Numerical Reasoning

Practice Test 6

Solution Booklet

Product code	Non-European stores selling product	Current month's sales ($)	Price per product unit ($)
DE45*	14	35,000	175
PU20*	9	20,000	200
AE25	6	13,000	130
PU10**	5	24,000	150
FD24**	7	9,000	180

* Promotional offer = 3 for the price of 2

** Promotional offer = 4 for the price of 3

Product code	European stores selling product	Current month's sales (€)	Price per product unit (€)
DE45	26	21,000	150
PU20	19	30,000	160
AE25	11	24,500	200
PU10	9	18,700	110
FD24	13	14,700	90

Q1 Which of the products shown had the lowest value of sales per non-European store and which had the highest value of sales per European store?

(A) PU10 (non-European); AE25 (European)
(B) FD24 (non-European); DE45 (European)
(C) FD24 (non-European); AE25 (European)
(D) AE25 (non-European); PU10 (European)
(E) AE25 (non-European); FD24 (European)

Step 1 – calculate each product's average sales per European store
DE45 = 21,000/26 = 808
PU20 = 30,000/19 = 1,579
AE25 = 24,500/11 = 2,227
PU10 = 18,700/9 = 2,078
FD24 = 14,700/13 = 1,131

Step 2 – calculate each product's average sales per non-European store
DE45 = 35,000/14 = 2,500
PU20 = 20,000/9 = 2,222
AE25 = 13,000/6 = 2,167
PU10 = 24,000/5 = 4,800
FD24 = 9,000/7 = 1,286

Thus the correct answer is (C), FD24 (non-European); AE25 (European)

Q2 What is the discrepancy (in $) between the AE25 price per product unit in non-European stores compared to European stores. Use an exchange rate of €0.80 to the $.

(A) $30
(B) $120
(C) $130
(D) $200
(E) $230

The information that you need is shown in both tables. Note from the possible answers it doesn't matter which is the greater, we just need the difference.

Tip: *if you struggle with the term "€x to the $" and you sometimes multiply when you should divide by the conversion, think of an extreme example. So think of a two currencies that have very different strengths, for example Zimbabwean Dollar to the British Pound. It doesn't matter what the values are but you know there are lots of ZWDs to the BGP and you also know that the same product will cost a lot more ZWDs than GBP. Hopefully that will help you decide if currency A should be a higher number than currency B, or vise versa.*

Step 1 – read from the table the AE25 price per product unit (non-European stores)
= $130

Step 2 – Calculate the AE25 price per product unit (European stores)
= €200 ÷ 0.80 = $250

Step 3 – calculate the difference between the two
$250 - $130 = $120

Thus the correct answer is (B), $120

Q3 This month's combined target for non-European and European sales of AE25 is €40,000. Using an exchange rate of €0.75 to the $, what is the difference between the sales values shown and this target?

(A) €575
(B) €750
(C) €5,100
(D) €5,750
(E) €7,500

The information that you need is shown in both tables

Step 1 – calculate AE25's non-European sales in Euros
$13,000 x €0.75 = €9,750

Step 2 – calculate AE25's combined European and non-European sales
€9,750 + €24,500 = €34,250

Step 3 – calculate the discrepancy against target sales
€40,000 - €34,250 = €5,750

Thus the correct answer is (D), €5,750

Q4 Combining European and non-European sales, which products generated the highest number of product units sold? Use the non-promotional sales prices shown.

(A) DE45
(B) PU20
(C) AE25
(D) PU10
(E) FD24

The information that you need is shown in both tables.

Step 1 – calculate the number of sales per product (non-European stores)

	Product unit sales
DE45	*35,000/175 = 200*
PU20	*20,000/200 = 100*
AE25	*13,000/130 = 100*
PU10	*24,000/150= 160*
FD24	*9,000/180 = 50*

Step 2 – calculate the number of sales per product (European stores)

DE45	*€145*	*21,000/150 = 140*
PU20	*€185*	*30,000/160 = 187.5*
AE25	*€240*	*24,500/200 = 122.5*
PU10	*€110*	*18,700/110 = 170*
FD24	*€150*	*14,700/90 = 163.33*

Step 3 – calculate the total number of sales per product

DE45	***200 + 140 = 340***
PU20	*100 + 187.5 = 287.5*
AE25	*100 + 122.5 = 222.5*
PU10	*160 + 170 = 330*
FD24	*50 + 63.33 = 213.33*

Thus the correct answer is (A), DE45

Q5 Given that a customer uses the promotional offers shown, put the 5 products sold in non-European stores into order of increasing promotional price per unit (starting with the cheapest).

