

找规律

- QPS : TSV -> IHK : LKN
- 46 : 64 -> 82 : 28
- EAGLE : FZHKF -> THANKS : UGBMLR
- FASTER : HCUVGT -> SLOWER --> UNQYGT
- 985 : 874 -> 763 : 652
- 865 : 532 -> 976 : 643
- ADBC : EHFG -> ILJK : MPNO
- JOHN : LSNV -> MARK : OEXS
- COMPUTER : PMOCRETU -> TELEVISION : VELETNOISI
- A17R : D12P -> G7N : J2L
- COMPUTER : GKQLYPIN -> SENATE : WARWXA
- KPQR : LRTV -> DGHY : EIKC
- ACFJ : CEHL -> PRUY : RTWA
- VALIANT : UBJZOS -> TRANSCEND : SSZORDDOC
- 27 : 24 -> 64 : 60
- MQD : KRK -> SWM : TXQ / QXT / NCF
- AD5 : ED9
- BGL : DIN : MRW : HLR
- PRS TVX FIK LME
- JLP LNT TVZ DFJ
- ABIJ DEHI MNQR STWX
- ADP QTS HKR STE
- RHCAI OEST HNDA ADEH
- ADF MPR ILN EHJ
- STV XYA KKT BDE
- 956 794 884 678
- 1,4,16 17,20,24 8,11,18 19,20,5
- AE5 DF6 HN14 KP2
- HIK DGJ LPT SUW
- LKJI XYWV WVUT KJIH
- 2,3,7,8,13,14, 20
- 0 1 1 2 4 8 16
- 3,6,18,108, 1944
- 1,1,4,2,13,3,40,4 121
- 3 7 13 21 31
- 5 11 19 29 41
- 0 2 6 12 20 30
- 5 9 16 29 54

- 4 12 6 18 12 36 30 90
- 1 5 7 8
- D, H, L, P
- 10 14 23 39 64 100
- 10 74 202 394 650
- 2 8 5 6 8 (4) 11
- 16 30 46 62 82
- 1:4:27:256: 3125
- 2, 5, 26, 677
- ASSERTIVENESS-> SENSITIVE: MULTINATIONAL -> ? ANO LUM ITA L NIT
- DELHI: CDAGH -> MUMBAI : BJBZH

应用题

- If northwest becomes east, northeast becomes south, and so on, what does southeast become? (West)
- Lily can't find her home, she is 25 yards southwest of her home, then she walked 20 yards toward north, where is her home from her now? (Southeast)
- 一个面朝北的朋友，先左走 15m，然后一个 about-turn 走了 30，这货在哪？(east)
- 小明往东南走 4 miles，往西走 8 miles，再往西北走 4 miles。现在小明离出发点是什么方位？(west)
- 小明面朝南，往左走 20miles，再往右走 10miles，再往左走 30miles。现在小明离出发点是什么方位？(Southeast)
- 南 5 西 4 南 7 东 4 北 5，问方向、离原点距离 (South 7)
- 一个楼有 3 层，每个 level 坐一些人，第二层能坐最多，一共坐 66 个人。给了两个条件求第二层坐了多少人。(23)
 - 1，其中有一层坐了 21 人。
 - 2，第二层比其中一层多座了 2 人
- 推断一个人的年龄 (1) 知道所有人的平均年龄 (2) 所有人年龄都一样，问 (1) 和 (2) 怎么来推断这个人的年龄

印度公司问题

有个是问印度公司在 radio 上做广告，记忆没错的话，选 B。大意是，radio 覆盖面广，公司向推广自己的，应该去上面做广告。It has been proven by research that in India, a company which purchases saturation radio advertising will get maximum brand recognition.

1. A high degree of brand recognition will help a company win a higher share of the market.
2. Radio has wide listenership and companies intending to increase their awareness, should advertise it.
3. For maximum brand recognition, a company need not spend on media channels other than radio publicizing.
4. Brand recognition in India is more heavily dependent on where the brand advertises than the quality of its offering.

环保公司问题

选择是否将候选公司放到一个环保 list 上, 条件

1. hava ECC (一种认证)
2. 生成了至少三种 solar 产品
3. none of their products are from synthetic
4. headquarter in Texas
5. product 都由 A -certificate
6. donot have legal dispute or pending against them

如果不满足 2,但是有一种产品正在试验中: 推荐给 COO

如果不满足 5: 推荐给 Director of the company

录用 PM

一个公司要招 PM, 合理的 candidate 需满足以下条件:

1. 本科是学 CS 的
2. 有 MBA 学位
3. 本科 GPA 3.0+
4. 如果没有 MBA 学位, 但是工作 5 年以上, 需上报 HR
5. 本科不是学 CS, 但是在 CS 相关工作 3 年以上, 上报 HR

