

Numerical Reasoning

Test 9



Questions Booklet

Instructions

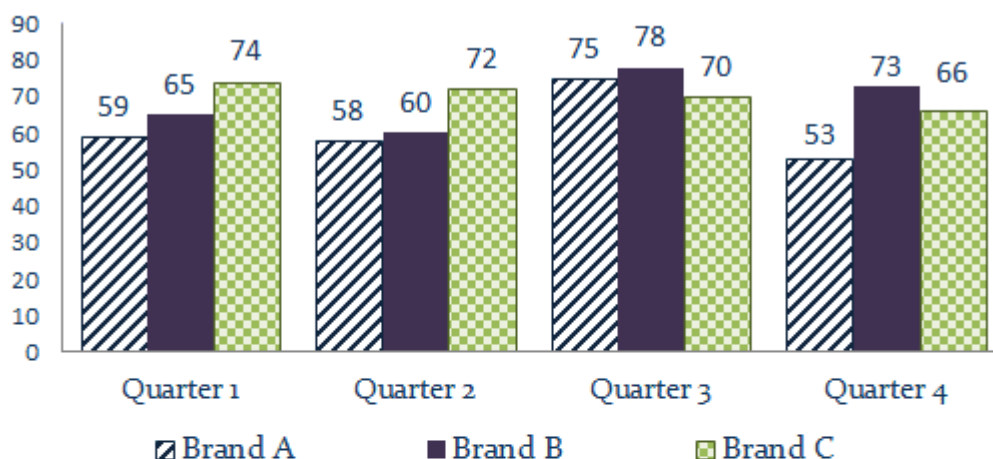
This practice test contains **30 questions**, and you will have **30 minutes** to answer them.

Each question will have four possible answers, one of which is correct.

Calculators are permitted for this test. It's recommended to have some rough paper for your calculations. 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.

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

Howards and Makepeace Clothing Brand Sales Turnover (£1,000s)

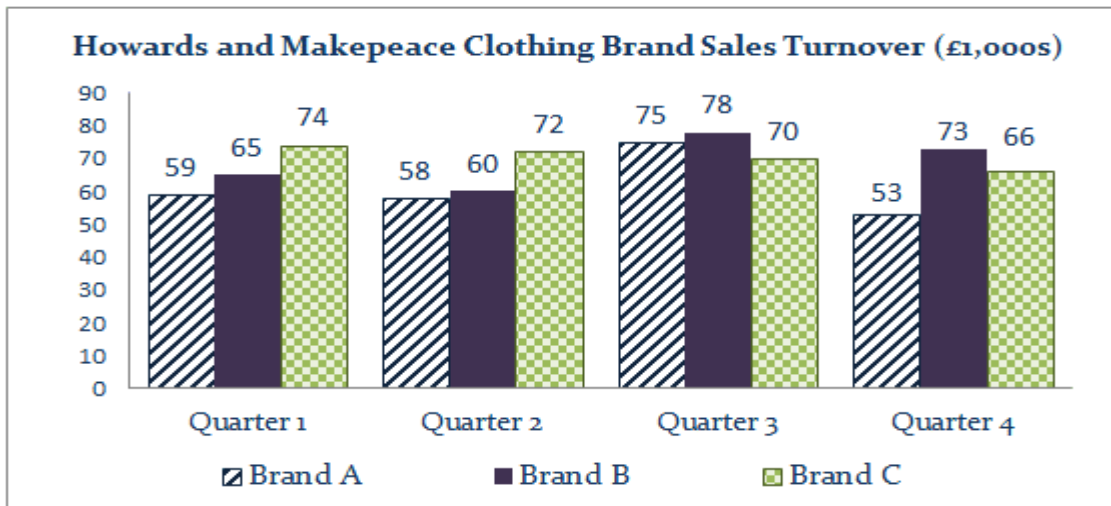


Breakdown of the previous month's total sales turnover and profit

Brand A Sales Turnover and Profit (third month of 4th quarter)		Estimate
Sales Turnover	23,000	25,000
Sales Tax (14%)	3,220	3,500
Net Turnover	19,780	21,500
Variable Costs	5,500	5,900
Fixed Costs	3,300	3,400
Profit	10,980	12,200

Q1 If Howards and Makepeace's annual sales target for Brand B was £690,000, what fraction of this were actual Brand B sales?

- (A) $\frac{1}{3}$
- (B) $\frac{22}{70}$
- (C) $\frac{3}{5}$
- (D) $\frac{2}{5}$

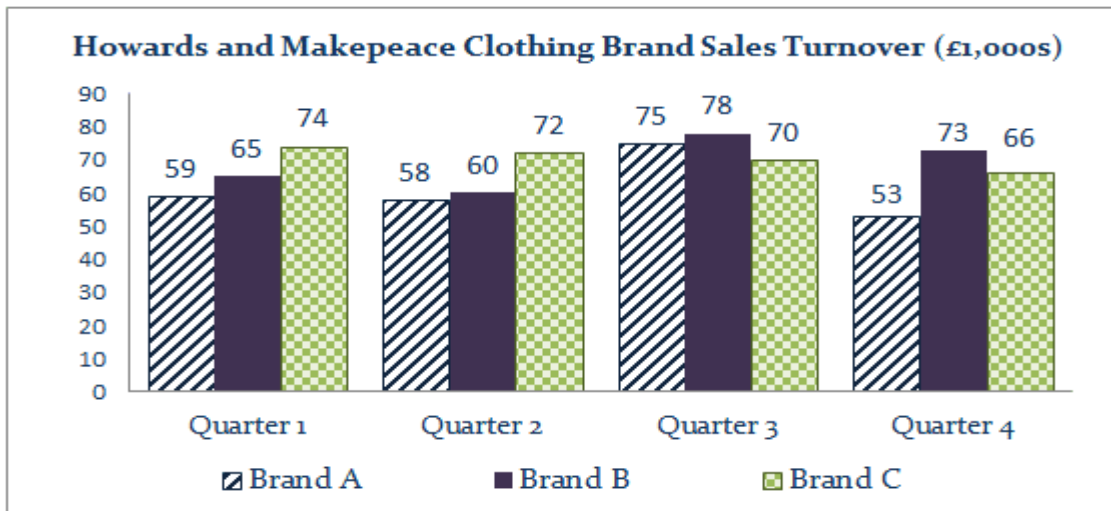


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Profit	10,980	12,200

Q2 What are the average sales per quarter for each brand (in the order Brand C; B; A)?

