



NUMERICAL TEST

A 730\$	B 600€
-------------------	------------------

Note: 1€ = 1,18\$

Q1. Which value is greater: A or B?

1. Quantity A is greater than Quantity B
2. Quantity B is greater than Quantity A
3. Quantities A and B are equal
4. Insufficient information is given to make the comparison

A 3 orders of 25 units at 8€ per unit	B 2 orders of 45 units at 6€ per unit
---	---

Q2. Which value is greater: A or B?

1. Quantity A is greater than Quantity B
2. Quantity B is greater than Quantity A
3. Quantities A and B are equal
4. Insufficient information is given to make the comparison

A 6 laps on a 400m race track	B 10 laps on a 750ft race track
---	---

Note: 1m = 3,28ft

Q3. Which value is greater: A or B?

1. Quantity A is greater than Quantity B
2. Quantity B is greater than Quantity A
3. Quantities A and B are equal
4. Insufficient information is given to make the comparison



A	B
Object X is doubling in height every 3 days for 3 weeks	Object X is tripling in height every 3 days for 2 weeks

Note: Object X has initial height of 10cm. Height increases only on the 3rd day.

Q4. Which value is greater: A or B?

1. Quantity A is greater than Quantity B
2. Quantity B is greater than Quantity A
3. Quantities A and B are equal
4. Insufficient information is given to make the comparison

A	B
George received 36 emails in 5 working days	Mary received 76 emails in 2 working weeks

Q5. Per work day, on average, which value is greater : A or B?

1. Quantity A is greater than Quantity B
2. Quantity B is greater than Quantity A
3. Quantities A and B are equal
4. Insufficient information is given to make the comparison

A	B
The company's revenue increased by 573.000€.	The company generated a profit of 1.300.000€.

Note: The company's revenue increased by 34%.

Q6. What was the company's revenue prior to the increase?

1. Statement A ALONE is sufficient, but statement B is not sufficient to answer the question
2. Statement B ALONE is sufficient, but statement A alone is not sufficient to answer the question
3. BOTH statements A and B TOGETHER are sufficient to answer the question, but NEITHER statement ALONE is sufficient
4. Statements A and B together are NOT sufficient to answer the question asked



A City X is 350km from city Y.	B The maximum speed limit for a train is 150km/h.
--	---

Q7. A train is travelling from X to Y. How long does the train take to reach Y?

1. Statement A ALONE is sufficient, but statement B is not sufficient to answer the question
2. Statement B ALONE is sufficient, but statement A alone is not sufficient to answer the question
3. BOTH statements A and B TOGETHER are sufficient to answer the question, but NEITHER statement ALONE is sufficient
4. Statements A and B together are NOT sufficient to answer the question asked

A George is 7 years older than Bill.	B George is 45, and Mary is half Bill's age.
--	--

Note: George is older than Bill, who is older than Mary.

Q8. What is the total combined value of cargo transported across all four trips?

1. Statement A ALONE is sufficient, but statement B is not sufficient to answer the question
2. Statement B ALONE is sufficient, but statement A alone is not sufficient to answer the question
3. BOTH statements A and B TOGETHER are sufficient to answer the question, but NEITHER statement ALONE is sufficient
4. Each statement alone is sufficient to answer the question asked



VERBAL TEST

A common difficulty faced by business managers is when the behaviour of a team-member conflicts with established desirable practice. How does a good leader handle such an issue? One effective angle is to lead by example: instead of waiting for a problem to develop, take a proactive approach in heading it off with reference to clearly laid out guidelines. If a problematic situation does develop, controlling it can be made simpler by invoking existing values from a mission statement which has been set out in advance. A good team will always put the needs of the organisation first.

Taking such an approach gives the team a sense of personal involvement which encourages them to feel part of the organisation's mission, internalising the needs of the group rather than feeling a sense of externally imposed obligation. It provides team members with a greater sense of personal control, the sense that they have contributed individually, and by choice, to the well-being of their organisation.

To achieve this, a manager must have a good understanding of the way individual people communicate – a flexible approach is essential, using real-life practical examples relevant to each team-member's particular experience.

Q9 Leading by example is an effective approach in dealing with problematic behaviour from employees.

A. True

B. False

C. Cannot say

Q10 A manager who understands how people communicate is able to take a flexible approach in dealing with problems.

A. True

B. False

C. Cannot say

Q11 In a good team, the needs of the organisation are secondary to the needs of the individual.

