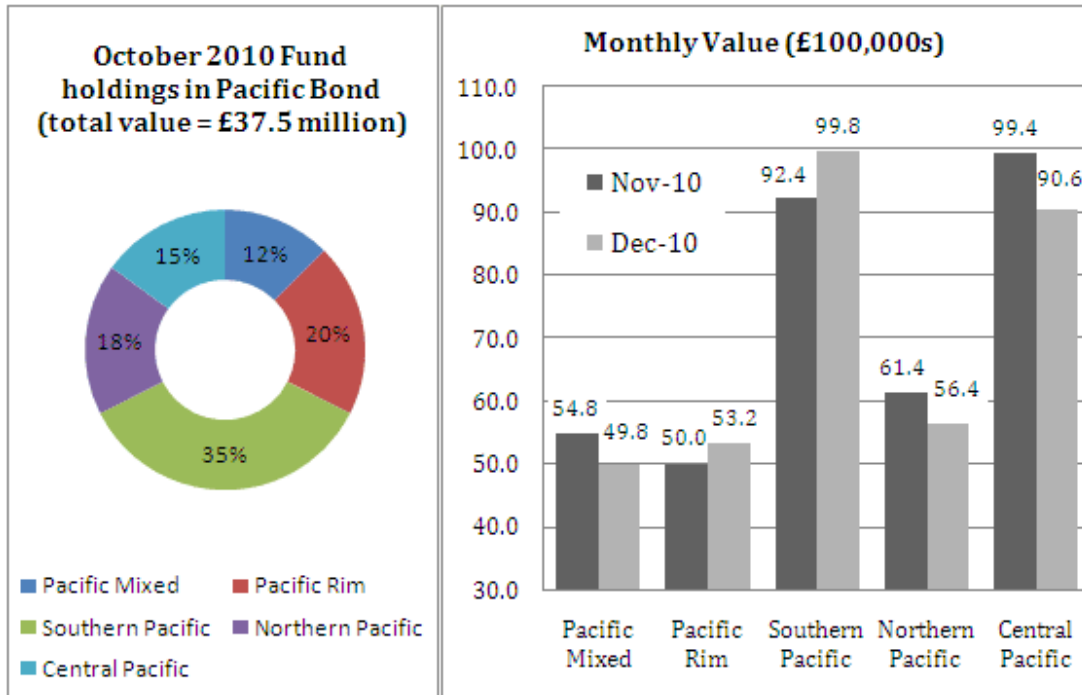


This numerical reasoning test comprises **30 questions**, and you will have **30 minutes** in which to correctly answer as many as you can. Calculators are permitted for this test, and it is recommended you have some rough paper to work on.

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. Each question will have four possible answers, one of which is correct. You may click Back and Next during the test to review or skip questions.

You can submit your test at any time. If the time limit is up before you click submit the test will automatically be submitted with the answers you have selected. It is recommended to keep working until the time limit is up.

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



Q1 What was the 2010 percentage change in the value of the Pacific Rim holding between October and November (to the nearest percent)?

- (A) 41% less
- (B) 41% more
- (C) 36% less
- (D) 34% less
- (E) 33% less

Q2 What was the ratio of Pacific Rim: Southern Pacific holdings in October 2010?

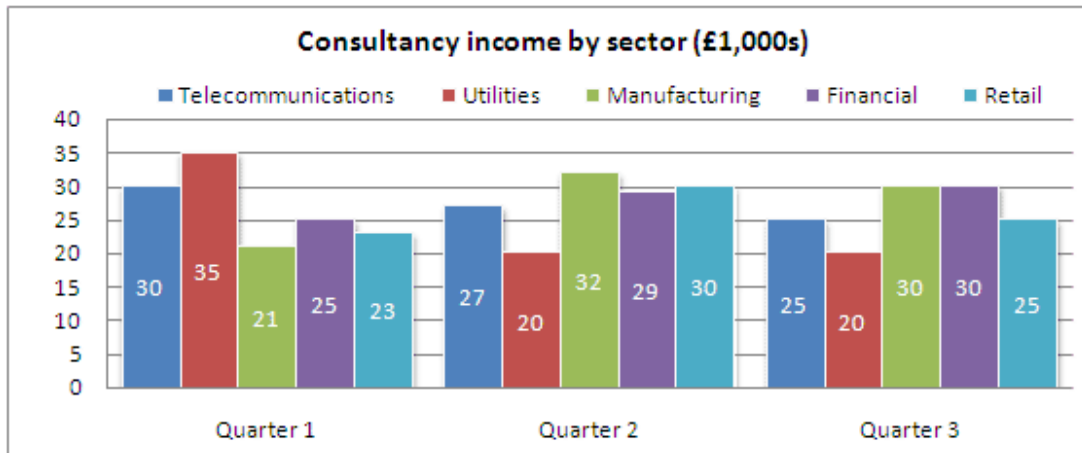
- (A) 3:2
- (B) 2:3
- (C) 4:5
- (D) 5:4
- (E) 4:7