(A) AE25, PU10, DE45, FD24, PU20
(B) PU10, DE45, PU20, AE25, FD24
(C) PU10, DE45, AE25, PU20, FD24
(D) DE45, PU10, PU20, AE25, FD24
(E) PU10, DE45, PU20, FD24

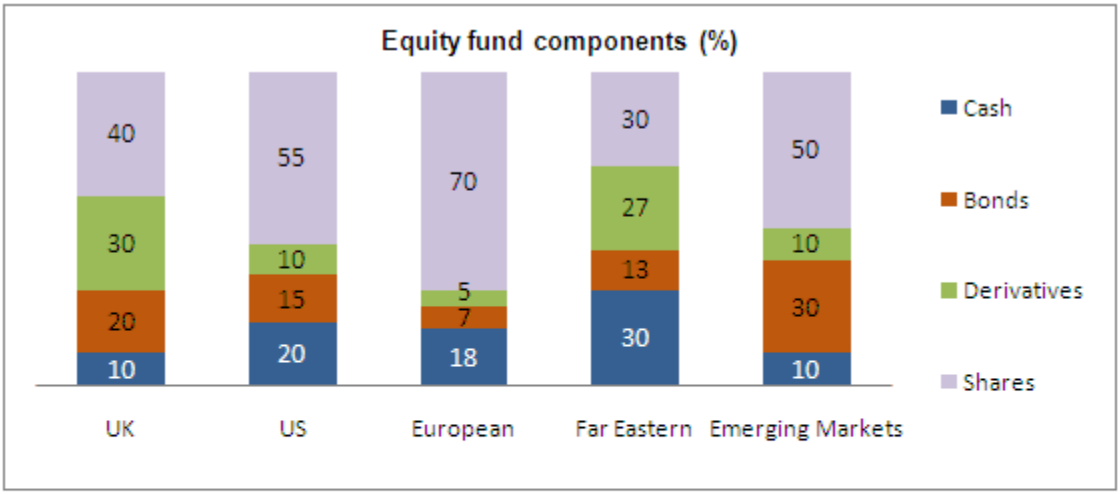
The information that we need is shown in the first table (non-European stores)

Step 1 – calculate the 3 for the price of 2 promotional offers
DE45 promotional price per unit = 2/3 x $175 = $116.67
PU20 promotional price per unit = 2/3 x $200 = $133.33

Step 2 – calculate the 4 for the price of 3 promotional offers
PU10 promotional price per unit = 3/4 x $150 = $112.50
FD24 promotional price per unit = 3/4 x $180 = $135.00

Step 3 – put these promotional prices into order alongside the fifth product (AE25) priced at $130 and not on promotion

Thus the correct answer is (C), PU10, DE45, AE25, PU20, FD24



Equity fund values	UK	US	European	Far Eastern	Emerging Markets
Total value (£million)	55.6	24.3	52.1	26.2	38.9
Number of investors	3,450	1,460	3,295	1,575	2,660

Q6 On the previous day, the value of the shares held in the Emerging Markets Fund was 0.5% lower than the values given here. What was the previous day's value of shares in the Emerging Markets Fund?

(A) £18.35 million
(B) £18.40 million
(C) £18.50 million
(D) £19.35 million
(E) £19.40 million

The information that we need is shown in both the graph and the table.

Step 1 - Calculate the value of the shares component of the Emerging Markets Fund

38.9 million x 50% = £19.45 million

Step 2 – Calculate the previous day's value
£19.45 million x .995 = £19.35 million

Thus the correct answer is (D), £19.35 million

Q7 Which out of the Emerging Markets, UK and Far Eastern funds hold the lowest value of Cash and the lowest value of Bonds?

(A) UK (Cash); US (Bonds)
(B) Emerging Markets (Cash); Far Eastern (Bonds)
(C) European (Cash); European (Bonds)
(D) US (Cash); US (Bonds)
(E) US (Cash); European (Bonds)

The information that we need is shown in both the table and the graph.

