GMAT INTEGRATED REASONING PRACTICE PAPER

TABLE ANALYSIS

Question: 1

Sort by   Select... ▼

Product			Unit Sales		Dollar Sales		Price	
Brand	Type	Fragrance	Units	% Change	Dollars	% Change	Average Price	$ Change
Clean It!	Spray	Orange	4,768,920	7.1%	$ 14,163,690.00	3.6%	$ 2.97	$ -0.10
Clean It!	Aerosol	Orange	6,695,560	3.9%	$ 21,693,610.00	14.8%	$ 3.24	$ 0.31
Deluxe	Powder	Lemon	525,040	-16.7%	$ 1,627,620.00	-23.8%	$ 3.10	$ -0.29
Deluxe	Aerosol	Orange	4,934,600	2.9%	$ 12,879,300.00	21.5%	$ 2.61	$ 0.40
Deluxe	Spray	Orange	4,432,700	0.9%	$ 16,223,680.00	16.4%	$ 3.66	$ 0.49
Dirt Blaster	Aerosol	Orange	2,440,870	6.9%	$ 7,151,740.00	-7.3%	$ 2.93	$ -0.45
Dirt Blaster	Spray	Orange	2,179,130	6.0%	$ 6,101,560.00	14.1%	$ 2.80	$ 0.20
Incredible	Spray	Lemon	147,470	-18.3%	$ 427,660.00	-24.7%	$ 2.90	$ -0.25
Incredible	Aerosol	Unscented	3,654,370	-11.1%	$ 11,547,800.00	-1.4%	$ 3.16	$ 0.31
Magic Clean	Aerosol	Lemon	1,569,200	-4.0%	$ 4,613,440.00	9.3%	$ 2.94	$ 0.36
Magic Clean	Spray	Unscented	6,673,490	-1.3%	$ 27,494,770.00	8.4%	$ 4.12	$ 0.37
Mrs. Grime	Aerosol	Lemon	5,208,300	-4.1%	$ 22,395,690.00	4.6%	$ 4.30	$ 0.36
Mrs. Grime	Spray	Unscented	4,242,520	-2.5%	$ 13,109,380.00	3.8%	$ 3.09	$ 0.19
Super Clean	Spray	Fresh	8,674,230	10.8%	$ 33,482,520.00	23.2%	$ 3.86	$ 0.39
Super Clean	Aerosol	Fresh	1,248,640	8.2%	$ 5,406,610.00	6.9%	$ 4.33	$ -0.05

Product			Unit Sales		Dollar Sales		Price	
Brand	Type	Fragrance	Units	% Change	Dollars	% Change	Average Price	$ Change
Tornado	Spray	Fresh	1,694,650	4.4%	$ 6,575,240.00	15.0%	$ 3.88	$ 0.36
Tornado	Aerosol	Unscented	1,537,820	-7.9%	$ 5,274,720.00	-1.5%	$ 3.43	$ 0.22
Ultra Shine	Aerosol	Fresh	5,010,090	3.1%	$ 15,431,070.00	12.2%	$ 3.08	$ 0.25
Ultra Shine	Spray	Fresh	2,235,370	2.1%	$ 7,019,060.00	1.7%	$ 3.14	$ -0.01
Ultra Shine	Powder	Lemon	8,661,260	3.3%	$ 34,558,420.00	12.0%	$ 3.99	$ 0.31

The table above gives sale information for the 20 bathroom cleaners in the United States in 2010. For each product, the table describes the brand of the product, the product type, fragrance, unit sales, percent change in unit sales since 2009, total dollar sales, percent change in dollar sales since 2009, average price of each unit sold, and the dollar change in price since 2009.

Each column of the table can be sorted in ascending order by clicking on the word "Select" above the table and choosing, from the drop-down menu, the heading of the column on which you want the table to be sorted.

Consider each of the following statements about these sales figures. For each statement, indicated whether the statement is true or false, based on the information provided in the table.

True False

○ ○ The product with the highest unit sales in 2010 also had the highest dollar increase in price since 2009.

○ ○ Every orange scented product experienced growth in unit sales from 2009 to 2010.

○ ○ No product experienced growth in dollar sales but a decline in unit sales from 2009 to 2010.

○ ○ The highest-priced product in 2010 was also the highest-priced product in 2009.

Question: 2

Sort by   Select... ▼

Product	Unit Sales	Dollar Sales	Price

Brand	Type	Fragrance	Units	% Change	Dollars	% Change	Average Price	$ Change
Clean It!	Spray	Orange	4,768,920	7.1%	$ 14,163,690.00	3.6%	$ 2.97	$ -0.10
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True False

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○ ○   The highest-priced product in 2010 was also the highest-priced product in 2009

GRAPHIC REPRESENTATION

QUESTION: 3

The graph at the left is a scatter plot with 35 points, each representing the population of

a city and the number of auto thefts in that city, per person, per year. All 35 measurements were made in the year 2010, counting the number of auto thefts during the year and the number of residents in each city as of January 1, 2010. The dashed line runs through points (0,0) and (35,1200).

Use the drop-down menus to fill in the blanks in each of the following statements based on the information given by the graph.

