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GRADUATE/ENTRY LEVEL

Online Aptitude test past questions



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APTITUDE TEST PREPARATION

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PART 1: THE ODYSSEY ASSESSMENT

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INTRODUCTION

This is a brief guide into the Odyssey assessments. Our aim is to help you cross the hurdle easily, and crack the hard parts.

The Odyssey assessments is a psychologically-proven gamified assessment used for high volume recruitment in organisations that employ cashiers, packers, pickers, learners, call centre agents, and other semi-skilled workers. When applied correctly it is also especially effective in high volume initiatives such as graduate recruitment such as the AbinBev graduate trainee programme.

Unlike other assessment tools – which assume a base level of learning in each candidate – Odyssey consists of a series of gamified assessments and experiences that identify talent and potential, regardless of any previous formal training.

Odyssey uses an online, gamified assessment process to measure the only real skills employees need to operate at the lower levels of work. These include:

Problem solving

Can the person display elementary problem solving and dynamically find a solution when no clear guidance is provided?

Instruction assimilation

Can the person assimilate and execute work processes?

English literacy

Vocabulary, spelling and sentence construction

Trainability

How fast will the employee respond to on-the-job training?

Clerical accuracy

Accurate execution of clerical data capture tasks

Numerical literacy

Addition, multiplication and division

Productivity

Accurate and fast execution of tasks and work processes.

As the name implies, Odyssey means Journey. So, Goodluck on your journey to becoming a master of the Odyssey assessment.

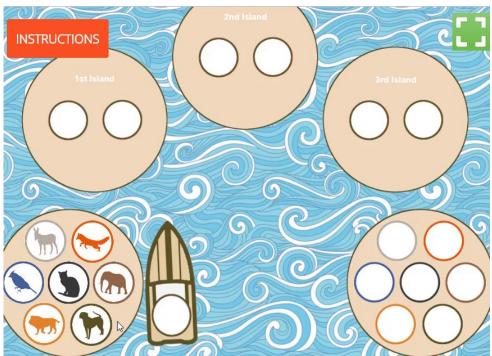
PROBLEM SOLVING

General Overview

The challenge is to be able to succeed in executing the instruction while keeping all necessary factors that relate to the assignment in mind.

Important Instructions.

In this exercise, you have to move all the animals one by one from the first island through three more islands until all animals are in the last island.



You have to move all the animals through all the islands safely to the final island, without one animal killing the other.

To do this, click / touch the animal you want to move, then click / touch the next island to move it to.

RULES OF THE GAME.

1. You can only move one animal at a time and one island forward at a time.

This means that you can only move one animal at a time. Moving two or more is not acceptable. In moving the animals, you have to be careful about the animal you're moving to the island because some animals cannot be in the same island with some selected animals. So you have to be extremely careful.

2. You can move an animal backwards from any location at any time.

This is very important for you to note. You can move any animal backwards from one island to another. Just that you have to be careful of rule 1. Don't move an animal back to where its enemy is.

3. You cannot move an animal forwards from an island unless there is another animal in the island with it.

This means that you cannot move one animal forward 2 times. It also means that you cannot move an animal out of the island without a neighbor. In the island, there are two spaces for two animals. This rule explains that you need to have 2 animals in a space in order to move one of them to the next island.

4. The animals attack each other outside the first and last island, as follows:

This means that the animals have enemies except the donkey.

a) The lion will eat everything except the bird and the elephant.

This means that the lion is an enemy to all the animals except the bird and the elephant. This implies that the lion needs to be with either the elephant and the bird for it to move to the next island. It means you can only move the lion to the next island when it's with a bird presently and the next island has an elephant waiting or vice versa.

b) The jackal will eat the dog and the cat.

This means that the Jackal is an enemy to the cat and the dog and on no occasion should you move a Jackal to an island with a dog or a cat. So you have to move the jackal forward with other available animals. Not with a cat and dog

c) The dog will eat the cat.

This means that the dog is an enemy with the cat and they cannot be in the same island. You have to move the cat or dog with its friends (other animals except both of them)

d) The cat and the dog will eat the bird.

This rule means that the cat and the dog and the bird are enemies and they should not be found anywhere close to each other in any of the islands outside. There are seven animals all together

- 1. Lion
- 2. Elephant
- 3. Bird
- 4. Cat
- 5. Dog
- 6. Jackal
- 7. Donkey

And you need to move all the animals through 3 islands. There are 5 islands in all.

- 1. The home island the starting point, where all the animals are
- 2. The 1^{st} island
- 3. The 2nd island
- 4. The 3rd island
- 5. The destination island this is where you will move all animals to.

The game is expecting you to move all animals (one by one) through the 3 islands till you get to the destination island.

The fiends and enemy rules does not apply to the home island and the destination island. It only applies in the 3 islands (1st, 2nd and 3rd Island)

Tips

Ensure to follow the rules as explained here and also view the demo video.

Sample Game.

Now we have all the animals in the home island. And we need to move them, one by one. First remember all the rules.

Step 1:

First move the Jackal to the 1st island Then come back to move the bird

Step 2:

move the jackal to the 2nd island

come back to the destination island and move the donkey to the 1st island

Step 3:

move the bird to the 2nd island go to the home island and move the elephant to the 1st island

Step 4:

move the bird from the 2nd island to the 3 island move the donkey to the 2nd island

Step 5:

move the jackal to the 3rd island

move the lion from the home island to meet the elephant in the 2nd island because they are friends.

Step 6:

move the bird from the 3rd island back to the 2nd island move the donkey from the 2nd jackal to the 3rd jackal

Step 7:

move the lion from the 1st island to meet the bird in the 2nd island move the cat from the home island to the 1st island to meet the elephant there

Step 8:

move the jackal from the 3rd island to the destination island move the bird from the 2nd island to the 3rd island to meet the donkey

Step 9:

move the elephant from 1st island to the 2nd island to meet the lion. move the donkey from the 3rd island to the destination island

Step 10:

move the lion to the 3rd island to meet the bird

move the elephant back to the 1st island to meet the cat (remember the rule that says you can move an animal backwards)

Step 11:

move the cat to the 2nd island (which was empty before) move the dog from the home island to meet the elephant in the 1st island

Step 12:

move the elephant to the 2nd island move the bird from the 3rd island to the destination island

Step 13:

move the elephant to the 3^{rd} island to meet the lion there. move the lion to the destination island

Step 14:

move the donkey back from the destination island to the $3^{\mbox{\scriptsize rd}}$ island to meet the elephant there

also move the donkey back from the 3rd island to the 2nd island

Step 15:

move the cat from the 2^{nd} island to meet the elephant in the 3^{rd} island move the cat to the destination island from the 3^{rd} island.

Step 16:

move the elephant back to the 2nd island move the donkey to the 3rd island

Step 17:

move the dog from 1^{st} island to meet the elephant in the 2^{nd} island move the dog to the 3^{rd} island

Step 18:

move the donkey to the destination island move the elephant to meet the dog in the 3^{rd} island

Step 19:

move the dog to the destination island move the elephant to the destination island.

NUMERICAL LITERACY GAME

General Overview

The challenge of this game is to test your speed and accuracy with basic arithmetic operations and rules.

Important Instructions

This test will provide you with a few basic calculations.

A calculation will be provided with four possible answers and you will be required to choose the correct answer from the four given.

You do this by clicking/ touching the answer of your choice. You then have to click/touch the continue button to go to the next calculation.

If you would like to change your answer, click / touch the new answer you chose.

Click/ touch the "start demo" button to view a demonstration of how to do this test.

Tips

1. Apply the BODMAS rule.

This means that arithmetic operations should be carried out in the proper order. This means the preference for execution should be Bracket first, then Of, Division, Multiplication, Addition and Subtraction follow in that order.

For example

9 - 2 X 2=?

Solution

The solution to this should not be 9-2=7

7 X 2 = 14,

Rather, it is 2 X 2=4

9-4=5

This implies that, the order must be followed- multiplication first before subtraction as seen in BODMAS

2. Solve as quickly as possible.

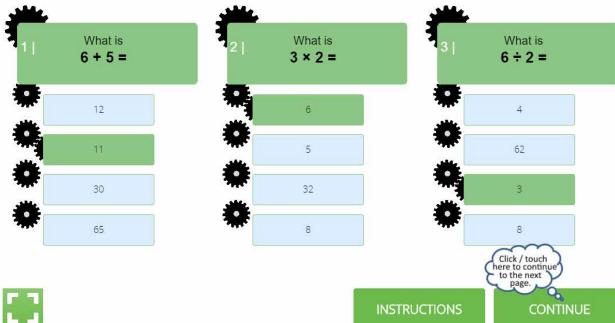
This means that you do not necessarily need to think deep or write down anything while solving some questions.

For example

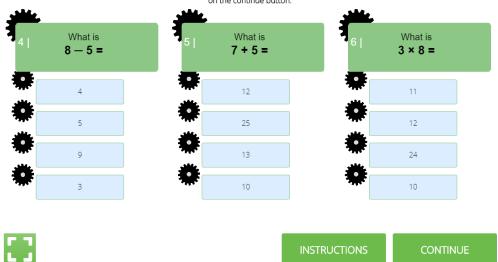
To solve 13 X 12 with the options 156, 158, 123, 234. We know that 3 X 2 = 6 and so any option that ends with 6 is the correct answer i.e. option A.

Same goes for 256-144, you don't need to finish calculating just pick the option that ends in 2 and if they are two option like that, check the one with the middle number 1 (from 5-4=1)

You should expect to see something like this:

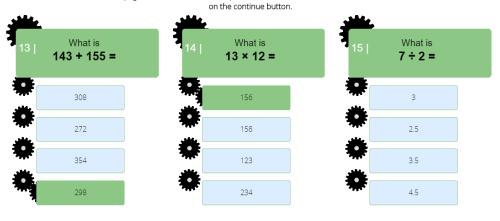


There are three calculations on this page. For each there are multiple answers. Please click / touch the answers listed below to select it and then on the continue button.



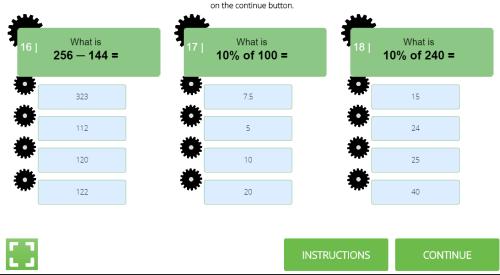
There are three calculations on this page. For each there are multiple answers. Please click / touch the answers listed below to select it and then on the continue button.

There are three calculations on this page. For each there are multiple answers. Please click / touch the answers listed below to select it and then



INSTRUCTIONS CONTINUE

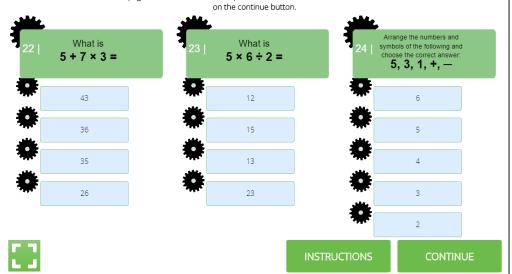
There are three calculations on this page. For each there are multiple answers. Please click / touch the answers listed below to select it and then



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There are three calculations on this page. For each there are multiple answers. Please click / touch the answers listed below to select it and then



There are three calculations on this page. For each there are multiple answers. Please click / touch the answers listed below to select it and then

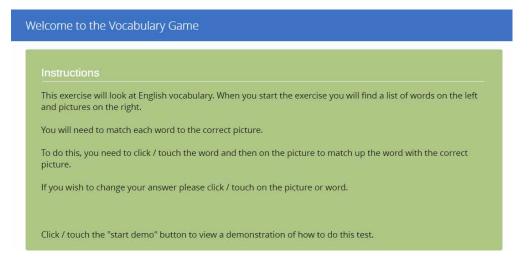


VOCABULARY GAME

General Overview

The games seek to test the ability of the player to locate the right image for a given word.

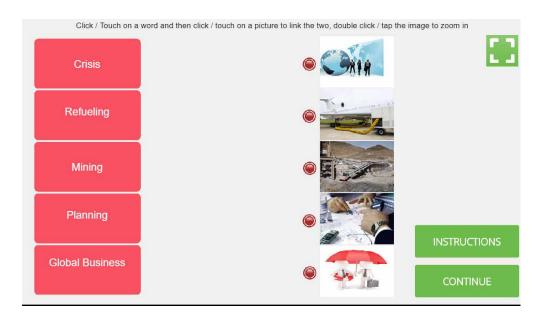
Important Instructions



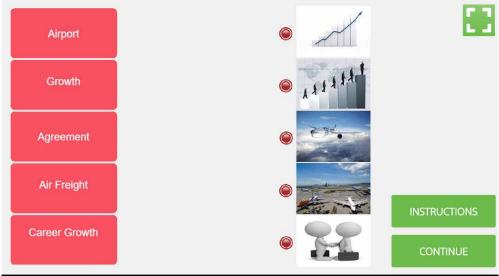
Tips

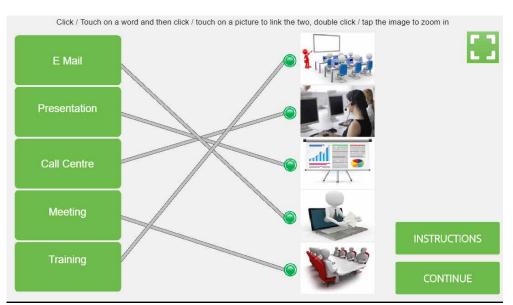
Ensure that the word that is matched to an image is the very closest in the group.

