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UPDATE TO TESTSTREAMS' HCP  
**PRACTICE TEST**  
2018

# SET 1

## **Test summary**

- Numerical Reasoning – 15questions, 10minutes
- Verbal Reasoning – 15questions, 10minutes
- General knowledge – 10questions, 5minutes
- Analytical writing

**PART1: NUMERICAL REASONING:**

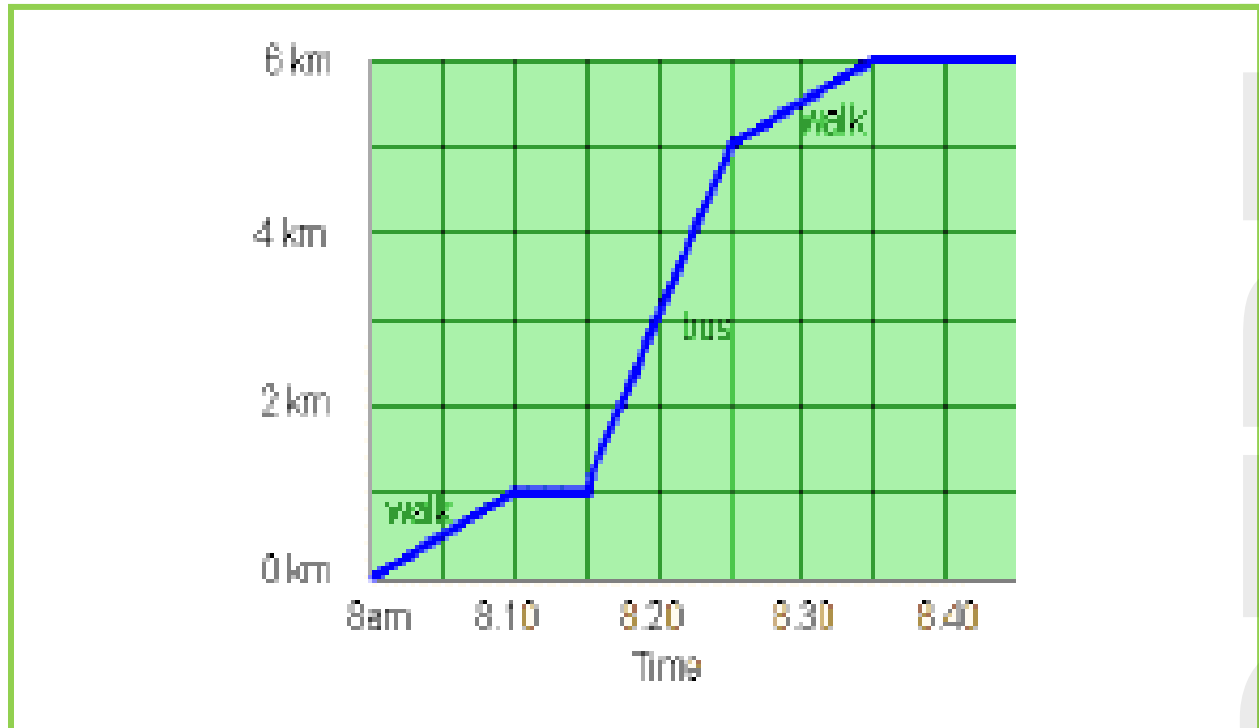
**Time allowed: 10Minutes**

There are 15 questions in this section, your task is to answer as many as you can.

---

Please refer to the following graph for the next set of questions:

A student walks to the bus stop to catch a bus to the University. He then walks from the bus stop at the university to the students union building, arriving there at 8:35am.



1. How far does the student walk in total?

- A. 1km
- B. 2km
- C. 3km
- D. 4km
- E. 5km

2. How far is he from the university students' union at 8:20 am?

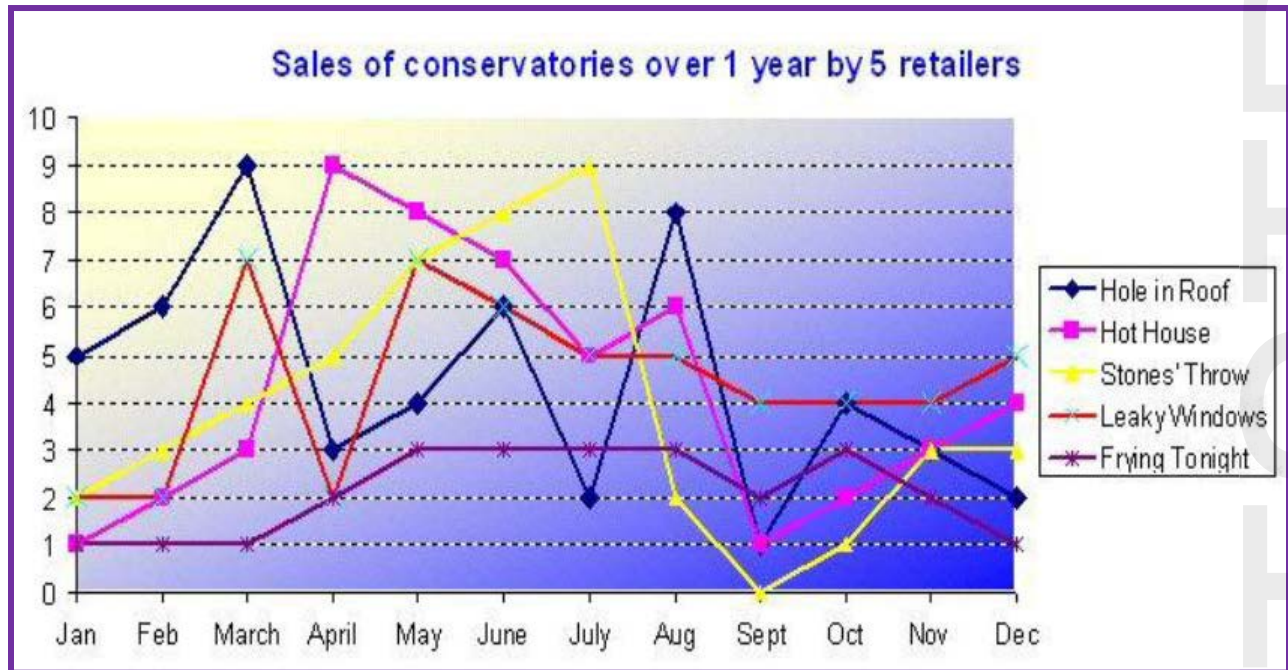
- A. 1km

- B. 2km
- C. 3km
- D. 4km
- E. 5km

3. What is the average speed of the bus?

- A. 14kmph
- B. 24kmph
- C. 32kmph
- D. 40kmph
- E. 48kmph

**Please refer to the following graph for the next set of questions**



4. Which company's sales were most consistent throughout the year?

- A. Hole in Roof
- B. Hot House
- C. Stone's Throw
- D. Leaky Windows

E. Frying Tonight

5. In which month did the sales of Hole in Roof and Stones' Throw differ the most?

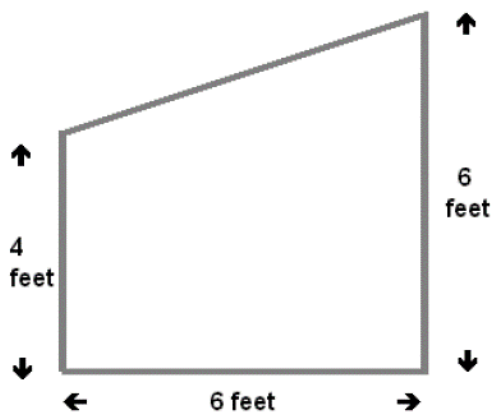
- A. January
- B. March
- C. July
- D. August
- E. October

6. Which month gave the largest number of sales for all the companies combined?

- A. April
- B. May
- C. June
- D. July
- E. August

7. What was the percentage increase in sales for Hot House between July and August?

- A. 20
- B. 30
- C. 40
- D. 50
- E. 60



8. A shed has a side wall of the dimensions shown. Calculate the area of the wall in square feet.

- A. 24
- B. 27
- C. 28
- D. 30
- E. 36

9. A car left Canterbury at 7.12 am and arrived in Birmingham, 180 miles distant at 10.57 am. What was its average speed in miles per hour?

- A. 42
- B. 44
- C. 46
- D. 48

10. What is the missing number?

<b>2</b>	<b>7</b>	<b>13</b>
<b>31</b>	<b>25</b>	<b>20</b>
<b>38</b>	<b>43</b>	<b>?</b>

- A. 27
- B. 36
- C. 46
- D. 49
- E. 53

11. An aircraft flies 930 miles in 75 minutes. How many miles does it fly in 4 hours 45 minutes assuming a constant speed?

- A. 3112
- B. 3477
- C. 3512
- D. 3522

E. 3534

12. You get a wage increase of 4% plus an extra £10 per week. Your present wages are £150 per week. What will your new wage be?

£166

£172

£180

£210

£220

13. Ali is 2 years older than Simbi today. If Ali is 24 years today, how old will Simbi be in 5 years time?

A. 16

B. 24

C. 27

D. 48

E. 64

14. What number comes next in this sequence? 917452, 97452, 9745, 975\_\_\_\_\_?

A. 975

B. 974

C. 97

D. 95

E. 94

15. 49, 7, 9, 3, 64, 8, 25, ?

A. 9



B. 8

C. 5

D. 12

E. 36

**PART2: VERBAL REASONING:**

**Time allowed: 10Minutes**

There are 15 questions in this section, your task is to answer as many as you can.

---

**Sneakers**

Brand X designs and builds custom sneakers, one sneaker at a time. It recently announced plans to sell "The Gold Standard," a sneaker that will cost five times more to manufacture than any other sneaker that has been ever been created.