- (A) 70,500; 69,000; 61,250
- (B) 7,050; 6,900; 6,125
- (C) 61,250; 69,000; 70,500
- (D) 61; 71; 69



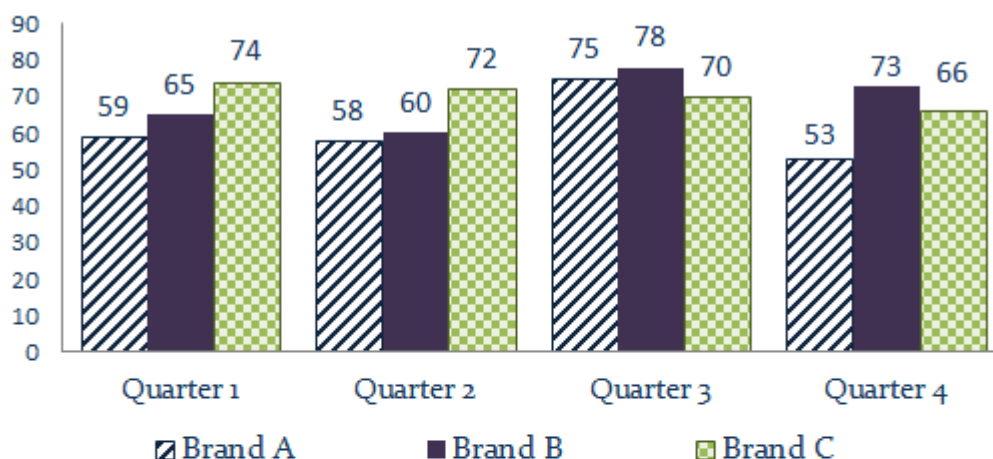
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Variable Costs	5,500	5,900
Fixed Costs	3,300	3,400
Profit	10,980	12,200

Q3 What was Brand A's total sales turnover for the first and second month in Quarter 4?

- (A) £30,000
- (B) £28,000
- (C) £25,000
- (D) £23,000

Howards and Makepeace Clothing Brand Sales Turnover (£1,000s)

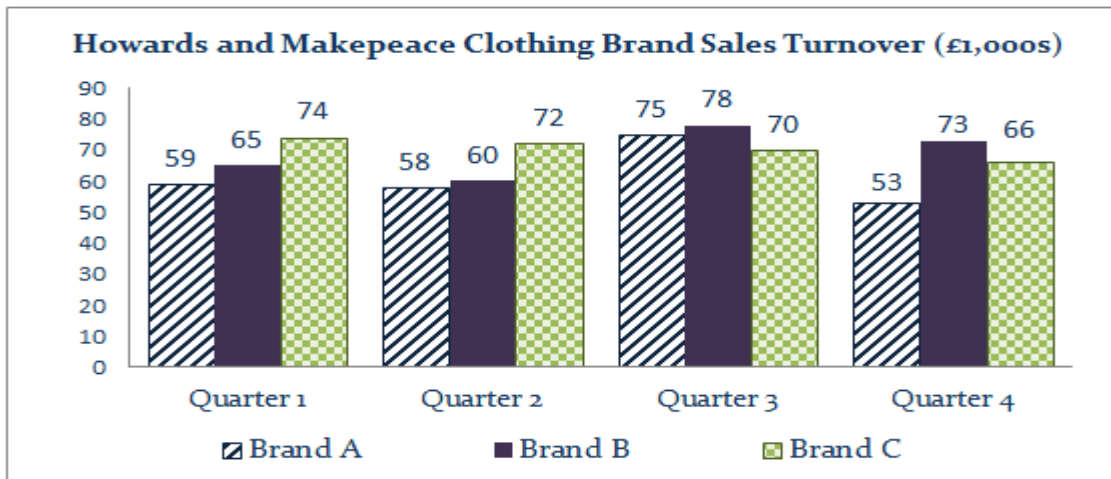


Breakdown of the previous month's total sales turnover and profit

Brand A Sales Turnover and Profit (third month of 4th quarter)		Estimate
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Fixed Costs	3,300	3,400
Profit	10,980	12,200

Q4 If the variable costs had been 5% higher for the previous month then what would have been the impact on Brand A's profit?

- (A) £165 increase
- (B) £275 decrease
- (C) £275 increase
- (D) No effect on profit



Breakdown of the previous month's total sales turnover and profit

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Sales Tax (14%)	3,220	3,500
Net Turnover	19,780	21,500
Variable Costs	5,500	5,900
Fixed Costs	3,300	3,400
Profit	10,980	12,200

Q5 The sales tax was calculated incorrectly for Quarter 4 Month 3 and should have been 16.5%. The mistake caused the Net Turnover for Brand A to be reported as being what?

- (A) £575 too high
- (B) £1650 too low
- (C) 16.5% too high
- (D) £575 too low

Callz Ltd	Number of Sales and Support Staff	Monthly Sales Achieved (£)	Monthly Sales Target (£)
High Street	4	38,200	35,000
Internet	4	42,500	40,000
Catalogue	2	43,800	45,000
Telephone	1	55,400	60,000

CF plc	Number of Sales and Support Staff	Monthly Sales Achieved (£)	Monthly Sales Target (£)
High Street	5	38,200	40,000
Internet	4	42,000	45,000
Catalogue	2	47,800	50,000
Telephone	2	64,000	60,000

Q6 Which operation achieved the highest sales per Sales and Support staff?

- (A) Telephone (CF plc)
- (B) Catalogue (CF plc)
- (C) High Street (CF plc)
- (D) Telephone (Callz Ltd)

Callz Ltd	Number of Sales and Support Staff	Monthly Sales Achieved (£)	Monthly Sales Target (£)
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High Street	5	38,200	40,000
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Catalogue	2	47,800	50,000
Telephone	2	64,000	60,000

Q7 Callz Ltd plans to reduce its staff headcount by two. The remaining staff will be split across an online team and an offline team to a ratio of 1:2. If the online group sales target is £180,000, what is the average target per member of the online team?

- (A) £50,000
- (B) £60,000
- (C) £40,000
- (D) £35,000

Callz Ltd	Number of Sales and Support Staff	Monthly Sales Achieved (£)	Monthly Sales Target (£)
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High Street	5	38,200	40,000
Internet	4	42,000	45,000
Catalogue	2	47,800	50,000
Telephone	2	64,000	60,000

Q8 Across both companies, which retail operation had the lowest absolute difference between monthly sales and sales target?

- (A) Internet (Callz Ltd)
- (B) Catalogue (CF plc)
- (C) High Street (Callz Ltd)
- (D) Catalogue (Callz Ltd)

Callz Ltd	Number of Sales and Support Staff	Monthly Sales Achieved (£)	Monthly Sales Target (£)
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High Street	5	38,200	40,000
Internet	4	42,000	45,000
Catalogue	2	47,800	50,000
Telephone	2	64,000	60,000

Q9 What is the ratio of CF plc's actual monthly telephone sales to overall monthly CF plc sales?

