

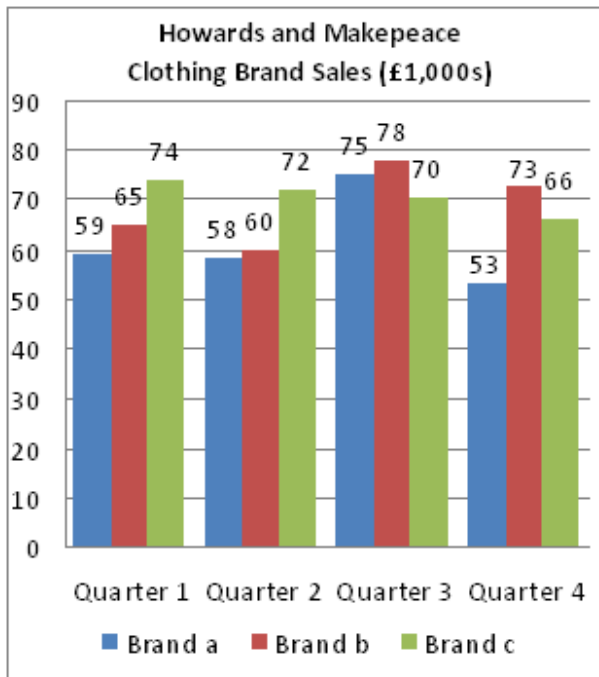
Numerical Reasoning
Practice Test 9
Questions Booklet

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.



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

Brand a Sales Turn over and Profit (Quarter 4 – third month)	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

- 1) 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) $\frac{2}{5}$

- 2) 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

- 3) 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

4) 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 affect on profit

5) The sales tax was calculated incorrectly for Quarter 4 (Month 3) and should have been 16.5%. The mistake caused the Net Turnover (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	Monthly Sales
		Achieved (£)	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	Monthly Sales
		Achieved (£)	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

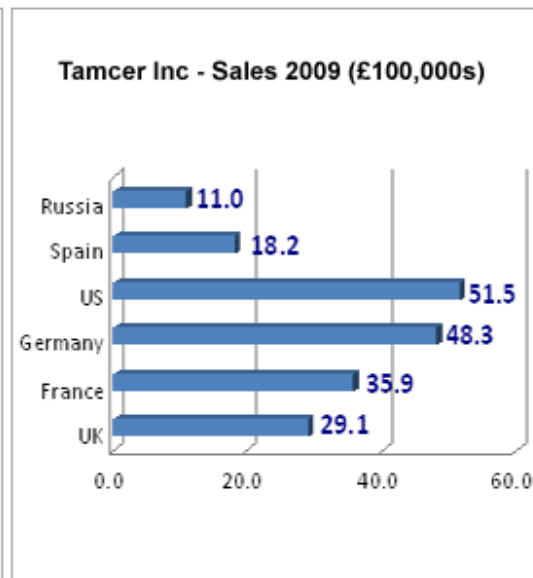
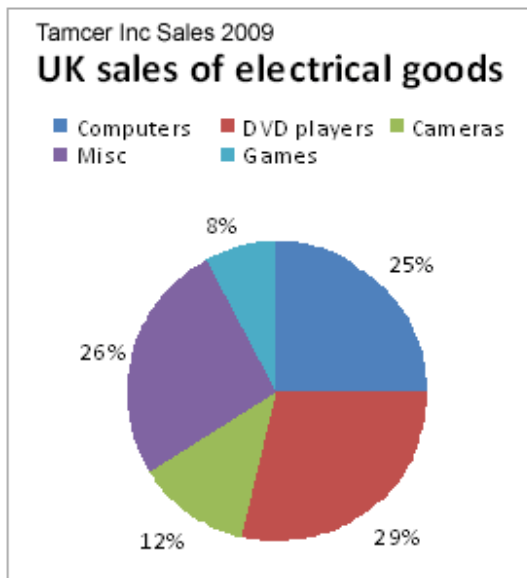
6. Which operation achieved the highest sales per Sales and Support staff?
- (A) Telephone (CF plc)
 (B) Catalogue (CF plc)
 (C) High Street (CF plc)
 (D) Telephone (Callz Ltd)
7. Callz Ltd plans to reduce its staff headcount by two. The remaining staff will be split across an online team and an offline 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
8. 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)

9. 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

10. 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



11. 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
12. 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
13. 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

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14. 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
15. 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



Number of Female managers
(Jackson and Simpson Co.)