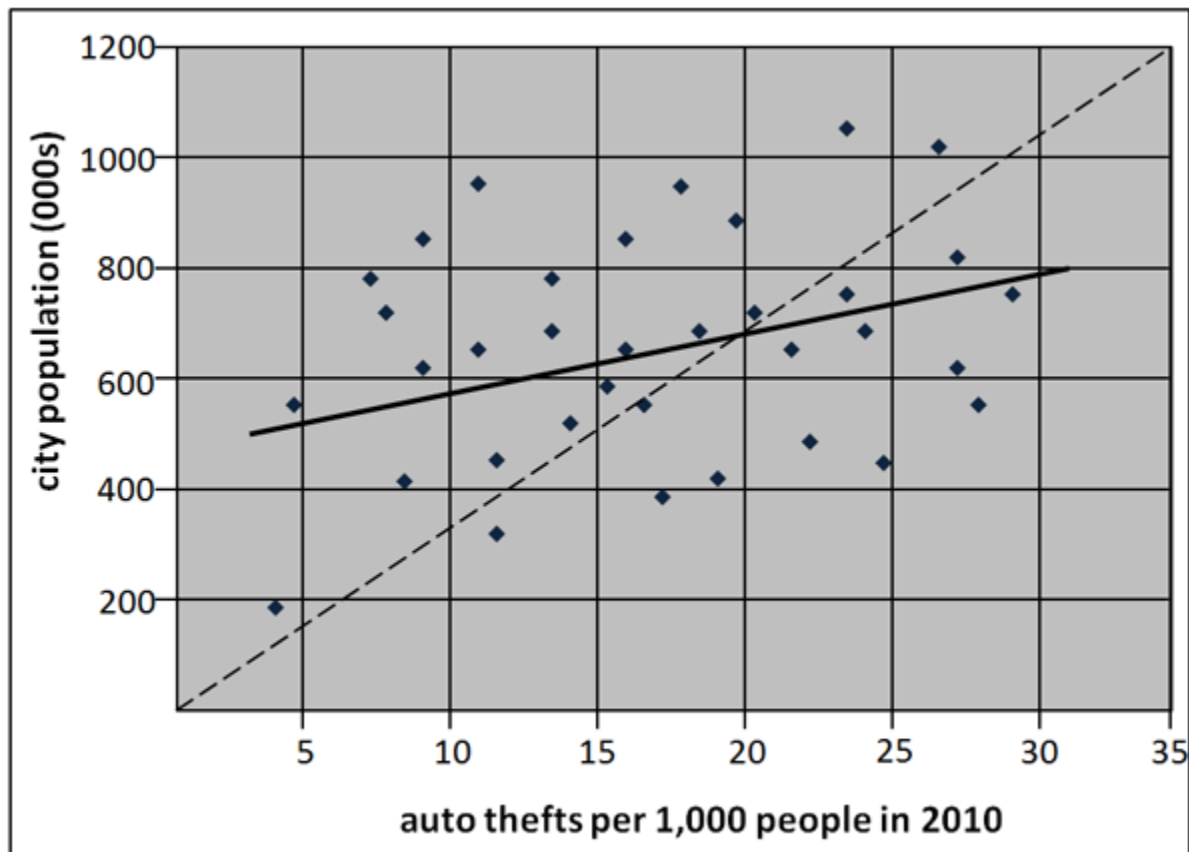The number of cities that had at least 20 auto thefts per 1,000 is closest to

[▼] of the total cities measured

Every city with a population of no more than 600,000 had no more than

[▼] auto thefts per 1,000 people.

There is a [▼] relationship between a city's population and its number of auto thefts per 1,000 people.

QUESTION: 4

auto thefts per 1,000 people in 2010

The graph at the left is a scatter plot with 35 points, each representing the population of

a city and the number of auto thefts in that city, per person, per year. All 35 measurements were made in the year 2010, counting the number of auto thefts during the year and the number of residents in each city as of January 1, 2010. The dashed line runs through points (0,0) and (35,1200).

Use the drop-down menus to fill in the blanks in each of the following statements based on the information given by the graph.

If a city had no more than 20 auto thefts per 1,000 people, it had a population of no more than [▼] people.

The dashed line has a slope that is [▼] the slope of the regression line.

According to this chart, a city with more than 10 auto thefts per 1,000 people is [▼] to have a population of at least 600,000 people.