**1. Which of the following, if true, most supports the prediction that The Gold Standard shoe line will be profitable?**

- (A) Because of its reputation as an original and exclusive sneaker, The Gold Standard will be favored by urban hipsters willing to pay exceptionally high prices in order to stand out.
- (B) Of the last four new sneakers that Brand X has released, three have sold at a rate that was higher than projected.
- (C) A rival brand recently declared bankruptcy and ceased manufacturing shoes.
- (D) The market for The Gold Standard will not be more limited than the market for other Brand X shoes.
- (E) The Gold Standard is made using canvas that is more than five times the cost of the canvas used in most sneakers.

### **The Farmsley Center**

The Farmsley Center for the Performing Arts, designed by a world-renowned architect, was built ten years ago in downtown Metropolis. A recent study shows that, on average, a person who attends a performance at the Farmsley Center spends eighty three dollars at downtown businesses on the day of the performance. Citing this report, the chairman of the Farmsley Center's Board of Trustees contends that the Farmsley Center has been a significant source of the economic revitalization of downtown Metropolis.

**2. Which of the following, if true, most strongly supports the chairman's contention?**

- (A) The Metropolis Chamber of Commerce honored the Farmsley chairman this year for his contributions to the city.
- (B) Restaurants near the Farmsley Center tend to be more expensive than restaurants in outlying areas.
- (C) The Farmsley Center is the only building in Metropolis designed by a world-renowned contemporary architect.
- (D) For major theater companies on national tours, the Farmsley Center is the first choice among venues in downtown Metropolis.
- (E) Many suburbanites visit downtown Metropolis on weekends primarily in order to see performances at the Farmsley Center.

### **Airline Connection**

John was flying from San Francisco to New York with a connecting flight in Chicago on the same airline. Chicago's airport is one of the largest in the world, consisting of several small stand-alone terminals connected by trams. John's plane arrived on time. John was positive he would make his connecting flight thirty minutes later, because \_\_\_\_

### **3. Which of the following most logically completes the argument above?**

- (A) John's airline is known for always being on time
- (B). A number of other passengers on John's first flight were also scheduled to take John's connecting flight.
- (C). At the airport in Chicago, airlines always fly into and out of the same terminal
- (D). John knew there was another flight to New York scheduled for one hour after the connecting flight he was scheduled to take
- (E) The airline generally closes the doors of a particular flight ten minutes before it is scheduled to take off

## Digital Video Recorders

Advertising Executive: More than 10 million American households now own digital video recorders which can fast-forward over television commercials; approximately 75% of these households fast-forward over at least one commercial per 30-minute program. Television commercials are now much less cost-effective, as they are not as widely watched as they used to be.

### 4. Which of the following, if true, strengthens the claim that television commercials are less cost-effective than they used to be?

- (A) Product placement within television programs is a viable alternative to traditional television commercials.
- (B) The television programs preferred by consumers without digital video recorders are similar to those preferred by consumers with the devices.
- (C) Prior to the advent of digital video recorders, very few television viewers switched channels or left the room when commercials began.
- (D) The cost-effectiveness of television advertising is based less upon how many people watch a particular commercial and more upon the appropriateness of the demographic.
- (E) Due to an imperfect sampling system used to measure the number of viewers, many companies find it difficult to determine the return on investment for television commercials.

In each question below, there is a sentence of which some parts have been jumbled up. Rearrange these parts which are labelled P, Q, R and S to produce the correct sentence. Choose the proper sequence.

5. As a disease, \_\_\_\_

P: and breaks up marriages

Q: accidents and suicides

R: alcoholism leads to

S : affecting all ages

The proper sequence should be\_\_\_\_\_.

A. SRPQ

- B. RPSQ
- C. SRQP
- D. RQPS

6. Which three-letter word can be placed in front of the following words to make a new word?

FELLOW, PLATE, POST

- A. BEG
- B. BED
- C. BID
- D. CAR
- E. CAP

7. Car is to Engine as Rowboat is to\_\_\_\_\_.

- A. Oar
- B. Human
- C. Ocean
- D. Wood
- E. Sail

8. What is the missing letter in this series?

....**h g ? e d.**

- A. a
- B. b
- C. c
- D. f
- E. i

Each question consist of two words which have a certain relationship to each other followed by four pairs of related words, Select the pair which has the same relationship.

9. TEN : DECIMAL

- A. seven : septet
- B. four : quartet
- C. two : binary
- D. five : quince

Each question consist of two words which have a certain relationship to each other followed by four pairs of related words, Select the pair which has the same relationship.

10. CORPOREAL: SPIRITUAL

- A. moron : savant
- B. mesa : plateau
- C. foreigner : immigrant
- D. pedagogue : teacher

11. If  $P = \{a, e, i, o, u\}$  and  $Q = \{a, e, i, u\}$ , what is  $P \cup Q$ ?

- A.  $\{a, e, i, u\}$
- B.  $\{a\}$
- C.  $\{a, e, i, o, u\}$
- D.  $\{i, o, u\}$
- E.  $\{a, e\}$

12. Which is the odd one in the option?

- A. Regularly
- B. Annually
- C. Weekly

- D. Fortnightly
- E. Monthly

13. Choose the option that best conveys the meaning of the underlined portion in the following sentence;

In the match against the uplanders team, the sub mariners turned out to be the dark horse

- A. played most brilliantly
- B. played below their usual form
- C. won unexpectedly
- D. lost as expected
- E. won as expected

Correct Answer: Option C

14. From the words or groups of words lettered A to D, choose the words or group of words that best completes each of the following sentences.

Mr. Collins does not allow his name to be published in connection with the philanthropy because he \_\_\_\_\_ publicity

- A. wields
- B. lacks
- C. detests
- D. defines

15. From the words or groups of words lettered A to D, choose the words or group of words that best completes each of the following sentences.

The president's speech.....yesterday at 8.00 p.m.

- A. is broadcast
- B. is being broadcast



- C. has been broadcast
- D. has been broadcasted
- E. was broadcast

**PART1: GENERAL KNOWLEDGE:**

**Time allowed: 5 Minutes**

There are 15 questions in this section, your task is to answer as many as you can.

---

1. If Mr. Chukwuma deposited a million naira in a fixed deposit account for 5years at 25% interest per annum, what will his cash out be upon withdrawal.

- A. 1.25 million naira
- B. 2.05 million naira
- C. 2.25 million naira
- D. 1.95 million naira

2. The Monetary Policy Implementation Committee (MPIC) was established in

- A.2015
- B. 2012
- C. 2005
- D. 2002

3. In the Nigeria, JOHESU is known as .....

- A. Joint Officials of Health Sector Unions
- B. Joint Officers of Health Sector Unions
- C. Joint Health Sector Unions
- D. Joint Official Health Sector Unions

4. The name of the new Nigerian national carrier soon to be operational is

- A. Nigerian Airways
- B. Fly Nigeria
- C. Air Nigeria

D. Nigerian Air

5. The corporate headquarters of the Afrexim bank is located in

A. Accra Ghana

B. Pretoria South Africa

C. Lagos Nigeria

D. Cairo Egypt

6. The corporation charged with the duty to protect the banking system from instability occasioned by runs and loss of depositors' confidence in Nigeria is \_\_\_\_\_.

A. CBN

B. Ministry of Finance

C. FIRS

D. NDIC

7. A policy of the federal government under the President Buhari administration which aims to reward people for reporting financial crimes is

A. Anchor borrower scheme

B. N-report policy

C. Neighborhood watch

D. Whistle blower policy

8. Pick the odd one out

A. GTB

B. CCB

C. FBN

D. UBA

9. Central Bank of Nigeria has its corporate headquarters in .

- A. Lagos
- B. Ibadan
- C. Abuja
- D. Port Harcourt

10. The key board shortcut to copy part of a document from one place to another is

- A. CTRL+P
- B. CTRL+V
- C. CTRL+C
- D. CTRL+D

**PART4: NUMERICAL REASONING:**

**Time allowed: 10Minutes**

There are two essay questions in this section, pick one of the topics and write 500words

---

**Essay 1.**

“Most companies would agree that as the risk of physical injury occurring on the job increases, the wages paid to employees should also increase. Hence it makes financial sense for employers to make the workplace safer: they could thus reduce their payroll expenses and save money.”

Discuss how well reasoned you find this argument. In your discussion be sure to analyze the line of reasoning and the use of evidence in the argument.

The following appeared in a memorandum issued by a large city’s council on the arts.

**Essay 2.**

“In a recent citywide poll, fifteen percent more residents said that they watch television programs about the visual arts than was the case in a poll conducted five years ago. During these past five years, the number of people visiting our city’s art museums has increased by a similar percentage. Since the corporate funding that supports public television, where most of the visual arts programs appear, is now being threatened with severe cuts, we can expect that attendance at our city’s art museums will also start to decrease. Thus some of the city’s funds for supporting the arts should be reallocated to public television.”

Discuss how well reasoned you find this argument. In your discussion be sure to analyze the line of reasoning and the use of evidence in the argument.

# ANSWERS

## SET 1

### Part one: Numerical Reasoning Answer table

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
B	C	B	E	C	C	A	D	D	D	E	A	C	C	C

### ANSWERS AND EXPLANATIONS

#### Numerical reasoning

##### 1. B

From the graph,

Student walked 1 km (8am and 8.10am).

Then walked another 1 km (between 8:25am and 8:35am)

Total distance walked is 2km.

##### 2. C

At 8:20am, student was (6km-3km) away = 3km.

##### 3. B

Bus traveled (5-1)km in 10 minutes.

i.e from 8:15am to 8:25am

=4km in 10minutes

$$= \frac{4 \times 6}{10 \times 6} = \frac{24km}{60 \text{ minutes}}$$

$$\text{or } \frac{24km}{1 \text{ hour}} = 24kmph$$

##### 4. E

No need calculating. Question asked which company's sale maintain a constant value through most part of the year. By close observation, option E is most consistent.

**5. C**

Values for hole in roof and stones throw in July is

$9 - 2 = 7$ , which is the highest.