Step 1 - Calculate the value of the Cash held within each of the Funds in the question
Cash value = total value x cash %
UK (Cash) = 55.6 x 10% = £5.56 million

See table below:

	Cash
UK	*£5.56 million*
Far Eastern	*£7.86 million*
Emerging Markets	***£3.89 million***

Step 2 - Calculate the value of the Bonds held within each of the Funds in the question
Bonds value = total value x bonds %
UK (Bonds) = 55.6 x 20% = £11.12 million

See table below:

	Bonds
UK	*£11.12 million*
Far Eastern	***£3.41 million***
Emerging Markets	*£11.67 million*

Thus the correct answer is (B), Emerging Markets (Cash); Far Eastern (Bonds)

Q8 Which equity fund has the highest average value per individual investor?

(A) UK Fund
(B) US Fund
(C) European Fund
(D) Far East Fund
(E) Emerging Markets Fund

The information that we need is shown in the table. Note there doesn't appear to be an obvious answer just from inspection so we must calculate each option.

For each equity fund calculate the average value per individual investor.
UK = 55.6/3,450 = £16,116
US = 24.3/1,460 = £16,644
European = 52.1/3,295 = £15,811
Far East = 26.2/1,575 = £16,635
Emerging Markets = 38.9/2,660 = £14,624

Thus the correct answer is (B), US Fund

Q9 Which of the components of the UK and US equity funds have the highest and the lowest value?

(A) lowest is US Fund (Bonds); highest is UK Fund (Derivatives)
(B) lowest is US Fund (Shares); highest is UK Fund (Shares)
(C) lowest is UK Fund (Bonds); highest is US Fund (Shares)
(D) lowest is US Fund (Bonds); highest is UK Fund (Shares)
(E) lowest is US Fund (Derivatives); highest is UK Fund (Shares)

Tip: *Note that just from looking at the graph and table we know the overall US fund is smaller than the UK fund and the smallest fraction within the US find (10% to Derivatives) is not larger than the smallest fraction within the UK fund. So we can instantly say the smallest fraction is Derivatives in the US fund. As it happens there is only one multiple choice with this as an option so we know (E) is the correct answer.*

In full, the solution is as follows. The information that we need is shown in both the graph and the table.

Calculate the value of each component of each equity fund, using this formula:
Component value = Total value x Equity fund component %
UK Fund (Cash) = 55.6 x 10% = 5.56 (£million)

See table below for other component values:

	Component value (£million)			
	Cash	*Bonds*	*Derivatives*	*Shares*
UK	*5.56*	*11.12*	*16.68*	***22.24***
US	*4.86*	*3.65*	***2.43***	*13.37*

Thus the correct answer is (E), lowest is US Fund (Derivatives); highest is UK Fund (Shares)

Q10 Which equity fund holding(s) hold less than double the number of Shares compared to Bonds?

(A) UK
(B) US
(C) Emerging Markets
(D) UK, US
(E) UK, US, Emerging Markets

The information that we need is shown in the graph.

Calculate the Shares: Bonds ratios for each equity fund

	Bonds	*Shares*
UK	*20*	*40*
US	*15*	*55*
European	*7*	*70*
Far Eastern	*13*	*30*
Emerging Markets	***30***	***50***

The UK fund has exactly double the number of Shares compared to Bonds. Only the Emerging Markets has less than double the number of Shares compared to Bonds.

Thus the correct answer is (C) Emerging Markets

MAINTENANCE COSTS (£ per week)						
Manufacturing Plant	Insurance	Servicing	Rent	Utilities	Administration	Misc.
Midlands	196	1,050	300	95	650	525
Bordeaux	204	1,100	250	236	600	400
Berlin	212	950	275	164	450	400
Amsterdam	154	1,025	350	245	525	500
Glasgow	195	875	300	189	720	425

Q11 Averaged across the Manufacturing Plants, put the average values for each of the maintenance costs in decreasing size order, starting with the highest.

(A) Servicing, Administration, Misc., Rent, Insurance, Utilities
(B) Servicing, Administration, Rent, Misc., Utilities, Insurance
(C) Servicing, Administration, Rent, Misc., Insurance, Utilities
(D) Servicing, Administration, Misc., Rent, Utilities, Insurance
(E) None of these

Calculate the average for each maintenance cost:
Insurance = 192.2
Servicing = 1,000
Rent = 295
Utilities = 185.8
Administration = 589
Misc = 450

Thus the correct answer is (A), Servicing, Administration, Misc., Rent, Insurance, Utilities

Q12 For which manufacturing plant(s) are the Administration: Rent costs in the ratio 12:5?