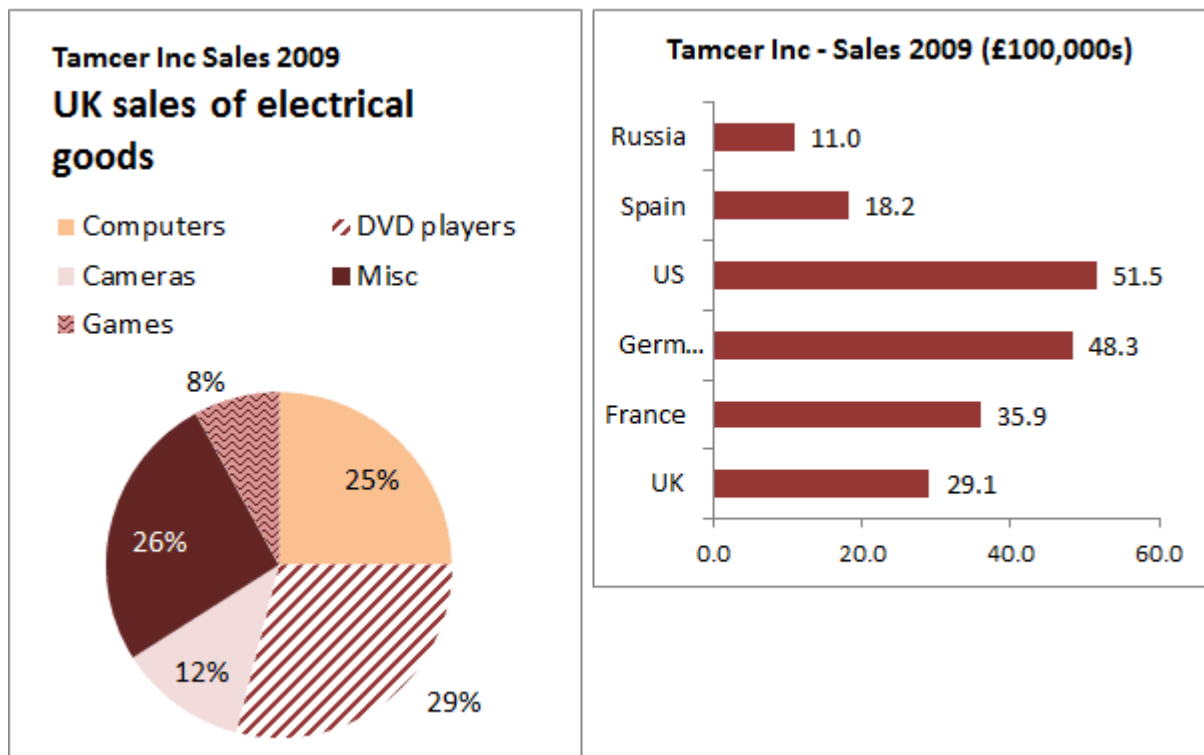
- (A) 1:3
- (B) 1:30
- (C) 1:4
- (D) 1:5

Callz Ltd	Number of Sales and Support Staff	Monthly Sales Achieved (£)	Monthly Sales Target (£)
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Internet	4	42,500	40,000
Catalogue	2	43,800	45,000
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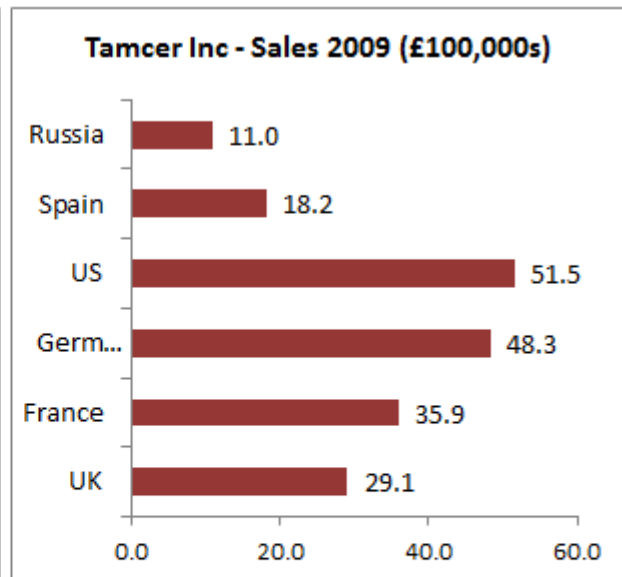
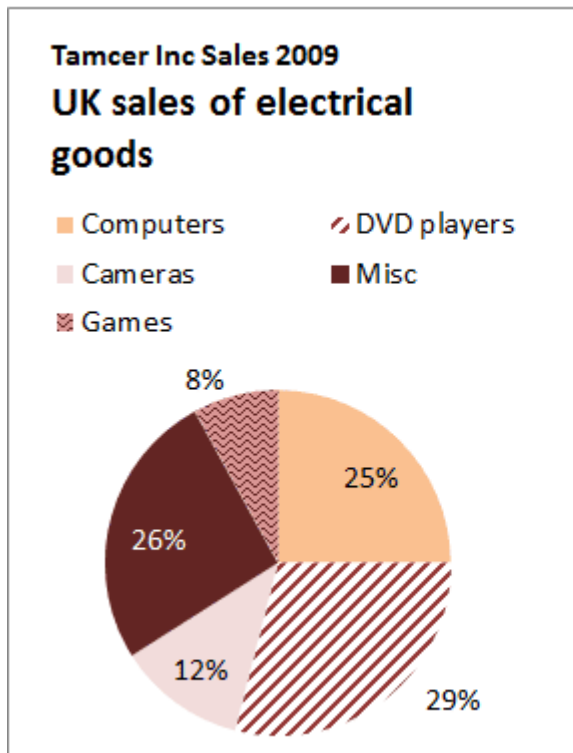
Q10 Following a merger, the four retail operations are combined with each other across Callz Ltd and CF plc. The targets are also combined for each retail operation, with 5% added to each target for each staff member that works in the combined retail operation. Which combined retail operation has a sales target of £119,000?