**6. C**

In June, sales value is

$$(8+7+6+6+3) = 30$$

**7. A**

Between July and August,

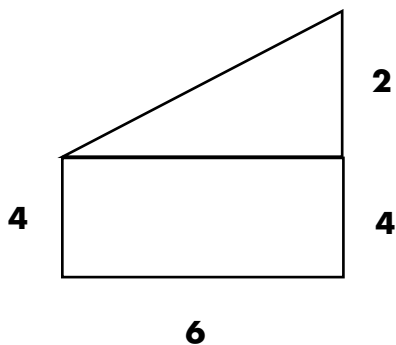
July value = 5

August value = 6

$$\text{Percentage change} = \frac{6-5}{5} = \frac{1}{5} = 20\%$$

**8. D**

The shape given contains a rectangle and a triangle.



$$\text{Area of rectangle} = 4 \times 6 = 24 \text{sqft}$$

$$\text{Area of triangle} = \frac{1}{2} \times 4 \times 2 = 4 \text{sqft}$$



Total area =  $6 + 24 = 30$ sqft

### 9. D

Car travelled 180 miles between (7:12 - 10:57) = 3hrs 45 minutes or 3.75hrs

$$\text{Speed} = \frac{\text{distance}}{\text{time}}, = \frac{180\text{miles}}{3.75\text{hrs}} \text{ or } \frac{180}{15/4}$$

$$= \frac{4 \times 180}{15} = \frac{4 \times 60}{5} = 4 \times 12$$

= 48miles per hrs.

### 10. D

For row 1,  $2 + (5) = 7$ ,  $7 + (6) = 13$

For row 2,  $31 - (6) = 25$ ,  $25 - (5) = 20$

For row 3,  $38 + (5) = 43$ ,  $43 - (6) = 37$

### 11. E

$$\text{Aircraft speed} = \frac{930\text{miles}}{1.25\text{hrs}}$$

$$\frac{930}{5} \times \frac{4}{1} = 186 \times 4 = 744\text{mph}$$

For 4hrs 45mins  $\left(\frac{19}{4}\text{hrs}\right)$

$$\text{Distance} = 744 \times \frac{19}{4} = 3534\text{miles}$$

### 12. A

In order to increase 150 by 4%, we can use two methods.

Method 1:

We just multiply by  $(1+0.04)$

$$\text{i.e } \left[ 1 + \left( \frac{4}{100} \right) \right] \times 150 = 156$$

Method 2:

Alternatively, we could go by the basic method.

What is 4% of 150?

$$\frac{4}{100} \times \frac{150}{1} = \frac{600}{100} = 6$$

Then add this new value to original value.  $= 150 + 6 = 156$ .

Also consider the extra 10 as stated in the question.  $= 156 + 10 = 166$ .

### **13. C**

Simbi is 22 years old today, (considering the fact that Ali is 2 years older).

Therefore, in 5 years, Simbi will be 27 years.

### **14. C**

One number is continuously removed from behind.

### **15. C**

For example,

$$7^2 = 49$$

$$3^2 = 9$$

$$8^2 = 64$$

## Part two: verbal reasoning

### Answer table:

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
A	E	C	C	C	B	B	D	C	A	C	A	C	C	E

## ANSWERS AND EXPLANATIONS

### Sneakers

Brand X designs and builds custom sneakers, one sneaker at a time. It recently announced plans to sell "The Gold Standard," a sneaker that will cost five times more to manufacture than any other sneaker that has been ever been created.

### 1. Which of the following, if true, most supports the prediction that The Gold Standard shoe line will be profitable?

- (A) Because of its reputation as an original and. exclusive sneaker, The Gold Standard will be favored by urban hipsters willing to pay exceptionally high prices in order to stand out.
- (B) Of the last four new sneakers that Brand X has released, three have sold at a rate that was higher than projected.
- (C) A rival brand recently declared bankruptcy and ceased manufacturing shoes.
- (D) The market for The Gold Standard will not be more limited than the market for other Brand X shoes.
- (E) The Gold Standard is made using canvas that is more than five times the cost of the canvas used in most sneakers.

The conclusion is located in the question: the prediction that The Gold Standard shoe line will be profitable. In the passage, we have been given information that seems to run counter to this conclusion- the costs of manufacturing this shoe are exceptionally high. We can think of profit as revenue minus cost. If costs are exceptionally high, the only way a profit can be made is if revenue is also exceptionally high.

(A) CORRECT. Strengthen. If urban hipsters are willing to pay exceptionally high prices, the exceptionally high costs might be offset enough for the shoe line to be profitable.

(B) Irrelevant. A higher sales rate than projected does not actually give us any information about profitability. In any case, the results of past releases are not necessarily indicative of the case at hand.

(C) Irrelevant. One can argue that this is good for Brand X, in that it will mean that there is one less competitor, or that this is bad for Brand X, in that it is indicative of a sagging sneaker market. In any case, there is no direct connection between this rival brand and the potential profitability of The Gold Standard.

(D) Irrelevant. We have been told nothing that connects the market to profitability. We also lack information about the profitability of past sneakers.

(E) Irrelevant. This is perhaps one reason why manufacturing costs are so high, but we already knew the costs were high from the argument. This choice does not in any way support the conclusion that the new sneaker will be profitable.

## The Farmsley Center

The Farmsley Center for the Performing Arts, designed by a world-renowned architect, was built ten years ago in downtown Metropolis. A recent study shows that, on average, a person who attends a performance at the Farmsley Center spends eighty three dollars at downtown businesses on the day of the performance. Citing this report, the chairman of the Farmsley Center's Board of Trustees contends that the Farmsley Center has been a significant source of the economic revitalization of downtown Metropolis.

### 2. Which of the following, if true, most strongly supports the chairman's contention?

- (A) The Metropolis Chamber of Commerce honored the Farmsley chairman this year for his contributions to the city.
- (B) Restaurants near the Farmsley Center tend to be more expensive than restaurants in outlying areas.
- (C) The Farmsley Center is the only building in Metropolis designed by a world-renowned contemporary architect.
- (O) For major theater companies on national tours, the Farmsley Center is the first choice among venues in downtown Metropolis.
- (E) Many suburbanites visit downtown Metropolis on weekends primarily in order to see performances at the Farmsley Center.

The chairman claims that same-day spending at downtown businesses by people attending performances at the Farmsley Center has contributed to the economic revitalization of downtown Metropolis. His argument depends on it being true that this spending represents an increased flow of money into the economy of downtown Metropolis. If, for example, the \$83 per visitor that he cites is money that would have been spent in downtown businesses even if the Farmsley Center had not been built, the chairman's argument would be unsound.

- (A) Irrelevant. We do not know what contributions to the city the business group has in mind. Perhaps the chairman is being honored for founding and running a non-profit soup kitchen. The choice does not support the specific conclusion that the Farmsley center has helped with Metropolis' economic revitalization.

(B) Irrelevant. Expensive restaurants may be a sign of the economic revitalization of downtown Metropolis, but they do not tell us what causal factors led to that revitalization.

(C) Irrelevant. In the absence of information specifically relating the architecture of the Farnsley Center to spending at downtown businesses, we cannot say that the architect's international standing has helped in the economic revitalization downtown.

(D) Irrelevant. The Farnsley Center may be hosting performances that would otherwise have taken place at other downtown venues, but this does not mean that extra money is being spent downtown.

(E) CORRECT. Strengthen. If suburbanites are coming to Metropolis primarily in order to see performances at the Farnsley Center, and each person also spends \$83, on average, at other businesses, this choice supports the idea that the Farnsley Center has contributed to the economic revitalization of downtown Metropolis. Notice, by the way, that this information by no means constitutes iron-clad proof of the chairman's contention. Since this is a Strengthen the Conclusion question, however, you do not need to find an answer choice that proves the conclusion—just one that makes the conclusion more likely.

### **Airline Connection**

John was flying from San Francisco to New York with a connecting flight in Chicago on the same airline. Chicago's airport is one of the largest in the world, consisting of several small stand-alone terminals connected by trams. John's plane arrived on time. John was positive he would make his connecting flight thirty minutes later, because \_\_\_\_

### **3. Which of the following most logically completes the argument above?**

- (A) John's airline is known for always being on time
- (B) A number of other passengers on John's first flight were also scheduled to take John's connecting flight
- (C) At the airport in Chicago, airlines always fly in and out of the same terminal
- (D) John knew there was another flight to New York scheduled for one hour after the connecting flight he was scheduled to take
- (E) The airline generally closes the doors of a particular flight ten minutes before it is scheduled to take off.

This argument addresses John's concern about making a connecting flight. The airport with the connecting flight is very large, consisting of several small stand-alone terminals. The correct answer choice will support John in concluding that he can likely make his connecting flight thirty minutes later despite the size of the airport.

(A) Irrelevant. This is a general observation about the timeliness of John's airline, but it does not provide any new information-it is already established in the premises that John's particular flight arrived on time. The fact that his connecting flight will likely depart on time may even weaken the argument.

(B) Irrelevant. Airlines have been known to delay flights in order to ensure that a large number of passengers can make the connection, but we should not have to make an additional assumption in order to be able to say that this choice strengthens the given conclusion.

(C) CORRECT. Strengthen. This answer choice provides information that John will not have to leave his terminal in order to reach his connecting flight. The premises describe the terminals as "small."

This information provides us with the strongest piece of information that suggests John will be able to make his flight within thirty minutes.

(D) Irrelevant. The following flight has no bearing on John's ability to catch the flight on which he is currently booked.

(E) Irrelevant / weaken. If anything, this choice weakens the idea that John will catch the connecting flight by shortening the length of time he has to get to the second flight's gate.



## Digital Video Recorders

Advertising Executive: More than 10 million American households now own digital video recorders which can fast-forward over television commercials; approximately 75% of these households fast-forward over at least one commercial per 30-minute program. Television commercials are now much less cost-effective, as they are not as widely watched as they used to be.

### 4. Which of the following, if true, strengthens the claim that television commercials are less cost-effective than they used to be?

- (A) Product placement within television programs is a viable alternative to traditional television commercials.
- (B) The television programs preferred by consumers without digital video recorders are similar to those preferred by consumers with the devices.
- (C) Prior to the advent of digital video recorders, very few television viewers switched channels or left the room when commercials began.
- (D) The cost-effectiveness of television advertising is based less upon how many people watch a particular commercial and more upon the appropriateness of the demographic.
- (E) Due to an imperfect sampling system used to measure the number of viewers, many companies find it difficult to determine the return on investment for television commercials.