(A) Bordeaux
(B) Berlin
(C) Midlands and Glasgow
(D) Berlin and Midlands
(E) Glasgow and Bordeaux

Calculate the Administration: Rent cost ratio for each production plant, as follows:

Midlands	*650:300 =*	*13:6*
Bordeaux	*600:250 =*	*12:5*
Berlin	*450:275 =*	*18:11*
Amsterdam	*525:350 =*	*21:14*
Glasgow	*720:300 =*	*12:5*

Thus the correct answer is (E) Glasgow and Bordeaux

Q13 For the Glasgow manufacturing plant, which maintenance cost(s) represent approximately 7% of the total costs?

(A) Rent and Utilities
(B) Rent
(C) Utilities
(D) Insurance
(E) Insurance and Utilities

Step 1 - For the Glasgow plant, calculate the total costs
195 + 875 + 300 + 189 + 720 + 425 = 2,704

Step 2 - For the Glasgow plant, calculate each cost as a % of the total cost

Insurance = 100% x 195/2,704 = 7%
Servicing = 100% x 875/2,704 = 32%
Rent = 100% x 300/2,704 = 11%
Utilities = 100% x 189/2,704 = 7%
Administration = 100% x 720/2,704 = 27%
Misc = 100% x 425/2,704 = 16%

***Tip:** to save time, you can stop after you've calculated 7% for Insurance and just scan across the row to see if any other costs are close to £195. You will see that Utilities are.*

Thus the correct answer is (E), Insurance and Utilities

Q14 What is the average annual cost for servicing each of the 5 manufacturing plants (assume 4 weeks in a month)?

(A) £3,300
(B) £12,400
(C) £16,500
(D) £39,600
(E) £48,000

Step 1 – total the servicing costs
1,050 + 1,100 + 950 + 1,025 + 875 = £5,000 per week

Step 2 – calculate the monthly cost
5,000 x 4 = £20,000 per month

Step 3 – calculate the average monthly cost
£20,000 / 5 = £4,000 per month

Step 4 – calculate the average annual cost
4,000 x 12 = £48,000

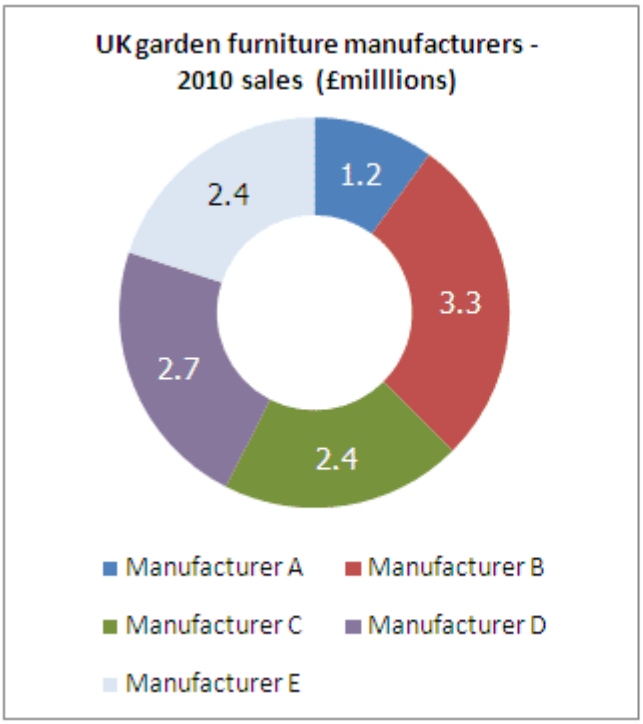
Thus the correct answer is (E), £48,000

Q15 Which two manufacturing plants have the same total maintenance costs per week?