- (A) High Street
- (B) Internet
- (C) Catalogue
- (D) Cannot say



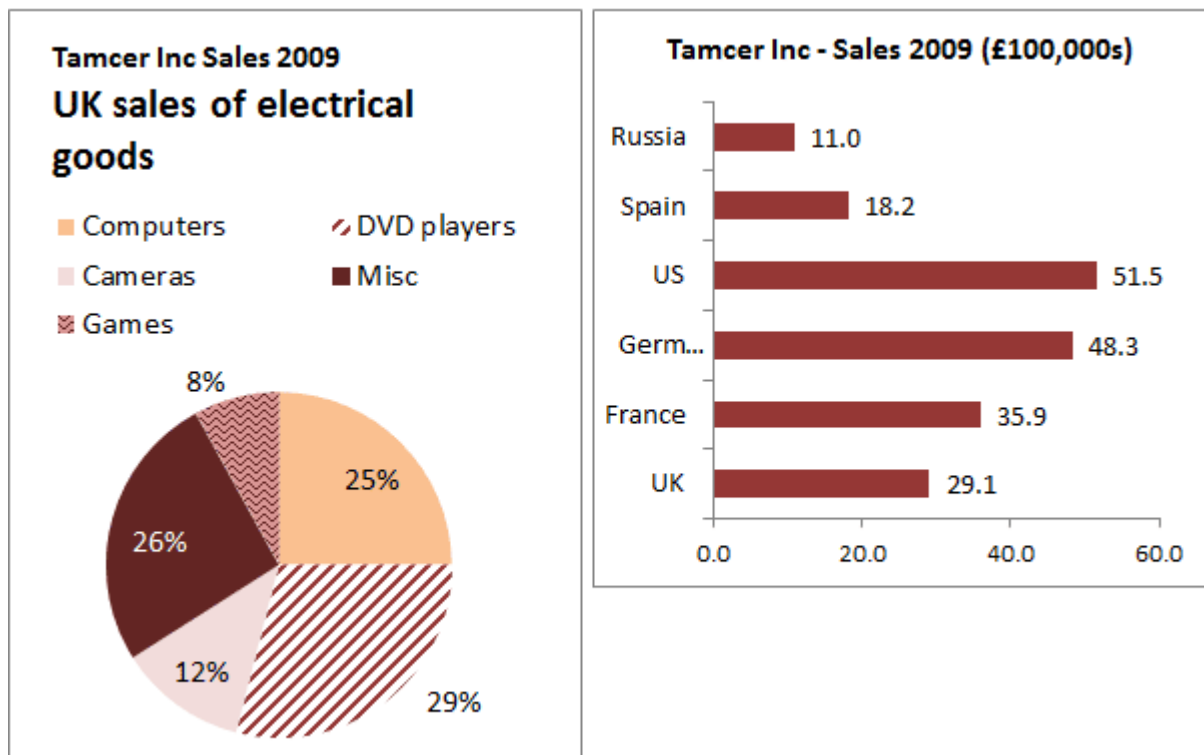
Q11 The US operations exceeded their sales target for 2009 by 25%. If the target was split equally across 4 American regions, what was the individual sales target for each region?

- (A) None of these
- (B) £1.03 million
- (C) £0.58 million
- (D) £0.15 million



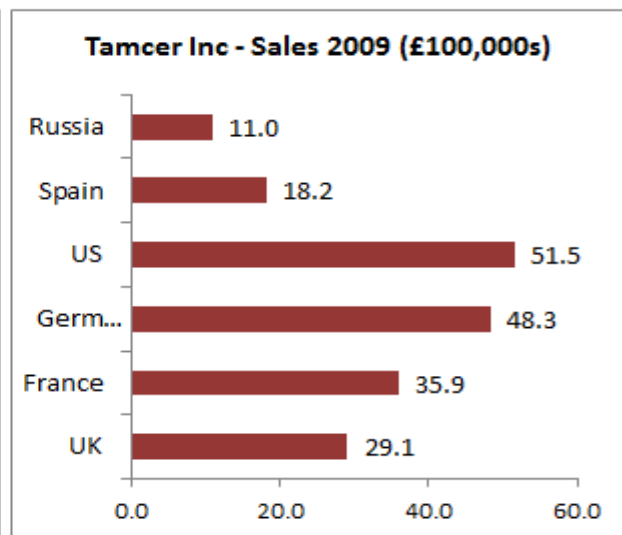
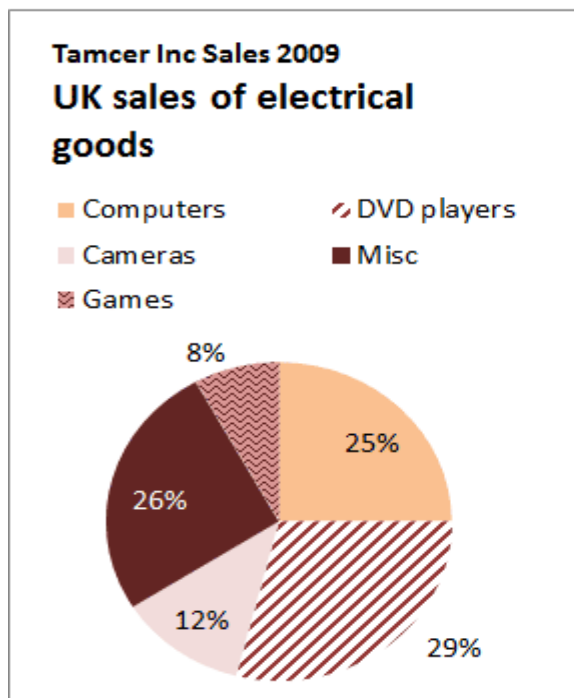
Q12 In 2009, which categories of electrical goods each sold more than £0.75 million in the UK?

- (A) Misc
- (B) Misc, Computers and DVD players
- (C) Misc and DVD players
- (D) Computers and DVD players



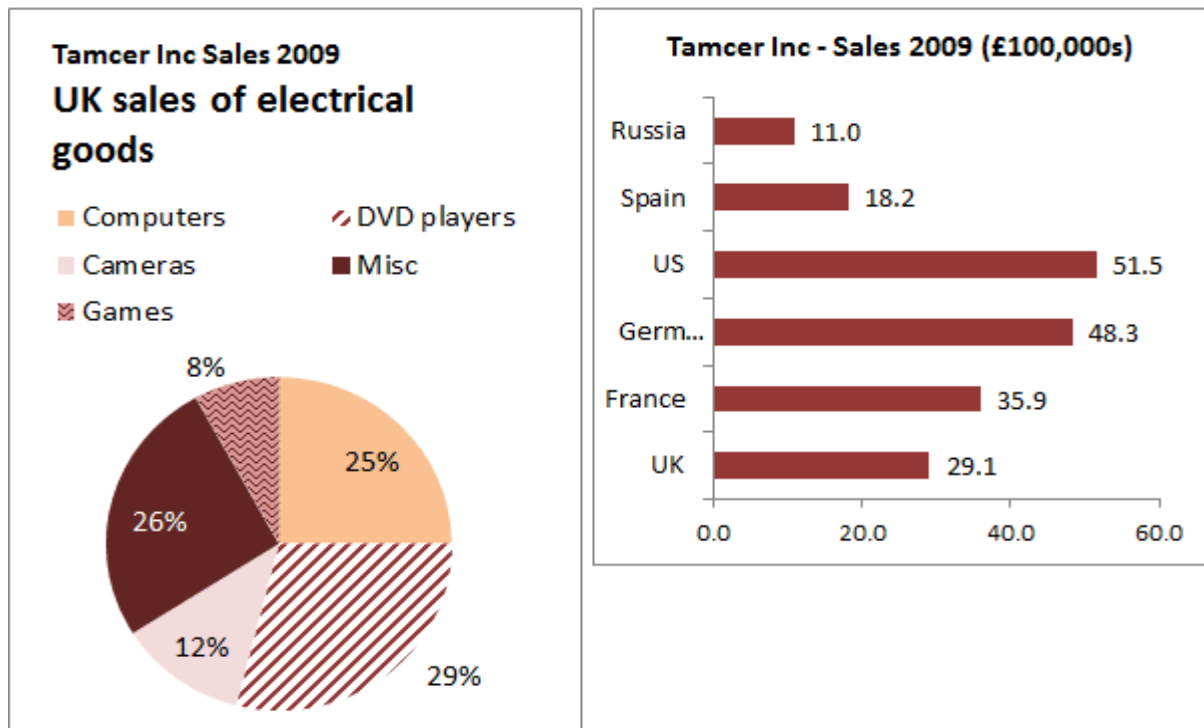
Q13 Tamcer Inc's Russian business is split into 2 regions: Eastern Region and Western Region. Eastern Region's sales were the equivalent of 300% of the Western Region's sales. What were the Eastern Region's sales?