QUESTION: 5

Fast-Driving Content (F)
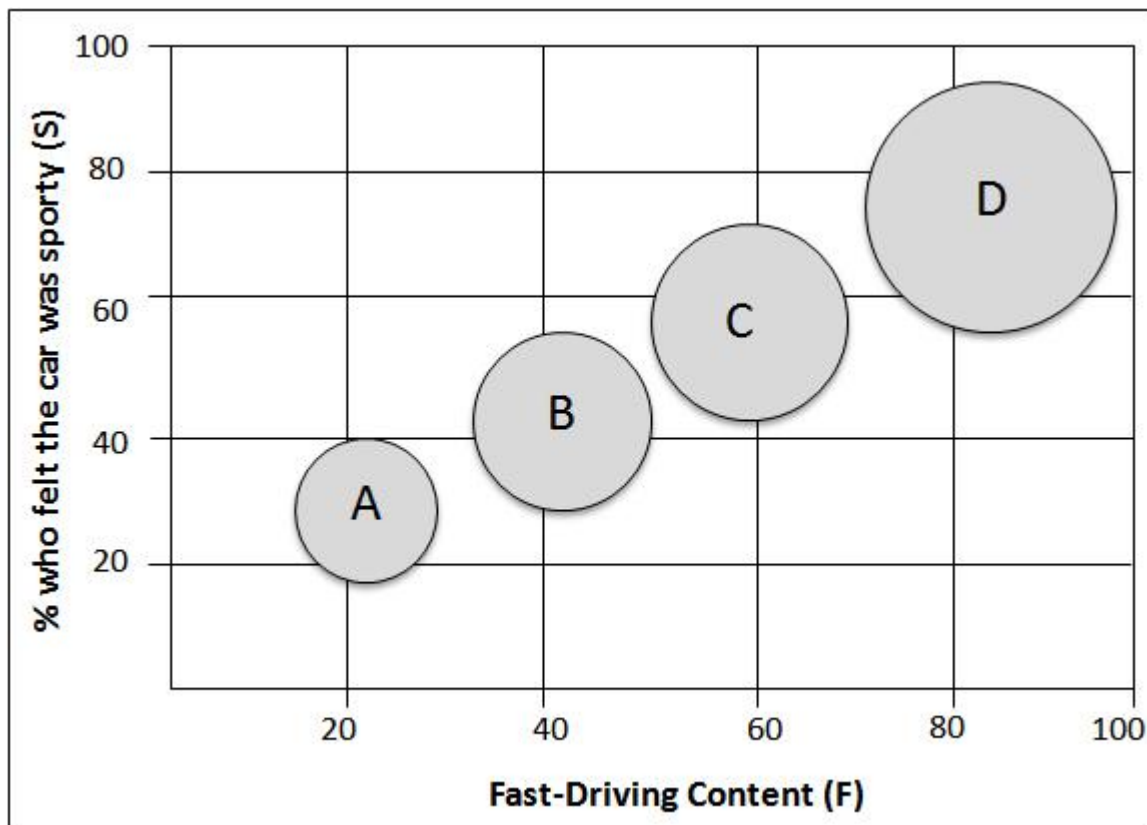
The graph on the left represents the results of a survey taken by focus groups each shown a

different version of an upcoming commercial for a sports car.

Each version had a different amount of content showing the car in fast-driving scenes.

After the group viewed the commercial, each member was asked two questions: "Did you feel that the car was sporty?" and "How likely are you to purchase this car?"

The position of the circles on the left indicate how much fast-driving content (F) was in the version of the commercial show and the % of viewers who found the car to be 'sporty' (S). The relative size of the circles indicates how likely the members of the group were to purchase the car (L). The bigger the circle, the more likely they were to purchase.

Use the drop-down menus to fill in the blanks in each of the following statements based on the information given by the graph.

If the relationship between L and S were inversed, then the greatest effect on the graph would be to the [▼] of the circles.

If the relationship between L and S were inversed, then the largest circle would be [▼] .

If the relationship between L and S were inversed, then were would be a [▼] correlation between F and L.

If the relationship between L and S were inversed, then were would be a [▼] correlation between S and L.

If the relationship between L and S were inversed, then were would be a [▼] correlation between F and S.

QUESTION: 6

Percentage of Population Visiting Selected Cultural Institutions, Single Year
Sort By:

[▼]

Country/Political Union	Public Librar	Zoo/Auarium	Natural History Museu	Science/Technology Museum

For each of the following statements select *Would help explain* if it would, if true, help explain some of the information in the table. Otherwise select *Would not help explain* .

	y		m	
Russia	15	8	5	2
Brazil	25	28	7	4
European Union	35	37	20	10
South Korea	35	37	30	18
China	41	51	13	19
Japan	48	41	20	12
US	65	48	27	26

Would help explain	Would not help explain	
○	○	The proportion of the population of Brazil that lives within close proximity to at least one museum is larger than that of Russia.
○	○	Of the countries/political unions in the table, Russia has the fewest natural history museums per capita.
○	○	Of the countries/political unions in the table, the three that spend the most money to promote their natural history museums are also those in which science is most highly

valued.

QUESTION: 7

The table displays nutrition data for selected menu items for O'Donalds: calories, fat in grams, cholesterol and sodium in milligrams, carbohydrates, dietary fiber, and protein in grams (g). Item figures are per serving.
Sort By:

[▼]

Menu item	Calories	Fat (g)	Cholesterol (mg)	Sodium (mg)	Carbohydrates (g)	Dietary Fiber (g)	Protein (g)
Hamburger	250	9	25	520	31	2	12
Grilled Chicken Sandwich	350	9	65	820	42	3	28
Cheeseburger	300	12	40	750	33	2	15
O'Chicken	360	16	35	830	40	2	14
Filet-O-Fish	380	18	40	640	38	2	15
O'Double	390	19	65	920	33	2	22
Double Cheeseburger	440	23	80	1150	34	2	25
Big N'Tasty	460	24	70	720	37	3	24
Quarter Pounder	510	26	90	1190	40	3	29
O'Rib	500	26	70	980	44	3	22
Big O	740	29	75	1040	45	3	25
Angus Bacon & Cheese	790	39	145	2070	63	4	45

For each of the following statements, select *Yes* if the statement is true based on the information provided; otherwise select *No*.