那么, 请问: 闰土本科学热水锅炉维修的, GPA 4.0, 没有念过 MBA, 在 Google 修了 5 年的锅炉, 当

了 3 年的程序员, 则应该: D

- A. 录用
- B. 不录用
- C. 条件不充分
- D. 上报 HR

另一个条件：

1. 候选人必须有硕士学位，且 GPA 为 A
2. 必须有两年以上工作经验，
3. 若 1 不满足报告 director

小明从事某工作三年，有 CS 和 MBA，本科 GPA 为 A-则：报告主管。

又一个条件条件是：

1. Master in commerce and at least B / have CPA
 2. 年龄大于 20，小于 25
 3. 流利的英语和西班牙语.
 4. 愿意付 125 刀押金
 5. 愿意承诺为公司工作 5 年
- 如果 1 不满足-> refer to M director
 - 如果 4 不满足 -> refer to chair man .

快递收费

快递费要不要收的问题。条件是

1. 地区 code 大于 10 一类，小于 10 另一类
 2. 商品价格超过 500
 3. 不是 deal 的时候买得
 4. 之前没有 bulk 超过 5%的折扣. 1point3acres.com/bbs
 5. 客户有优良购买记录 3 年
- 如果不满足 2，那么要是他满足地区 code 小于 10，收 10 刀，大于 10，收 8 刀。

- 如果不满足 3, 那么 region code 小于 10, 收 5 刀, 大于 10, 收 12 刀

来了一个老头, 买了 150 刀的东西, 不是 deal 的时候买的, 也没有之前折扣。问他可不可以不付运费。

若不满足两条, 则必须付全款。

选: 附全款 30 刀

四人位置

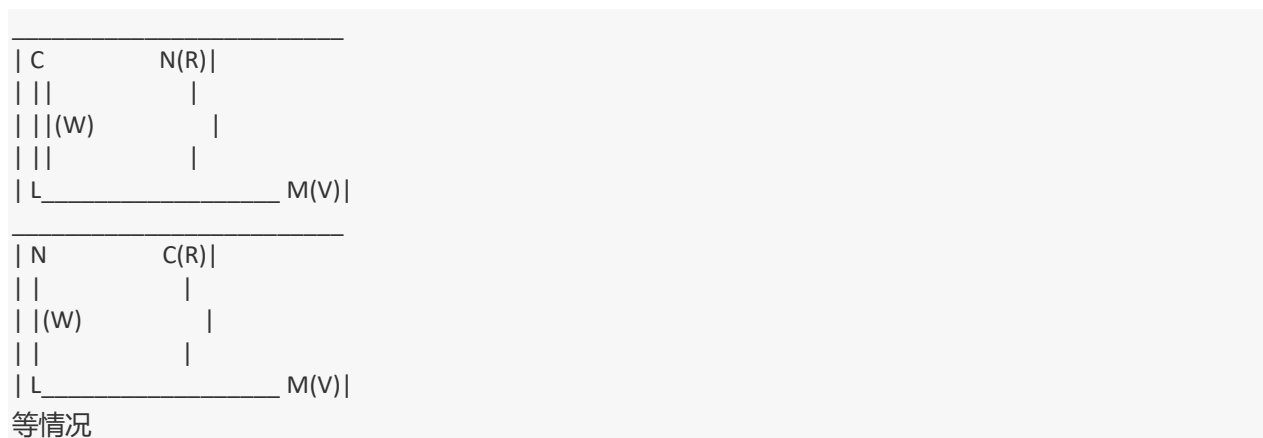
There are four coordinators named Lily, Cathy, Mary and Nina. Each coordinator is at a different corner of the rectangle meeting hall. A coffee vending machine is situated at one of the corners and a restroom at another corner of the meeting hall. Lily and Cathy are at either sides of the white board, which is situated at the center of the side which is opposite to the side at whose corners the coffee vending machine and the restroom are located. Coordinator Mary is not at the corner where the restroom is located.

Which of the following cannot be true?

1. Lily is not on the side of the hall where the white board is placed
2. Nina is adjacent to the restroom at one corner
3. Cathy is at the corner, adjacent to the coffee vending machine.
4. Mary is adjacent to the coffee vending machine, at one corner of the hall
5. Lily is at the corner, adjacent to the coffee machine

选 1? Lily 和 cathy 推出 3,5 Mary 这个推出 2,4 (注意 23 和 45 的区别)

重点是这句“on either sides of the white board”, 俩人分别在 whiteboard 的一侧, 而不是要在 hall 的 white board side, 我觉得可能性有很多(V 是 vending machine):



总之就是 lc 可以互换, 其他两人不可。

只要 M 不在 Vending machine 那边, L 和 C 分别在 white board 两侧应该就可以...