For example, for the image of a ship with goods, the following words might be provided: cargo, container and shipping. These all seem just correct, however, the answer to be chosen will also depend on other provided images.

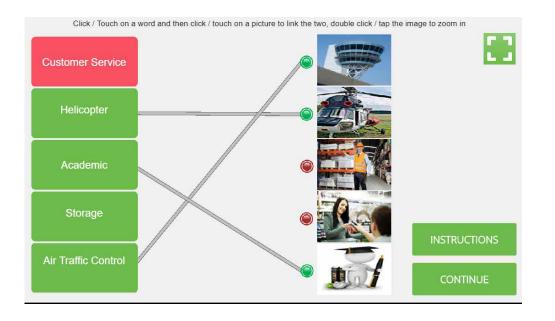


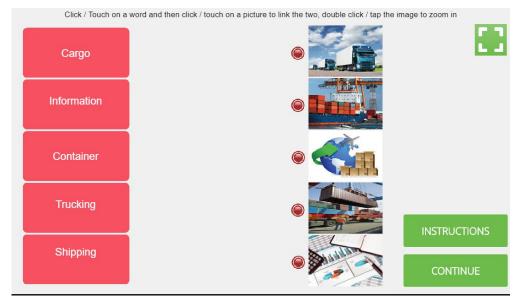
Click / Touch on a word and then click / touch on a picture to link the two, double click / tap the image to zoom in

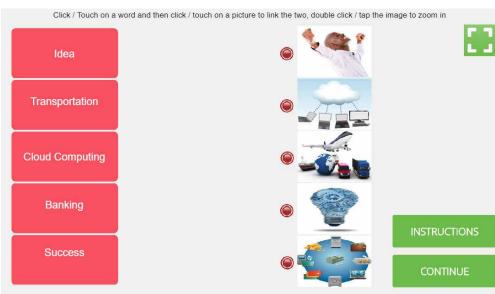


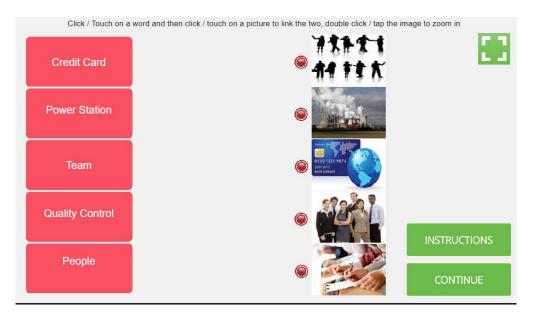


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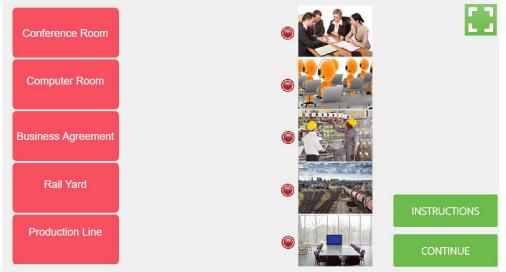


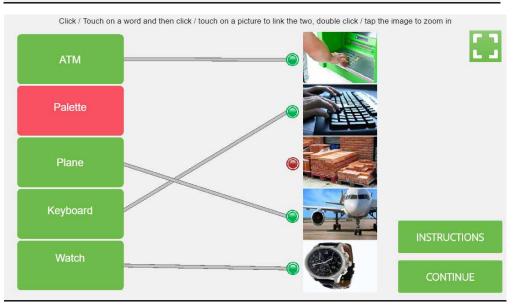


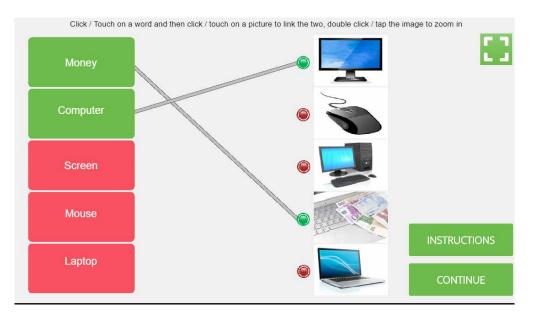




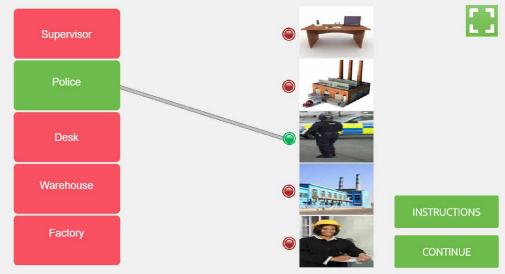
Click / Touch on a word and then click / touch on a picture to link the two, double click / tap the image to zoom in







Click / Touch on a word and then click / touch on a picture to link the two, double click / tap the image to zoom in



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SENTENCE CONSTRUCTION

General Overview

The games seek to test the ability of the player to coordinate scattered data into meaningful information

Important Instructions:

	Instructions
T 🌘	This exercise will look at how you build sentences in English. When starting the exercise you will be presented with mixed words at the top of the screen.
▼ ▼	You have to place the words in the correct order to form a sentence. You do this by clicking /touching the word and then clicking / touching the frame above the machine.
	Once finished, please click/touch on the continue button to move to the next sentence
	If you make a mistake, just click on the "try again" button and start dropping the words in the machine again.
	Click / touch the "start demo" button to view a demonstration of how to do this test.

Tips

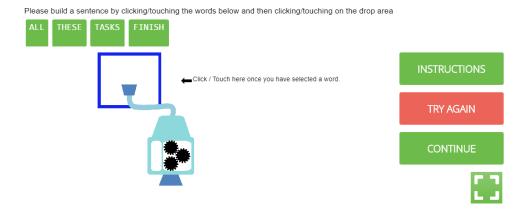
1) Do not delay

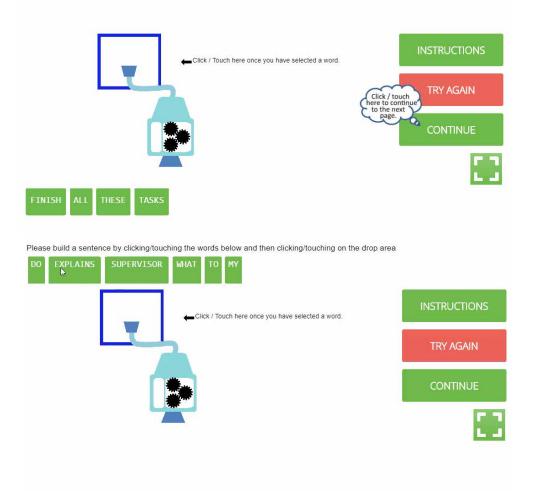
The given words are quite scattered. This is one reason why you might think that the solution is spending much time to arrange them in your mind first is the correct solution. However, the is the opposite. You should not spend too much time trying to arrange the words in your mind. Just arrange the words as best as you can first, and then when you have, you will see the words correctly arranged and if not, the more organized form of arrangement that you have produce will open you out to a better clue on what the final arrangement should be.

For example

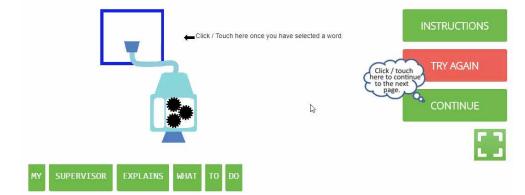
Given: MAN TRAVELS TAXI WORK TO BY THE

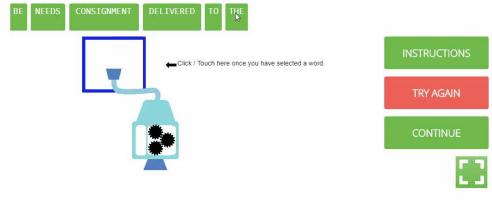
First trial: MAN TRAVELS TO WORK BY THE TAXI Final (and correct) trial: THE MAN TRAVELS TO WORK BY TAXI





Please build a sentence by clicking/touching the words below and then clicking/touching on the drop area

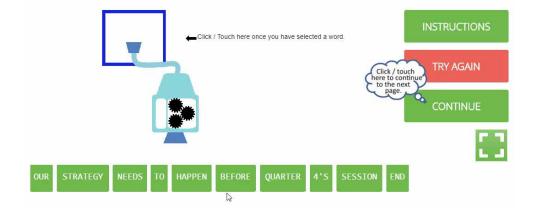


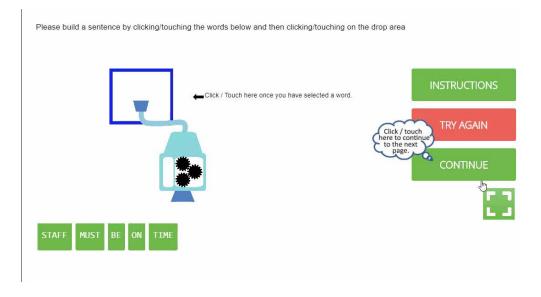


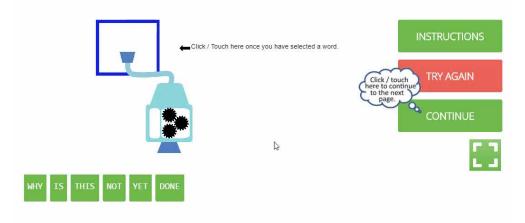
Please build a sentence by clicking/touching the words below and then clicking/touching on the drop area

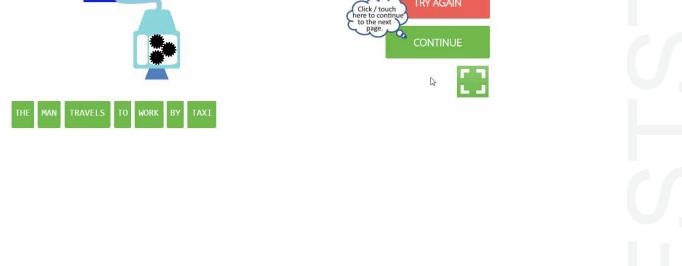


Please build a sentence by clicking/touching the words below and then clicking/touching on the drop area









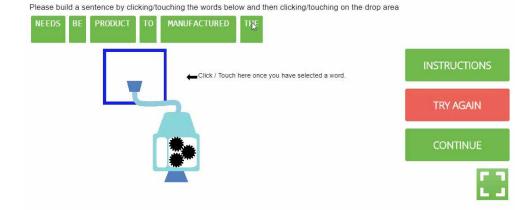
TRY AGAIN



Click / Touch here once you have selected a word.

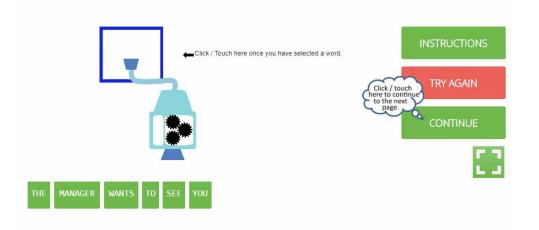
Please build a sentence by clicking/touching the words below and then clicking/touching on the drop area

Please build a sentence by clicking/touching the words below and then clicking/touching on the drop area



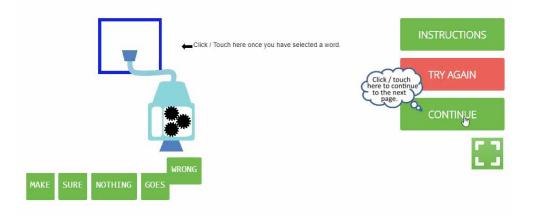
ia

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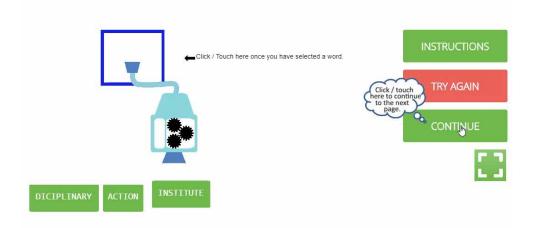


Please build a sentence by clicking/touching the words below and then clicking/touching on the drop area

Please build a sentence by clicking/touching the words below and then clicking/touching on the drop area







Please build a sentence by clicking/touching the words below and then clicking/touching on the drop area



SPELLING

General Overview

The challenge in the game is to form correct words by completing the given set of letters.

Important Instructions:

In this game, you are given a set of incomplete letters. You are also provided with a 'keyboard' from which you can select the correct letter which will complete it to make it a correct word.

Tips

Complete easier words first before taking on the harder ones, it will help save you some amount of time.

CLERICAL ACCURACY

General Overview

The games seek to test the ability of the player to locate mistakes in texts in a limited time frame.

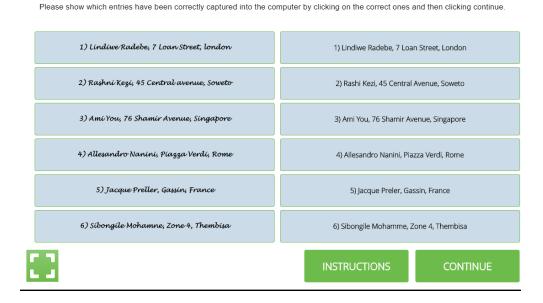
Important Instructions:

In this game, you are expected to endorse the correct entry. On the left hand side is the handwritten entry and on the right hand side is the computer entry. You are expected to click/touch the instance where the computer entry is the correct form of the handwritten entry. You do not need to click/touch if they are not the same.