Yes No

○ ○ If menu items over 20g of fat per serving are considered "fatty" for Joshua, the median amount of protein for non-"fatty" menu items is approximately 1/2 the median amount of protein for "fatty" menu items.

○ ○ The amount

Angus Deluxe	750	39	135	1700	61	4	40
Angus Mushroom & Swiss	770	40	135	1170	59	4	44
Double Quarter ounder	740	42	155	1380	40	3	48

of carbohydrates per serving of a Big O is exactly 5 more than the median amount of carbohydrates per serving for the other 14 menu items listed.

○ ○ Each serving listed for which dietary fiber is less than 3g also has at most 40g of carbohydrates.

QUESTION: 8

The table shows eight students in a fitness class, by name and by ethnicity. Each student is challenged to do as many pushups as he can do in one cycle, as many situps as he can do in 30 seconds, and as many pullups as he can do in one attempt. Each student gets a total fitness score based on his performance in the three tests.

Sort By:

For each of the following statements, select *Yes* if the statement is true based solely on the information provided about the fitness class. Otherwise, select *No*.

Yes No

○ ○ For each of the

Rank	Name	Ethnicity	Push Ups	Sit Ups	Pull Ups	Fitness Score
1	Patrick	Minority	40	50	13	34.9
2	Peter	Minority	35	48	8	30.8
3	Cooper	Caucasian	25	20	17	21.1
4	Bradley	Minority	28	12	12	18.4
5	Thomas	Caucasian	25	20	14	20.2
6	Michael	Minority	22	20	8	17.2
7	Jason	Caucasian	25	15	5	16.0
8	Jonathan	Caucasian	20	15	6	14.3

Caucasians listed, the situp score is less than the total fitness score.

For only one student listed, the number of pushups is more than the number of situps and pullups combined.

Bradley is the student for which the magnitude of the difference between total fitness score and pushup score is greatest.

MULTI-SOURCE REASONING

QUESTION: 9

From CFO

The costs we have incurred to develop a smartphone application for our company's Qoop product has far exceeded the costs to develop our web platform and the mobile-friendly version of our website. The returns, thus far, do not even come close to recouping our initial investment. We should cap next year's marketing budget for Qoop at $100K. If user adoption for Qoop does not increase to a level that would result in conversion in sales that would, in 2-3 years, result in a modest profit, we should stop the project, cut our losses, and focus

For each of the following statements, select *Inferable* if the statement is reasonably inferable from the information provided. Otherwise, select *Not Inferable*.

Inferable	*Not Inferable*	
○	○	Only the company founder would be interested in launching new products in the next year
○	○	All three executives believe that the development costs for Qoop have been above the average for the company's other

on developing another product.

products.
Less than $100,000 has been spent on marketing Qoop in the current year.

QUESTION: 10

From CFO

The costs we have incurred to develop a smartphone application for our company's Qoop product has far exceeded the costs to develop our web platform and the mobile-friendly version of our website. The returns, thus far, do not even come close to recouping our initial investment. We should cap next year's marketing budget for Qoop at $100K. If user adoption for Qoop does not increase to a level that would result in conversion in sales that would, in 2-3 years, result in a modest profit, we should stop the project, cut our losses, and focus on developing another product.

For each of the following statements, select *Inferable* if the statement is reasonably inferable from the information provided. Otherwise, select *Not Inferable*.

Inferable	*Not Inferable*	
○	○	The attitudes of the CFO and CMO toward development costs are more similar to each other than to the views of the CEO.
○	○	It is probable that one of the main points on the agenda for the meeting is marketing strategies.
○	○	The attitudes of the CFO and CMO toward marketing strategies are more similar to each other than to the views of the CEO.

QUESTION: 11

From CFO

The costs we have incurred to

Based on the statements, which one of the following can be most reasonably be inferred to be a view

develop a smartphone application for our company's Qoop product has far exceeded the costs to develop our web platform and the mobile-friendly version of our website. The returns, thus far, do not even come close to recouping our initial investment. We should cap next year's marketing budget for Qoop at $100K. If user adoption for Qoop does not increase to a level that would result in conversion in sales that would, in 2-3 years, result in a modest profit, we should stop the project, cut our losses, and focus on developing another product.

held by the company's Qoop developers?

(A)
○

The company has enough funds for development on a new product.

(B)
○

As the adoption of Qoop grows with the company's marketing efforts, more development resources are needed to position the product to scale.

(C)
○

It has taken more financial resources, but not necessarily more developers, to create Qoop than to create the company's other products.

(D)
○

Developers can do a better job to gain user adoption for the smartphone application than can marketers with no technical knowledge.

(E)
○

Marketing has turned 2.0; it is technical marketers who are experienced in programming that are needed to help spread the word throughout the web, not traditional marketers.

QUESTION: 12

CBO

We at CBO produce original programming for TV shows, mini-series, and movies. We sell contracts to television conglomerate networks for the exclusive right to broadcast our programming and sell them via DVDs. For this right, the television networks pay CBO substantial fees that help finance CBO expenses and fund future CBO programming projects.