(A) Midlands and Glasgow
(B) Bordeaux and Glasgow
(C) Bordeaux and Amsterdam
(D) Midlands and Amsterdam
(E) None of these

Calculate the total weekly maintenance costs for each production plant
Midlands = 196 + 1,050 + 300 + 95 + 650 + 525 = 2,816
Bordeaux = 204 + 1,100 + 250 + 236 + 600 + 400 = 2,790
Berlin = 212 + 950 + 275 + 164 + 450 + 400 =2,451
Amsterdam = 154 + 1,025 + 350 + 245 + 525 + 500 = 2,799
Glasgow = 195 + 875 + 300 + 189 + 720 + 425 = 2,704

Thus the correct answer is (E), None of these



COMPANY C SALES (£)		
REGION	2009	2010
Northern	312,500	278,500
Central	396,700	470,400
Southern	546,300	502,000
Eastern	595,500	643,100
Western	529,000	506,000

Q16 Which garden furniture manufacturer has 22.5% of the UK market in terms of 2010 annual sales?

(A) Manufacturer A
(B) Manufacturer B
(C) Manufacturer C
(D) Manufacturer D
(E) Manufacturer E

The information that you need is shown in the pie-chart.

Step 1 – Calculate the total annual sales for all furniture manufacturers
1.2 + 3.3 + 2.4 + 2.7 + 2.4 = £12 million

Step 2 – Next, the quickest way to complete this question is to calculate 22.5% of the 12 million and see which manufacturer has this sales value. So 22.5% of 12 is 2.7. We immediately see that Manufacturer D has sales of 2.7 (ignoring any units).

Alternatively, the slower way would be to calculate the % of the UK market held by each furniture manufacturer:

Manufacturer A = 1.2/12 x 100% = 10%
Manufacturer B = 3.3/12 x 100% = 27.5%
Manufacturer C = 2.4/12 x 100% = 20%
Manufacturer D = 2.7/12 x 100% = 22.5%
Manufacturer E = 2.4/12 x 100% = 20%

Thus the correct answer is (D), Manufacturer D

Q17 Manufacturers B and D each aim to increase their annual sales from 2010 to 2011 by a quarter. Manufacturers A, C and E each aim to grow their annual sales by a fifth. Assuming all companies meet these targets, what will be 2011's total furniture manufacturer sales (to the nearest £million)?

(A) £13 million
(B) £14 million
(C) £15 million
(D) £16 million
(E) £17 million

The information that you need is shown in the pie-chart.

Step 1 - Calculate the 2011 targets for each garden furniture manufacturer

Manufacturer A: 1.2 x 1.2 = 1.44
Manufacturer B: 3.3 x 1.25 = 4.125
Manufacturer C: 2.4 x 1.2 = 2.88
Manufacturer D: 2.7 x 1.25 = 3.375
Manufacturer E: 2.4 x 1.2 = 2.88

Step 2 – Calculate the total 2011 target for all garden furniture manufacturers
1.44 + 4.125 + 2.88 + 3.375 + 2.88 = 14.7

Step 3 – to the nearest £million = £15 million

Note: in this question we were lucky that £14.7 million was not an available answer. Sometimes questions deliberately include the answer not rounded as required, to catch you out.

Thus the correct answer is (C), £15 million

Q18 Which region showed the second largest difference in Company C sales between 2009 and 2010?

(A) Northern
(B) Central
(C) Southern
(D) Eastern
(E) Western

The information that you need is shown in the table.

Calculate the change in Company C sales (2009-2010) for each region

Northern: 278,500 – 312,500 = -34,000
Central: 470,400 – 396,700 = 73,700
Southern: 502,000 – 546,300 = -44,300
Eastern: 643,100 – 595,500 = 47,600
Western: 506,000 – 529,000 = -23,000

Thus the correct answer is (D) Eastern

Q19 What is the percentage increase in Company C's total sales for 2010 compared its 2009 total sales?

(A) 0.83%
(B) 0.84%
(C) 0.85%
(D) 0.86%
(E) 0.87%

The information that you need is shown in the table.

Step 1 – calculate 2009's total sales
312,500 + 396,700 + 546,300 + 595,500 + 529,000 =2,380,000

Step 2 – calculate 2010's total sales
278,500 + 470,400 + 502,000 + 643,100 + 506,000 = 2,400,000

Step 3 – calculate the % difference
2,400,000 / 2,380,000 = 1.0084 which is a 0.84% increase.

Thus the correct answer is (B), 0.84%

Q20 If Company C's sales in 2009 were in the ratio of 8:7 for online: offline sales, what were the offline sales (to the nearest £1,000)?