Tips

Words that are shortened in the handwritten form need to be written in the full form. e.g. rd. in the handwritten entry must be re-entered as road

You should expect to see something like this:





Please show which entries have been correctly captured into the computer by clicking on the correct ones and then clicking continue.

Please show which entries have been correctly captured into the computer by clicking on the correct ones and then clicking continue.

25) Bonganí Radebe, 51 Zambezí Av, Isando	25) Bongani Radebe, 51 Zambezi Avenue, Isando		
26) Dimakatso Bopape, 50 Oak Rd, Mokopane	26) Dimakateso Bopape, 50Oak Road, Mokopane		
27) Emma Jamela, 98 First Street, Pretoria	27) Emma Jamemela, 98 First Street, Pretoria		
28) Geoffery Magagula, 19 Elm Street, Strand	28) Geoffrey Magagula, 19 Elm Street, Strand		
29) Jabulle Mathebula, 26 Lake Av, Westville	29) Jabulle Mathebula, 26 Lake Avenue, Westville		
30) Mpho-Phungula, 29 Park Road, Witbank	30) Mpho Phungulla, 29 Park Road, Witbank		
	INSTRUCTIONS CONTINUE		

This is a demo. We will first show you how. Look carefully at this example. Please click / touch continue to start the exercise.



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EXECUTING CODE INSTRUCTIONS

General Overview

The challenge is to be able to convert clerical assignment into codes for execution.

Important Instructions:

In this exercise, you are required to choose the correct code for a clerical instruction.

The following must be noted:

- 1. The code for cash payment is C
- 2. The code for payment by Credit card is CC
- 3. The code for payment less than 50 is S which stands for small
- 4. The code for payment more than 50 is L which stands for large
- 5. The code for buying food is F
- 6. The code for buying Drink is D

Tips

Also, it should be noted that the code is expected to be written in the format: **Payment method first** then the size and then **the item type last**

You should expect something like this:

Please click /	touch the answers listed below to select it and then	on the continue button.
What is the code for the Customer paying 27 for food by cash:	What is the code for the Customer paying 23 for food by credit card:	9 What is the code for the Customer paying 27 for meat by cash:
CSF	CCLD	CSF
CCSF	CCSF	CCSF
CCSD	CCSD	CCSD
	_	Click / touch here to continue to the next
•	INST	RUCTIONS CONTINUE

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Please click / touch the answers listed below to select it and then on the continue button.

13 What is the code for the Customer paying 76 for drinks by cash:	What is the code for the Customer paying 56 for food by credit card:	What is the code for the Customer paying 76 for milk by cash:
CCLD	CLD	CLD
CLFC	CCLD	CLFC
CSD	CCSF	CSD
CLD	CCLF	CCLD
	INST	Click / touch here to continue page. RUCTIONS CONTINUE

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EXECUTING PROCESS INSTRUCTION

General Overview

This challenge all about being able to derive logical conclusions by studying a flow chart.

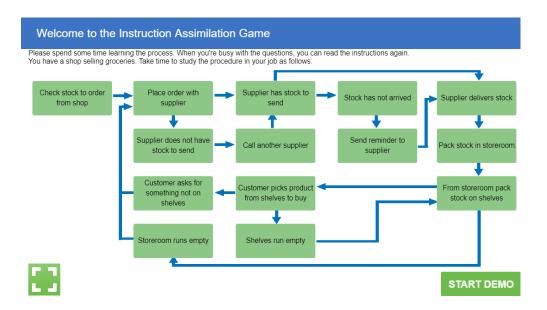
Important Instructions

You are required to first comprehend the given flow chart and then you are to use that to answer the questions preceding.

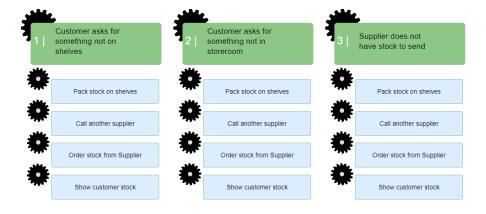
Tips

You must be very careful to study the chart very well. This is because even though there is a provision to read the instruction after you have left that page, revisiting instruction page will cost some points. As a preventive measure, ensure that you either draw the chart on a nearby sheet of paper or to take a shot of it with maybe a phone camera before proceeding to answer the questions following. This is to ensure that you have a point of reference to answer your question without losing points.

You should expect something like this:



This is a demo. We will first show you how. Look carefully at this example. Please click / touch continue to start the exercise.



CONTINUE

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PART 2: THE PHYSICAL ASSESSMENT

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PART1: Numerical Analysis

Instructions:

This exercise is designed to assess your ability to understand data.

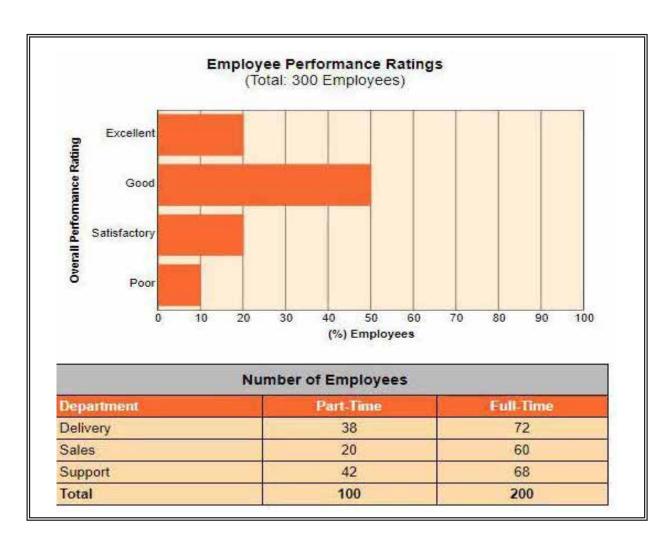
You will be presented with a series of tables and graphs, each followed by several questions. Your task is to choose the best answer to each question from the options given.

Tips:

Make sure you fully understand the examples and have a pen, paper and a calculator available before starting the test.

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- 1. How many employees were rated as 'Good' or 'Excellent'?
- A. 20
- B. 50
- C. 70
- D. 210
- E. 300

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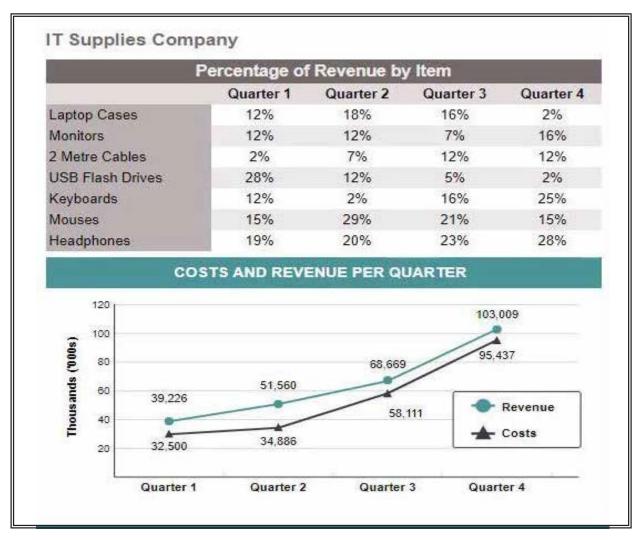
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	Vehicle Produ	iction			
	Year 1	Year 2	Year 3	Year 4	Year 5
Passenger Vehicles ('	000s)				
Produced	م 1492	1630	1658	1595	1620
Exported	4000 766	1047	1144	1126	1151
Commercial Vehicles	('000s)				
Produced	1 93	191	189	177	160
Exported	Jana , 96	114	103	105	92

- 2. In which year were the most vehicles exported?
- A. Year 1
- B. Year 2
- C. Year 3
- D. Year 4
- E. Year 5

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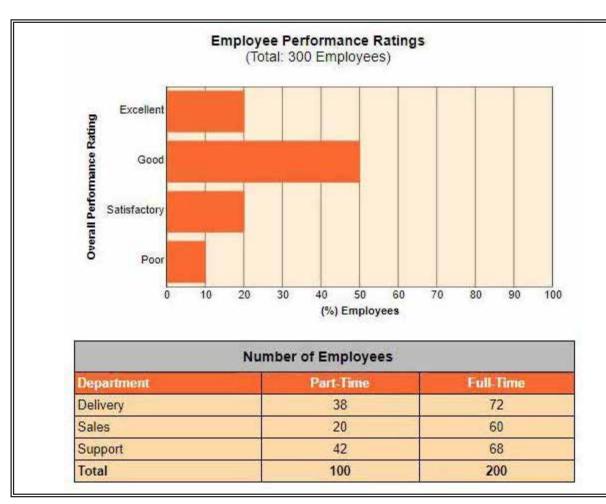


3. In which quarter did both Monitors and Keyboards experience an increase in percentage of revenue upon the previous quarter?

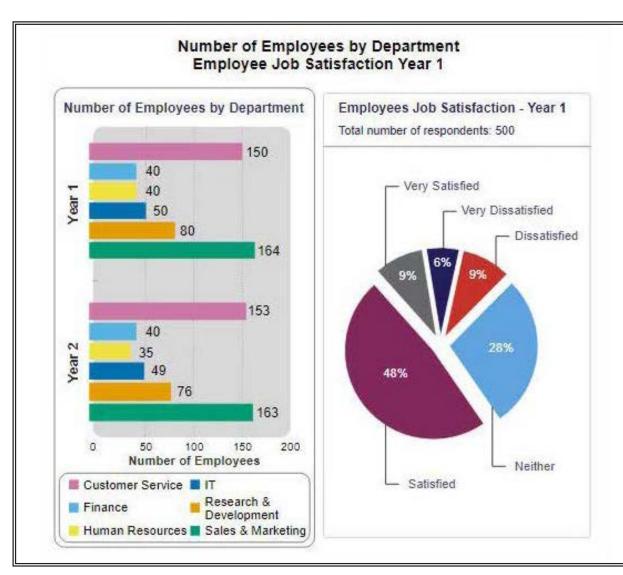
- A. Quarter 1
- B. Quarter 2
- C. Quarter 3
- D. Quarter 4
- E. None of the above

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- 4. Which department has less than 100 employees?
- A. Delivery
- B. Sales
- C. Support



5. What was the ratio of respondents who were 'Very Satisfied' or 'Satisfied' with their job to those who were 'Very Dissatisfied' or 'Dissatisfied' in Year 1?

- A. 3:1
- B. 13:4
- C. 14:4
- D. 19:5
- E. 4:1

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	Vehicle Pr	oduction			
	Yea	ir 1 Year 2	Year 3	Year 4	Year 5
Passenger Vehicles ('	000s)				
Produced	👝 14	92 1630	1658	1595	1620
Exported	4000 76	6 1047	1144	1126	1151
Commercial Vehicles	('000s)				
Produced	19	13 191	189	177	160
Exported	9	6 114	103	105	92

6. Approximately what percentage of all vehicles produced in Year 1 were exported?

- A. 40%
- B. 45%
- C. 50%
- D. 60%
- E. 65%

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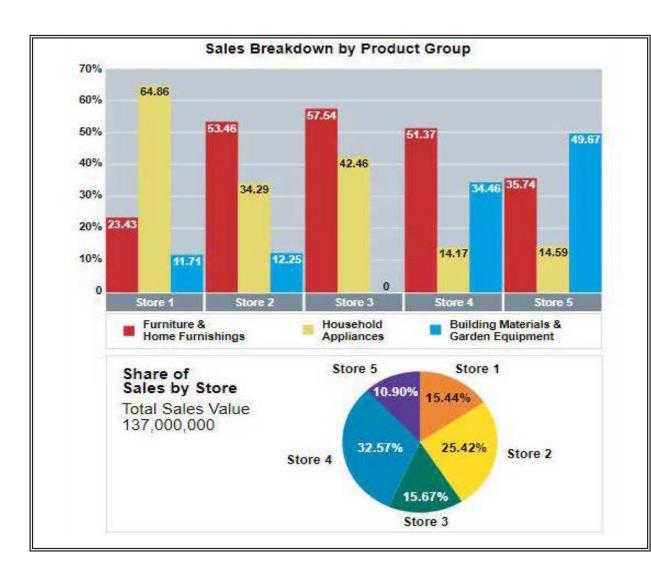
	Vehicle	e Produ	iction			
		Year 1	Year 2	Year 3	Year 4	Year 5
Passenger Vehicles ('0	00s)					
Produced	-	1492	1630	1658	1595	1620
Exported	daas	766	1047	1144	1126	1151
Commercial Vehicles ('000s)					
Produced		193	191	189	177	160
Exported	dana.	96	114	103	105	92

7. What was the approximate percentage change in Commercial Vehicle production in Year 5 compared with Year 4?

- A. 17% decrease
- B. 10% decrease
- C. No change
- D. 10% increase
- E. 17% increase

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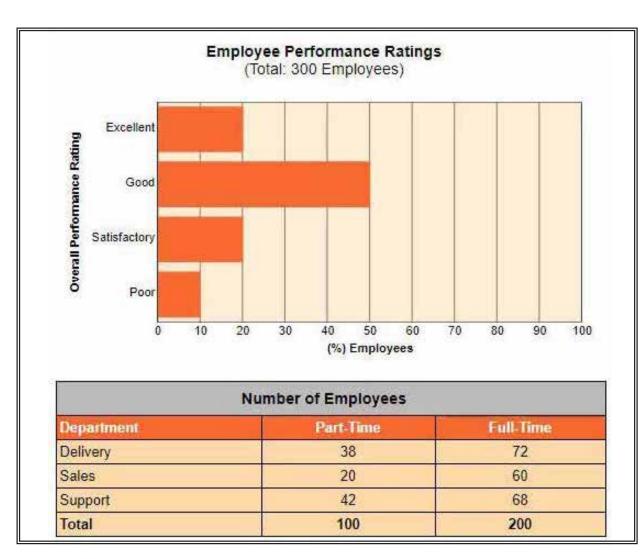