还有问题里这个选项：Mary is adjacent to the coffee vending machine, at one corner of the hall, Mary 到底是在和 vending machine 相邻的 corner 还是就在 vending machine 呢？私以为是在 vending machine 的相邻的两个 corner，但是这样看不出哪个选项有问题...

第一个选项 1. Lily is not on the side of the hall where the white board is placed 是说 L 不在 WHITE BOARD 放置的那一侧，错。

第二个选项 2. Nina is adjacent to the restroom at one corner 是说 N 与 RESTROOM 相邻，在某一 CORNER，对。

第三个选项 3. Cathy is at the corner, adjacent to the coffee vending machine 是说 C 在某一个 CORNER，那个 CORNER 与 COFFEE VENDING MACHINE 相邻，所以不是 COFFEE VENDING MACHINE 的那个 CORNER，对。

第四个选项 4. Mary is adjacent to the coffee vending machine, at one corner of the hall 是说 M 与 COFFEE MACHINE 相邻，在某一个 CORNER，对。 . 1point3acres.com/bbs

第五个选项 5. Lily is at the corner, adjacent to the coffee machine 是说 L 在某一个 CORNER，那个 CORNER 与 COFFEE MACHINE 相邻，对。

八产品

题干是：共有 8 个产品 mixer, iron, blender, water pump, geyser, juicer, heater, grinder. 4 个人: Alan, Betty, Cathy, Diana。每个人生产不同的两种产品。

Alan 和 Betty 分别生产 mixer 和 iron，但是不知道具体谁生产，并且 mixer 不能和 blender 同一个人生产，Cathy 生产 water pump，Diana 生产 geyser

- 问题 1：如果 mixer 和 juicer 同一个组生成，那么共有几种可能的排列组合
- 问题 2：如果生产 alan 生产 mixer 和 heater，那么 Betty 生产什么

A manufacture company has 8 products and 4 divisions. Four divisions are lead by Alan, Betty, Cathy, Diana. The 8 products are: mixer, iron, water pump, geyser, juicer, blender, grinder, and heater. Each division produces 2 products, no 2 divisions produces the same product. Diana's division produced Geyser, Cathy's division produces water pump. Mixer and iron are reproduced by division lead by Alan and Betty respectively. The division that produces mixer doesn't produce blender.

Four questions:

1. if the division that produces mixer doesn't produce juicer, which of the following statement is true?
4. if the division that produces mixer also produces juicer, how many ways are there for product pairs? ($3! = 6$)

For factory problems, take care of the global assumptions and local assumptions.

出差

说有 M1, M2, M3, M4, M5 和 W1, W2, W3。出差必须派至少三男一女。M1 和 M3 不能共存, M4 和 W2 不能共存。

- 第一问问如果派了 M2 和 M3 和 W2, 还可以派谁
- 第二问问如果 M1 M2 去了, 还可以派谁。
- 第三问如果去了四个男生, 那么谁不能选。

圆桌问题

一圆桌坐八人 ABCDEFGH. F 在 C 右边两位, AE 坐 G 两边, BH 面对面:

- 问 D 对面是谁? G
- 以下哪两人坐对面? D & G
- 谁坐 D 旁边? C
- AB 不坐隔壁, F 对面坐 A, 反时针方向可能的坐法? AH C D F B E G 之类的

圆桌问题。八角桌, B 和 H 正对着, F 在 C 的右边两个位置, A 和 E 在 G 的两侧, C 朝北。

6 人团团坐问题, 有六个人 GASMNR, 注意理解 G, A, S 两两不能对坐, 所以总体来说分两种情况, GAS 三人间隔而坐, 或者 GAS 全都挨着坐。所有团团做的问题都围绕此基础展开。有一题说 R 在 A S 中间, 问你 R 对面是谁。还有就是 G 左右是 A R, 问 A 对面是谁。

技巧总结

有关字母跟数字的:

1. 类比类:3 组英文字母,给你推空着的那组应该是什么。4 选 1,不难但是花时间,要注意时间不要用太多了。提前在纸上把 26 个字母跟对应的数字写上,可以节省很多时间。
2. 排异类:给你 4 组英文字母,叫你找出 pattern 不同的那组,基本就是同上。
3. 数列类:一串数列,叫你推最后一个。地里面经看过应该就知道大概要怎么去想了。
4. 转译类:xxxxx 转成 ooooo,问你 aaaaa 会转成什么这种,多半是奇偶位交错 $+x -x$ 。