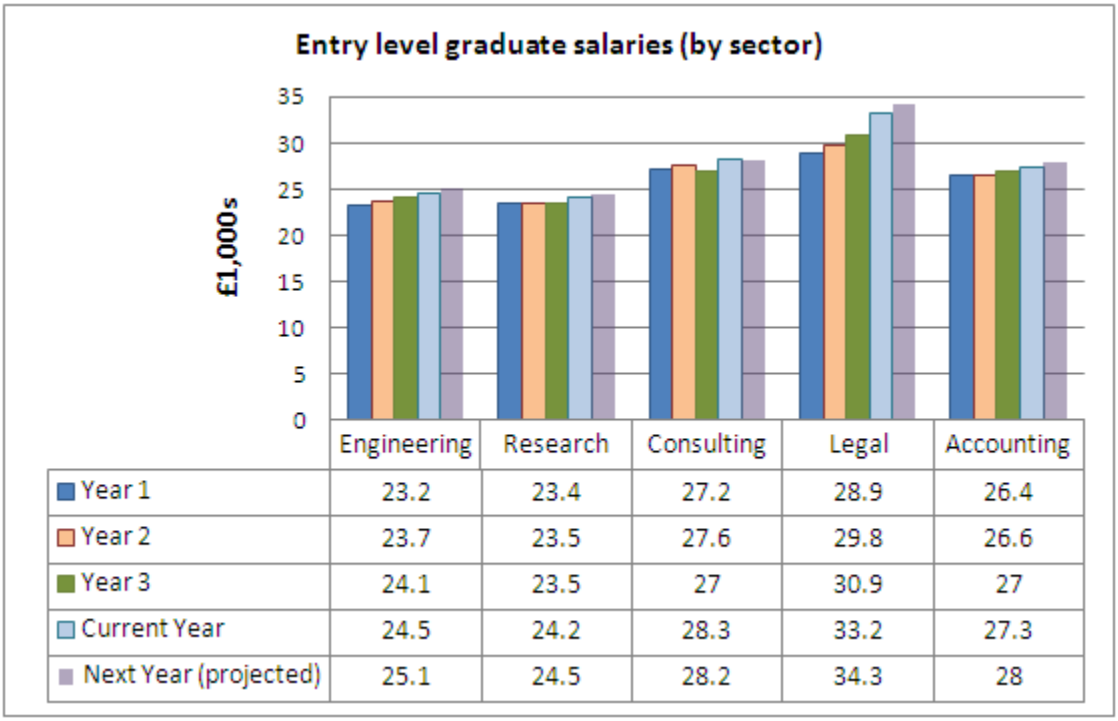
(A) £110,000
(B) £1,000,000
(C) £1,100,000
(D) £1,110,000
(E) £1,111,000

Step 1 – use Manufacturer C's 2009 total sales figure from the previous question
i.e. 2,380,000 (312,500 + 396,700 + 546,300 + 595,500 + 529,000)

Step 2 – put this figure into the question's ratio
Online sales + offline sales = 2,380,000
Offline sales = (2,380,000 x 7)/ (7+8) = 1,110,667

Step 3 - to the nearest £1,000 = 1,111,000

Thus the correct answer is (E), £1,111,000



	Engineering	Research	Consulting	Legal	Accounting
Year 1	23.2	23.4	27.2	28.9	26.4
Year 2	23.7	23.5	27.6	29.8	26.6
Year 3	24.1	23.5	27	30.9	27
Current Year	24.5	24.2	28.3	33.2	27.3
Next Year (projected)	25.1	24.5	28.2	34.3	28

Q21 Assume that the percentage change trends between the Current Year and Next Year continue at the same rate for a subsequent year. What's the subsequent year's average entry level graduate salary across the 5 sectors (to the nearest £500)?