For members of the media, we provide kits complete with information on the actors / actresses in our shows, story plots, list of reviews, video clips and images. Now, however, some internet companies, through user generated content have not just a collection of video clips and digital photographs of our media programming throughout their site, but also full length versions of our movies and TV shows. Some of these users pirate our content and make it available for free via online video streaming just hours after initial release - this directly affects our DVD sales. Conditions must be placed on these practices, which go beyond basic media exposure; they harm the value of our contracts with television conglomerate networks and violate our rights as owners of the entertainment content. Video-based internet companies that wish to post such content on their websites should therefore sign contracts with the programming company that stipulate what

Which of the following can most reasonably be inferred to be a view held by the online video websites?

(A)

Online consumers have the right to reproduce programming content that has been posted on online video websites.

(B)

Online consumers' basic freedom rights will effectively be violated if they are prohibited from uploading and sharing videos.

(C)

Online video sites have the exclusive right to stream original programming content online.

(D)

People are less likely to tune into the original programming (whether on TV or other media) if they have access to the recorded version online at any time.

(E)

CBO should restrict how its original programming can be disseminated.

content will be allowed and how much it will cost. As we have in the past, we will legally pursue internet video-based companies and push to have them shut down.

QUESTION : 13

CBO

We at CBO produce original programming for TV shows, mini-series, and movies. We sell contracts to television conglomerate networks for the exclusive right to broadcast our programming and sell them via DVDs. For this right, the television networks pay CBO substantial fees that help finance CBO expenses and fund future CBO programming projects.

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For each of the following statements, select *Both Accept* if, based on the information provided, it can be inferred that both the programming company and the online video company would likely accept that the statement is true. If not, select *Otherwise*.

Both Accept	Otherwise	
○	○	There should be no restrictions in the freedom to upload and share.
○	○	Any online activity that substantially increases many people's interest in the programming content, its actors and actresses, etc. benefits the programming company.
○	○	An entertainment program can get adequate media exposure without making the program's entire content free for everyone on a

must be placed on these practices, which go beyond basic media exposure; they harm the value of our contracts with television conglomerate networks and violate our rights as owners of the entertainment content. Video-based internet companies that wish to post such content on their websites should therefore sign contracts with the programming company that stipulate what content will be allowed and how much it will cost. As we have in the past, we will legally pursue internet video-based companies and push to have them shut down.

website.

QUESTION: 14

CBO

We at CBO produce original programming for TV shows, mini-series, and movies. We sell contracts to television conglomerate networks for the exclusive right to broadcast our programming and sell them via DVDs. For this right, the television networks pay CBO substantial fees that help finance CBO expenses and fund future CBO programming projects.

For members of the media, we provide kits complete with information on the actors / actresses in our shows, story plots, list of reviews, video clips

For each of the following issues, select *Can Infer Disagreement* if, based on the information provided, it can be inferred that the programming company and the online video websites would hold opposing positions on the issue. Otherwise, select *Cannot Infer Disagreement*.

Can Infer Disagreement	*Cannot Infer Disagreement*	
○	○	How soon a website should be able to host programming content after it is initially released

and images. Now, however, some internet companies, through user generated content have not just a collection of video clips and digital photographs of our media programming throughout their site, but also full length versions of our movies and TV shows. Some of these users pirate our content and make it available for free via online video streaming just hours after initial release - this directly affects our DVD sales. Conditions must be placed on these practices, which go beyond basic media exposure; they harm the value of our contracts with television conglomerate networks and violate our rights as owners of the entertainment content. Video-based internet companies that wish to post such content on their websites should therefore sign contracts with the programming company that stipulate what content will be allowed and how much it will cost. As we have in the past, we will legally pursue internet video-based companies and push to have them shut down.

| ○ | ○ | The degree to which online media exposure generates interest in entertainment content |
| ○ | ○ | The conditions under which an online video site should be allowed to disseminate programming media content (video, images) |

QUESTION: 15

Analyst

- Candidate must have University GPA over 3.2

Using all the information provided, select *Yes* if the statement about eligibility / promotion is possible. Otherwise, select *No*.

and must not have an MBA degree
- Candidate must (or will) have graduated from a Top 15 University
- Candidate must have demonstrated interest in finance
- Candidate must have the ability to work long hours, be highly analytical, and become a master of Microsoft Excel
- Candidate total years of experience must be less than 3 years

Yes No

○ ○ John joined the bank as an Analyst when he was 22. One year later he asked for promotion to Associate. Is it possible that he will be promoted?

○ ○ Cameron has never worked with this particular bank. He is 28 years old with 4+ years of investment banking experience and an MBA from a two-year program outside of the top 15 business schools. Is it possible for Cameron to be eligible to apply for the position of Principal?

○ ○ George was promoted from Analyst to Associate 3 years ago. Assuming George has remained in his position as Associate, is he eligible to be promoted to Principal?

QUESTION: 16

Analyst

- Candidate must have University GPA over 3.2 and must not have an MBA degree
- Candidate must (or will) have graduated from a Top 15 University
- Candidate must have demonstrated interest in finance
- Candidate must have the ability to work long hours, be highly analytical, and become a master of Microsoft Excel
- Candidate total years of

Assume that all students finishing up university have zero years of work experience.

For each of the following statements, select *Conclusively Eligible* if the candidate is absolutely eligible for the position he/she is applying for. Otherwise, select *Not Conclusively Eligible*.

