## LeadSquared-QA

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1. You need to write as many test cases as possible for a simple software program which computes the eligible discount for a customer. Try to describe all possible scenarios in a tabular format. Do not worry about 'login' kind of test cases, and just focus on how you will validate discount calculation. These are the rules.

If the customer is new, and they are willing to sign up for a new loyalty card, they get a 15% discount on all their purchases on the day. Second if they are an existing customer and hold a loyalty card, they get a 10% discount. Third, if they have a discount coupon, they will get 20% off which cannot be used with the new customer discount but can be used with loyalty card discount. Discount amounts are added, if applicable.

The different types of customers are:-

- A new customer with a discount coupon
- A new customer without a discount coupon
- An existing customer with a loyalty card and discount coupon
- An existing customer with a loyalty card and no discount coupon
- An existing customer with a discount coupon and without a loyalty card
- An existing customer with neither a discount coupon nor a loyalty card

Types of Customers/Discount	0%	10%	15%	20%	Total
New customer with discount coupon				✓	20%
New customer without discount coupon			✓		15%
Existing customer with a loyalty card and discount coupon		✓		<b>√</b>	30%
Existing customer with a loyalty card and no discount coupon		<b>√</b>			10%

Existing customer with a discount coupon and without a loyalty card			<b>√</b>	20%
Existing customer with neither a discount coupon nor a loyalty card	<b>√</b>			0%

# 2. The following appeared as part of an article in the business section of a local newspaper:

"Ronnie's Auto Repair Shop commenced business four months ago at the location formerly occupied by the Jenny's Beauty Parlour. Ronnie's Auto must be doing well at this location, because it intends to open a big shop in an adjacent town. Jenny's, on the other hand, has seen a lower volume of business in its first year at its new location compared to the prior year at its former location. Jenny's definitely erred in shifting to its new location; its former location is a better site."

Discuss how well reasoned you find this argument. In your discussion be sure to analyse the line of reasoning and the use of evidence in the argument. For example, you may need to consider what questionable assumptions underlie the thinking and what alternative explanations or counterexamples might weaken the conclusion. You can also discuss what sort of evidence would strengthen or refute the argument, what changes in the argument would make it more logically sound, and what, if anything, would help you better evaluate its conclusion.

The argument puts forward two presumptions; first, that a decision to expand the business at a nearby locality is an evidence of the current operation's success and second, the location of the business plays a huge role in the volume of customers. These conclusions are based on the premise that relocation of business sites for the two illustrated case examples have influenced their market share.

Although there are some merits in the line of thinking orchestrated, it fails to capture a good number of other important factors in the success quotient and there are plentiful assumptions that may not necessarily apply to the argument.

Firstly, it presupposes that Ronnie's Auto must be doing well at the new location as it intends to open a big shop in an adjacent town. While it is common to see successful businesses expanding operations, this need not be applicable for all cases. In this instance for example, Ronnie's may be suffering from a lower scale of operation and the decision to expand could have been triggered to reach an optimal scale to usher in profitability. Also, the fact that Ronnie is expanding bigger in another town instead of augmenting their current location's

capacity leads to doubts in the conclusion that the current location has paid off for the business.

Secondly, the conclusion that Jenny's has erred in their choice of location due to lower business volumes in the first year is not sound since there are a myriad factors that could affect business volumes, with location being just one of them. A sound analysis should evaluate if there had been changes in the strategic factors such as the day to day management of the parlor, people factors that include employee motivation, morale and availability of trained beauty technicians, operational factors such as keeping pace with advanced techniques and machinery and marketing factors such as advertisements, banners etc. Moreover, drawing a conclusion based on only the first year of operation does not auger well for a customer centered business that grows more by trust and word of mouth propagation over a period of time.

Furthermore, many businesses move to a new location to cater to larger, or even more profitable customer base. This could have short term impacts, but could rope in far reaching benefits such as sustainability and stability. Surrounding ecosystem that could guarantee availability of skilled staff, transport facilities, logistic provisions, utilities and ancillary service providers that would impact a business, more so a SME in a big way. So a location has to be analyzed with a broader gamut of factors that include potential to reduce overheads, availability of community and social infrastructure, population demographics and its economic base, evolving market trends and potential for sustained business growth in the chosen area. The argument portrayed here lacks such a holistic analysis and could pave the way for hasty conclusions and erroneous decisions.

In conclusion, with a lack of comprehensive analysis that encompasses all related factors, the efficacy of the argument is impaired. It could be considerably strengthened if the author includes all contributing factors, without which the argument remains unsubstantiated and open to debate.

# 3. How will you test a wireless mouse? What are the different things you will test and check before you can say that it is a good quality wireless mouse?

#### To test a wireless mouse:-

- It should have the option to switch the mouse ON or OFF.
- It must be compatible with different Operating Systems.
- Verify that a scroller is present at the top of the mouse.
- Ensure that the left-click and right-click buttons are both efficient and takes up less amount of time to execute.
- Check the time duration between two clicks to consider it as a double click and ensure that the double click performs the function associated with that object.
- Confirm that the drag and drop functionality works effortlessly.

- Check the battery configuration of the mouse. If it's charged by rechargeable batteries or a USB cable, it must be able to withstand charge for a minimum of a month after 2 hours of charging.
- The wireless mouse must work well on all appropriate surfaces.
- It should remain operational till a range of at least 7m.
- The dimensions of the mouse must be in line with the hand to ensure grip and comfort.

## Tips to ensure that a wireless mouse is of good quality:-

- It should pair with at least 2 devices or more and provide the users the ability to switch between them.
- Must have a good grip for different hand sizes, an ambidextrous design and a low back profile for additional comfort.
- Must have a diverse customizable button selection that would aid the user to perform varied functionalities.
- It must have an automatic scroll unlock, a decent click latency and CPI range.
- A long battery life would be an important parameter used to gauge the quality of the mouse.
- The wireless mouse must have minimal response time of no more than 4ms.
- It must pass the stress test with high efficacy.