逻辑

1. If northwest becomes east, northeast becomes south, and so on, what does southeast become? (west)
2. Consider the direction codes given below:
 $M>$ means 'M moves 3 yards to the north'
 $M<$ means 'M moves 10 yards to the east'
 $M+$ means 'M moves 7 yards to the west'
 $M-$ means 'M moves 15 yards to the south'
 What is the new position of 'Z' with respect to its initial position if its movement is $(Z+Z>Z<Z-)$?
 1. 3 yards east and 12 yards north
 2. 3 yards east and 12 yards south
 3. 3 yards west and 12 yards south
 4. 3 yards west and 12 yards north
3. 向东 4mi, 向北 8mi, 向西 2mi, 求最后方位 northeast
4. A man jogs 4 miles towards east, then 8 miles towards north and from there he goes 2 miles towards west. In which direction is he, from his starting point.
 1. East
 2. North-east

3. North-west
4. West
5. Jenny has lost her way home. She was standing 25 yards away from house in the SW direction. Walk 20 yards north and reaches point 'A'. how far and in which direction would she have to walk to reach her house.

1. 20 yards, east
2. 15 yards, east
3. 15 yards, west
4. 20 yards, west

6. Elijah travelled a distance of 80 miles towards north. Then he turned right and travelled 65 miles. He turned northwards and travelled 45 miles. He travelled further, by turning 45 clockwise. Towards which direction is he driving now?

1. North
2. West
3. South west
4. North east

7. 还有一个面朝北的朋友，先左走 15m，然后一个 about-turn 走了 30，这货在哪（about turn 指的是向后转。先向西走 15m，然后向东走 30m，应该在东 15m）

8. 小明往东南走 4 miles，往西走 8 miles，再往西北走 4 miles。现在小明离出发点是什么方位？（正西, 平行四边形？）

9. 小明面朝南，往左走 20miles，再往右走 10miles，再往左走 30miles。现在小明离出发点是什么方位？（大致东南方向？）

10. 小明从原点出发往北走了一段距离，左转走了 10 再左转走了 20，发现自己在出发点西侧 10，问一开始往北走了多少(20)?

11. 南 5 西 4 南 7 东 4 北 5，问方向、离原点距离(南 7)

12. The given signs denote the following operations/relationships:

"%" denotes "greater than"

">" denotes "equal to"

"=" denotes "not less than"

"@" denotes "not equal to"

"#" denotes "less than"

"*" denotes "not greater than"

on the basis of this information and assuming that the given statements are true, find out which of the two conclusions (I and II) is/are definitely true.

Statements: $P > S$, $S @ T$, $P \# R$ Conclusion: I. $S \% R$ II. $P @ T$

1. Only conclusion I is true
2. **Only conclusion II is true**
3. Neither conclusion I nor II is true
4. Both conclusion I and II are true

13. The given signs denote the following operations/relationships:

A-B means A plus B.

A#B means A multiplied with B,

A/B means A greater than or equal to B

A? B means A is less than B

Statements: $(V \# X) / (V - X)$, $X ? Y$ and Z/Y . Conclusion: I. $X ? Z$ II. $(V-X) ? (V\#X)$

1. **Only I is true**
2. Only II is true
3. Both are true
4. Neither is true

14. On what date was the car purchased by Lily?

Statement: I) certainly before 19 October, 2009 but definitely not before 16 October, 2009

II) certainly after 17 October, 2009 but not later than 20 October, 2009

1. I alone is sufficient for answering the question
2. II alone is sufficient for answering the question
3. **Both together are sufficient for answering the question (18th, Oct)**
4. Both together are not sufficient for answering the question
5. Either is sufficient for answering the question

15. 一个楼有 3 层，每个 level 坐一些人，第二层能坐最多，一共坐 66 个人。

给了两个条件求第二层坐了多少人。

1, 其中有一层坐了 21 人。

2, 第二层比其中一层多座了 2 人。

我选的可以求出第二层多少人，21, 22, 23. **第二层 23 人。**

16. 一共有 5 男 3 女 M1 M2 M3 M4 M5 W1 W2 W3

如果 M1 去 M3 就不能去 如果 M4 去 W2 就不能去 至少去 3 男 1 女

1. 如果派了 M2 和 M3 和 W2, 还可以派(M5)
2. 如果 M1 M2 去了, 还可以派谁(M4, M5, W1, W3 || M5, W1,W2,W3)。
3. 如果去了四个男生, 那么谁不能选。(W2)

17. It has been proven by research that in India, a company which purchases saturation radio advertising will get maximum brand recognition.

a) A high degree of brand recognition will help a company win a higher share of the market.

b) Radio has wide listenership and companies intending to increase their awareness, should advertise it.

c) For maximum brand recognition, a company need not spend on media channels other than radio publicizing.

d) Brand recognition in India is more heavily dependent on where the brand advertises than the quality of its offering.