The advertising executive presents the following facts: millions of households can fast-forward over commercials and a large percentage fast-forward over at least one commercial per 30-minute program.

The executive concludes in the final sentence that the cost-effectiveness of television commercials is dropping as television commercials are not as widely watched as they used to be.

- (A) Irrelevant. This does not address the given sequence of events and cannot therefore support the conclusion about traditional television commercials.
- (B) Irrelevant. Any similarity or difference in preference of television programs for different consumers is beyond the scope of this argument, which addresses the effectiveness of advertising.
- (C) CORRECT. Strengthen. The argument makes a claim that television commercials are not as widely watched as they used to be but only provides information about today's commercial viewing

habits, not those in the past. This choice provides the remaining information to show that commercials very likely are not watched as frequently as they used to be.

(D) Weaken. Though this may be true in general, it does not support the ad executive's conclusion; in fact, it undermines it. If the number of people watching the commercial does not matter as much as something else, then the executive should not base his conclusion on this information.

(E) Irrelevant. Although this may be true in general, it does not support the given conclusion. Any difficulty in measuring return on investment does not strengthen or weaken the claim that television commercials have become increasingly less cost-effective.



**Part three: general Knowledge**

**Answer table:**

1	2	3	4	5	6	7	8	9	10
C	C	C	C	D	D	D	D	C	C

## Part four: Analytical Writing

### Answer explanations

#### Essay 1.

"Most companies would agree that as the risk of physical injury occurring on the job increases, the wages paid to employees should also increase. Hence it makes financial sense for employers to make the workplace safer: they could thus reduce their payroll expenses and save money."

Discuss how well reasoned you find this argument. In your discussion be sure to analyze the line of reasoning and the use of evidence in the argument.

In answering this question, you may need to consider what questionable assumptions underlying the thinking and what alternative explanations or counter examples might weaken the conclusion. You can also discuss what sort of evidence would strengthen or refute the argument, what changes in the argument would make it more logically sound, and what, if anything, would help you better evaluate its conclusion.

#### Introduction:

This argument states that it makes financial sense for employers to make the workplace safer because lower wages could then be paid to employees. This conclusion is based on the premise that as the risk of physical injury increases, the wages paid to employees should also increase. However, this argument makes several unsupported assumptions. For example, the argument assumes that the costs associated with making the workplace safe do not outweigh the increased payroll expenses due to hazardous conditions.

## **Body Paragraph 1**

The first issue to be addressed is whether increased labor costs justify large capital expenditures to improve the work environment. Clearly one could argue that if making the workplace safe would cost an exorbitant amount of money in comparison to leaving the workplace as is and paying slightly increased wages than it would not make sense to improve the work environment. For example, if making the workplace safe would cost \$100 million versus additional payroll expenses of only \$5,000 per year, it would make financial sense to simply pay the increased wages. No business or business owner would pay all that extra money just to save a couple dollars and improve employee health and relations. To consider this, a cost benefit analysis must be made. I also feel that although a cost benefit analysis should be the determining factor with regard to these decisions making financial sense, it may not be the determining factor with regard to making social, moral and ethical sense.

## **Body Paragraph 2**

Finally one must understand that not all work environments can be made safer. For example, in the case of coal mining, a company only has limited ways of making the work environment safe. While companies may be able to ensure some safety precautions, they may not be able to provide all the safety measures necessary. In other words, a mining company has limited ability to control the air quality within a coal mine and therefore it cannot control the risk of employees getting black. In other words, regardless of the intent of the company, some jobs are simply dangerous in nature.

## **Conclusion**

In conclusion, while at first it may seem to make financial sense to improve the safety of the work environment sometimes it truly does not make financial sense. Furthermore, financial sense may not be the only issue a company faces. Other types of analyses must be made such as the social ramifications of an unsafe work environment and the overall ability of a company to improve that environment (i.e., coal mine). Before any decision is made, all this things must be considered, not simply the reduction of payroll expenses.

## Essay 2

The following appeared in a memorandum issued by a large city's council on the arts.

"In a recent citywide poll, fifteen percent more residents said that they watch television programs about the visual arts than was the case in a poll conducted five years ago. During these past five years, the number of people visiting our city's art museums has increased by a similar percentage. Since the corporate funding that supports public television, where most of the visual arts programs appear, is now being threatened with severe cuts, we can expect that attendance at our city's art museums will also start to decrease. Thus some of the city's funds for supporting the arts should be reallocated to public television."

Discuss how well reasoned you find this argument. In your discussion be sure to analyze the line of reasoning and the use of evidence in the argument.

### Introduction

In this argument the author concludes that the city should allocate some of its arts funding to public television. The conclusion is based on two facts: (1) attendance at the city's art museum has increased proportionally with the increases in visual-arts program viewing on public television, and (2) public television is being threatened by severe cuts in corporate funding. While this argument is somewhat convincing, a few concerns need to be addressed.

### Body Paragraph 1

To begin with, the argument depends on the assumption that increased exposure to the visual arts on television, mainly public television, has caused a similar increase in local art-museum attendance. However, just because increased art-museum attendance can be statistically correlated with similar increases in television viewing of visual-arts programs, this does not necessarily mean that the increased television viewing of arts is the cause of the rise in museum attendance.

## **Body Paragraph 2**

Moreover, perhaps there are other factors relevant to increased interest in the local art museum; for instance, maybe a new director had procured more interesting, exciting acquisitions and exhibits during the period when museum attendance increased, in addition, the author could be overlooking a common cause of both increases. It is possible that some larger social or cultural phenomenon is responsible for greater public interest in both television arts programming and municipal art museums.

## **Body Paragraph 3**

To be fair, however, we must recognize that the author's assumption is a special case of a more general one that television viewing affects people's attitudes and behavior. Common sense and observation tell me that this is indeed the case. After all, advertisers spend billions of dollars on television ad time because they trust this assumption as well.

## **Conclusion**

In conclusion, I am somewhat persuaded by this author's line of reasoning. The argument would be strengthened if the author were to consider and rule out other significant factors that might have caused the increase in visits to the local art museum.





# UPDATE TO TESTSTREAMS' HCP PRACTICE TEST

## SET 2

### **Test summary**

- Numerical Reasoning – 15 questions, 10 minutes
- Verbal Reasoning – 15 questions, 10 minutes
- General knowledge – 10 questions, 5 minutes
- Analytical writing

**PART1: NUMERICAL REASONING:****Time allowed: 10Minutes**

**Please refer to the following table for the following sets of questions:**

A taxi driver works 46 weeks of the year and gets an average of 70 customers per week which average 4 miles each at 90 pence per mile. His expenditure is as follows:

Car service/ Repair/ MOT/ Insurance	£1,250 per annum
Diesel fuel costs	6 pence per mile
Mortgage costs	£250 per month
Other expenditure- food/ electricity etc.	£125 per week

**\*£1 = 100 pence**

1. What is the total income of the taxi driver for the whole year?

- A. £11,592
- B. £12,192
- C. £12,692
- D. £12,992
- E. £13,192

2. What is his total expenditure over the year to the nearest pound?

- A. £9,353
- B. £9,953
- C. £10,453
- D. £10,773
- E. £11,523

3. What is his average excess of income over expenditure per month to the nearest pound?

- A. £6
- B. £16
- C. £36
- D. £69
- E. £76

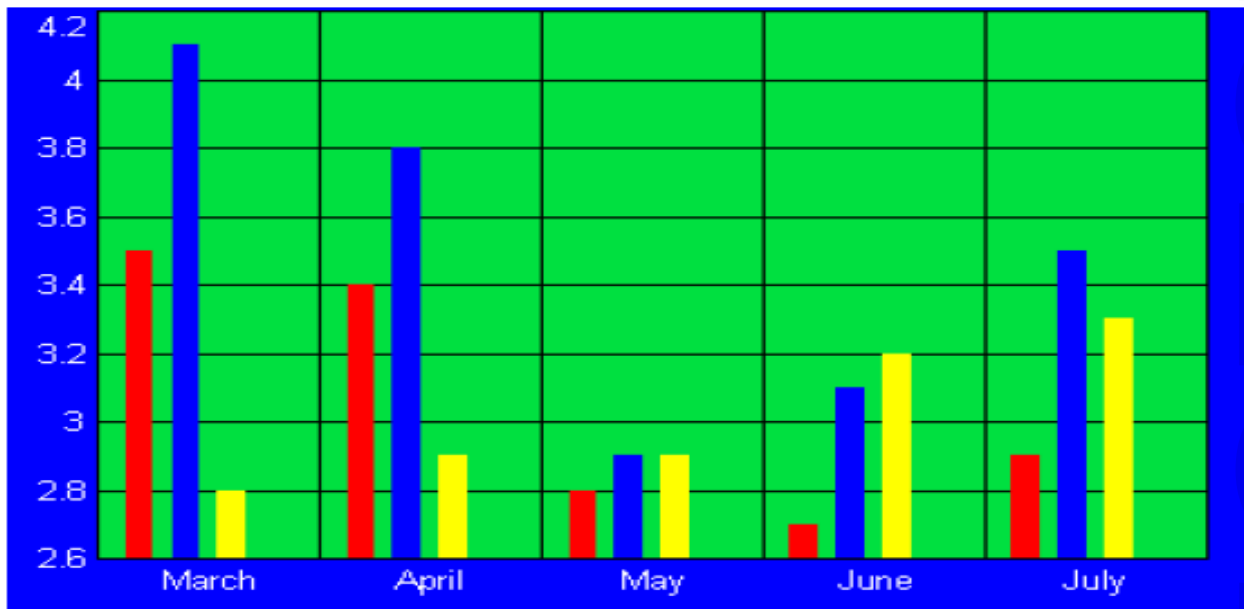
4. A driver drives 8 km South then 6 km W. and 2 km S. again. She then drives 3 km E. to avoid a traffic jam before driving 6 km N. How many kilometers is she from her starting point?