8. The value of sales of Building Materials and Garden Equipment for Store 2 was less than half of that for Store 5.

- A. True
- B. False
- C. Not possible to say

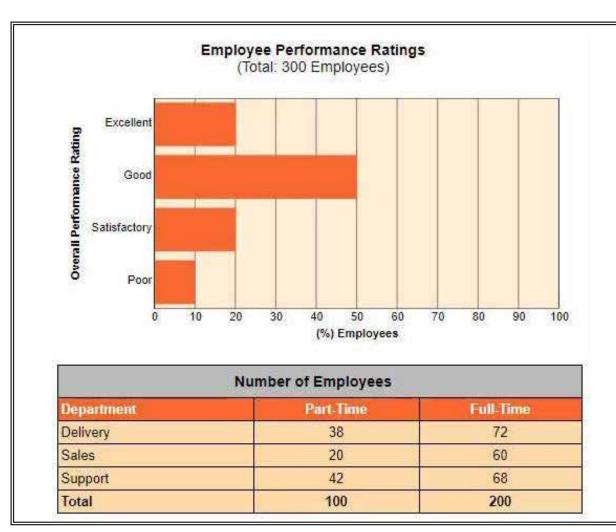
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- 9. 20% of part-time employees were rated as 'Excellent'.
- A. True
- B. False
- C. Not possible to say

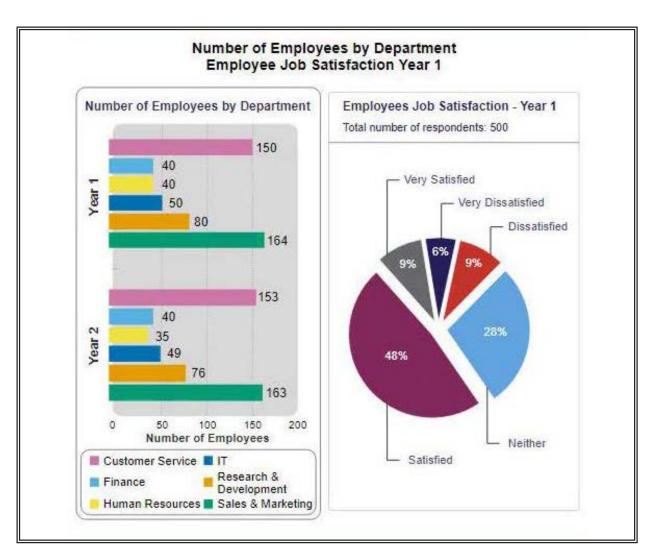
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- 10. What percentage of the employees in Sales are full-time?
- A. 20%
- $B.\ 25\%$
- C. 60%
- D.75%
- E. 80%

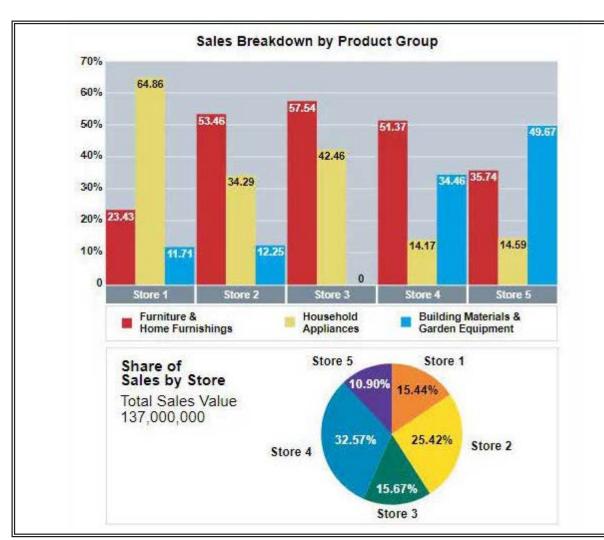
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11. If only 75% of employees responded to the Employee Job Satisfaction Survey in Year 2, what is the difference in the number of respondents between Year 1 and Year 2?

- A. 14
- B. 16
- C. 25
- D. 110
- E.113

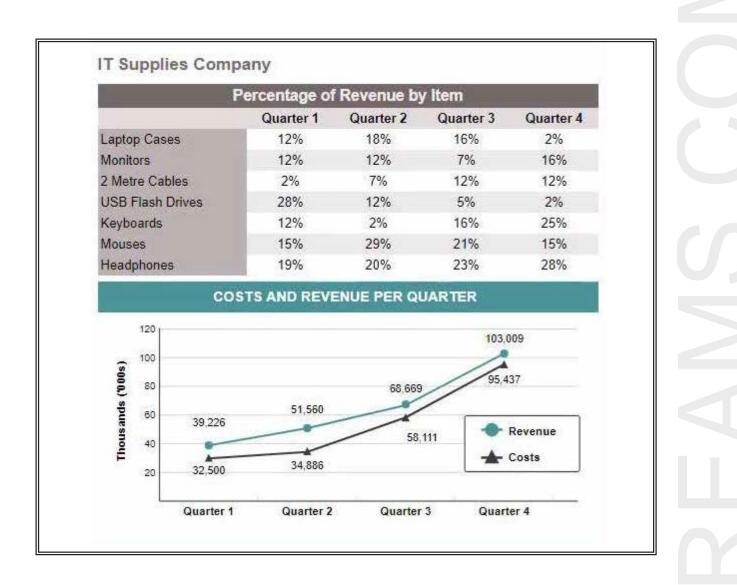


12. The value of sales of Household Appliances for Store 2 was higher than for Store 3.

- A. True
- B. False
- C. Not possible to say

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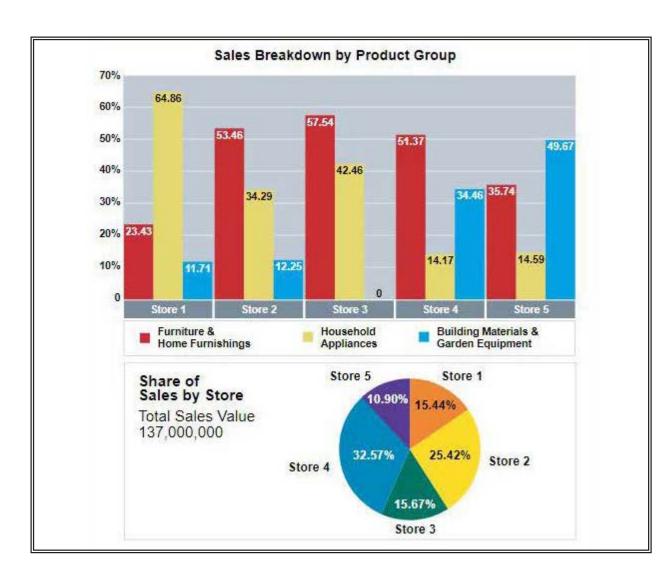


13. The revenue generated by the sales of Laptop Cases and Mouses in Quarter 1 was enough to cover a third of the costs from that quarter.

- A. True
- B. False
- C. Not possible to say

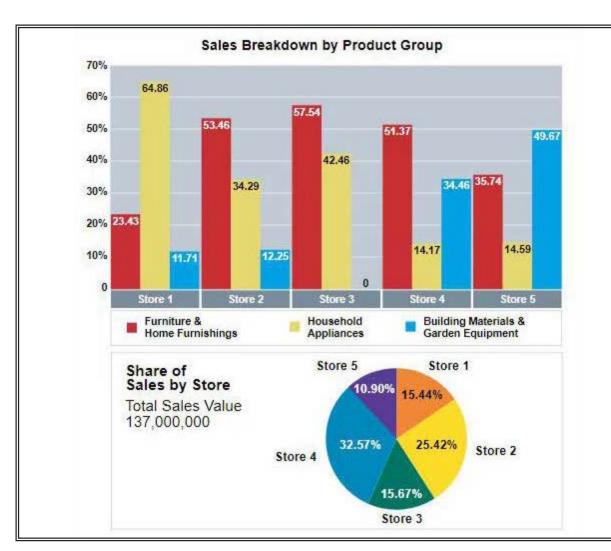
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14. Approximately, what is the Total Sales ratio of Store 2 to Store 4?

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

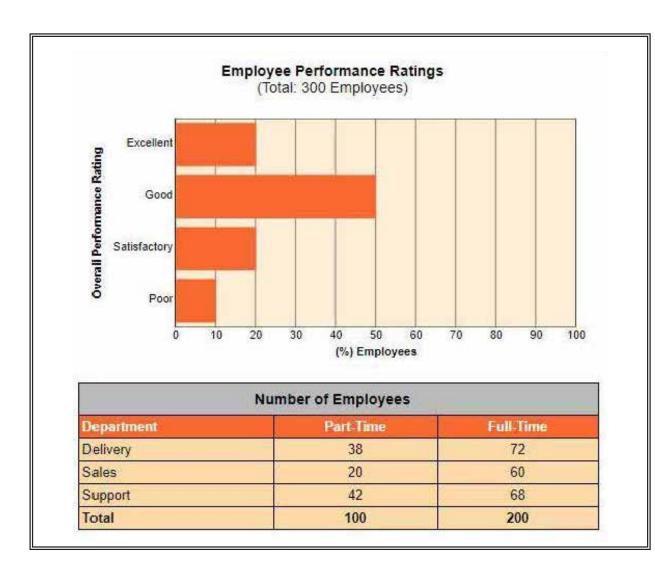


15. If sales for the group as a whole are targeted to increase to 150 million, what percentage increase is that approximately?

- A. 4%
- B. 6%
- C. 8%
- D. 10%
- E.12%

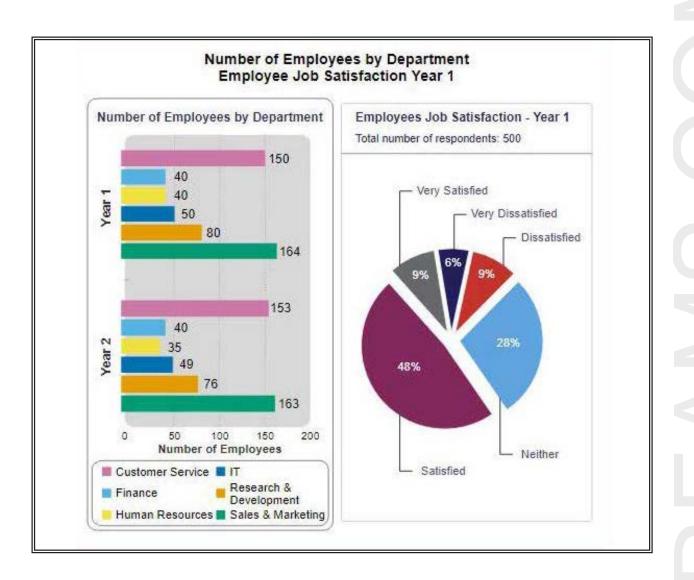
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16. Approximately what percentage of the employees in Delivery are part-time?

- A. 20%
- B. 35%
- C. 60%
- D. 75%
- E. 80%



17. Fewer than 5% of employees did not respond to the Employee Job Satisfaction Survey in Year 1.

- A. True
- B. False
- C. Not possible to say

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	Vehic	le Produ	iction			
		Year 1	Year 2	Year 3	Year 4	Year 5
Passenger Vehicle	s ('000s)					
Produced	-	1492	1630	1658	1595	1620
Exported	-	766	1047	1144	1126	1151
Commercial Vehic	les ('000s)					
Produced		193	191	189	177	160
Exported	dana.	96	114	103	105	92

- 18. In which year were the least vehicles exported?
- A. Year 1
- B. Year 2
- C. Year 3
- D. Year 4
- E. Year 5

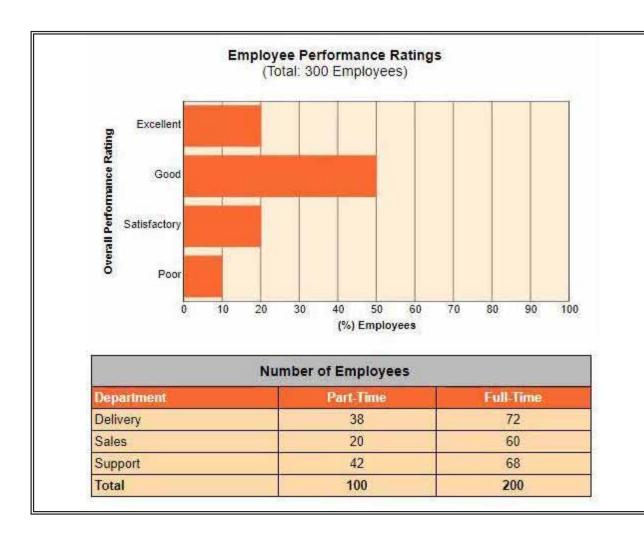
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	Vehicle Produ	iction			
	Year 1	Year 2	Year 3	Year 4	Year 5
Passenger Vehicles ('0	00s)				
Produced	🚗 1492	1630	1658	1595	1620
Exported	dece 766	1047	1144	1126	1151
Commercial Vehicles ('000s)				1
Produced	1 93	191	189	177	160
Exported	dana , 96	114	103	105	92