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- Q3** In October 2010 which two Pacific Bond fund holdings when combined had the same value as Southern Pacific holdings?
- (A) Northern Pacific and Central Pacific
 - (B) Central Pacific and Pacific Rim
 - (C) Pacific Mixed and Pacific Rim
 - (D) Pacific Mixed and Northern Pacific
 - (E) Pacific Rim and Northern Pacific
- Q4** Which of the following represents the largest amount?
- (A) October's Pacific Mixed holding
 - (B) Average November value of each of the 5 holdings
 - (C) November value of holdings in Northern Pacific
 - (D) 70% of November's value of holdings in Southern Pacific
 - (E) Average December value of each of the 5 holdings
- Q5** In October 2010 what fraction of the total Pacific Bond did the Northern Pacific and Pacific Mixed fund holdings represent?
- (A) $\frac{1}{5}$
 - (B) $\frac{1}{10}$
 - (C) $\frac{1}{4}$
 - (D) $\frac{3}{10}$
 - (E) $\frac{2}{5}$

Western Region - Store location	Number of sales staff	Units sold					
		Week 1		Week 2		Week 3	
		Actual	Target	Actual	Target	Actual	Target
Redcliff	8	20	15	20	25	35	35
Ather	9	30	20	40	25	40	35
Wilkington	5	25	20	18	25	24	30
Trew	8	15	10	14	15	12	15
Tunston	6	5	10	6	15	9	15

- Q6** For Weeks 1 and 3, across all 5 stores combined, what was the difference (in units) between Actual and Target sales volumes?
- (A) 10 over target (Week 1); 10 under target (Week 3)
 (B) 10 over target (Week 1); 15 under target (Week 3)
 (C) 15 over target (Week 1); 10 under target (Week 3)
 (D) 15 over target (Week 1); 15 under target (Week 3)
 (E) 20 over target (Week 1); 10 under target (Week 3)
- Q7** Over the three week period, which Store achieved the highest sales per sales staff member?
- (A) Redcliff
 (B) Ather
 (C) Wilkington
 (D) Trew
 (E) Tunston

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- Q8** Next year staff numbers are to be reduced by 1 at stores with 6 or less staff, and by 2 staff at all other stores. What will be the average monthly target per staff member across all 5 stores if the regional target (across the 5 stores) is £168,000?
- (A) £5,000
(B) £6,000
(C) £7,000
(D) £8,000
(E) £9,000
- Q9** The Western Region's overall sales (£120,000) were in a ratio of 3:2 to the Eastern Region's sales which itself had half the sales of the Northern and Southern Regions combined. What were the total sales of all 4 Regions?
- (A) £180,000
(B) £200,000
(C) £220,000
(D) £240,000
(E) £360,000
- Q10** All sales in the three week period were based on an average £9.50 reduction in the sales price of the units sold. What was the total saving made by customers who bought units over the 3 week period (to the nearest £100)?
- (A) £3,000
(B) £3,500
(C) £4,000
(D) £4,500
(E) £5,000