- A. 4 km
- B. 5 km
- C. 6 km
- D. 7 km
- E. 8 km**

**Please refer to the following graph for the next set of questions:**

Number of computers sold each months (in thousands) by three different computer manufacturers.

Manufacturer 1 in Red, Manufacturer 2 in Blue, Manufacturer 3 in Yellow



5. Which month showed the largest total decrease in PC sales over the previous month?

- A. March
- B. April
- C. May
- D. June
- E. July

6. What percentage of Manufacturer 2's sales was made in April (to the nearest percent)?

- A. 16%
- B. 22%
- C. 27%
- D. 33%
- E. 38%

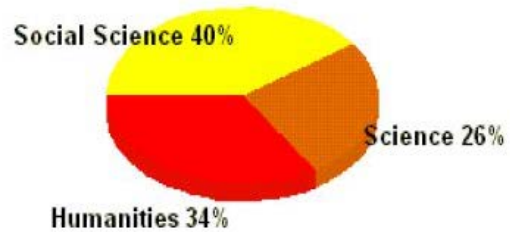
7. If the average profit made on each PC sold by Manufacturer 3 over all 5 months was £78 what was the total profit on all sales in this period by that manufacturer?

- A. £650,400
- B. £820,700
- C. £980,300
- D. £1,095,600
- E. £1,177,800

**First Destinations of Students from the University of Poppleton**

	<b>2002</b>	<b>2003</b>	<b>2004</b>
Total no. of grads	1700	1600	1500
% in employment	40	38	37
% in further study	33	36	39
% unemployment	4	6	8
% other	23	20	17

**2004 GRADUATES BY FACULTY**



8. What was the largest number of students in any year that went on to further study?
- A. 561  
B. 576  
C. 585  
D. 592  
E. Can't say
9. What was the decrease in the number of graduates in employment between 2002 and 2004?
- A. 125  
B. 135  
C. 140  
D. 180  
E. Can't say
10. In 2004 how many social science students were in employment after graduating?
- A. 260  
B. 272  
C. 284

- D. 290
- E. Can't say

11. p is six times as large as q. The percent that q is less than p, is :

- A.  $16\frac{2}{3}$
- B. 60
- C.  $83\frac{1}{3}$
- D. 90

12. A sum of \$4558 is divided among A, B and C such that A receives 20% more than C, and C receives 25% less than B. What is A's share in the amount?

- A. \$1548
- B. \$1720
- C. \$1290
- D. \$1345

13. The owner of a boutique decides to calculate the percentage of customers who purchase hats. If 40 per cent of the store's customers decide to purchase items, and of those customers 15 percent purchase hats, then what per cent of the store's customers purchase hats?

- A. 4%
- B. 6%
- C. 15%
- D. 24%

14. 10% of the inhabitants of a village having died of cholera, a panic set in, during which 25% of the remaining inhabitants left the village. The population is then reduced to 4050. Find the number of original inhabitants.

- A.5000
- B.6000
- C.7000
- D.8000

15. When the price of a pressure cooker was increased by 15%, the sale of pressure cookers decreased by 15%. What was the net effect on the sales?

- A.15% decrease
- B.no effect
- C.2.25% increase
- D.2.25% decrease



**PART TWO: VERBAL REASONING:**

**Time allowed: 10Minutes**

There are 15 questions in this section, your task is to answer as many as you can.

---

Choose the option that best conveys the meaning of the underlined portion in the following sentence;

1. His jail terms were to run concurrently

- A. simultaneously
- B. uniformly
- C. laboriously
- D. consecutively
- E. judiciously

Choose the option that best conveys the meaning of the underlined portion in the following sentence;

2. There is some obvious symmetry in the whole presentation

- A. confusion
- B. hesitation
- C. excitement
- D. orderliness
- E. dissatisfaction

Choose the option that best conveys the meaning of the underlined portion in the following sentence;

3. The bill has to wait as we are now insolvent

- A. overworked
- B. bankrupt
- C. unsettled

- D. insoluble
- E. affluent

Choose the option that best conveys the meaning of the underlined portion in the following sentence;

4. All his plans fell through

- A. failed
- B. were accomplished
- C. had to be reviewed
- D. were rejected
- E. fell

Choose the option that best conveys the meaning of the underlined portion in the following sentence;

5. The balance sheet at the end of the business year shows that we broke even

- A. lost heavily
- B. made profit
- C. neither lost nor gained
- D. had no money to continue business
- E. were heavily indebted to our bankers

Some proverbs/idioms are given below together with their meanings. Choose the correct meaning of the proverb/idiom.

6. To cry wolf is to\_\_\_\_\_.

- A. listen eagerly
- B. give false alarm
- C. turn pale

D. keep off starvation

In each of the following questions, arrange the given words in a meaningful sequence and thus find the correct answer from alternatives.

7. Arrange the words given below in a meaningful sequence.

1. Word 2. Paragrap 3. Sentence

4. Letters 5. Phrase

A. 4, 1, 5, 2, 3

B. 4, 1, 3, 5, 2

C. 4, 2, 5, 1, 3

D. 4, 1, 5, 3, 2

Each question consist of two words which have a certain relationship to each other followed by four pairs of related words, Select the pair which has the same relationship.

8. ARMY : LOGISTICS

A. business : strategy

B. war : logic

C. soldier : students

D. team : individual

9. Which of the following word is the opposite of "Probity"?

A. Turpitude

B. Veracious

C. Devotion

D. Dignity

E. Allegiance

10. Car is to Engine as Rowboat is to\_\_\_\_\_.

- A. Oar
- B. Human
- C. Ocean
- D. Wood
- E. Sail

### **Sunrise Splash**

Company Management: The most recent advertising campaign for our leading brand of low-calorie soft drinks, Sunrise Splash, has obviously been a success. Since this campaign was conducted in several magazines a year ago, our unit sales of Sunrise Splash have increased by 10%, reaching a record level in our corporate history. In addition, consumer surveys indicate that the proportion of customers who recognize this brand has nearly doubled over this period.

**11. Which of the following statements would most strongly support the claim made about the campaign's success?**

- A. Over the past year, the price of Sunrise Splash has been reduced by nearly 20%.
- B. Over the past year, unit sales of Sunrise Splash have increased by nearly 1.5 million bottles.
- C. As a result of a shift in consumer preferences towards low-calorie soft drinks, the consumption of these drinks has grown at a double-digit rate over the past several years.
- D. The majority of new sales of Sunrise Splash made over the past year involved one of the coupons distributed during the last advertising campaign.
- E. Over the past years the company has experienced a dramatic increase in sales of many other soft drinks.

### **XYZ Profits**

The CEO of Corporation XYZ was very excited about the company's 2006 fourth quarter performance. Sales of the company's newest product were double the fourth quarter target projections while product costs remained consistent with estimates. The CEO projected that due to these increased sales, the company's profits for the fourth quarter would dramatically exceed the company's prior expectations.

### **12. Which of the following, if true, supports the CEO's projection?**

- A. Most of the products sold by Corporation XYZ are manufactured goods that tend to be replaced by consumers every couple of years.
- B. In the fourth quarter, Corporation XYZ's older, less up-to-date products were often sold at a substantial discount by retailers.
- C. The profit margins of Corporation XYZ's newest product are higher than the industry average.
- D. Reviews of Corporation XYZ's newest product in magazines and blogs have been uniformly positive.
- E. The newest product represents the vast majority of Corporation XYZ's projected revenue for the fourth quarter of 2006.

### **NASA**

If life exists elsewhere in the solar system, scientists suspect it would most likely be on Europa, an ice covered moon orbiting Jupiter. However, NASA recently scrapped an unmanned science mission to Europa and reassigned most of the employees involved in the project to another project which focuses on landing an astronaut on Mars. Polls show that Americans are far more fascinated by space travel than they are by discovering life elsewhere in the universe. Critics argue that NASA's decision-making process places a greater emphasis on public interest than it does on the importance of scientific research.

13. Which of the following, if true, would most strengthen NASA's contention that the critics are misinformed?

- A. In 2007, NASA will spend 30% of its total budget on developing a space shuttle that can travel to Mars. In 2013, that figure is expected to drop to 0%.
- B. Studies have shown that Congress traditionally determines NASA's budget by assessing public interest in NASA's projects.
- C. Some scientists are convinced that a mission to Europa would add immeasurably to our understanding of the universe; others believe that we will gain little insight from exploring Europa.
- D. A new telescope that has been developed in Tokyo allows scientists to look at Europa in ways never possible before and promises to yield more information than the planned mission was designed to provide.
- E. Most Americans feel that a shuttle to Mars is the next logical step in the development of a system that will eventually allow humans to travel to places as far away as Europa and beyond.

### **Deep-Brain Stimulation**

Scientist: An experimental technique for combating severe depression, deep-brain stimulation (DBS) demonstrates much promise for the long-term treatment of chronic depression. In a recent experiment, electrodes were implanted into the brains of six patients who had not responded to any currently approved treatment for depression. When an electrical current to the electrodes was switched on, four of the patients reported feeling a dramatic reduction of depressive symptoms. The depressive symptoms returned when the current was switched off.

14. Which of the following, if true, best supports the scientist's claim of the promising potential usage of DBS?
- A. The electrodes implanted during deep-brain stimulation can only be activated in a hospital setting.
- B. The other two patients reported a slight reduction of depressive symptoms when the current to their electrodes was activated.
- C. The operation to implant the electrodes poses a serious risk of brain hemorrhage, infection or seizure.
- D. Continuous stimulation of the electrodes produced sustained remission from depression in the four patients for six months.
- E. Deep-brain stimulation relies on the expertise of highly skilled physicians.

## **Inca Trail**

In 2001 the Peruvian government began requiring tourists to buy expensive permits to hike the remote Inca Trail, which goes to the ancient city of Machu Picchu. The total number of permits is strictly limited; in fact, only 500 people per day are now allowed to hike the Inca Trail, whereas before 2001 daily visitors numbered in the thousands. The Peruvian government claims that this permit program has successfully prevented deterioration of archaeological treasures along the Inca Trail.