19. What was the approximate ratio of Commercial Vehicles to Passenger Vehicles produced in Year 4?

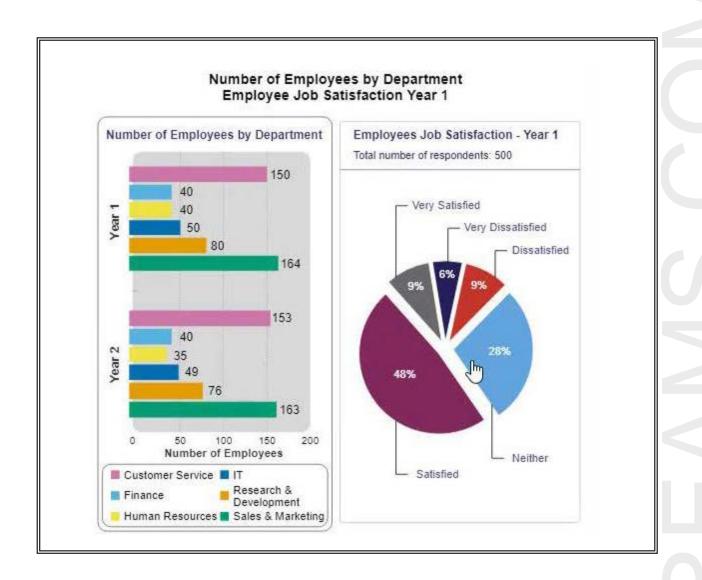
- A. 1:11
- B. 1:9
- C. 1:6
- D. 9:1
- E. 11:1



- 20. How many employees were rated as "satisfactory"?
- A. 20
- B. 50
- C. 60
- D. 210
- E. 300

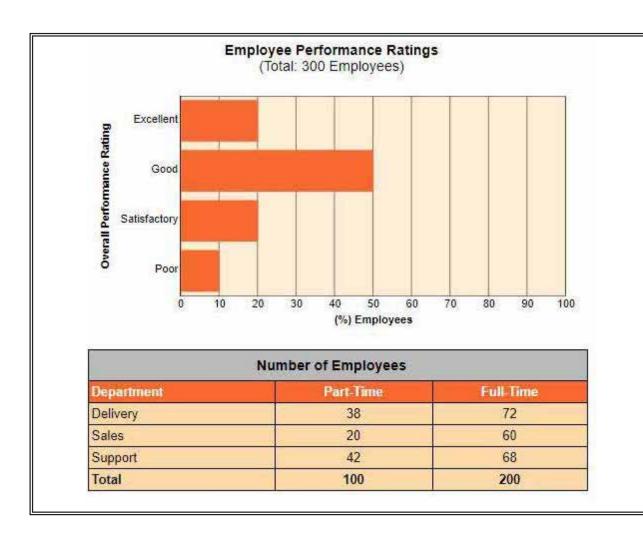
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21. How many employees expressed that they were either 'Satisfied' or 'Dissatisfied' with their job in Year 1?

- A. 180
- B. 130
- C. 145
- D. 285
- E. 280



- 22. How many departments has less than 100 employees?
- A. 1
- B. 2
- C. 3

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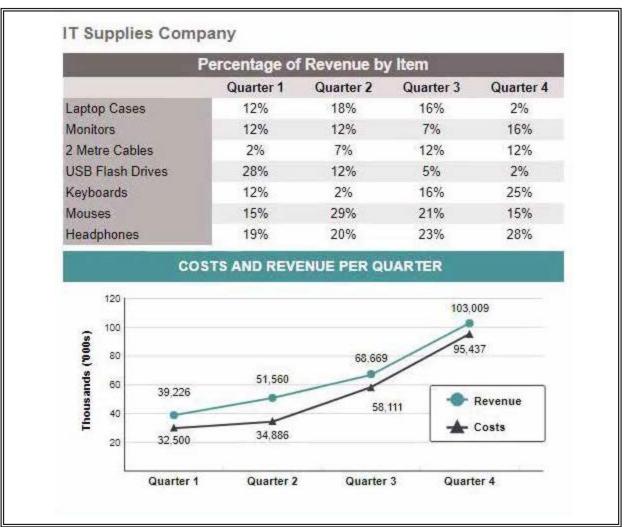
Vehic	le Produ	iction			
	Year 1	Year 2	Year 3	Year 4	Year 5
Passenger Vehicles ('000s)					1
Produced 🚕	1492	1630	1658	1595	1620
Exported deep	766	1047	1144	1126	1151
Commercial Vehicles ('000s)					1
Produced 🗾	193	191	189	177	160
Exported data	96	114	103	105	92

23. What was the total number of Commercial Vehicles and Passenger Vehicles produced from Year4 to Year 5?

- A. 3552
- B. 3200
- C. 1502
- D. 3215
- E. 3502

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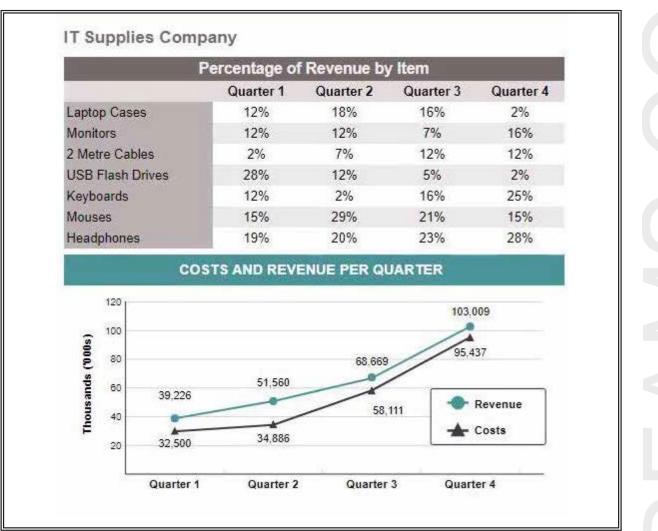


24. By what approximate percentage did costs increase from Quarter 1 to Quarter 3?

- A. 26%
- B. 44%
- C. 48%
- D. 75%
- E.79%

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25. What was the difference in revenue between Headphones and Keyboards in Quarter 4?

- A. 1175.78
- B. 1256.82
- C. 1486.80
- D. 1565.07
- E. 3090.27

PART2: Verbal Analysis

About:

This exercise is designed to assess your ability to understand written information.

Your task is to choose the best answer to each question from the options given, based only on the information in the passage(s) presented on screen.

Tips:

Before you start the test, make sure you try the examples. You will be given feedback on your answers and can repeat the instructions and examples as often as you like.

Make sure you fully understand the examples and have a pen and paper available before starting the test.

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In the last period more performance ratings of good or 'excellent' have been achieved than in any other. Furthermore, more employees have met or exceeded their individual targets than in previous reviews. The main objective in the next period will be to sustain levels of performance despite increased targets.

The number of customer complaints received has reduced dramatically in the last period reflecting overall improvements in staff performance. Customers have benefited from a more attentive service and loyalty incentives providing them with excellent value without sacrificing quality.

- 1. Which passage mentions 'loyalty incentives'?
- A. Employee Performance only
- B. Customer Feedback only
- C. Both passages
- D. Neither passage

Performance-related Pay

Setting goals for an employee with a clear reward at the end for achieving those goals should, in theory, motivate employees more to strive harder towards, reaching them. There are a wide variety of methods used including share schemes, profits related pay and straight forward bonuses, but all assume the promise of pay will provide an incentive to greater performance. Salary can be set on the basis of employee performance evaluation. Targets can vary depending on the type and level of work that the individual employee does. Performance-related pay can also be a useful means for improving employee engagement and retention.

Performance-related pay may not encourage performance.

Performance-related pay 1s pay for performance, and the better performance you tum in and the harder you work the more you will get to take home. However, academics are now suggesting that more often than not the opposite may be the case. New research shows that, far from encouraging people to strive to reach the heights, performance-related pay often does the opposite and encourages people to work less hard. An analysis of several separate experimental studies of financial incentives in employment relations found what the academics carrying out the study described as •overwhelming evidence" that these incentives could reduce an employee's natural inclination to complete a t ask and derive pleasure from doing so.

2. According to the first article, what is not a suggested method used to motivate employees?

A. Revenue- related pay

- B. Attractive bonuses
- C. Loyalty programmes
- D. Share scheme

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Employee Performance

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Customer Feedback

The number of customer complaints received has reduced dramatically in the last period reflecting overall improvements in staff performance. Customers have benefited from a more attentive service and loyalty incentives providing them with excellent value without sacrificing quality.

3. An increase in staff levels has contributed to the reduction in customer complaints.

A. True on the basis of the passages

B. False on the basis of the passages

C. Not possible to say if the statement is true or false on the basis of the passages

Computer-aided Manufacturing (CAM)

(Benefits of CAM) While wholly undesirable for factory workers, the ideal state of affairs for manufacturers is an entirely automated manufacturing process. In conjunction with computer-aided design (CAD), computer-aided manufacturing (CAM) enables manufacturers to reduce the costs of producing goods by minimising the involvement of human operators. In addition to lower running costs! Here are several other lesser benefits associated with using CAM software. By removing the need to translate CAD models into manufacturing instructions through paper drafts it enables manufacturers to make quick alterations to the product design, feeding updated instructions to the machine tools and seeing instant results. Also, many CAM software packages have the ability to manage simple tasks such as the re-ordering of parts, further minimising human involvement.

Email Exchange

Problems with CAM Unfortunately, there are several limitations associated with computer-aided manufacturing. Obviously, setting up the infrastructure to begin with can be extremely expensive. Computer-aided manufacturing requires not only the numerical controlled machine tools themselves but also an extensive suite of software and hardware to develop the design models and convert them into manufacturing instructions - as well as trained operatives to run them.

Additionally, the field of computer-aided manufacturing is fraught with inconsistency. While all numerical controlled machine tools operate using G-code, there is no universally used standard for the code itself.

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4. According to the passages, which of the following is not an advantage of computer- aided manufacturing?

A. CAM is more flexible process than CAD in the production process

- B. CAM is cheaper to use than employing human operators
- C. CAM is capable of managing straightforward tasks
- D. CAM allows for quick modifications to the product design

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5. Which one of the following issues is not discussed in the "Customer Feedback" passage?

- A. Improvements in staff performance
- B. The attentiveness of service
- C. The quantity of customer purchases
- D. Attempts to improve customer loyalty

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A. True on the basis of the passages

B. False on the basis of the passages

C. Not possible to say if the statement is true or false on the basis of the passages

Loyalty is Key

In times of economic uncertainty you'd be wise to focus your newly limited resources on the area of greatest opportunity - your existing customers. The result is lower marketing costs and increased sales. If you choose to go down this route, the statistics are on your side. Evidence from a number of studies shows that it costs five times as much to attract a new customer as it does to keep an existing one satisfied. One study found the average company has a 60-70% probability of selling again to existing customers, a 20-40% probability of successfully selling to lapsed customers -but only a 5-20% chance of selling to a prospective customer. No company can afford to lose too many customers. Research shows that 91 % of unhappy customers will never buy again from a company that has displeased them and will also voice their dissatisfaction to at least seven other people.

Loyalty Schemes

Surviving a downturn is about retaining your most valued customers and, where possible, acquiring more. Customer loyalty schemes are an effective way to improve customer retention levels. The high cost of bringing in new business compared to retaining existing clients is undisputed so increasing your customer retention can significantly boost bottom line profits. Loyal customers are also good for your business because they become your best advocates. They recommend you to others, saving you marketing costs. A loyal customer's endorsement is more powerful to their friends and family than any advertising campaign.

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7. Based on the Loyalty Schemes article, satisfied customers are more likely than dissatisfied customers to tell their friend's about their buying experience.

A. True on the basis of the article

B. False on the basis of the article

C. Not possible to say if the statement is true or false on the basis of the article

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Creating a Happy Workforce

Simply giving your colleagues a hug first thing in the morning can boost profits, judging by the experiences of one manufacturing company. The workers begin and end each day with an embrace. The company has also banned overtime and pays for its staff to socialise with each other through group meals and group trips. The move was influenced after the training manager attended a course on reducing stress in the workplace and improving output It proved to be so popular that the company has seen profits and productivity almost double.

e-blog comments

Communication between management and employees is crucial in any organisation. Staff that are kept in the dark feel unappreciated and nervous for their future. Staff that are well-informed and allowed to contribute to the company feel involved and tend to be more loyal to a company. Management teams - talk to your staff members, and listen to what they have to say! I'm not too sure about the group hugs though - I think most people would probably find them embarrassing. However, killing off the long hours culture by stopping overtime and using company cash to promote socialising between staff members will both be morale boosters.

8. Based on the blog comment, what is not mentioned as being related to communication levels within the company?

- A. Staff feeling nervous
- B. Staff feeling passionate
- C. Staff feeling unappreciated
- D. Staff feeling included

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10. Both articles agree that concentrating on existing customers can help a company to.

- A. Increase its market share
- B. Reduce marketing costs
- C. Attract new customers

D. Limit resources

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11. Which of the following is skeptical about the benefits of encouraging staff to socialise?

A. The article

- B. The blog comment
- C. Both the article and the blog comment
- D. Neither the article nor the blog comment

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12. Which of the following statements contradicts what is suggested in the Loyalty is Key article?

- A. Unhappy customers spread their displeasure
- B. Dissatisfied customers are highly unlikely to buy again
- C. Selling to new customers is easier

D. Losing too many customers is disadvantageous

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Additionally, the field of computer-aided manufacturing is fraught with inconsistency. While all numerical controlled machine tools operate using G-code, there is no universally used standard for the code itself.