- (A) £275,000
- (B) £1,275,000
- (C) £825,000
- (D) None of these



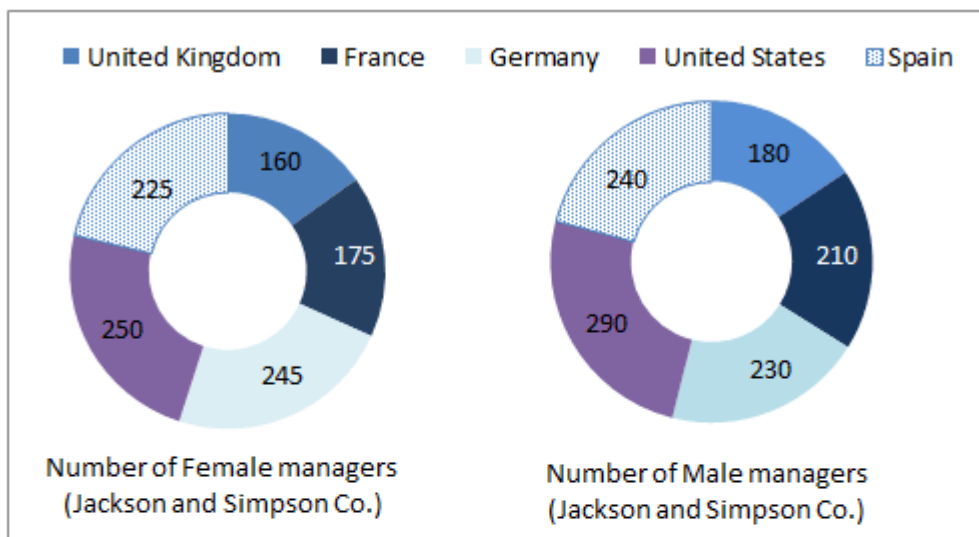
Q14 If the absolute level of computers, games and cameras sold in France mirrors that of the UK, what is the total value of DVD players and Misc electrical goods sold in Tamcer's French operations?

- (A) £2,280,500
- (B) £1,309,500
- (C) £1,909,500
- (D) Can't tell from the data



Q15 The total worldwide sales for Tamcer Inc. are £29 million. What level of sales is accounted for by countries other than those shown?

- (A) £19.6 million
- (B) £9.6 million
- (C) £10.6 million
- (D) £9.4 million

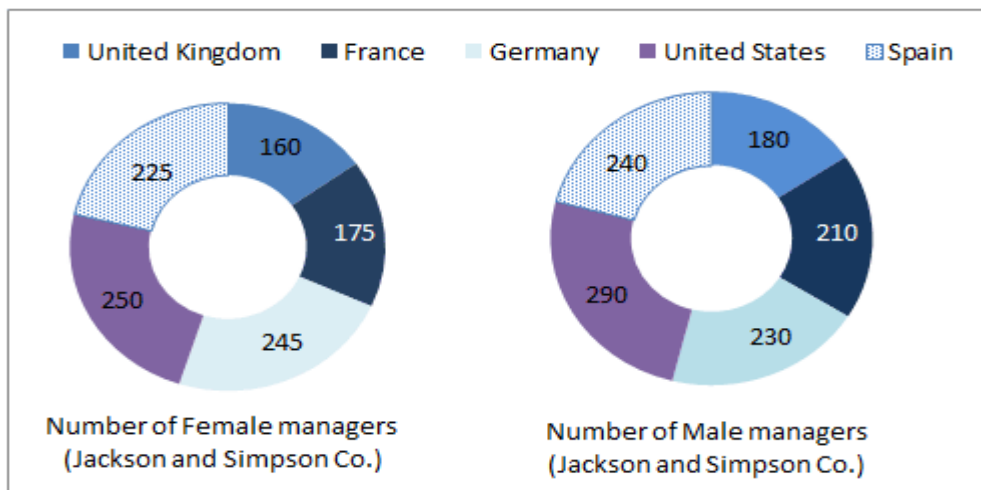


Jacksons and Simpson Co. Director Salaries

Country of Operations	Director Salary average for this year (£)	Budget Increase for next year (%)
United Kingdom	92,000	4
France	94,500	8
Germany	118,000	6
United States	115,000	6
Spain	84,000	5

Q16 If instead of being introduced in full next year, the budget salary increases are phased in over the next three years (at a rate of 2% per year), what will be the average United States Director's salary in 2 years time?