15. Which of the following, if true, most strengthens the argument above?

- A. Since 2001, tourist guides along the Inca Trail have received 50% to 100% increases in take home pay.
- B. Villages near Machu Picchu have experienced declines in income, as fewer tourists buy fewer craft goods and refreshments.
- C. Many of the funds from the sale of Inca Trail permits are used to staff a museum of Incan culture in Lima, Peru's capital, and to hire guards for archaeological sites without permit programs.
- D. Since 2001, Incan ruins similar to Machu Picchu but not on the Inca Trail have disintegrated at a significantly greater rate than those on the Inca Trail.
- E. The total number of tourists in Peru has risen substantially since 2001, even as the number of tourists hiking the Inca Trail has remained constant.

### SECTION 3: GENERAL KNOWLEDGE

Time allowed: 10Minutes

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1. The 'Victoria Falls', one of the seven natural wonders of the world, is a popular tourist destination in \_\_\_\_\_, Africa.

- A. Zambia
- B. Zimbabwe
- C. Zambia and Zimbabwe
- D. None of the above

2. Pyongyang is in\_\_\_\_\_.

- A. Japan
- B. China
- C. North Korea
- D. South Korea

3. Which one of the following world cities has the most population?

- A. Karachi, Pakistan
- B. Mumbai, India
- C. Dhaka, Bangladesh
- D. Beijing, China

4. The currency used in Isreal is .

- A. Lira
- B. Shekel
- C. Dinar
- D. Rupee
- E. None of the above



5. An economic scenario when too much money is spent on too few goods/products can best be described as \_\_\_\_\_

- A. Inflation
- B. Deflation
- C. Depreciation
- D. Appreciation

6. One of these is not a type of risks faced by banks:-

- A. Credit Risk
- B. Market Risk
- C. Operational risk
- D. Policy risk

7. Non Performing Assets of a company are also regarded as

- A. Liquidity
- B. Bad debts
- C. Monetized debts
- D. Debentures

8. \_\_\_\_\_ is the oldest town in the world.

- A. Jericho
- B. Ile-Ife
- C. Cairo
- D. Jerusalem.
- E. Timbuktu

9. Which of the following countries, is not a member of the Organization of the Petroleum Exporting Countries (OPEC)?

- A. Qatar
- B. Iraq
- C. Saudi Arabia
- D. Syria

10. A Bank which are owned and run by government of a country are called \_\_\_\_\_

- A. Nationalized Banks.
- B. Government Banks
- C. Localized Banks
- D. Federal Banks

11. In Nigeria, the national agency responsible for business registration and incorporation is

- A. CBN
- B. BRC
- C. BCC
- D. CAC

12. Which of the plays is NOT written by Wole Soyinka?

- A. The lion and the jewel
- B. The gods are not to blame
- C. A dance of the forests
- D. Death and the kings horseman

13. The term TIN stands for

- A. Teller Identification Number
- B. Tax Identification Number

- C. Tellers Industries in Nigeria
- D. Tax Indemnity Number

14. The term ATM stands for

- A. Automatic Teller Machine
- B. Autometer Teller Machine
- C. Automated Teller Machine
- D. Automatic Payment Machine

15. The term SLR in financing means

- A. Short Lending Rate
- B. Statutory Liquidity Ratio
- C. Statutory Lending Ratio
- D. Statutory Lending Rate

16. A small amount of loan given to customers is called a

- A. liner
- B. Line credit
- C. Micro-credit
- D. Mini-credit

17. The key objective of Afrexim Bank is

- A. To promote and finance trade within the African continent
- B. To provide liquidity and support to African banks
- C. To provide support and promote development in the African bank sectors
- D. To integrate banking operations into government policies in sub-Saharan Africa.

18. Which one of the following Nigerian writers wrote the novel, 'The Concubine'?

- A. Chinua Achebe
- B. Elechi Amadi
- C. T. M. Aluko
- D. Nnorom Azuonye

19. CNN is owned by \_\_\_\_\_.

- A. Fundamental Broadcasting System
- B. Oracle Broadcasting Network
- C. Metro Goldwyn Meyer
- D. Time Warner Company

20. The novel 'Purple Hibiscus', shortlisted for and awarded several prestigious prizes, is authored by

- A. Ngugi wa Thiong'o
- B. Chimamanda Ngozi Adichie
- C. Wole Soyinka
- D. Chinua Achebe
- E. Ayi Kwei Armah

CNN is owned by \_\_\_\_\_.

- A. Fundamental Broadcasting System
- B. Oracle Broadcasting Network
- C. Metro Goldwyn Meyer
- D. Time Warner Company

## **PART 4: ANALYTICAL WRITING**

### **Essay 1.**

The following appeared in a report presented for discussion at a meeting of the directors of a company that manufactures parts for heavy machinery.

“The falling revenues that the company is experiencing coincide with delays in manufacturing. These delays, in turn, are due in large part to poor planning in purchasing metals. Consider further that the manager of the department that handles purchasing of raw materials has an excellent background in general business, psychology, and sociology, but knows little about the properties of metals. The company should, therefore, move the purchasing manager to the sales department and bring in a scientist from the research division to be manager of the purchasing department.”

Discuss how well reasoned you find this argument. In your discussion be sure to analyze the line of reasoning and the use of evidence in the argument.

### **Essay 2.**

The following appeared in an announcement issued by the publisher of The Mercury, a weekly newspaper.

“Since a competing lower-priced newspaper, The Bugle, was started five years ago, The Mercury’s circulation has declined by 10,000 readers. The best way to get more people to read The Mercury is to reduce its price below that of The Bugle, at least until circulation increases to former levels. The increased circulation of The Mercury will attract more businesses to buy advertising space in the paper.”

Discuss how well reasoned you find this argument. In your discussion be sure to analyze the line of reasoning and the use of evidence in the argument.

# ANSWERS

## SET 2

**Part one: Numerical Reasoning Answer table**

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
A	E	A	A	C	B	E	C	A	E	C	A	B	B	C

**ANSWERS AND EXPLANATION**

1. A

Total Income =  $46 \times 70 \times 4 \times 90$  pence = 11592 pounds.

2. E

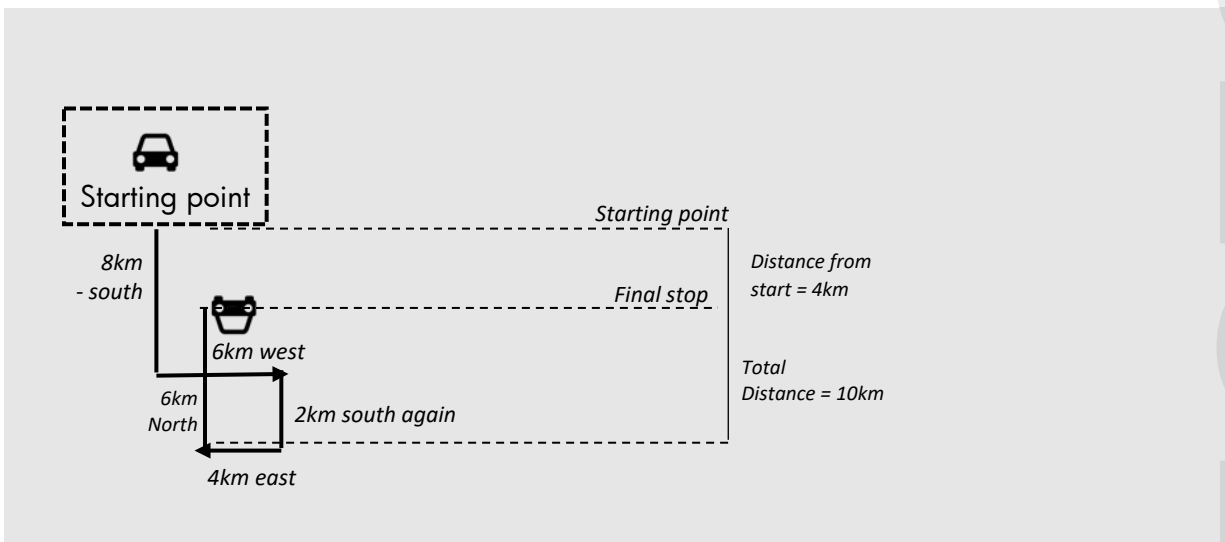
Total expenditure =  $1250 + (46 \times 70 \times 4 \times \frac{6}{100}) + (250 \times 12) + (125 \times 52) = 11523$  pounds.

3. A

Average excess of income per month = (Average income per month - Average expenditure per month)

$$= \frac{11592}{12} - \frac{11523}{12} = 5.75. \text{ So, nearest pound is } 6.$$

4. A



5. C

We will quickly calculate total sales for each month

$$\text{March} = 3.5 + 4.5 + 2.8 = 10.4$$

$$\text{April} = 3.4 + 3.8 + 2.9 = 10.1$$

$$\text{May} = 2.8 + 2.9 + 2.8 = 8.6$$

$$\text{June} = 2.7 + 3.1 + 3.2 = 10$$

$$\text{July} = 2.9 + 3.5 + 3.3 = 9.7$$

6. B

Manufacturer 2 (in blue)

Total sales for period =

$$4.3 + 3.8 + 2.9 + 3.1 + 3.5 = 17.6$$

Sales in April – 3.8

$$\text{Percentage} = \frac{3.8}{17.6} = 22\% \text{ approximately.}$$

7. E

Manufacturer 3 (in the yellow).

$$\text{Total PC sold} = (2.8+2.9+2.9+3.2+3.3) = 15.1 \text{ (in thousand)}$$

$$= 15,100$$

Profit per PC is 78,

$$\text{So profit for all } 15,100 = 78 \times 15,100 = 1,177,800$$

8. C

In 2002, number of 'further study' students



$$= \frac{33}{100} \times 1700 = 561$$

Using same method to calculate for other years,

$$2003 = \frac{36}{100} \times 1600 = 576$$

$$2004 = \dots\dots\dots = 585$$

9. A

In 2002: Number of unemployment

$$= \frac{40}{100} \times 1700 = 680$$

$$\text{In 2004: } \frac{37}{100} \times 1500 = 555$$

$$\text{Decrease} = 680 - 555 = 125$$

10. E

We can't say because we were not provided with details on how many social science students were employed. We only have details of graduation.