A. True

B. False

C. Cannot say



The secret to success in business is entrepreneurial spirit at all levels of the company. Employees who are identified as entrepreneurs in their own right are more motivated – their own financial success becomes integrated with the company's. Those who are oriented towards personal entrepreneurship will work long hours to develop their own tried-and-tested business practices and strategies, contributing as willing partners to the achievements of the company as a whole.

Orientation and value-formation training can induce this kind of thinking in new staff recruits, inculcating the notion of how quickly it is possible to achieve financial security through hard work and innovative business approaches, combined with the impression that to miss out on opportunities for such rapid economic and social advancement would be at best unwise and at worst catastrophic.

Q12 Employees instilled with the idea of personal entrepreneurship will be less willing to contribute to the success of the company as a whole.

- A. True B. False C. Cannot say

Q13 New staff members can be indoctrinated with the virtues of entrepreneurship.

- A. True B. False C. Cannot say

Q14 Employees encouraged to think of themselves as entrepreneurs work fewer hours than other staff members.

- A. True B. False C. Cannot say



ANSWERS

Q1. The correct answer is 1

Convert B into \$ and compare.

$$600 \times 1,18 = 708 < 730$$

Q2. The correct answer is 1

Calculate the value of each order and compare.

A. $3 \times 25 \times 8 = 600$

B. $2 \times 45 \times 6 = 540$

Q3. The correct answer is 1

Calculate the distance travelled and convert to ft.

A. $6 \times 400 \times 3.28 = 7,872\text{ft}$

B. $10 \times 750 = 7,500\text{ft}$

Q4. The correct answer is 1

Calculate the height after doubling every 3 days for 3 weeks.

$$10\text{cm} \times 2 \times 2 \times 2 \times 2 \times 2 \times 2 \times 2 = 1280\text{cm}$$

Calculate the height after tripling every 3 days for 2 weeks. Remember that the increase occurs on the 3rd day, so the height triples only 4 times in 2 weeks.

$$10\text{cm} \times 3 \times 3 \times 3 \times 3 = 810\text{cm}$$

Q5. The correct answer is 2

Calculate the average number of emails received and compare.

A. $36 / 5 = 7.2$

B. $76 / 10 = 7.6$

Q6. The correct answer is 1

Calculate the original revenue by dividing the revenue increase by 34%

$$573,000\text{€} / 0.34 = 1,685,294.12\text{€}$$

Because B is given in profit (and not revenue) we cannot calculate the original revenue.

Q7. The correct answer is 4

The distance between two cities does not help us without knowing how fast the train is traveling. The maximum speed limit does not tell us how fast the train is traveling.

Thus, the correct answer is 4. Statements A and B together are NOT sufficient to answer the question asked.



Q8. The correct answer is 3

George, 45, is 7 years older than Bill, which makes Bill 38 years old.
Mary is half Bill's age which makes Mary 19 years old.

Thus, the correct answer is 3. BOTH statements A and B TOGETHER are sufficient to answer the question, but NEITHER statement ALONE is sufficient.

Q9. The correct answer is A

Answer: True

Explanation: this statement is correct, as the passage says: "when the behaviour of a team member conflicts with established desirable practice... one effective angle is to lead by example..."

Q10. The correct answer is C

Answer: Cannot say

Explanation: While the passage encourages both effective communication and a flexible approach ("a manager must have a good understanding of the way individual people communicate", "a flexible approach is essential") it does not explicitly state that individual communication leads to a flexible approach.

Q11. The correct answer is B

Answer: False

Explanation: While the passage generally stresses the importance of understanding individual styles ("a manager must have a good understanding of the way individual people communicate", "... relevant to each team-member's particular experience.") it states explicitly that "A good team will always put the needs of the organisation first."

Q12. The correct answer is B

Answer: False

Explanation: the passage states in fact that such employees will contribute "as willing partners to the achievements of the company."

Q13. The correct answer is A

Answer: True

Explanation: the passage states that "this kind of thinking" - which refers directly to the personal entrepreneurship approach discussed in the first paragraph - can be induced through "Orientation and value-formation training".

Q13. The correct answer is A

Answer: Cannot say

Explanation: while the passage states, "Those who are oriented towards personal entrepreneurship will work long hours", therefore implying that the answer to this question should be 'false', there is no explicit comparison with other staff in either direction, so no definite answer can be given.