- (A) £119,646
- (B) £121,900
- (C) £119,600
- (D) £122,000

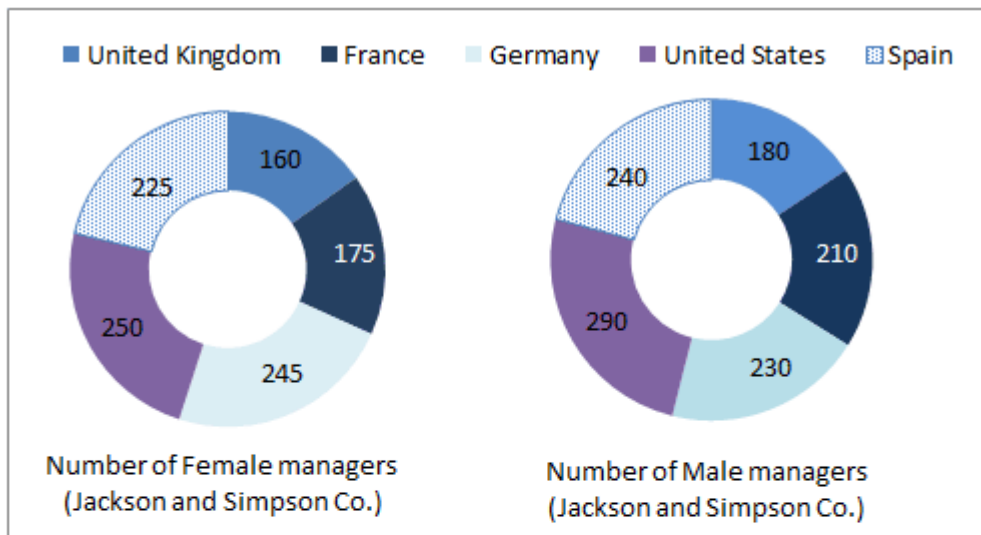


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France	94,500	8
Germany	118,000	6
United States	115,000	6
Spain	84,000	5

Q17 Next year the rise in budget for a Spanish Director's average salary will be achieved through two consecutive pay-rises. If the first pay-rise is an increase of 2%, what will the second percentage increase have to be?

- (A) 2.5%
- (B) 2.6%
- (C) 2.9%
- (D) 3.0%

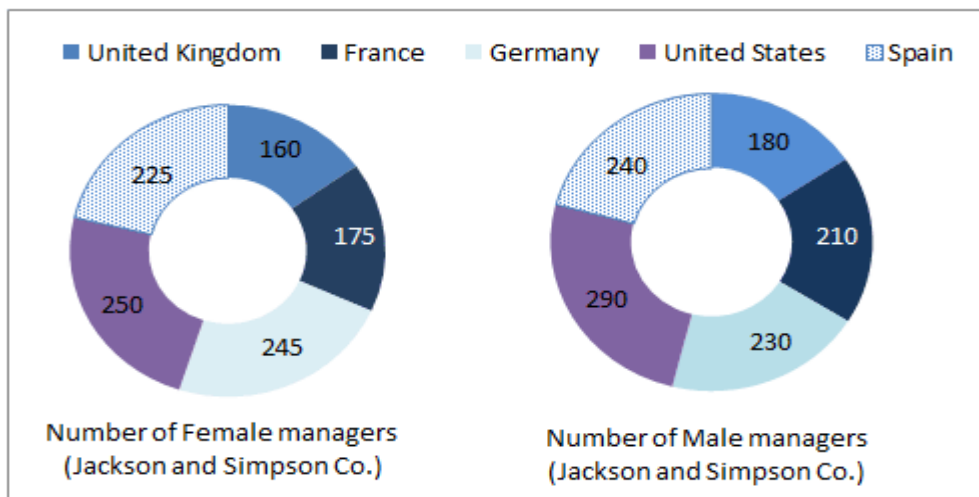


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United Kingdom	92,000	4
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Spain	84,000	5

Q18 Directors and managers are allowed to purchase company shares (price = £4.50) in place of salary next year. Which country's average Director can buy the most number of shares, and which country has the most managers who can buy shares?

- (A) United States, United States
- (B) United States, Germany
- (C) Germany, United States
- (D) Germany, Germany

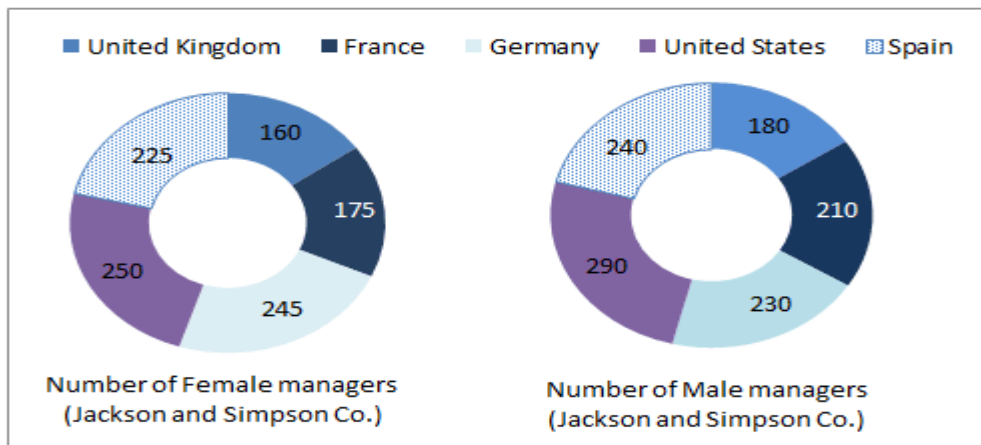


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Country of Operations	Director Salary average for this year (£)	Budget Increase for next year (%)
United Kingdom	92,000	4
France	94,500	8
Germany	118,000	6
United States	115,000	6
Spain	84,000	5

Q19 Put the countries in order of decreasing numbers of managers.

- (A) United States, Spain, Germany, France, United Kingdom
- (B) Spain, United States, Germany, France, United Kingdom
- (C) United States, Germany, Spain, United Kingdom, France
- (D) United States, Germany, Spain, France, United Kingdom



Jacksons and Simpson Co. Director Salaries

Country of Operations	Director Salary average for this year (£)	Budget Increase for next year (%)
United Kingdom	92,000	4
France	94,500	8
Germany	118,000	6
United States	115,000	6
Spain	84,000	5

Q20 Which two countries have the same absolute difference in the number of female and male managers?

- (A) United Kingdom and United States
- (B) Germany and Spain
- (C) Germany and France
- (D) France and Spain

Current Year: Shevinshaw's Ltd Staff Numbers

	Marketing	Finance	Research	Sales	HR
Full-time employee	34	45	35	52	56
Part-time employee	12	21	14	15	20
Freelance employee	20	32	11	24	38

Shevinshaw's Ltd staff numbers by function

	<i>Previous Year</i>	<i>Next Year Projection</i>
Marketing	62	76
Finance	104	90
Research	74	72
Sales	82	94
HR	122	96

Q21 The HR Director at Shevinshaw's Ltd conducts a survey. An eighth of the full-time HR employees state that they would prefer to work part-time. If this occurred and other staff numbers remained the same, what would be the total number of part-time employees for this year?

- (A) 37
- (B) 89
- (C) 27
- (D) 56

Current Year: Shevinshaw's Ltd Staff Numbers

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Marketing	62	76
Finance	104	90
Research	74	72
Sales	82	94
HR	122	96

Q22 Which function is forecast to lose the same number of employees as it lost last year?