Number of Male managers
(Jackson and Simpson Co.)

■ United Kingdom ■ France ■ Germany ■ United States ■ Spain

<i>JACKSON AND SIMPSON CO. DIRECTOR SALARIES</i>		
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%

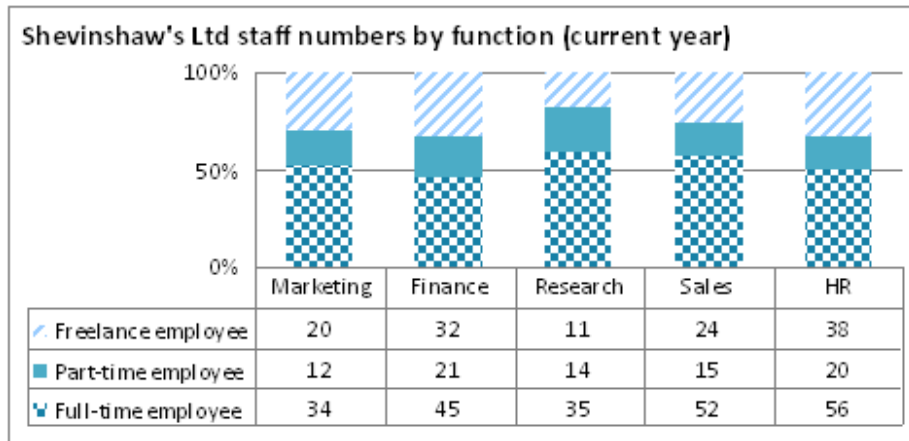
16. If instead of being introduced in full next year, the budget salary increases are phased in over the next three years (at a rate of 2% per year), what will be the average United States Director's salary in 2 years time?
- (A) £119,646
(B) £121,900
(C) £119,600
(D) £122,000
17. Next year the rise 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%
18. 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

19. 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

20. 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



Shevinshaw's Ltd staff numbers by function

	Previous Year	Projection for Next Year
Marketing	62	76
Finance	104	90
Research	74	72
Sales	82	94
HR	122	96

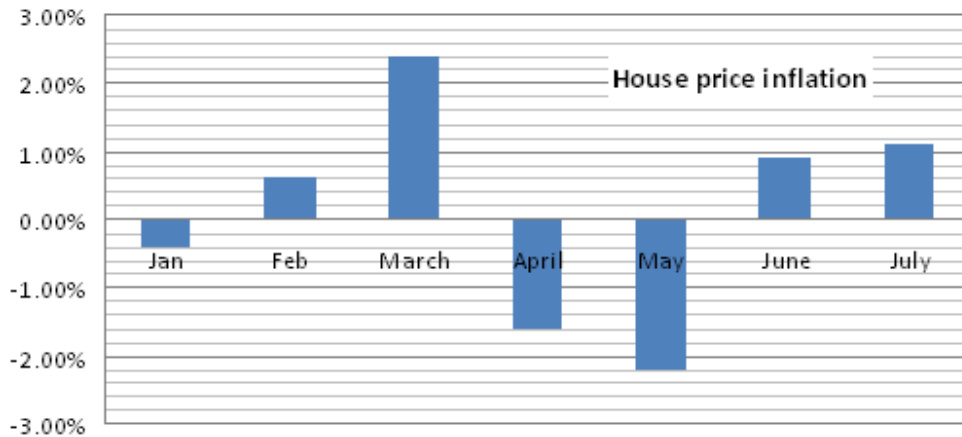
21. The HR Director at Shevinshaw's Ltd conducts a survey. An eighth of the full-time HR employees state that they would prefer to work part-time. If this occurred and other staff numbers remained the same, what would be the total number of part-time employees for this year?
- (A) 37
 (B) 89
 (C) 27
 (D) 56
22. 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
23. 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

24. 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

25. 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

26. 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
27. 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
28. 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

29. 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

30. 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) £141,769