13. Which of the following statements contradicts the passages?

A. Many CAM software packages are capable of re-ordering parts

- B. The set-up costs of CAM are relatively inexpensive
- C. CAD reduces the need for conventional draughtsmen
- D. Generally manufacturers are in favour of CAM

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Customer Feedback

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15. On which one of the following statements do the two passages agree?

A. Loyalty incentives have been beneficial to customers

B. Individual targets will be increased

- C. Staff performance has improved
- D. The number of customer complaints has reduced

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16. Which passage talks about "staff performance"?

A. Employee Performance only

B. Customer Feedback only

C. Both passages

D. Neither passage

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Loyalty is Key

In times of economic uncertainty you'd be wise to focus your newly limited resources on the area of greatest opportunity - your existing customers. The result is lower marketing costs and increased sales. If you choose to go down this route, the statistics are on your side. Evidence from a number of studies shows that it costs five times as much to attract a new customer as it does to keep an existing one satisfied. One study found the average company has a 60-70% probability of selling again to existing customers, a 20-40% probability of successfully selling to lapsed customers -but only a 5-20% chance of selling to a prospective customer. No company can afford to lose too many customers. Research shows that 91 % of unhappy customers will never buy again from a company that has displeased them and will also voice their dissatisfaction to at least seven other people.

Loyalty Schemes

Surviving a downturn is about retaining your most valued customers and, where possible, acquiring more. Customer loyalty schemes are an effective way to improve customer retention levels. The high cost of bringing in new business compared to retaining existing clients is undisputed so increasing your customer retention can significantly boost bottom line profits. Loyal customers are also good for your business because they become your best advocates. They recommend you to others, saving you marketing costs. A loyal customer's endorsement is more powerful to their friends and family than any advertising campaign.

17. Which of the articles suggests that it is more expensive to attract new customers than to keep existing ones?

- A. The Loyalty is Key article
- B. The Loyalty Schemes article
- C. Both articles

D. Neither article

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Creating a Happy Workforce

Simply giving your colleagues a hug first thing in the morning can boost profits judging by the experiences of one manufacturing company. The workers begin and end each day with an embrace. The company has also banned overtime and pays for its staff to socialise with each other through group meals and group trips. The move was influenced after the training manager attended a course on reducing stress in the workplace and improving output it proved to be so popular that the company has seen profits and productivity almost double.

e-blog comments

Communication between management and employees is crucial in anyorganisation. Staff that are kept in the dark feel unappreciated and nervous for their future. Staff that are well-informed and allowed to contribute to the company feel involved and t end to be more loyal to a company. Management teams - talk to your staff members, and listen to what they have to say! I'm not too sure about the group hugs though - I think most people would probably find them embarrassing. However, killing off the long hours culture by stopping overtime and using company cash to promote socialising between staff members will both be morale boosters.

18. Based on both the article and the blog comment, which statement is not suggested as a way to boost morale?

- A. Reducing overtime
- B. Financial incentives
- C. Improving communication
- D. Staff bonding

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19. The company mentioned in the article banned overtime, yet still managed to increase productivity.

A. True on the basis of the article

B. False on the basis of the article

C. Not possible to say if the statement is true or false on the basis of the article

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In the last period more performance ratings of 'good' or 'excellent' have been achieved than in any other. Furthermore, more employees have met or exceeded their individual targets than in previous reviews. The main objective in the next period will be to sustain levels of performance despite increased targets.

Customer Feedback

The number of customer complaints received has reduced dramatically in the last period reflecting overall improvements in staff performance. Customers have benefited from a more attentive service and loyalty incentives providing them with excellent value without sacrificing quality.

- 20. Which passage mentions 'loyalty incentives'?
- A. Employee Performance only
- B. Customer Feedback only
- C. Both passages
- D. Neither passage

Performance -related Pay

Setting goals for an employee with a clear reward at the end for achieving those goals should, in theory, motivate employees more to strive harder toward reaching them. There are a wide variety of methods used including share scheme profit related pay and straightforward bonuses, but all schemes assume the promise of pay will provide an incentive to greater performance. Salary can be set on the basis of employee performance evaluation. Targets can vary depending on the type and level of work that the individual employee does. Performance-related pay can also be a useful means for improving employee engagement and retention.

Performance-related pay may not encourage performance.

Performance-related pay is pay for performance, and the better performance you tum in and the harder you work the more you will get to take home. However, academics are now suggesting that more often than not the opposite may be the case. New research shows that, far from encouraging people to strive to reach the heights, performance-related pay often does the opposite and encourages people to work less hard. An analysis of several separate experimental studies of financial incentives in employment relations found what the academics carrying out the study described as .. overwhelming evidence" that these incentives could reduce an employee's natural inclination to complete a task and derive pleasure from doing so.

21. According to the second article, what is not a suggested consequence of performance-related pay?

- A. Reduced intrinsic drive
- B. Reduced work effort
- C. Reduced contentment from completing tasks
- D. Reduced employee relations

Computer-aided Manufacturing (CAM)

(Benefits of CAM) While wholly undesirable for factory workers, the ideal state of affairs for manufacturers is an entirely automated manufacturing process. In conjunction with computer-aided design (CAD), computer-aided manufacturing (CAM) enables manufacturers to reduce the costs of producing goods by minimising the involvement of human operators. In addition to lower running costs! Here are several other lesser benefits associated with u sing

CAM software. By removing the need to translate CAD models into manufacturing instructions through paper drafts it enables manufacturers to make quick alterations to the product design, feeding updated instructions to the machine tools and seeing instant results. Also, many CAM software packages have the ability to manage simple tasks such as the re-ordering of parts, further minimising human involvement.

Email Exchange

Problems with CAM Unfortunately, there are several limitations associated with computer-aided manufacturing. Obviously, setting up the infrastructure to begin with can be extremely expensive. Computer-aided manufacturing requires not only the numerical controlled machine tools themselves but also an extensive suite of software and hardware to develop the design models and convert them into manufacturing instructions - as well as trained operatives to run them.

Additionally, the field of computer-aided manufacturing is fraught with inconsistency. While all numerical controlled machine tools operate using G-code, there is no universally used standard for the code itself.

22. Computer-aided manufacturing is only economically viable for large-scale production runs.

A. True on the basis of the passages

B. False on the basis of the passages

C. Not possible to say if the statement is true or false on the basis of the passages

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23. Which one of the following issues is not discussed in the "Customer Feedback" passage?

- A. Improvements in staff performance
- B. The attentiveness of service
- C. The quantity of customer purchases
- D. Attempts to improve customer loyalty

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24. On which one of the following statements do the two passages agree?

A. Loyalty incentives have been beneficial to customers

B. Individual targets will be increased

C. performance has improved

The number of customer complaints has reduced

In the last period more performance ratings of 'good' or 'excellent' have been achieved than in any other. Furthermore, more employees have met or exceeded their individual targets than in previous reviews. The main objective in the next period will be to sustain levels of performance despite increased targets.

Customer Feedback

The number of customer complaints received has reduced dramatically in the last period reflecting overall improvements in staff performance. Customers have benefited from a more attentive service and loyalty incentives providing them with excellent value without sacrificing quality.

25. An increase in staff levels has contributed to the reduction in customer complaints.

A. True on the basis of the passages

B. False on the basis of the passages

C. Not possible to say if the statement is true or false on the basis of the passages

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55. Which article suggest that some performance-related pay schemes are less than effective?

- A. The first article only
- B. The second article only
- C. Both articles
- D. Neither article

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Additionally, the field of computer-aided manufacturing is fraught with inconsistency. While all numerical controlled machine tools operate using G-code, there is no universally used standard for the code itself.

27. Based on the information given in the passages, which of the following statements is most accurate?

A. Computer-aided manufacturing has few limitations

B. Most large manufacturers have adopted CAM

C. Factory workers jobs are threatened by CAM

D. The problems associated with CAM deter most manufacturers from using it

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Diagrammatic Analysis

This exercise is designed to assess your ability to understand logical processes. For each set of questions, there is a panel and an illustration. The panel describes the effect of various operators in words. The illustration shows the operators working. Use the information in the panel and illustration to answer the questions that follow. Each question contains a question mark?'

Your task is to identify which of the answer options could replace the '?' that indicates a missing INPUT, PROCESS or OUTPUT.

Where the process consists of more than one operator, the operators are applied in sequence from left to right.

Before you start the test, you should try to complete the practice exercises. You will be given feedback on your answers and can repeat the instructions and examples as often as you like.

Make sure you fully understand the examples and have a pen and paper available before starting the test.

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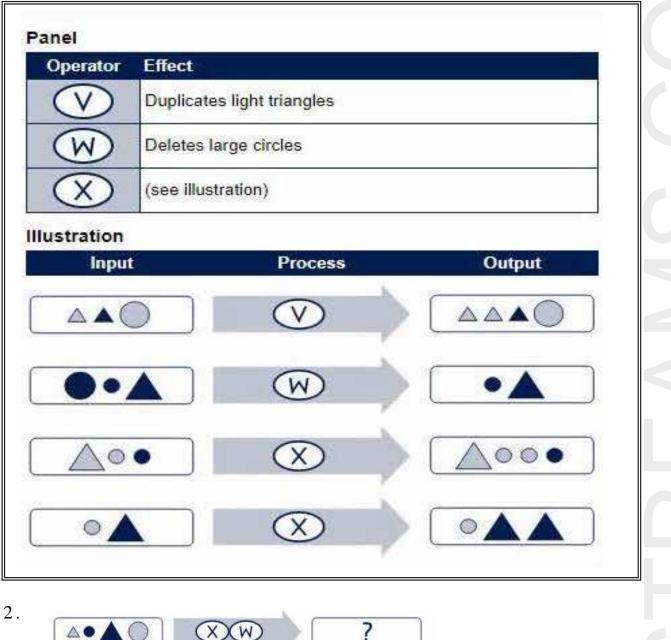
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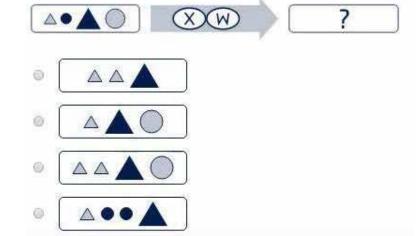
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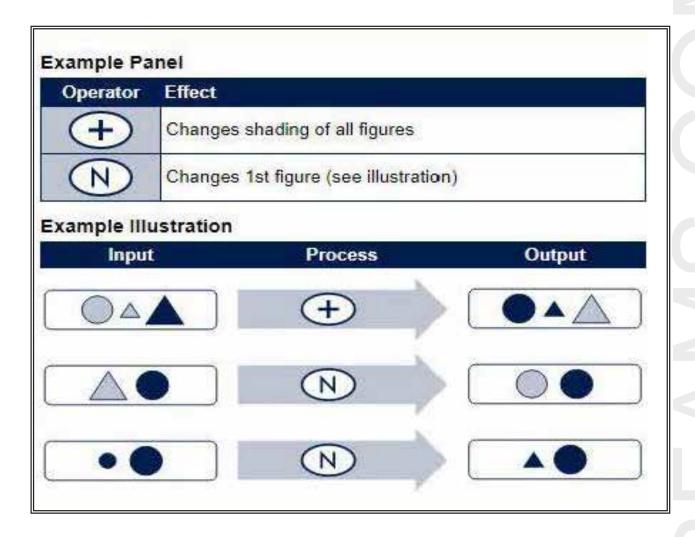
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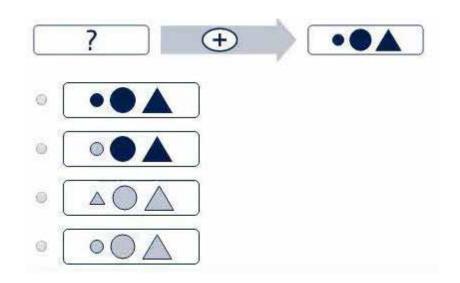




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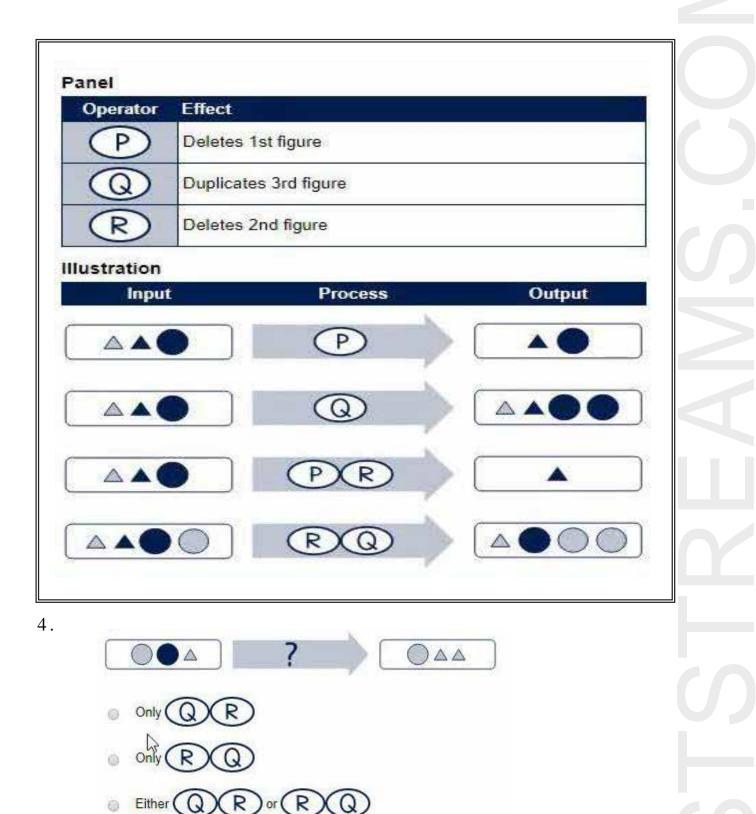