- (A) None of these
- (B) Finance
- (C) Research
- (D) Sales

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Freelance employee	20	32	11	24	38

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Marketing	62	76
Finance	104	90
Research	74	72
Sales	82	94
HR	122	96

Q23 Which function has the lowest ratio of full-time employees compared to part-time employees and freelance employees combined?

- (A) Marketing
- (B) Finance
- (C) Research
- (D) HR

Current Year: Shevinshaw's Ltd Staff Numbers

	Marketing	Finance	Research	Sales	HR
Full-time employee	34	45	35	52	56
Part-time employee	12	21	14	15	20
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Finance	104	90
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Sales	82	94
HR	122	96

Q24 Which of the following statements is true?

- (A) Finance has the most employees
- (B) Total Sales employees outnumber total HR
- (C) Research has the most employees
- (D) HR has the most freelance employees

Current Year: Shevinshaw's Ltd Staff Numbers

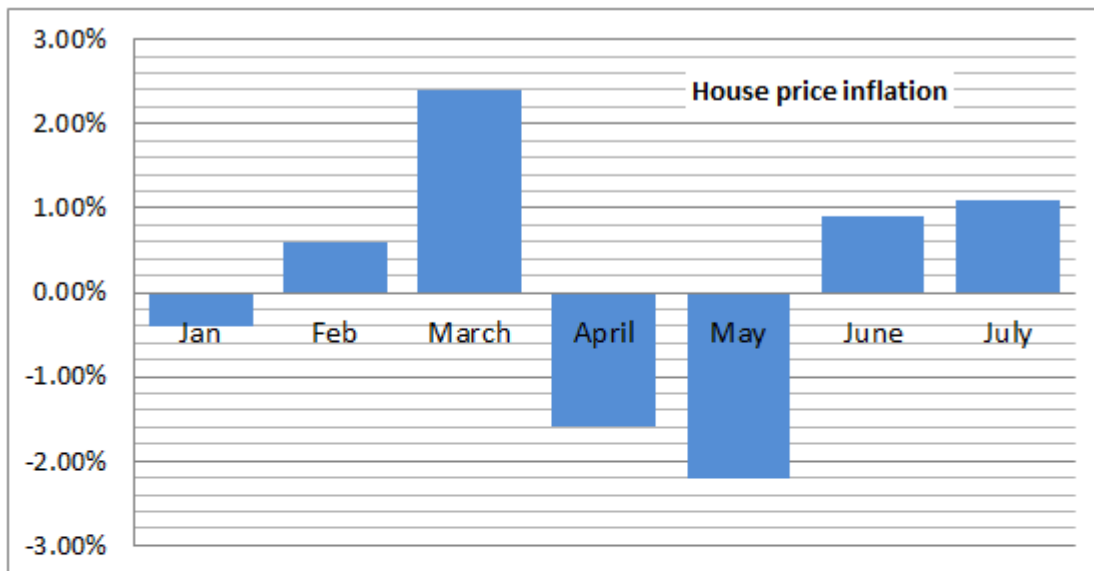
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Shevinshaw's Ltd staff numbers by function

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Finance	104	90
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Q25 Weekend overtime is paid at a rate of double pay for Marketing and Research employees, with other employees receiving time and a half. Which function will work the second highest number of overtime hours – assuming that each employee works 8 days per year overtime – next year?

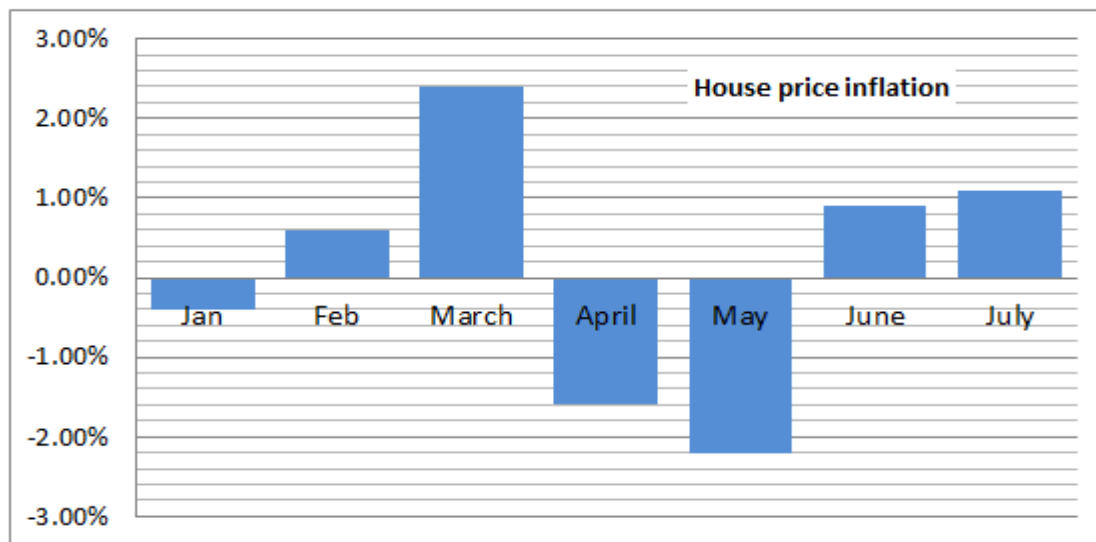
- (A) Research
- (B) Marketing
- (C) Finance
- (D) Sales



Property type	Average price (£) – end of June
Studio flat	£140,000
2-bedroom flat	£208,000
3-bedroom flat	£260,000
4-bedroom house	£365,000
5-bedroom house	£450,000

Q26 In which month shown did house prices change the most, and the least, respectively?

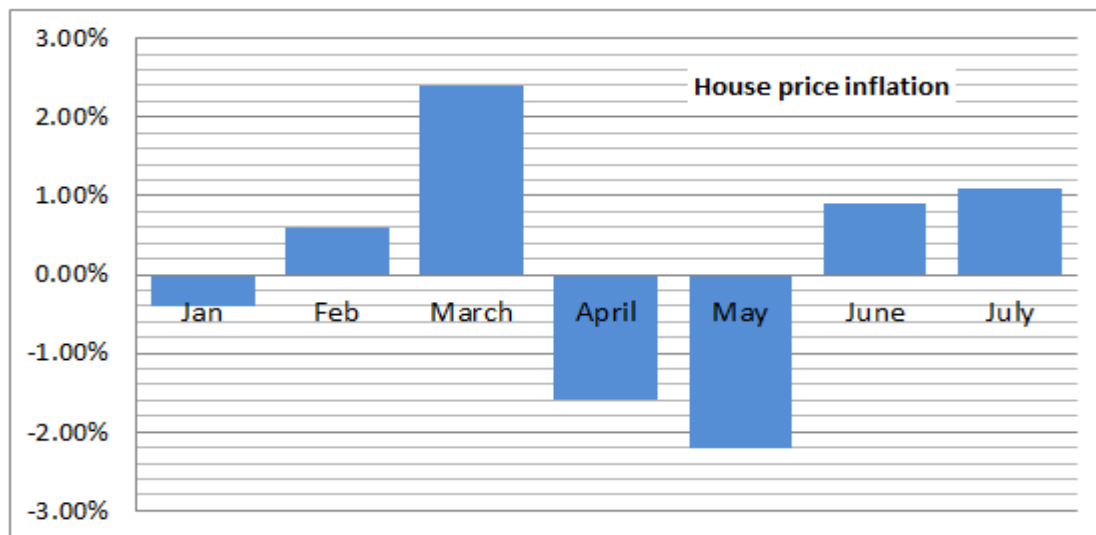
- (A) March, May
- (B) May, January
- (C) May, March
- (D) March, January