Conclusively Eligible	*Not Conclusively Eligible*	
○	○	Joe has 5 years of experience

experience must be less than 3 years

at a large bank doing insurance underwriting and modeling. He is currently at a top 3 business school (Harvard Business School), and wishes to apply for the position of Principal once recruiting begins in the fall. Brian studied computer science with a GPA of 3.4 from a Top 15 University. After the internet bubble burst, he applied his analytical skills to learning excel and financial modeling in his free time. He is applying as an Analyst during his senior year

in school. Patricia has been working in healthcare consulting for 2.5 years. While consulting has been eye-opening and intellectually stimulating, she is growing tired of living out of a hotel and always being on the go. Some friends suggested she consider a job as an investment banking analyst - less travel but more hours into the weekends. Curious, she decides to pass her resume along to her friend for the position of Analyst.

QUESTION: 17

Analyst

- Candidate must have University GPA over 3.2 and must not have an MBA degree
- Candidate must (or will) have graduated from a Top 15 University
- Candidate must have demonstrated interest in finance
- Candidate must have the ability to work long hours, be highly analytical, and become a master of Microsoft Excel
- Candidate total years of experience must be less than 3 years

Jack joins the bank fresh out of college at age 22 as an Analyst. What is the minimum number of years for Jack (from age 22) before Jack can become a Principal at this same bank?

(A)

2

(B)

4

(C)

4.5

(D)

6

(E)

6.5

QUESTION: 18

Article 1	Article 2	Article 3

News article in a popular business publication

June 7 - If current trends continue, farmed seafood will overtake ocean fishing as the world's largest source of seafood by 2025. Aggressive overfishing of the world's oceans and the inability of world governments to agree on fishing limits mean that farming will become critical to the industry's ability to meet worldwide seafood demand. Additionally, recent concerns about mercury levels in wild-caught fish have led many consumers to prefer farmed fish, further creating increased demand for this relatively new source of seafood.

Consider each of the following statements. Does the information in the three articles support the inference as stated?

Yes No

○ ○ The world's governments usually do not agree with one another on how to deal with matters related to fishing and seafood farming.

○ ○ An increase in worldwide demand for tilapia has driven the world's ocean fish population to dangerously low levels.

○ ○ Dr. Dempster supports an increase in fish farming.

○ ○ Chinese tilapia farms have led some U.S. consumers to worry about the levels of mercury in their seafood.

Submit Answers

Article 1	Article 2	Article 3

Interview with a well known scientist in a technology journal

July 2 - Dr. Jason Dempster, one of the world's most outspoken critics of the seafood industry's unwillingness to curb its output in order to protect the fish population, suggests that more than two dozen popular species may become virtually extinct in the next several decades.

"I understand that consumers keep buying the seafood, and fishermen are naturally going to meet demand wherever they can find it. However, if something isn't done to meet the demand another way, by the middle of this century even something as common as tuna may become a delicacy only the world's wealthiest families can afford."

Consider each of the following statements. Does the information in the three articles support the inference as stated?

Yes No

○ ○ The world's governments usually do not agree with one another on how to deal with matters related to fishing and seafood farming.

○ ○ An increase in worldwide demand for tilapia has driven the world's ocean fish population to dangerously low levels.

○ ○ Dr. Dempster supports an increase in fish farming.

○ ○ Chinese tilapia farms have led some U.S. consumers to worry about the levels of mercury in their seafood.

Submit Answers

Article 1	Article 2	Article 3

Article from a weekly news magazine

July 20 - Demand for tilapia, one of the world's most popular species of fish, has grown 1000% over the last decade as people around the world have discovered it as a low-cost fish that goes well with a variety of foods. This increased demand has encouraged countless tilapia farms to open in China, and American officials have expressed concern that not all tilapia imported from China meets U.S. safety standards. Some experts in the U.S. have called for creating more stringent standards for all seafood imports, but Chinese authorities warn that this may dramatically increase the cost of seafood imported into the United States.

Consider each of the following statements. Does the information in the three articles support the inference as stated?

Yes No

○ ○ The world's governments usually do not agree with one another on how to deal with matters related to fishing and seafood farming.

○ ○ An increase in worldwide demand for tilapia has driven the world's ocean fish population to dangerously low levels.

○ ○ Dr. Dempster supports an increase in fish farming.

○ ○ Chinese tilapia farms have led some U.S. consumers to worry about the levels of mercury in their seafood.

Submit Answers

QUESTION: 19

Message 1	Message 2	Message 3

Message sent from a real estate agent to his clients

10:15 AM - Good news! We have received an offer on your home. The offer is for $300,000. While I know this is quite a bit lower than your asking price, it is common for buyers to make an aggressively low bid to try to bring down the seller's price. Based on my experience, I expect that you can counter at a price of $345,000, and still end up agreeing on a price that is no lower than 10% below your asking price. Just let me know what you would like to do!

Consider each of the following statements. Does the information in the three articles support the inference as stated?

Yes No

○ ○ The home sellers' asking price for their home is at least $380,000.

○ ○ For the buyers, the ability to complete the purchase before mid-August is more important than the final price of the home.

○ ○ It is possible for the buyers and sellers to make a deal in which neither side needs to change its opening offer by more than 15%.

○ ○ The sellers' real estate agent is more likely to accept a lower final price of the home than are the sellers themselves.