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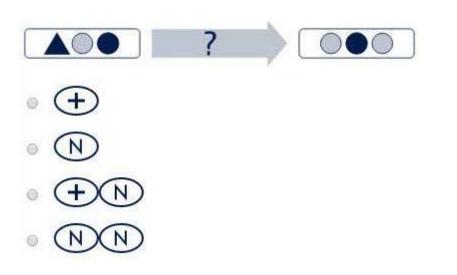
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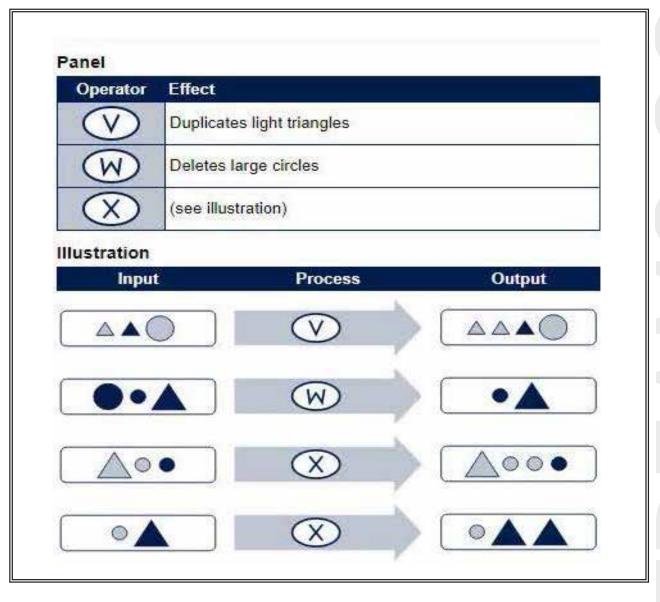
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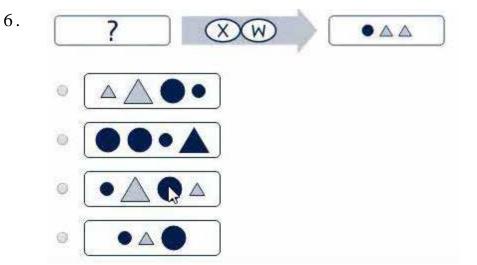
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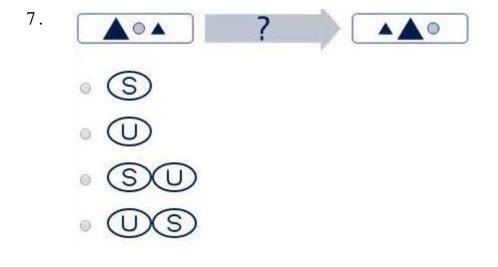
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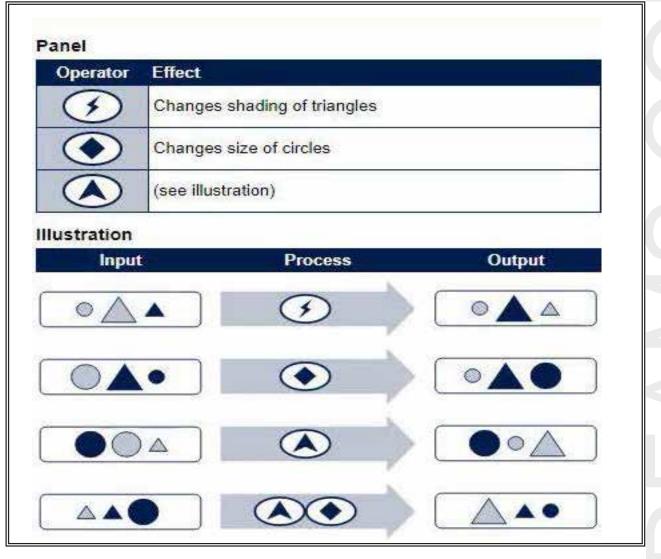
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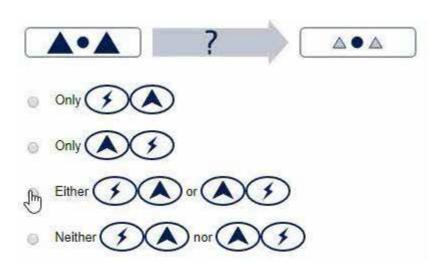


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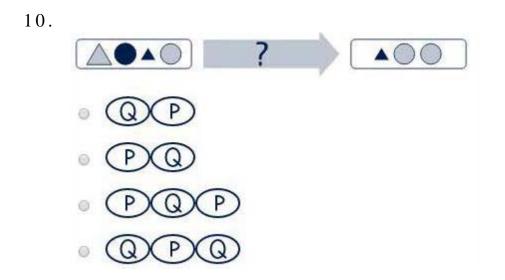




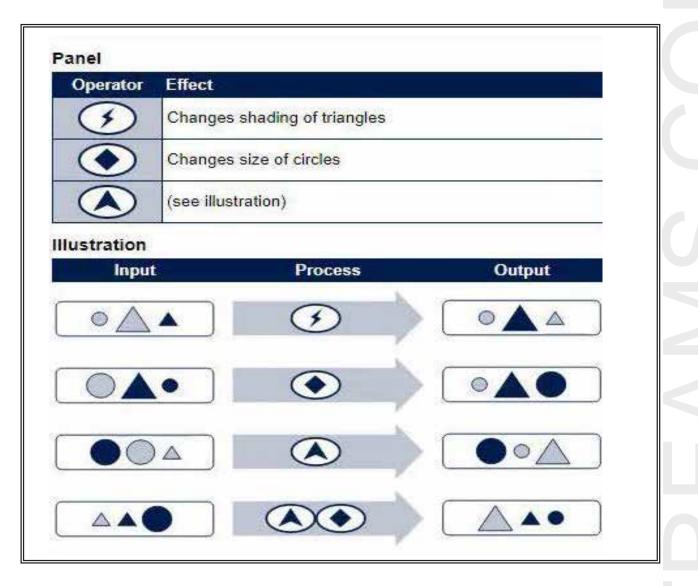
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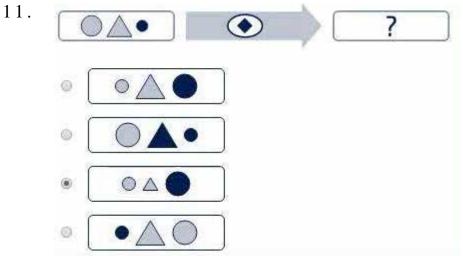
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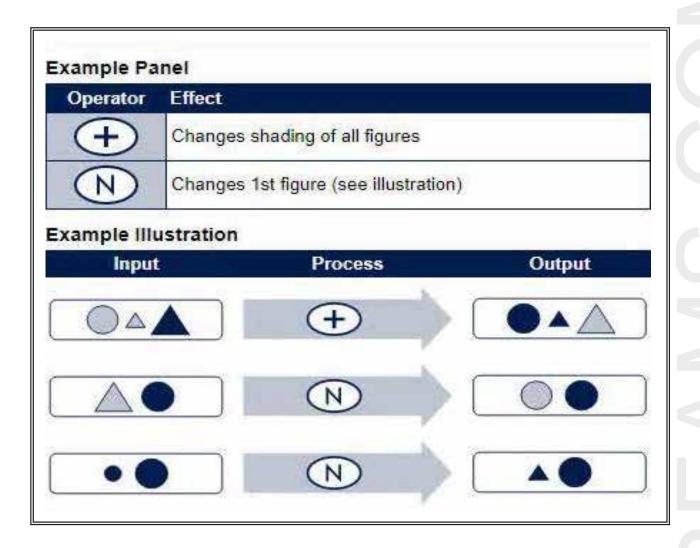


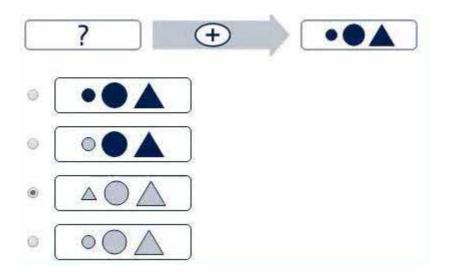
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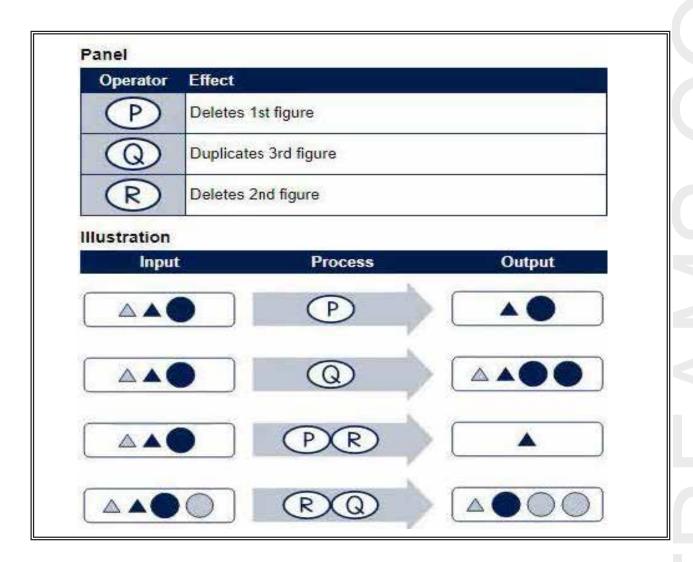
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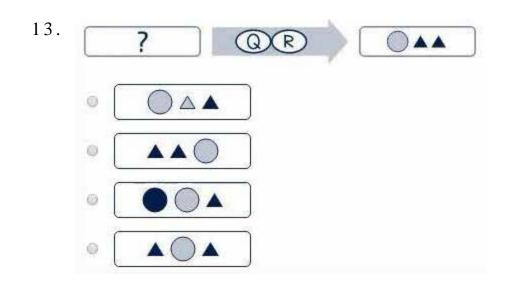




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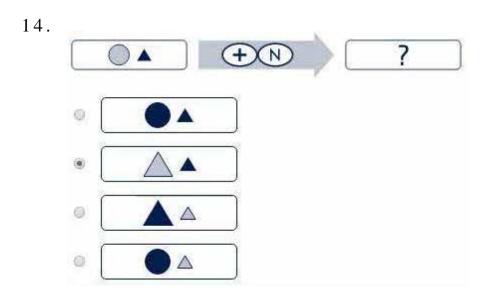
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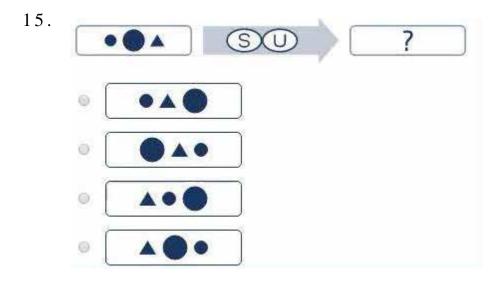
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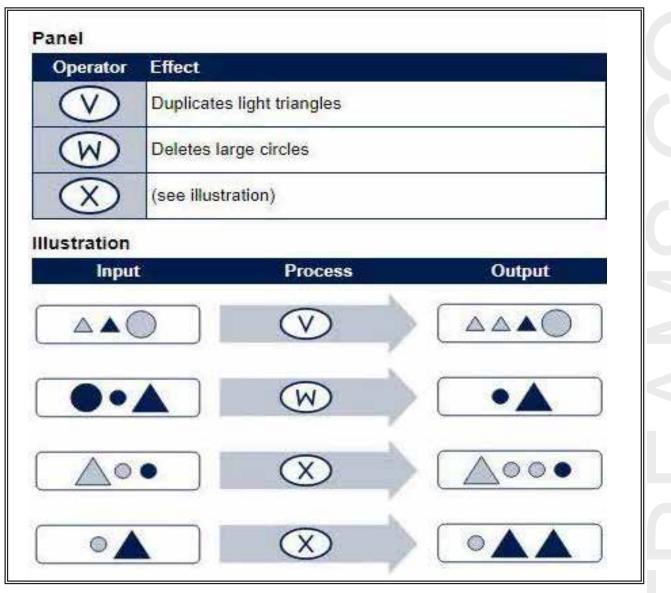


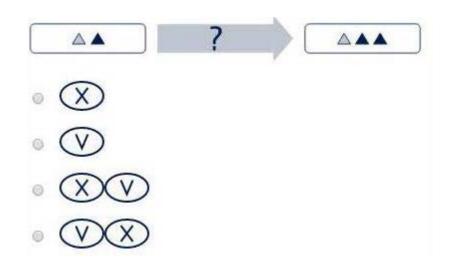
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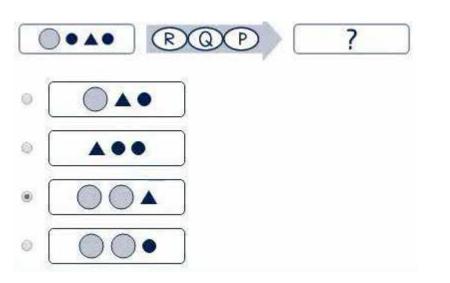