11. C

$$P = 6q. \text{ Difference between } p \text{ and } q = (p) - q = (6q) - q = 5q.$$

Now q is less than p by 5q.

$$\text{Out of } p, q \text{ is less} = 5q$$

$$\text{out of } 1, q \text{ is less} = \frac{5q}{p}$$

$$\text{out of } 100, q \text{ is less} = \frac{5q}{p} \times 100$$

$$= \frac{5q}{6q} \times 100 = \frac{5}{6} \times 100 = \frac{250}{3} \% = 83\frac{1}{3}\%$$

12. A

Let the C receive \$100.

A receives 20% more than C, so A receives =  $(120/100) \times 100 = 120$

C receives 25% less than B, it means that C receives 75% of the B receives.

Therefore, C receives =  $(75/100) \times B$  receives

Therefore, B receives =  $(100 \times 100)/75 = 400/3$

So ratio of their amount received

A:B:C = 120:  $(400/3)$ : 100

Therefore, A:B:C = 360:400:300 = 18:20:15 (shares of their sum divides according to ratio of their amount)

According to the question,

Total sum = 4558.

Therefore, A's shares in total sum =  $\frac{18}{18+20+15} \times 4558 = \frac{18}{53} \times 4558$

=  $18 \times 86 = \$1548$

13. B

Suppose there are 100 customers.

Given 40 persons want to purchase items.

15% purchase hats

=>  $0.15 \times 40$

=> 6 persons want to purchase hats.

=> 6% want to purchase hats.

14. B

Let the total number is  $x$ ,

then,

$$(100-25)\% \text{ of } (100 - 10)\% x = 4050$$

$$\Rightarrow 75\% \text{ of } 90\% \text{ of } x = 4050$$

$$\Rightarrow 75/100 * 90/100 * x = 4050$$

$$\Rightarrow x = (4050 * 50) / 27 = 6000$$

15. C

Let the original cost of each cooker be Re. 1 and let the number sold originally be 100.

$$\text{Total sale proceeds} = \text{Rs. } (100 \times 1) = \text{Rs. } 100$$

$$\text{New rate} = (115\% \text{ of Re. } 1) = \text{Rs. } 1.15$$

$$\text{Number sold now} = 85$$

$$\therefore \text{Sale proceed now} = \text{Rs. } (1.15 \times 85) = \text{Rs. } 97.75$$

So, there is a decrease of 2.25% in the money receipt.

## Part two: Verbal Reasoning Answer table

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
A	D	B	A	C	B	D	A	A	B	D	E	B	D	D

## Answers and explanations

### Sunrise Splash

Company Management: The most recent advertising campaign for our leading brand of low-calorie soft drinks, Sunrise Splash, has obviously been a success. Since this campaign was conducted in several magazines a year ago, our unit sales of Sunrise Splash have increased by 10%, reaching a record level in our corporate history. In addition, consumer surveys indicate that the proportion of customers who recognize this brand has nearly doubled over this period.

11. Which of the following statements would most strongly support the claim made about the campaign's success?

- (A) Over the past year, the price of Sunrise Splash has been reduced by nearly 20%.
- (B) Over the past year, unit sales of Sunrise Splash have increased by nearly 1.5 million bottles. .
- (C) As a result of a shift in consumer preferences towards low-calorie soft drinks, the consumption of these drinks has grown at a double-digit rate over the past several years.
- (D) The majority of new sales of Sunrise Splash made over the past year involved one of the coupons distributed during the last advertising campaign.
- (E) Over the past year, the company has experienced a dramatic increase in sales of many other soft drinks.

In this argument; the company management concludes that the advertising campaign for Sunrise Splash was a success, citing the evidence of an increase in sales and brand recognition that followed this campaign. To support this argument, we need to demonstrate that the increase in sales and brand recognition indeed resulted from the campaign rather than from other market factors.

- (A) Weaken. This answer choice introduces an alternative explanation that challenges the management claim. The increase in unit sales of the drink could have been caused by the reduction in prices rather than by the effectiveness of the advertising campaign.

(B) Irrelevant. This answer choice provides the actual increase in the number of units of Sunrise Splash sold over the past year but fails to establish the relationship between this increase and the effectiveness of the advertising campaign.

(C) Weaken. This answer demonstrates that the increase in sales of Sunrise Splash is likely to have been caused by the market trends favoring low-calorie consumer soft drinks in general. Note that without further information, we cannot assume that the shift in consumer preferences was a direct result of the advertising campaign.

(D) CORRECT. Strengthen. This answer choice strengthens the argument by demonstrating that the increase in sales was likely caused by the advertising campaign, since the majority of new purchases involved coupons distributed as part of that campaign.

(E) Irrelevant. Since the argument is focused on Sunrise Splash, evidence about other soft drinks produced by the company is out of scope.

### **XYZ Profits**

The CEO of Corporation XYZ was very excited about the company's 2006 fourth quarter performance. Sales of the company's newest product were double the fourth quarter target projections while product costs remained consistent with estimates. The CEO projected that due to these increased sales, the company's profits for the fourth quarter would dramatically exceed the company's prior expectations.

12. Which of the following, if true, supports the CEO's projection?

- (A) Most of the products sold by Corporation Y.YZ are manufactured goods that tend to be replaced by consumers every couple of years.
- (B) In the fourth quarter, Corporation XYZ's older, less up-to-date products were often sold at a substantial discount by retailers.
- (C) The profit margins of Corporation XYZ's newest product are higher than the industry average.
- (D) Reviews of Corporation XYZ's newest product in magazines and blogs have been uniformly positive.
- (E) The newest product represents the vast majority of Corporation XYZ's projected revenue for the fourth quarter of 2006.

The argument concerns Corporation XYZ's 2006 fourth quarter profits. It presents evidence that its most recent product has doubled sales projections, while keeping costs in line with initial projections.

The company's CEO then projected that the company's overall profits would dramatically exceed previously expected profit levels in the fourth quarter. If we study the evidence provided, it is unclear whether the sales of the new product comprise a high enough proportion of Corporation XYZ's revenues to result in the company dramatically exceeding profitability projections. The correct answer choice will help to address this gap.

- (A) Irrelevant. The periodic replacement of products manufactured by Corporation Y.YZ does not affect whether Corporation XYZ's profits would be dramatically higher than originally expected in the fourth quarter of 2006.

(B) Weaken. The fact that older products manufactured by Corporation XYZ are sold at a substantial discount weakens the CEO's conclusion in two ways. First, it suggests lower profits in the fourth quarter. Second, it indicates that Corporation XYZ's new product was just one of several products manufactured by the Company, suggesting that the success of the one product may not indicate high profits overall.

(C) Irrelevant. The fact that the new product enjoys higher profit margins than the industry average does not indicate that Corporation XYZ as a whole enjoyed dramatically higher profits than initially expected in the fourth quarter. It is also unknown how high industry profit margins are—they could be very small on average.

(D) Irrelevant. This answer choice is tempting in that it indicates why the new product may be selling well. However, it is already established in the premises that sales of the new product are exceeding projections. The fact that the new product is well-reviewed does not affect whether Corporation XYZ as a whole dramatically exceeded its profitability projections for the fourth quarter.

(E) CORRECT. Strengthen. If the vast majority of the projected revenue in the fourth quarter of 2006 was to come from the new product, the additional success of the new product would indicate that the Company as a whole would be likely to exceed projected profit for the quarter.

This answer choice effectively eliminates the biggest concern with the CEO's projection—that the new product represents a small proportion of Corporation XYZ's revenues.

## NASA

If life exists elsewhere in the solar system, scientists suspect it would most likely be on Europa, an ice covered moon orbiting Jupiter. However, NASA recently scrapped an unmanned science mission to Europa and reassigned most of the employees involved in the project to another project which focuses on landing an astronaut on Mars. Polls show that Americans are far more fascinated by space travel than they are by discovering life elsewhere in the universe. Critics argue that NASA's decision-making process places a greater emphasis on public interest than it does on the importance of scientific research.

13. Which of the following, if true, would most strengthen NASA's contention that its critics are misinformed?

(A) In 2007, NASA will spend 30% of its total budget on developing a space shuttle that can travel to Mars; in 2013, that figure is expected to drop to 0%.

(B) Studies have shown that Congress traditionally determines NASA's budget by assessing public interest in NASA's projects.

(C) Some scientists are convinced that a mission to Europa would add immeasurably to our understanding of the universe; others believe that we will gain little insight from exploring Europa.

(D) A new telescope that has been developed in Tokyo allows scientists to look at Europa in ways never possible before and promises to yield more information than the planned mission was designed to provide.

(E) Most Americans feel that a shuttle to Mars is the next logical step in the development of a system that will eventually allow humans to travel to places as far away as Europa and beyond.

The question tells us that NASA argues that its critics are misinformed. The critics believe that the decision to scrap the Europa project and those employees to the Mars project demonstrates that NASA is more interested in public opinion than scientific research. While it is true that most of the Europa employees were reassigned to the mission to Mars, no information was given about why the Europa project was scrapped in the first place.

(A) Irrelevant. The conclusion is based on the critics' opinions on causation, and this answer fails to address the issue of what motivated NASA in its decision-making process. Beware of reading too deeply into the information presented. The fact that the percentage of spending is going to go down could indicate many possible scenarios. Perhaps NASA is unhappy with the progress of the



project and plans to cut future spending or maybe NASA expects the development of the shuttle to be completed by 2013.

(B) Weaken. If public interest determines its budget, NASA has strong motivation to keep public interest high. Additionally, this choice concerns NASA's budget, which is not a factor in the original argument.

(C) Irrelevant. This statement differentiates between the opinions of some scientists and the opinions of others, but sheds no light on the motivations behind NASA's decisions. Not only is the answer choice only indirectly related to our conclusion, it also adds very little new information.