18. 一个是讲 ufo 的, 很多目击 ufo 的照片啥的都证明是假的, 所以很多人说 ufo 不存在, 但很多科学家认为不能否认不存在, 选项是虽然有些照片是假的,但不能说明 ufo 不存在。

19. 科学家在 Z 星球发现了干涸的河床! 科学家推断 (speculate), 当时 Z 星球上存在累死地球的, atmosphere, absorb heat from sun, 然后星球上发生了一次可以把 atmosphere taken away 的事件, 使星球变成了 vacuum 状态, annihilating life.

问这些可以 infer to:, 我选的 atmosphere 是 support life 的必要前提条件.

20. 选择是否邀请公司去 conference.

- 1) have Environment clearance certificate
 - 2) developed at least 3 solar products
 - 3) none of its products made from synthetic polymers
 - 4) headquarters in texas
 - 5) have a grade A certified unit for its products
 - 6) not have any legal dispute related to land or forest, pending against them
 - 7) 如果除了 2 都满足,但是有第三个产品正在试验中 -->推荐给 COO
 - 8) 如果除了 5 都满足 --> 推荐给 Director of the company
- US based company, sell batteries, has Environmental clearance certificate.
currently produce two solar products, both grade A. not use Synthetic polymers.
no legal case pending.

Not sufficient

headquarter in Texas, sell solar products including bulbs, cookers and heaters.

not made of synthetic polymers. has Environment Clearance certificate. Products are grade A. not have any legal case pending.

应该邀请

21. 现在员工都喜欢查看和及时回复 email, 说是上班时候也喜欢是不是看手机, 这种行为影响了 deadline, process 啥的, 我选的选项是 **email has an adverse affect on performance**

22. 有个 fiction 网站, 是用来给科幻小说的读者来 yy 接下来桥段的, 读者可以自己在上面续写科幻小说。比如哈利波特, 如果哈利最开始没加入格兰芬多加入斯莱特林了呢? 如果哈利没和好人做朋友而是成为马尔福集团的一份子了呢? etc. 那么接下来剧情咋发展呢? 有的作者觉得这个网站挺好的, 因为可以受到启发, 或者看看读者希望剧情如何发展。有的作者觉得这网站挺破的, 因为你自己写故事为毛不自己新开一个坑写呢? 而且还会干扰我思路。

1. 读科幻小说可以增加想象力。2. **这个网站有好有坏**。3. 网站上的同人使得原作黯然失色。4. 作者们都反对这个网站。

23. 说小孩和大人学习, 会 cooking, 针线活什么的, 叫做 motor 效应? 实习精准的肌肉永远。简直完美~~~ 然后 5 个判断, 选正确的。我选的是 ride a biking 也是 motor

24. 真人秀 (答案: 参加的人通过做 bizarre 的事情得到钱)

25. 电视剧制作人总弄一种套路: 一个美女, 一个 traditional 女 (长相平庸之类的), 争一个帅哥 (hero), 套路都是 帅哥先跟美女好, 后来发现美女没有心灵美, traditional 女有, 后来就跟 t 女好了结婚了。因为 creator 知道 masses 大众喜欢 story 有 complexity 并且能 challenge 一下 happy ending 的套路。选项全忘了。容易选

26. 一男的周末喜欢在图书馆看书上网 他女票喜欢看 travel drama 然后它们都爱运动 所以它们会一起去健身房, 晚上回来路上买蔬菜水果, 女的做饭男的在自己的 library 看书。我选的选项是 **男的有一定数量的藏书**。

27. 说由于气候和糖的种植者积极性 (因为糖价低, 大家不爱种) 的原因, 很多人都去选择种 jute 了。最近四年糖价回升, 并与 jute 价格持平了。问能推出什么:

- a. 糖农会回来继续种糖
- b. **糖价会继续攀升**

其他两个答案肯定不对, 不记得了。

这题我选的是糖农会回来种糖。后来发现应该是糖价继续攀升。因为跟 jute 同价格的话, 不会吸引糖农回来, 只有糖价高于 jute 之后, 糖农才会回来。

28. 顾客不是很容易被操作, 因为他们很清楚的知道别人跟他们想的不一样的。商店并不能 get

到顾客真正想要的

29. 排课表：有物理，化学，生物，然后有一些要求，问你能从哪些条件得出化学课排在哪一位，我选的是两个条件都要

30. 员工题考了两大题，每一题有几个小问，具体条件不记得了，最后一个员工题我两小题都不是太确定，一个是员工 2007 年毕业就开始工作了，这题现在是 2012 年，我不知道我把他当作有一年以上工作经验对不对。。。另一题是 BCA，不是 bachelor's degree in engineering, 要有至少三年工作经验，refer 给 director, 给的 case 是 BCA 和成绩符合，但是只工作了两年，我选的是 not selected.