Submit Answers

Message 1	Message 2	Message 3

Message sent from clients to their real estate agent, in response to the agent's 10:15 AM message

10:52 AM - We are glad to hear that someone has made an offer on our home! You are right, though. Their offer is very low compared to our asking price. While we understand that is the nature of negotiation, we are reluctant to give so much ground that we end up at a price that's too low for us. After giving it some thought, we think that making a counter offer at $350,000 makes sense. That gives us room to negotiate more if the buyer wants to make another counter offer. Also, there are other concessions we would be willing to make besides price, if you think that might help us reach a deal. Please communicate our counter offer to the buyer, and let us know how it goes.

Consider each of the following statements. Does the information in the three articles support the inference as stated?

Yes   No

○   ○   The home sellers' asking price for their home is at least $380,000.

○   ○   For the buyers, the ability to complete the purchase before mid-August is more important than the final price of the home.

○   ○   It is possible for the buyers and sellers to make a deal in which neither side needs to change its opening offer by more than 15%.

○   ○   The sellers' real estate agent is more likely to accept a lower final price of the home than are the sellers themselves.

[Submit Answers]

Message 1	Message 2	Message 3

Message sent from a real estate agent to his clients, in response to their 10:52 AM message

12:28 PM - I talked to the buyers' agent, and it sounds as though they are willing to negotiate further on price, although the buyers have said that $350,000 is "a lot more' than they can afford. I also mentioned your willingness to negotiate on items other than price, and they have expressed that making this sale happen no later than mid-August appeals to them, they can get settled before the new school year starts for their children. I expect that, if you offer them a price of $330,000 and agree to make the deal happen by early August, they will agree to a deal. Please let me know what you would like to do.

Consider each of the following statements. Does the information in the three articles support the inference as stated?

Yes   No

○   ○   The home sellers' asking price for their home is at least $380,000.

○   ○   For the buyers, the ability to complete the purchase before mid-August is more important than the final price of the home.

○   ○   It is possible for the buyers and sellers to make a deal in which neither side needs to change its opening offer by more than 15%.

○   ○   The sellers' real estate agent is more likely to accept a lower final price of the home than are the sellers themselves.

[Submit Answers]

QUESTION: 20

Manufacturers will often provide after-purchase rebates to consumers who purchase their product from a retailer as an incentive for consumers to buy their products over competitors products.

House Depot, a large home improvement retailer, has several manufacturer rebate promotions on popular home improvement products during the month of July. In order to qualify for the rebates, one must purchase at least the minimum dollar amount for each product according to the table below.

House Depot Manufacturer Rebates on Select Products

	Floor Tiles	Paint	Wallpaper
$50-$100	$10	None	$20
Over $100	$20	$15	$35

Marisa is considering improving her rectangular bathroom. She will either install new floor tiles, paint the walls or install new wallpaper. Her bathroom's 4 walls measure 10 ft high and 8 feet long. Assess the following statements as either True or false based on the information provided.

True	False	
○	○	The cost of installing Trinoleum Tiles in Marisa's bathroom is $75.
○	○	The pre-rebate cost of 2 coats of Magic Color Paint on the walls of Marisa's bathroom is $500.
○	○	Marisa can cover her walls with Cloud Wallpaper for less than $100.
○	○	The cost of covering the walls with Rainbow wallpaper is greater than the cost of installing Lavertine Tiles
○	○	If she chooses, Marisa can both wallpaper and re-tile her entire bathroom less expensively than she can paint it.

Submit Answers

Price List for House Depot Home Improvement Products

Product	Package	Price
Lavertine Tiles	1 sq. ft. each 16 per pack	$15
Trinoleum Tiles	0.5 sq. ft. each 16 per pack	$10
Magic Color Paint	32 sq. ft. worth per can	$25
Rainbow Wallpaper	16 sq. ft. per sheet 10 sheets per pack	$30
Cloud Wallpaper	10 sq. ft. per sheet 8 sheets per pack	$32

Packaged products cannot be split into individual products.

QUESTION: 21

Manufacturers will often provide after-purchase rebates to consumers who purchase their product from a retailer as an incentive for consumers to buy their products over competitors products.

House Depot, a large home improvement retailer, has several manufacturer rebate promotions on popular home improvement products during the month of July. In order to qualify for the rebates, one must purchase at least the minimum dollar amount for each product according to the table below.

House Depot Manufacturer Rebates on Select Products

	Floor Tiles	Paint	Wallpaper
$50-$100	$10	None	$20
Over $100	$20	$15	$35

Brian would like to improve his rectangular bathroom. His bathroom has 2 walls measuring 9 feet high and 6 feet wide and another 2 walls measuring 9 feet high and 8 feet wide. Identify which of the following options would result in the lowest combined cost after rebates.

○ Installing Cloud Wallpaper

○ Lavertine Tiles and one coat of Magic Color Paint

○ Two coats of Magic Color Paint

○ Trinoleum Tiles and Rainbow Wallpaper

○ Trinoleum Tiles and one coat of Magic Color Paint

[Submit Answers]

Price List for House Depot Home Improvement Products

Product	Package	Price
Lavertine Tiles	1 sq. ft. each 16 per pack	$15
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Packaged products cannot be split into individual products.

