

Practice Assessment Questions

You've accepted the challenge of interviewing with us, and we want to set you up for success during the process. Here are a few example assessment questions to help you prepare and better understand what to expect during this stage of the interview process. Answers are at the end of the questions.

Question 1

The word "scraps" can be formed using the first letters of all the words (in order) in which of the sentences below?

- A. Simon continues raging about pencil stains.
- B. Simon set race aside and played snooker.
- C. Santa Claus reads every person's story.
- D. Simon carries a paper scanner.
- E. She called for a puppy's supper.

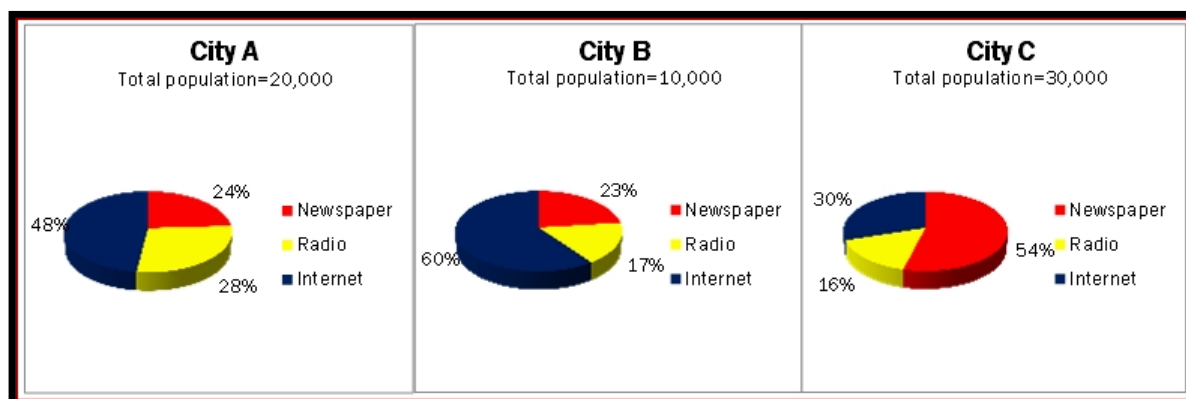
Question 2

Which of the following options, if placed between the numbers 4 and 6 (in that order), will result in a number greater than 4 and smaller than 6?

- A. - (minus)
- B. + (plus)
- C. / (divided by)
- D. . (point)
- E. * (times)

Question 3

The graphs below present the main sources of information for three cities. Which of the following is the total number of people in City B who use the radio as their main source of information?



- A. 500
- B. 700
- C. 1,000
- D. 1,200
- E. 1,700

Question 4

Of the following products shown in the table below, which product experienced the greatest increase in revenue for the specified time period?

	Milk A		Milk B		Milk C	
	Quantity Sold	Sales Revenue	Quantity Sold	Sales Revenue	Quantity Sold	Sales Revenue
January	500	\$3,000	1200	\$5,000	600	\$3,400
February	800	\$4,400	1500	\$6,000	550	\$3,300
March	400	\$2,400	950	\$4,400	700	\$5,000

- A. Milk A between January and February
- B. Milk A between February and March
- C. Milk B between January and February
- D. Milk B between February and March
- E. Milk C between February and March

Question 5

The table shown below presents the number of people who responded to a survey about their favorite sport. Which of the following ratios best describes the relationship between people aged between 18 and 35 and people aged 36 and over who indicated Hockey as their favorite sport?

Age	18-24	25-35	36 +
Tennis	15	10	50
Basketball	15	5	15
Hockey	10	15	25
Figure Skating	20	10	10
Total	60	40	100

- A. 1:2
- B. 1:4
- C. 1:1
- D. 2:1
- E. 3:1

Question 6

Out of the five major types of compensation packages for salespeople, which one is most commonly used for salespeople in large discount stores?

- A. straight salary, or hourly
- B. salary plus commission
- C. salary plus bonus
- D. draw or minimum guarantee
- E. commission only

Question 7

If a prospect says, "Let me think about it," what should the salesperson be sure to find out?

- A. The salesperson should not be concerned at all. She just needs to wait one day, and then she can close the sale.
- B. The salesperson should be concerned. She needs to find out why the prospect is hesitating.
- C. The salesperson should immediately bring in her sales manager to find out more.
- D. The salesperson should quickly recap the entire sales presentation, to change the prospect's mind.
- E. The salesperson should Google the prospect to get more information about him or her.

Answers:

- 1) A
- 2) D
- 3) E
- 4) E
- 5) C
- 6) A
- 7) B