31. 一个公司要招 PM，合理的 candidate 需满足以下条件：

1. 本科是学 CS 的
2. 有 MBA 学位
3. 本科 GPA 3.0+
4. 如果没有 MBA 学位，但是工作 5 年以上，需上报 HR
5. 本科不是学 CS，但是在 CS 相关工作 3 年以上，上报 HR

那么，请问：

闰土本科学热水锅炉维修的，GPA 4.0，没有念过 MBA，在 Google 修了 5 年的锅炉，当了 3 年的程序员，则应该：

- A. 录用
- B. 不录用
- C. 条件不充分
- D. 上报 HR

32. 挑选候选人

1. 候选人必须有硕士学位，且 GPA 为 A
2. 必须有两年以上工作经验，
3. 若 1 不满足报告 director

小明从事某工作三年，有 CS 和 MBA，本科 GPA 为 A-则：

报告主管。

33. 挑候选人：

条件是：

1. Master in commerce and at least B / have CPA
2. 年龄大于 20，小于 25

3. 流利的英语和西班牙语.
4. 愿意付 125 刀押金
5. 愿意承诺为公司工作 5 年

除了 1 都满足-> refer to Manager director

除了 4 都满足 -> refer to chairman .

23 岁, 有 CPA, 懂 SPANISH, ENGLISH, 愿意付 100 刀 deposit, 愿意 5 年 undertaking (to chairman)

Master, 成绩 A, 懂 SPANISH, ENGLISH, 愿意 5 年 undertaking, ready to pay the required amount as deposit. 生日是 01.11.1994 (ACCEPT)

34. 想要获得 promotion, 给出以下 10 个条件:

1. 至少工作 5 年
2. 至少获得学士学位
3. 写作成绩不低于 60
4. Group discussion 成绩不低于 65
5. Interview 成绩不低于 60
6. 无犯罪记录
7. 年龄在 30 ~ 45 岁之间
8. 学术大于 60
9. 如果不满足 3, 而且 group discussion 成绩不低于 75, interview 不低于 70, 上报给 general manager
10. 如果不满足 8, 上报给 executive director

35. 想要享受公司提供的住宿, 给出以下 8 个条件: .

1. 至少 10 年在工作工作, 其中至少 4 年是 manager
2. 包括自己在内, family 人数不能超过 5 人
3. 以 58 岁为退休年龄, 至少还要工作 5 年才能退休
4. 没有自己的 house
5. 不能住在配偶的 house 里
6. 如果仅不满足 1, 而且还是 manager 的话, 上报给 Finance Director
7. 如果仅不满足 3, 而且还是 senior manager 的话, 上报给 Manager Director
8. 如果是从外地搬来的, 可以不满足条件 1.

Case A: Jonh 家里 3 个人, 没有房子, 作为 senior manager 4 年, 一共工作 12 年, 2020 年退

休, 问是否满足(没有说住在哪). 鏈? 构鋤增塏鑷 e1point3acres 聰哄漕

Case B: 老王家里 3 个人租房子住, 作为 manager 5 年, 工作 11 年, 年龄 42 岁(满足)

36. The following are the details of the procedure of deciding delivery charges for goods bought from ABC company. The customers:

1. are divided into two categories: those who have sales region code of 10 or above into one category and those with a code less than 10 into another
 2. must have bought goods worth \$500 or more in the previous month
 3. must not have dealership of any other similar company
 4. must not have availed bulk discount before
 5. must have been provided a special discount of 5% or less than that in the previous dealings
 6. must have been regularly ordering for more than 3 years
- however,

1. if the customer fulfills all the conditions except (2), and if the sales region code is less than 10, delivery charges of \$1- would be levied. Delivery charges of \$8 would be levied for a code more than 10
2. if the candidate fulfills all the conditions except (3), and if the sales region code is less than 10, deliver charges of \$5 would be levied. Deliver charges of \$12 would be levied for a code more than 10.
3. If the customer does not fulfill 2 or more of the conditions stated above, then he/she would have to pay delivery charges of \$30 irrespective of the sales region.

Jacob is a customer whose sales region code is 14. He had bought goods worth \$150 from ABC company in June. He does not have dealership of any other similar company. He has never been provided any bulk discount or special discount.

1. He need not pay any delivery charges
2. He would have to pay \$30 as delivery charges
3. has to pay \$10
4. has to pay \$8
5. data insufficient

Emma is a customer whose sales region code is 08. She has been regularly ordering goods from ABC company for more than 4 years. She has also purchases goods worth \$150 in the

previous month. She has never been provided with any bulk discount, but has been given a special discount of 2%. However, she has dealership of some other similar company.