(A) £28,000
(B) £28,500
(C) £29,000
(D) £29,500
(E) Can't tell from data

Step 1 – Calculate the subsequent year's entry level graduate salary for each sector

Engineering: 25.1 x (25.1 ÷ 24.5) = 25.715
Research: 24.5 x (24.5 ÷ 24.2) = 24.804
Consulting: 28.2 x (28.2 ÷ 28.3) = 28.100
Legal: 34.3 x (34.3 ÷ 33.2) = 35.436
Accounting: 28 x 28 ÷ 27.3) = 28.718

Step 2 – Calculate the average
(25.7 + 24.8 + 28.1 + 35.4 + 28.7) / 5 = 28.54

Step 3 – to the nearest £500 = £28,500

Thus the correct answer is (B), £28,500

Q22 In Year 3 a company paid the average entry graduate starting salaries when recruiting 15 graduates for a consultancy role and 6 graduates for a research role. What was the average salary per recruited graduate?

(A) £26,000
(B) £26,114
(C) £26,429
(D) £26,500
(E) £27,000

Step 1 – total the salaries for 15 graduates (consultancy)
15 x 27,000 = 405,000

Step 2 – total the salaries for 6 graduates (research)
6 x 23,500 = 141,000

Step 3 – calculate the average salary per graduate
(405,000 + 141,000)/21 = £26,000

Thus the correct answer is (A), £26,000

Q23 Which sector has seen the smallest percentage increase in graduate entry level salary between Year 2 and the Current Year?

(A) Engineering
(B) Research
(C) Consulting
(D) Legal
(E) Accounting

Calculate the % increase for each sector

Engineering: (24.5 – 23.7)/23.7 = 3.4%
Research: (24.2 – 23.5)/23.5 = 3.0%
Consulting: (28.3 – 27.6)/27.6 = 2.5%
Legal: (33.2 – 29.8)/29.8 = 11.4%
Accounting: (27.3 – 26.6)/26.6 = 2.6%

Thus the correct answer is (C), Consulting

Q24 The current year's entry level graduate salaries for working in logistics and retail are £25,000 and £24,000 respectively. If these sectors experience the same percentage change as the legal sector over the same period, what's next year's predicted entry level graduate salary in the logistics and retail sectors (to the nearest £100)?

(A) £24,800 (logistics); £25,800 (retail)
(B) £25,100 (logistics); £25,300 (retail)
(C) £25,500 (logistics); £25,000 (retail)
(D) £25,800 (logistics); £24,800 (retail)
(E) Can't tell from data

Step 1 – calculate the % increase in legal sector salaries between the current year and next year
100% x (34.3 – 33.2)/33.2 = 3.31%

Step 2 – apply this % increase to the entry level graduate salaries (logistics)
103.31% x £25,000 = £25,828

Step 3 – apply this % increase to the entry level graduate salaries (retail)
103.31% x £24,000 = £24,794

Thus the correct answer is (D), £25,800 (logistics); £24,800 (retail)

Q25 Which of the 5 sectors had the lowest difference in entry level graduate salary between Year 3 and the Current Year?

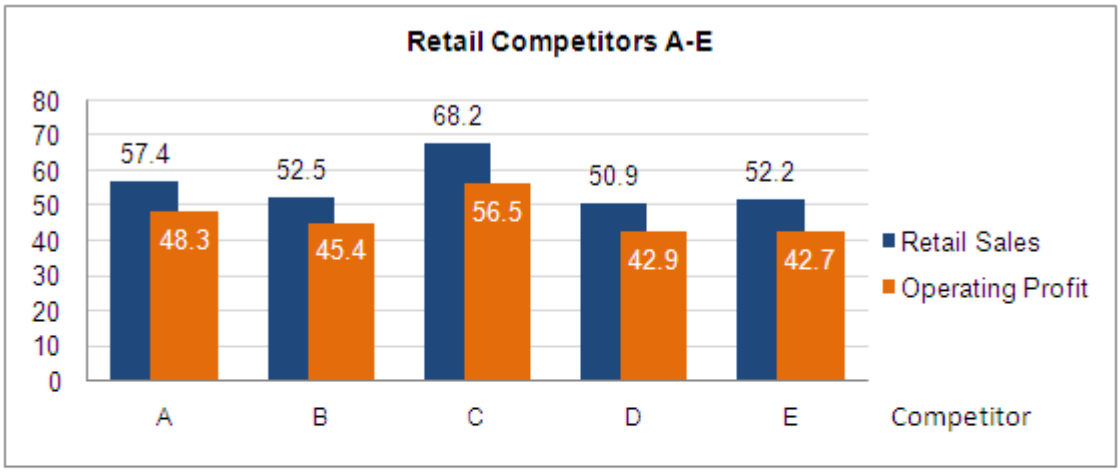
(A) Engineering
(B) Research
(C) Consulting
(D) Legal
(E) Accounting

Calculate the change for each sector

Engineering: 24.5 – 24.1 = 0.4
Research: 24.2 – 23.5 = 0.7
Consulting: 28.3 – 27 = 1.3
Legal: 33.2 – 30.9 = 2.3
Accounting: 27.3 – 27 = 0.3

Note: because the question asks for 'difference' not percentage change, we must calculate the absolute difference. As it happens, if you had worked out the percentage change by mistake, you would sill have arrived at (E) Accounting.