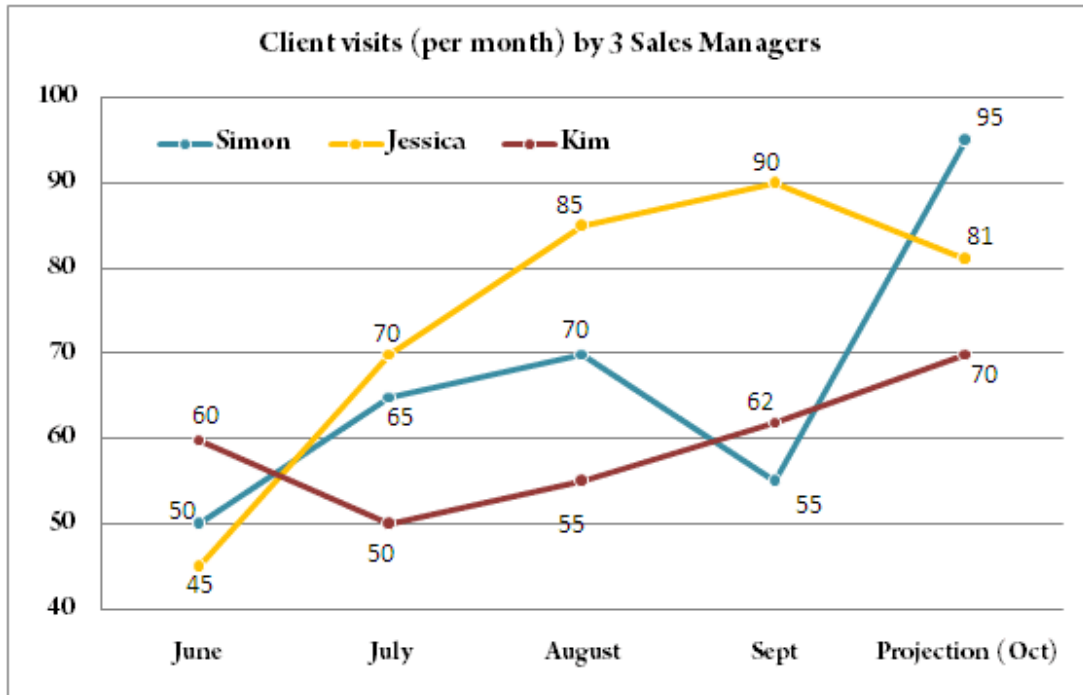


Manufacturing sector - Consultancy income by consultant

Consultant	Quarter 1	Quarter 2	Quarter 3	Quarter 4
David	4,000	3,500	5,000	4,000
Peter	6,000	6,500	7,000	10,500
Sarah	6,000	9,000	5,500	3,000
Jane	4,000	4,500	7,500	4,500
Harry	1,000	4,500	5,000	6,500

- Q11** Which sector experienced the highest sales for Quarters 1, 2 and 3 combined?
- (A) Telecommunications
 (B) Utilities
 (C) Manufacturing
 (D) Financial
 (E) Retail
- Q12** Quarter 4's income per sector is in the same ratio as Quarter 3, and the consultancy income from the Financial sector is £33,000. What is the consultancy income from the Utilities sector?
- (A) Can't tell from the data provided
 (B) £12,000
 (C) £22,000
 (D) £25,000
 (E) £45,000

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- Q13** For Quarters 1 and 3 combined, which two Manufacturing sector consultants had incomes in the ratio 2:3?
- (A) Harry and David
 - (B) Sarah and Jane
 - (C) Harry and Jane
 - (D) David and Peter
 - (E) David and Sarah
- Q14** The Manufacturing sector income from the five consultants is supplemented by the work of an associate consultant. What was the associate consultant's income from the Manufacturing sector across Quarters 1 to 3?
- (A) £3,000
 - (B) £4,000
 - (C) £6,000
 - (D) £8,000
 - (E) £9,000
- Q15** The total quarterly income target, starting with £115,000 for Quarter 1, increased by 20% for each subsequent Quarter. In Quarter 3 what was the difference between actual income and the target?
- (A) £8,000 under-performance
 - (B) £18,400 under-performance
 - (C) £31,000 over-performance
 - (D) £31,000 under-performance
 - (E) £35,600 under-performance



- Q16** Simon and Jessica have travel allowances of 60p and 44p per mile respectively. Simon and Jessica each travel on average 25 miles and 30 miles respectively per sales visit. How much travel allowance is claimed in total by these 2 Sales Managers in August?
- (A) £1,050
 (B) £1,122
 (C) £2,122
 (D) £2,172
 (E) £2,272
- Q17** If the percentage change in sales visits between September and October (projected) continues for November, what will Jessica and Kim's number of complete sales visits be in November?
- (A) 71 visits (Jessica); 77 visits (Kim)
 (B) 71 visits (Jessica); 78 visits (Kim)
 (C) 72 visits (Jessica); 78 visits (Kim)
 (D) 72 visits (Jessica); 79 visits (Kim)
 (E) 73 visits (Jessica); 79 visits (Kim)

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- Q18** If the margin of error on October's projected client visits is +/- 15%, what are the ranges for each Sales Manager (rounded to the nearest whole visit)?
- (A) 90–100 (Simon); 77–85 (Jessica); 66–74 (Kim)
 - (B) 90– 107 (Simon); 74–87 (Jessica); 64–76 (Kim)
 - (C) 81–109 (Simon); 73–89 (Jessica); 63–77 (Kim)
 - (D) 81–109 (Simon); 69–93 (Jessica); 60–81 (Kim)
 - (E) 76–104 (Simon); 64–89 (Jessica); 56–76 (Kim)
- Q19** Jessica, who travelled 3,500 miles in July, travelled an extra 10 miles per client visit compared to Simon. What was the total number of miles Simon travelled in July?
- (A) 2,400
 - (B) 2,600
 - (C) 2,800
 - (D) 3,000
 - (E) 3,200
- Q20** The average order value per client visit is £145, £135 and £125 for Simon, Jessica and Kim respectively. Which Sales Managers generate the highest and lowest order values in June?
- (A) Kim (most); Jessica (least)
 - (B) Simon (most); Jessica (least)
 - (C) Jessica (most); Kim (least)
 - (D) Jessica (most); Simon (least)
 - (E) Kim (most); Simon (least)