1. She need not pay any deliver charges
2. She would have to pay \$30 as delivery charges
3. She has to pay \$10
4. She has to pay \$12
5. Data insufficient

37. Conditions for appointing a distributor, for petroleum gas throughout Georgia, are as follows. The applicant should:

1. Be an American by nationality
2. Be in the age group of 21-50 years as on 5th September, 2008
3. Be at least a high school graduate or any other recognized equivalent
4. Be a resident of Georgia. He/she should have stayed in Georgia for not less than 5 years, immediately preceding the date of application.
5. Have a family income of not more than \$30,000 annually.
6. Not have dealership of any oil company
7. Not have any close relative as a dealer/distributor of any oil company

However,

8. Restrictions related to annual income would not be applicable to applicants working in corporations, owned or controlled by state departments. Such a case should be referred to the Managing Director
9. For unemployed applicants who hold at least a bachelor's degree, conditions (6) and (7) may be waived
10. If an applicant is from a rural district but is not a resident of Georgia, the case may be referred to the Chairman.

William Trevino, who works in a public corporation owned by a state department, is an American by nationality. He is 23 years of age. He holds a bachelor's degree and has an annual income of \$35,000. He has been staying in Georgia for 7 years. Neither he nor any of his relatives works as a distributor or a dealer for any oil company.

1. He should be selected
2. He should not be selected
3. Insufficient data
4. The case should be referred to Managing Director

5. The case should be referred to the Chairman.

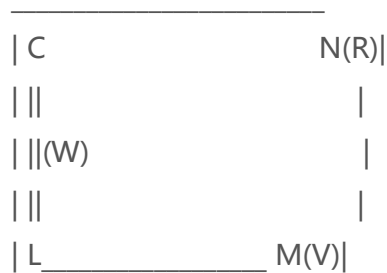
Anna, a non-Georgia, American citizen, is a high school graduate with family income of \$20,000 per annum. Her date of birth is 15.03.1985. she does not have dealership of any oil company nor does she has any close relative as a dealer or a distributor. She lives in a rural district.

1. She should be selected
2. She should not be selected
3. Insufficient data
4. The case should be referred to Managing Director
5. The case should be referred to the Chairman

38. Sales drives in big organizations, many a times, fall flat on the face. A research showed that an average buyer remembers only 20% of the things discussed during a sales call. The saddest part is that the sales team doesn't get to choose what those 20% of things would be. The world today is cluttered with information and thus it is essential that the sales team represents their product/service in the best possible manner. It is like answering questions that children ask. Expect and out of context questions and reply to each one of them, patiently, in a way that the customers understand the intricacies. You can use technical terms to explain your product and its features. No doubt, it will be an accurate methodology but certainly not the right one. Simplify your message and see how well your client remembers you and your presentation when you meet him to finally close the deal.

1. A regular buyer would remember more than 20% of the details after a sales meeting
2. A customer is as gullible as a child and hence may ask many questions.
3. A better sales person would be the one who is able to explain the features of his/her product in a simple manner
4. If you simplify your message, the customer would remember your entire presentation.

39. There are four coordinators named Lily, Cathy, Mary and Nina. Each coordinator is at a different corner of the rectangle meeting hall. A coffee vending machine is situated at one of the corners and a restroom at another corner of the meeting hall. Lily and Cathy are at either sides of the white board, which is situated at the center of the side which is opposite to the side at whose corners the coffee vending machine and the restroom are located. Coordinator Mary is not at the corner where the restroom is located.



Which of the following cannot be true?

1. Lily is not on the side of the hall where the white board is placed.
2. Nina is adjacent to the restroom at one corner
3. Cathy is at the corner, adjacent to the coffee vending machine.
4. Mary is adjacent to the coffee vending machine, at one corner of the hall
5. Lily is at the corner, adjacent to the coffee machine

which of the following pairs are at the diagonal corners?

1. Restroom and Nina
2. Nina and lily
3. Mary and coffee vending machine
4. Cathy and lily
5. Nina and Mary

40. An IT company has decided to recruit software developers. Conditions for selections of a candidate are as follows:

1. Should have at least a bachelor's degree in engineering
2. Should have scored at least 60% marks in his/her bachelor's degree and 80% marks in 12th grade.
3. Must have at least 1 year's work experience
4. Should be willing to sign a bond of 2 years
5. Should not be more than 28 years and not less than 21 years of age as on 01.02.2012

However,

1. Candidates who fulfill all conditions except (1), but have obtained 75% in their bachelor's degree (any computer applications degree like BCA) and have at least 3 years of work experience, may be referred to the Director
2. Who fulfill all conditions except (4), but are willing to pay an amount of \$1000 as

security deposit should be referred to the President

3. Who fulfill all conditions except (3), but are IT engineers may be referred to Deputy General Manager.

Alexander is an IT engineer with 65% marks in his bachelor's degree and 88% marks in 12th grade. He completed his bachelor's degree in engineer, in 2007 and immediately started working in a private firm. He is not ready to sign a bond but doesn't mind paying a sum of \$1000 as security deposit. He was 26 years old as on 01.01.2012