Thus the correct answer is (E), Accounting



	Competitor				
	A	**B**	**C**	**D**	**E**
Staff (1,000s)	325	180	295	204	154
Monthly customers (millions)	4.2	2.2	4.5	3.1	2.4
Number of countries of operation	38	30	22	28	32

Q26 Which competitor(s) has less than 100,000 customers per day (assume 30 days per month)?

(A) All competitors
(B) Competitor B
(C) Competitor E
(D) Competitors B and E
(E) Competitors B, D and E

The information that you need is shown in the table.

Step 1 – Calculate the number of daily customers for each competitor, as shown below:

Per month	*4.2*	*2.2*	*4.5*	*3.1*	*2.4*
Per day (millions)	*/30 = 0.14*	*/30 = 0.073*	*/30 = 0.15*	*/30 = 0.103*	*/30 = 0.08*

These figures are in millions.

Thus the correct answer is (D), Competitors B and E

Q27 Which Competitor has the lowest average number of staff per country of operation?

(A) Competitor A
(B) Competitor B
(C) Competitor C
(D) Competitor D
(E) Competitor E

The information that you need is shown in the table.

Calculate the average number of staff per country of operation for each Competitor, as shown below

	A	*B*	*C*	*D*	***E***
Staff / Countries of operation	*325,000/38*	*180,000/30*	*295,000/22*	*204,000/28*	***154,000/32***
	= 8,553	*= 6,000*	*= 13,409*	*= 7,286*	***= 4,813***

Thus the correct answer is (E), Competitor E

Q28 If Competitors B to E make up 85% of the business sector in which they operate (based upon operating profits), approximately what are the total operating profits of the other companies in the same business sector?

(A) £3 million
(B) £28 million
(C) £33 million
(D) £35 million
(E) £221 million

The information that you need is shown in the graph.

Step 1 – Calculate the total operating profits for Competitors B to E
45.4 + 56.5 + 42.9 + 42.7 = £187.5 million

Step 2 – Calculate operating profits for the entire sector
187.5 ÷ 0.85 = 220.6 million.

Step 3 – Calculate other companies' operating profits
220.6 x 15% = 33.09 million = £33 million approx.

Thus the correct answer is (C), £33 million

Q29 Competitor B has an additional business that generates an additional 8% to the Retail Sales shown. Competitors A and C have additional businesses that generate 7% and 4% additional revenue respectively. What's the total of these additional sales streams for Competitors A, B and C combined (to the nearest £million)?

(A) £9 million
(B) £10 million
(C) £11 million
(D) £12 million
(E) £13 million

The information that you need is shown in the graph.

Step 1 – Calculate the additional sales for Competitor B
52.5 x 8% = 4.20

Step 2 – Calculate the additional sales for Competitor A
57.4 x 7% = 4.02

Step 3 – Calculate the additional sales for Competitor C
68.2 x 4% = 2.73

Step 4 – Calculate the total sales
4.20 + 4.02 + 2.73 = 10.95

Step 5 – to the nearest £million
10.95 = £11 million

Thus the correct answer is (C), £11 million

Q30 Which two Competitors average the same approximate number of customers per country of operation?

(A) Competitor A and Competitor D
(B) Competitor B and Competitor D
(C) Competitor A and Competitor C
(D) Competitor B and Competitor E
(E) No two competitors

The information that you need is shown in the table.

Calculate the average number of customers per country of operation for each Competitor

Competitor A = 4.2/38 = 0.111
Competitor B = 2.2/30 = 0.073
Competitor C = 4.5/22 = 0.205
Competitor D = 3.1/28 = 0.111
Competitor E = 2.4/32 = 0.080

Thus the correct answer is (A), Competitor A and Competitor D