US operations – Year 1	Subsidiary 1	Subsidiary 2	Subsidiary 3	Subsidiary 4	Subsidiary 5
Sales*	1,124	3,334	2,250	24,300	14,450
Salary payroll for all staff*	127	409	289	570	4,355
Number of staff	555	1,722	1,343	2,824	13,292
Dividends per share (cents):					
1. Interim dividend paid	6.2	8.5	9	15	11
2. Final proposed dividend	15.8	10.5	46	10	25
Number of shares (millions)	3	3.5	12	2.6	20

*in \$100,000s

- Q21** Which subsidiary will pay the lowest amount in dividends (interim and final dividends combined)?
- (A) Subsidiary 1
 (B) Subsidiary 2
 (C) Subsidiary 3
 (D) Subsidiary 4
 (E) Subsidiary 5
- Q22** Which 2 or 3 subsidiaries had combined sales of 1,890.8 million?
- (A) Subsidiaries 1 and 5
 (B) Subsidiaries 2 and 5
 (C) Subsidiaries 1, 2 and 5
 (D) Subsidiaries 3 and 5
 (E) Subsidiaries 1, 3 and 5

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- Q23** Over the next year, Subsidiary 5's Sales are expected to drop by a fifth whilst its number of staff is expected to increase by 15%. What will be the percentage change in the Sales per member of staff from Year 1 to the next?
- (A) 25%
 - (B) 26%
 - (C) 29%
 - (D) 30%
 - (E) 44%
- Q24** What is the ratio of Subsidiary 4's interim dividend per share compared to Subsidiary 5's final dividend per share?
- (A) 2:3
 - (B) 5:2
 - (C) 2:5
 - (D) 3:5
 - (E) 5:3
- Q25** What is the lowest payroll per member of staff (across the 5 subsidiaries)?
- (A) £23,751
 - (B) £22,883
 - (C) £21,519
 - (D) £20,764
 - (E) £20,184

Consolidated Income Statements (£millions)	Competitor A	Competitor B	Competitor C
Revenue	580	632	600
Gross profit	128	148	147
Operational profit	108	128	131
Profit before tax	90	112	117
Corporation tax*	-27	-33.6	-35.1
Profit after tax	63	78.4	81.9

*Tax = 30%

- Q26** If Profit before tax increases by 15% for Competitor B and decreases by 8% for Competitor A, what is the difference between Competitor A and Competitor B's corporation tax payments (to the nearest £million)?
- (A) £10 million
 (B) £12 million
 (C) £14 million
 (D) £16 million
 (E) £18 million
- Q27** Competitor B and Competitor C choose to declare their Revenues in \$ and Euros respectively. What are these figures? (Use the exchange rates 1£ = \$1.66; 1£ = €1.15).
- (A) \$1,043 million (Competitor B); €708 million (Competitor C)
 (B) \$1,049 million (Competitor B); €690 million (Competitor C)
 (C) \$1,049 million (Competitor B); €720 million (Competitor C)
 (D) \$720 million (Competitor B); €1,055 million (Competitor C)
 (E) Can't tell from the data provided

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- Q28** What would be the difference in Euros if Competitor A used an exchange rate of 1£ = €1.20, rather than 1£ = €1.15, when calculating its Profit after tax?
- (A) €0.05 million
 - (B) €1.15 million
 - (C) €2.05 million
 - (D) €3.05 million
 - (E) €3.15 million
- Q29** What was the average Gross profit across the 3 competitors (to the nearest £10million)?
- (A) £140 million
 - (B) £141 million
 - (C) £142 million
 - (D) £143 million
 - (E) £144 million
- Q30** Competitor C moves to a country charging 15% corporation tax and corporation tax falls to 22% for Competitors A and B. What is the total corporation tax payable for the 3 competitors (based upon the Profit before tax figures shown)?
- (A) £62 million
 - (B) £46 million
 - (C) £26 million
 - (D) £25 million
 - (E) Can't tell from data

End of Numerical Reasoning Test 3