Property type	Average price (£) – end of June
Studio flat	£140,000
2-bedroom flat	£208,000
3-bedroom flat	£260,000
4-bedroom house	£365,000
5-bedroom house	£450,000

Q27 Which two property prices are in the ratio of 4:5?

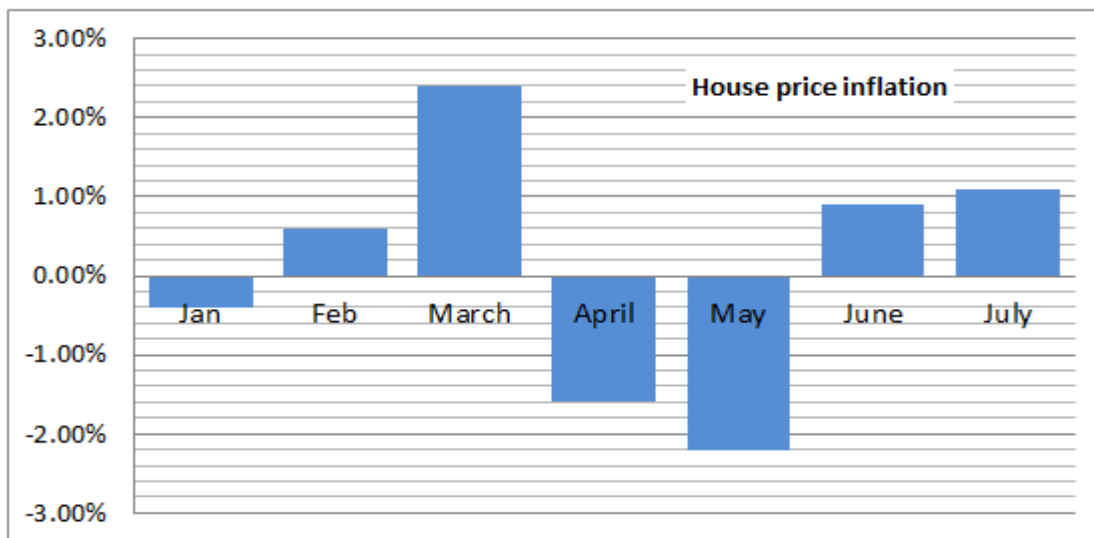
- (A) 4-bedroom house: 3-bedroom flat
- (B) 2-bedroom flat: studio flat
- (C) Studio flat: 2-bedroom flat
- (D) 2-bedroom flat: 3-bedroom flat



Property type	Average price (£) – end of June
Studio flat	£140,000
2-bedroom flat	£208,000
3-bedroom flat	£260,000
4-bedroom house	£365,000
5-bedroom house	£450,000

Q28 At the end of June, a property speculator buys three 2-bedroom flats at the average price and rents each one out at £900 profit per month. If she sells the properties eighteen months later with house prices having risen 15% since purchase, how much profit, before costs, has she made?

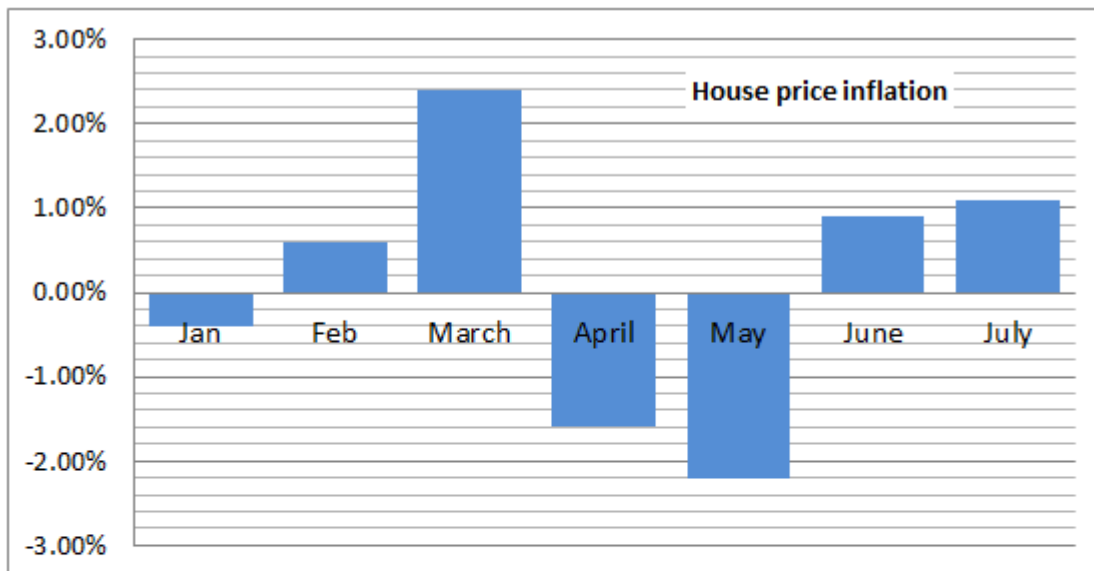
- (A) £140,850
- (B) £165,600
- (C) £142,200
- (D) £48,600



Property type	Average price (£) – end of June
Studio flat	£140,000
2-bedroom flat	£208,000
3-bedroom flat	£260,000
4-bedroom house	£365,000
5-bedroom house	£450,000

Q29 If the cost of a 4-bedroom house continues at the same monthly rate of inflation as July, what will the cost be at the end of October?

- (A) £385,522
- (B) £381,300
- (C) £381,327
- (D) £381,237



Property type	Average price (£) - end of June
Studio flat	£140,000
2-bedroom flat	£208,000
3-bedroom flat	£260,000
4-bedroom house	£365,000
5-bedroom house	£450,000

Q30 If a newly decorated studio flat was worth £141,400 at the start of the year, what was its value at the end of February?

- (A) £141,679
- (B) £142,000
- (C) £140,834
- (D) £139,679

End of test