor B and Competitor E
 - (E) No two competitors