(D) CORRECT. Strengthen. This answer choice provides an alternate reason why NASA scrapped its plan for sending an unmanned vessel to Europa-the Tokyo telescope provides the information NASA would have attained from the mission, making the mission unnecessary.

(E) Irrelevant. The conclusion deals with NASA's motivations; this statement is about the inclinations of American citizens. There is no direct relationship between what Americans see as the future of space exploration and the motivations behind NASA's decision-making.

## Deep-Brain Stimulation

Scientist: An experimental technique for combating severe depression, deep-brain stimulation (DBS) demonstrates much promise for the long-term treatment of chronic depression. In a recent experiment, electrodes were implanted into the brains of six patients who had not responded to any currently approved treatment for depression. When an electrical current to the electrodes was switched on, four of the patients reported feeling a dramatic reduction of depressive symptoms. The depressive symptoms returned when the current was switched off.

14. Which of the following, if true, best supports the scientist's claim of the promising potential usage of DBS?
- (A) The electrodes implanted during deep-brain stimulation can only be activated in a hospital setting.
  - (B) The other two patients reported a slight reduction of depressive symptoms when the current to their electrodes was activated.
  - (C) The operation to implant the electrodes poses a serious risk of brain hemorrhage, infection or seizure.
  - (D) In a subsequent experiment, a one-hour treatment the electrodes produced sustained remission from depression in the four patients for six months.
  - (E) Deep-brain stimulation relies on the expertise of highly skilled physicians.

The argument claims that deep-brain stimulation is a promising long-term treatment for depression and further explains that, in a recent test, four of six patients reported an immediate and dramatic, but temporary, reduction of their depressive symptoms. The question asks us to support the scientist's claim that deep-brain stimulation is a promising long-term treatment for chronic depression.

Thus, the correct answer must address the long-term effects of the treatment as the evidence presented only discusses short-term relief.

(A) Weaken. If the electrodes can only be activated in a hospital setting, deep-brain stimulation would be impractical as a long-term treatment since patients would have to remain in the hospital to receive the benefits of the treatment.

(B) Irrelevant. The fact that the other two patients received a minor immediate benefit from deep brain stimulation in no way supports the long-term use of the procedure.

(C) Irrelevant/weaken. If anything, the severe risks associated with deep-brain stimulation undermine its potential as a long-term treatment for chronic depression.

(D) CORRECT. Strengthen. According to this answer choice, the immediate benefits perceived by the four patients were maintained over a period of six months. Thus, deep-brain stimulation seems to demonstrate long-term effectiveness.

(E) Irrelevant. The level of expertise needed to perform the procedure is not relevant to the long-term effectiveness of the procedure.

## Inca Trail

In 2001 the Peruvian government began requiring tourists to buy expensive permits to hike the remote Inca Trail, which goes to the ancient city of Machu Picchu. The total number of permits is strictly limited; in fact, only 500 people per day are now allowed to hike the Inca Trail, whereas before 2001 daily visitors numbered in the thousands. The Peruvian government claims that this permit program has successfully prevented deterioration of archaeological treasures along the Inca Trail.

15. Which of the following, if true, most strengthens the argument above?

- (A) Since 2001, tourist guides along the Inca Trail have received 50% to 100% increases in take-home pay.
- (B) Villages near Machu Picchu have experienced declines in income, as fewer tourists buy fewer craft goods and refreshments.
- (C) Many of the funds from the sale of Inca Trail permits are used to staff a museum of Incan culture in Lima, Peru's capital, and to hire guards for archaeological sites without permit programs.
- (D) Since 2001, Incan ruins similar to Machu Picchu but not on the Inca Trail have disintegrated at a significantly greater rate than those on the Inca Trail.
- (E) The total number of tourists in Peru has risen substantially since 2001, even as the number of tourists hiking the Inca Trail has remained constant.

According to the text, the Peruvian government claims that Inca Trail treasures would have deteriorated without a new permit program that has restricted the number of tourists. Supporting statements would likely emphasize one of the following two ideas:

One: A high number of tourists causes the deterioration of Inca Trail archaeological sites, and so a reduced number reduces the deterioration. Note that this causal connection, while reasonable, cannot be assumed.

Two: Other results of the permit program (e.g., new revenue) help prevent archaeological damage along the Inca Trail.

(A) Irrelevant. The increase in pay may have resulted from the permit program, and it may be reasonable to assume that this increase in pay has led to greater satisfaction in the job and hence,

perhaps, to greater care for historical artifacts. However, this chain of reasoning is too speculative to strengthen the argument appreciably.

(B) Irrelevant. Local villages may have seen a drop in income as a result of the restrictions on tourist numbers, but this does not strengthen or weaken the claim that the permit program prevented Inca Trail ruins from deteriorating.

(C) Irrelevant. The funds are a positive result of the permit program, but if these funds are used to protect or preserve archaeology elsewhere, then they do not impact the preservation of ruins specifically on the Inca Trail.

(D) CORRECT. Strengthen. The more rapid deterioration of similar ruins elsewhere supports the claim that the permit program has helped prevent deterioration of Inca Trail ruins. Notice that this evidence does not rise to the level of absolute proof; other differences between the ruins might explain the different rates of deterioration. This choice does make it more likely, however, that the permit program has been successful in preserving the Inca Trail ruins, and that is sufficient for a Strengthen the Conclusion question.

(E) Irrelevant. Without the permit program, it is possible (though far from certain) that the number of tourists hiking the Inca Trail would have risen together with the total number of tourists in Peru. However, an increase in the number of tourists on the Inca Trail would not necessarily have led to greater deterioration of archaeological treasures on the trail.

### Part three: General Knowledge Answer Table

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
B	D	D	B	A	D	B	A	D	A	D	B	B	C	B	C	A	B	D	B

### Part four: Analytical writing answers

#### Essay 1

The following appeared in a report presented for discussion at a meeting of the directors of a company that manufactures parts for heavy machinery.

“The falling revenues that the company is experiencing coincide with delays in manufacturing. These delays, in turn, are due in large part to poor planning in purchasing metals. Consider further that the manager of the department that handles purchasing of raw materials has an excellent background in general business, psychology, and sociology, but knows little about the properties of metals. The company should, therefore, move the purchasing manager to the sales department and bring in a scientist from the research division to be manager of the purchasing department.”

Discuss how well reasoned you find this argument. In your discussion be sure to analyze the line of reasoning and the use of evidence in the argument.

#### Introduction

In response to a coincidence between falling revenues and delays in manufacturing, the report recommends replacing the manager of the purchasing department. The grounds for this action are twofold. First, the delays are traced to poor planning in purchasing metals. Second, the purchasing manager’s lack of knowledge of the properties of metals is thought to be the cause of the poor planning. It is further recommended that the position of the purchasing manager be filled by a scientist from the research division and that the current purchasing manager be reassigned to the sales department. In support of this latter recommendation, the report states that the current

purchasing manager's background in general business, psychology, and sociology equip him for this new assignment. The recommendations advanced in the report are questionable for two reasons.

### **Body Paragraph 1**

To begin with, the report fails to establish a causal connection between the falling revenues of the company and the delays in manufacturing. The mere fact that falling revenues coincide with delays in manufacturing is insufficient to conclude that the delays caused the decline in revenue. Without compelling evidence to support the causal connection between these two events, the report's recommendations are not worthy of consideration.

### **Body Paragraph 2**

Second, a central assumption of the report is that knowledge of the properties of metals is necessary for planning in purchasing metals. No evidence is stated in the report to support this crucial assumption. Moreover, it is not obvious that such knowledge would be required to perform this task. Since planning is essentially a logistical function, it is doubtful that in-depth knowledge of the properties of metals would be helpful in accomplishing this task.

### **Conclusion**

In conclusion, this is a weak argument. To strengthen the recommendation that the manager of the purchasing department be replaced, the author would have to demonstrate that the falling revenues were a result of the delays in manufacturing. Additionally, the author would have to show that knowledge of the properties of metals is a prerequisite for planning in purchasing metals.

## Essay 2

The following appeared in an announcement issued by the publisher of The Mercury, a weekly newspaper.

“Since a competing lower-priced newspaper, The Bugle, was started five years ago, The Mercury’s circulation has declined by 10,000 readers. The best way to get more people to read The Mercury is to reduce its price below that of The Bugle, at least until circulation increases to former levels. The increased circulation of The Mercury will attract more businesses to buy advertising space in the paper.”

Discuss how well reasoned you find this argument. In your discussion be sure to analyze the line of reasoning and the use of evidence in the argument.

### Introduction

A newspaper publisher is recommending that the price of its paper, The Mercury, be reduced below the price of a competing newspaper, The Bugle. This recommendation responds to a severe decline in circulation of The Mercury during the 5-year period following the introduction of The Bugle. The publisher’s line of reasoning is that lowering the price of The Mercury will increase its readership, thereby increasing profits because a wider readership attracts more advertisers. This line of reasoning is problematic in two critical respects.

### Body Paragraph 1

While it is clear that increased circulation would make the paper more attractive to potential advertisers, it is not obvious that lowering the subscription price is the most effective way to gain new readers. The publisher assumes that price is the only factor that caused the decline in readership. But no evidence is given to support this claim. Moreover, given that The Mercury was the established local paper, it is unlikely that such a mass exodus of its readers would be explained by subscription price alone.



## **Body Paragraph 2**

There are many other factors that might account for a decline in The Mercury's popularity. For instance, readers might be displeased with the extent and accuracy of its news reporting, or the balance of local to other news coverage. Moreover, it is possible The Mercury has recently changed editors, giving the paper a locally unpopular political perspective. Or perhaps readers are unhappy with the paper's format, the timeliness of its feature articles, its comics or advice columns, the extent and accuracy of its local event calendar, or its rate of errors.

## **Conclusion**

In conclusion, this argument is weak because it depends on an oversimplified assumption about the causal connection between the price of the paper and its popularity. To strengthen the argument, the author must identify and explore relevant factors beyond cost before concluding that lowering subscription prices will increase circulation and, thereby, increase advertising revenues.

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