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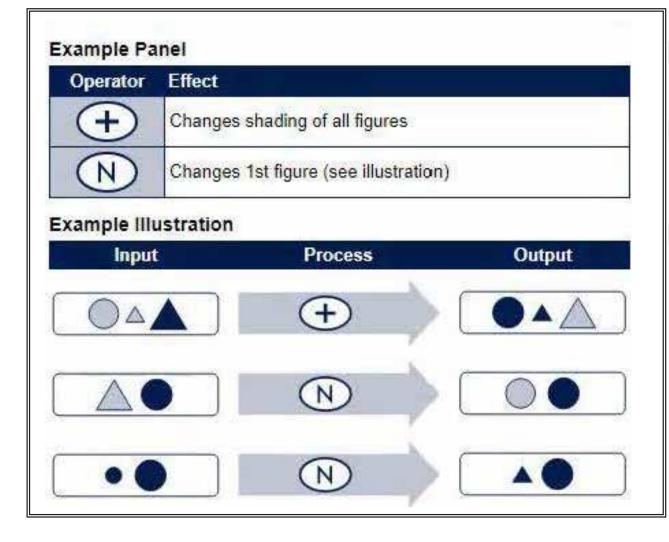
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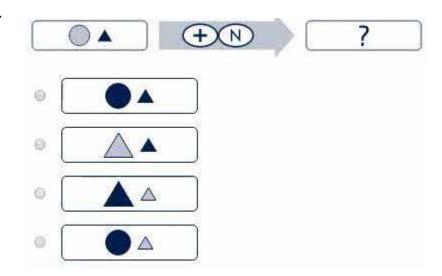
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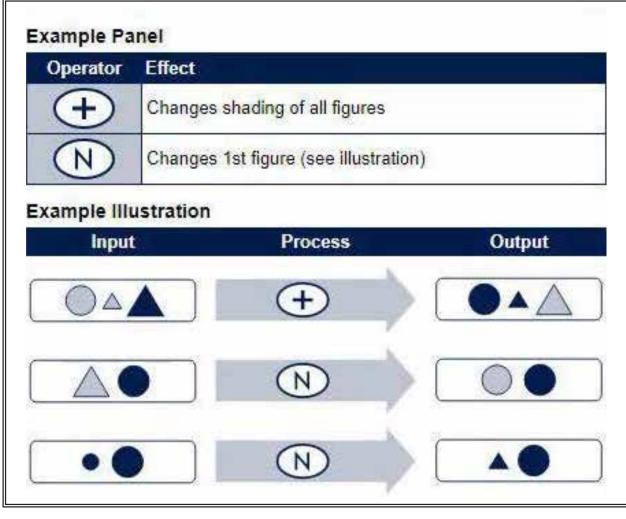
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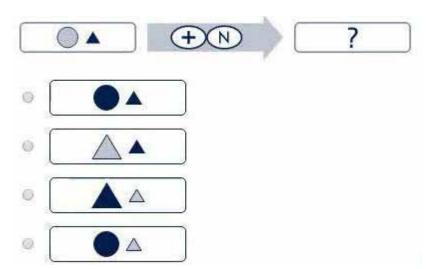




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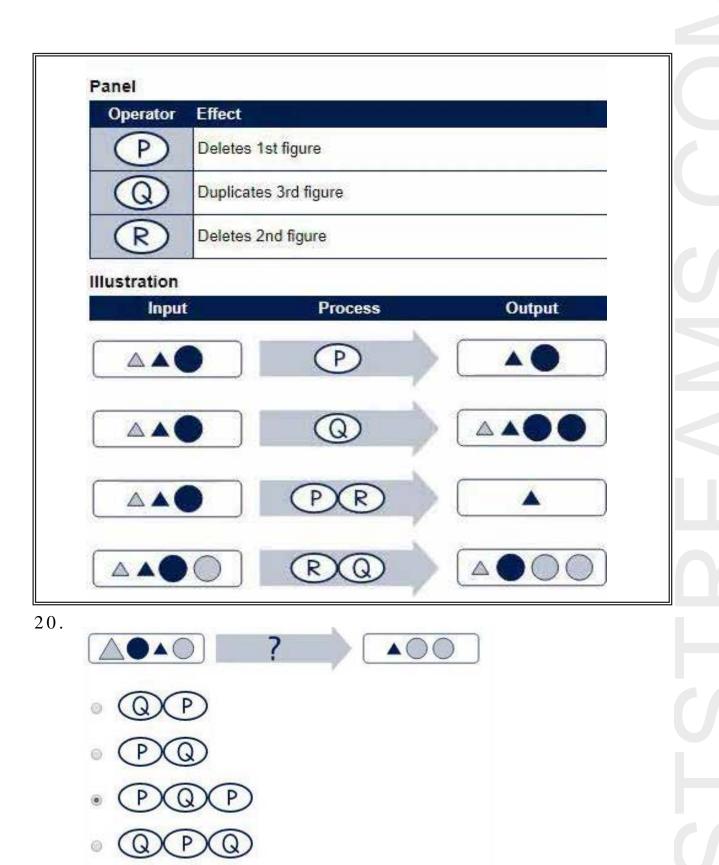
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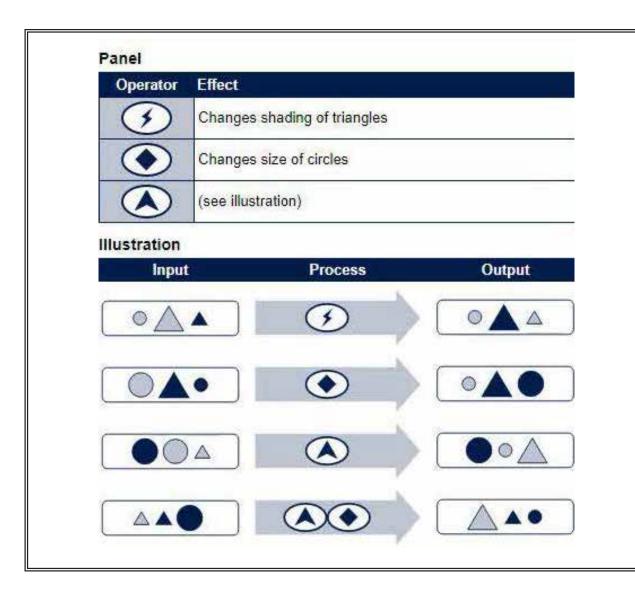


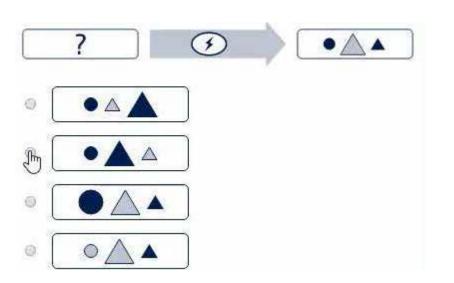
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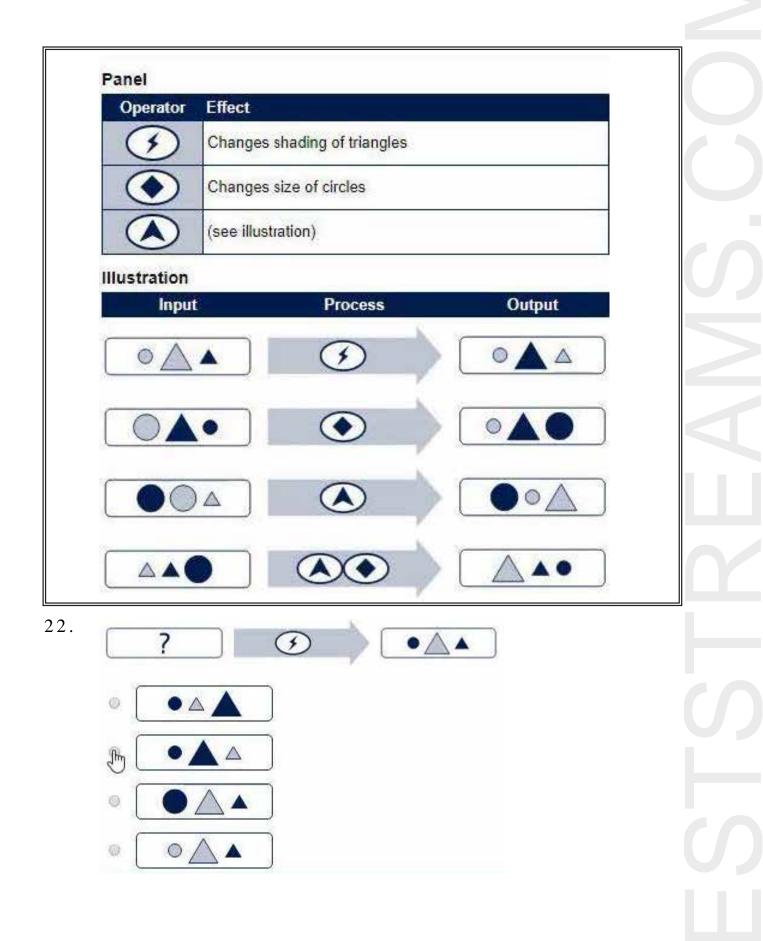
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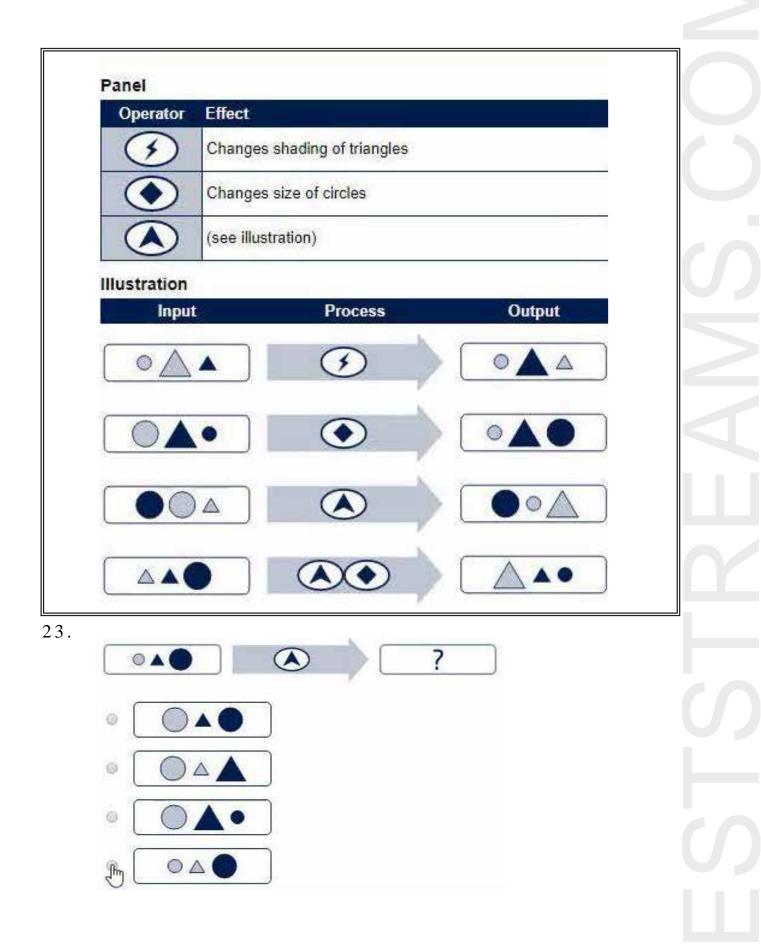


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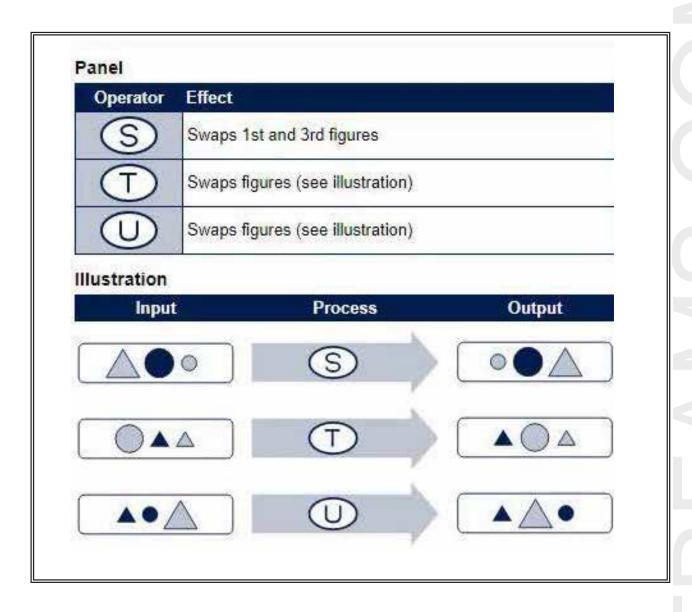
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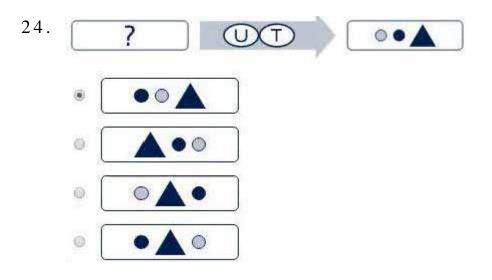


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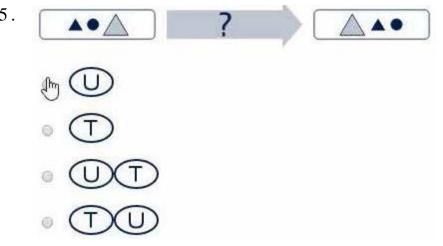
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ANSWERS

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Numerical Analysis

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Verbal Analysis

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Diagrammatic Analysis

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