1. He should not be recruited
2. He should be recruited
3. He should be referred to the President
4. He should be referred to the Deputy General Manager
5. Data insufficient

小 O, BCA 76%, 2 年经验, 不愿签两年 bond, 答案 (直接拒了)

41. A manufacture company has 8 products and 4 divisions. Four divisions are lead by Alan, Betty, Cathy, Diana. The 8 products are: mixer, iron, water pump, geyser, juicer, blender, grinder, and heater. Each division produces 2 products, no 2 divisions produces the same product. Diana's division produced Geyser, Cathy's division produces water pump. Mixer and iron are produced by division lead by Alan and Betty respectively. The division that produces mixer doesn't produce blender.

Four questions:

1. if the division that produces mixer doesn't produce juicer, which of the following statement is true?

If A mixer & (grinder or heater) B iron; if B mixer then A iron

2. 如果 A 生产 mixer 和 heater, 那么 B 生产什么 iron & (juicer or blender or grinder)

3. if the division that produces mixer also produces juicer, how many ways are there for product pairs? ($3! = 6$)

4. C water D geyser B iron & (blender, grinder, heater)

42. A, B, C, D, E, F, G, H are sitting around a round table. 'F' is two places to the right of 'C'. 'A' and 'E' are on either side of 'G'. 'B' and 'H' are opposite to each other. 'C' is facing north.

1. Who is sitting opposite to 'D'? G

2. 以下哪两人坐对面? **D&G**
3. 谁坐 D 旁边? **C**
4. which of the following arrangements (in anti-clockwise) is possible?
 1. AGEBD CFH
 2. AGEBCDHF
 3. AGEBCDFH
 4. **ABFDCHEG**

- A and B is not adjacent. F is facing A. What is a possible counter clockwise sequence of people sitting at the table. (**AH CDFBEG**)

43. 6 人团团坐问题, 有六个人 GASMNR, 注意理解 G, A, S 两两不能对坐, 所以总体来说分两种情况, GAS 三人间隔而坐, 或者 GAS 全都挨着坐。所有团团做的问题都围绕此基础展开。有

1. If R 在 A S 中间, 问你 R 对面是谁(**G**)。
2. if G 左右是 A R, 问 A 对面是谁(**M or N**)。
3. if NAR 连着坐, M 两边是谁(**S & G**)
4. if NAR 连着坐, A 对面是谁 (**M**)

44. 问想要求今年有多少个冰箱 sold 了, 需要下述哪几个条件

1. 今年售出的冰箱是去年的 3 倍
2. 去年 sold 了 40 个冰箱

我的答案是**两个条件都需要**

45. Ionization energy decreases with the increasing size of metal atom. Out of cesium, lithium, potassium and sodium, which will have the lowest ionization energy?

Statements: I) Lithium has the smallest size. II) The size of potassium and cesium is greater than that of lithium.

1. I alone is sufficient for answering the problem question
2. II alone is sufficient for answering the problem question
3. Both together are sufficient for answering the problem question
4. **Both together are not sufficient for answering the problem question**
5. Either of statement is sufficient for answering the problem question

46. Buyme 和 INXsell 两个卖东西的网站。区别是 Buyme 允许买卖二手。人们可以在上面卖 book, bike, treadmill. 卖家设最低价, 买家竞价, 最后标得最高价的人必须买下, 否则可以采取司法程序处理。但 Buyme 对于拍卖的物品没有保障。INXsell 可以直接从生产商购买产品。

- A. 两个网站都是 online buying and selling 的 web-portals.
- B. buyme 上仅仅可以拍卖 book, bike, treadmill 这几样二手物品。
 - C. 两个网站唯一区别是, Buyme 允许买二手物品
 - D. buyme 上出售的物品 lowest price 可以低至 0
 - E. 竞得最高价的人必须要买下商品

47. 假设人们可以有 3 种兴趣, 且每人至少有一个

I. 135 个人中, 只有 5 个人有 3 种兴趣, 有 100 个人有 1 种兴趣.

II. 400 个人中, 有 35 个人至少有 2 种兴趣

问, 是否能得出 exactly 2 个兴趣的人数

只有 I 能得出

48. conditions: I. Before 10/19/2009, not before 10/16/2009

II. after 10/17/2009, not later than 10/20/2009

问 LILY 哪天买的车?

选的 I, II 两个条件加一起可以得出

49. 说小红 this year 的 birthday 是 which day?

I. It's on May 26th, May 27th being Wednesday.

II. It's not on Monday.

I only is sufficient.

50. 问妹妹今年多大啦?

I. 妹妹比哥哥小 xx 岁

II. 哥哥比妈妈小 yy 岁, 妈妈 zz 年生的

I, II 加一起可以得出