QUESTION: 22

| Promotions | Prices |

Price List for House Depot Home Improvement Products

Product	Package	Price
Lavertine Tiles	1 sq. ft. each 16 per pack	$15
Trinoleum Tiles	0.5 sq. ft. each 16 per pack	$10
Magic Color Paint	32 sq. ft. worth per can	$25
Rainbow Wallpaper	16 sq. ft. per sheet 10 sheets per pack	$30
Cloud Wallpaper	10 sq. ft. per sheet 8 sheets per pack	$32

Packaged products cannot be split into individual products.

Scott is planning on upgrading his rectangular bathroom. He would like to either paint the walls or install new wallpaper. Which of the following pieces of information would be necessary to determine the after-rebate cost of such a project?

Yes No

○ ○ The length of each wall of the bathroom.

○ ○ The surface area of the floor of the bathroom.

○ ○ The height of each wall of the bathroom.

○ ○ The materials used by other homeowners in his neighborhood on similar projects.

[Submit Answers]

TWO-PART ANALYSIS

QUESTION: 23

Work crews Alpha and Zeta are repaving a section of freeway in Los Angeles. Work crew Alpha started its work one week (40 working hours) earlier than work crew Zeta, and started on the north end of the freeway, working its way south at a rate of 12 meters per hour since starting the job. Now, work crew Zeta has started at the south end, working its way north at a rate of 10 meters per hour. The section of freeway that needs to be repaved is 1.5 kilometers long, including the section that has already been paved.

Given that each crew will not necessarily work the same number of hours, which of the

following answer choices represents an hourly workload for each crew that will finish the project? Please make only one selection in each column.

Crew Alpha	Crew Zeta	Number of Hours
○	○	10
○	○	20
○	○	30
○	○	40
○	○	50
○	○	60

QUESTION: 24

Two companies are competing with one another for a contract to provide work uniforms to a customer, which is a large global manufacturing business. Company A sells its uniforms for $25 per uniform, and Company B's price is $30 per uniform. Both companies sell their uniforms in lots of 5,000 each. The customer has considered ordering some uniforms from both companies, in order to test them out before committing to one company on an ongoing basis. The company wants to spend exactly $1,000,000 on the test purchase.

In the table below, identify the number of uniforms that the customer should buy from Company A and from Company B so that the customer spends exactly $1,000,000. Make only one selection in each column.

Company A	Company B	Number of Uniforms
○	○	5,000
○	○	10,000
○	○	15,000

○	○	25,000
○	○	30,000
○	○	40,000

QUESTION: 25

Joseph: Health insurance premiums are growing at an alarming rate. This is, in part, because many hospitals and clinics bill for unnecessary diagnostics and tests that inflate the subsequent amount that insurers pay out to them. These expenses are then passed on to consumers in the form of increased insurance premiums. Therefore, reducing the number of unnecessary tests performed by health care providers will be effective in controlling growing health insurance premiums.

Ronald: Often times, the unnecessary diagnostics that you speak of are the result of decisions made by doctors on behalf of their patients. Doctors will often choose the diagnostics that will allow them to bill insurers for more money, but may not be necessarily benefit the patient in a meaningful way or influence the course of treatment chosen. As a result, in order to succeed in reducing the number of unnecessary tests, we should allow the patient to decide which course of diagnostics they would like to undergo.

In the table below, identify the assumptions upon which each person's argument depends. Make only one selection in each column, one for Joseph and one for Ronald.

Joseph	Ronald	Assumptions
○	○	Doctors are generally able to determine, with great reliability, which diagnostic procedures and tests would yield the most effective results.
○	○	Tests and diagnostic procedures do not make up an insignificant portion of the bills that are sent to insurers.
○	○	Insurance companies in other industries such as auto and home, have been able to reduce costs by reducing the number of unnecessary repairs and replacements on claims for automobiles and homes.
○	○	Patients are not just as likely as doctors to choose the most expensive

○	○	Health insurance premiums have increased twice as fast in the past 5 years than they have over an average of the past 25 years.

QUESTION: 26

Client: Our newest line of mini-computer, the JS-780, is not gaining traction with our customers. Although it is a better product than our main competitor's SS-600 and has a faster processor, and a more sophisticated graphics card, the product has not sold as many units as the SS-600. Our JS-780 is priced higher than the SS-600. We would like to figure out how to convince potential customers to pay more for our product as opposed to purchasing our competitor's product.

Marketing Consultant: Our research shows that many people do not understand the benefits of having a mini-computer with a faster processor and more sophisticated graphic card. I recommend that you run a television commercial featuring a well-known celebrity who will educate the public about the benefits of having such features in a mini-computer. People are generally trusting of well-known celebrities and find commercials featuring those celebrities persuasive. Therefore I recommend that you undertake such a television commercials.

In for the Marketing Consultant's suggestion to have the client's desired effect, it depends upon a cause and effect relationship. Choose the cause and subsequent effect in the columns below upon which the Marketing Consultant's suggestion depends. Choose only one for each column.

Cause	Effect	Statements
○	○	The public will become more trusting of well-known celebrities.
○	○	The public will find the commercial campaign to be persuasive.
○	○	The JS-780 will be featured in the commercial.
○	○	The public will place a greater value on a mini-computer with a faster processor and more sophisticated graphics card.
○	○	The makers of the SS-600 will respond with their own commercial featuring a well-known celebrity.

The public will purchase mini-computers in greater quantities than they have in the past.