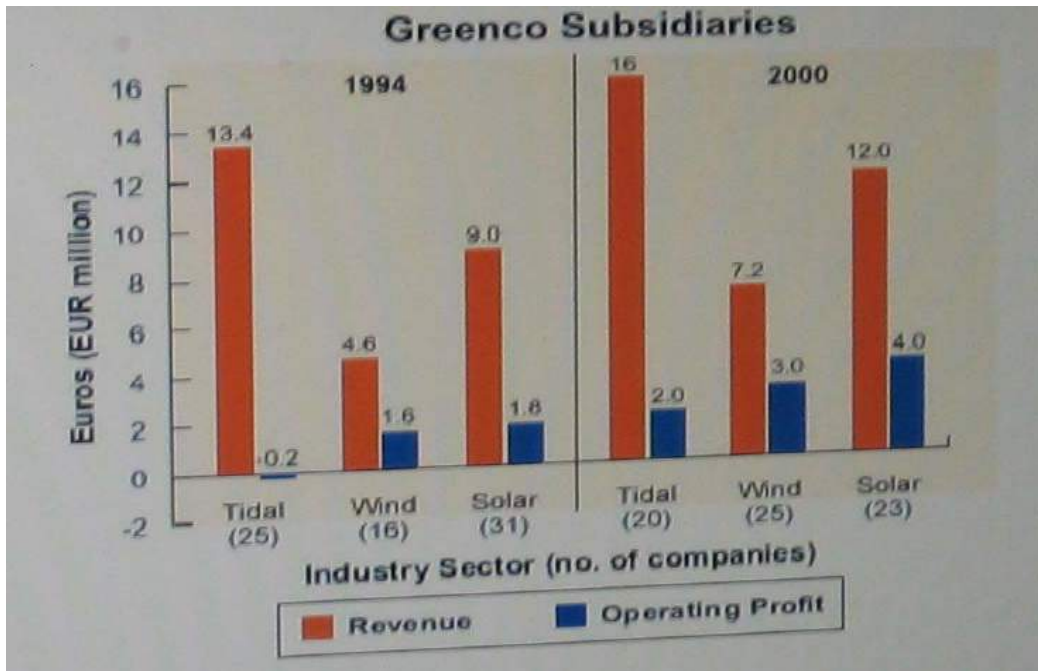


Online Aptitude Test Question
Numerical Test



1. Which Industry Sector in which year generated the greatest Operating Profit per company?

Tidal in 1994 or 2000, Wind in 1994 or 2000, **Solar in 1994 or 2000**

2. Profit ratio is Operating Profit as a percentage of Revenue. What was the difference in profit ratio in the Wind Sector between 2000 and 1994?

5%, 8%, 10%, 15%, **None of these**

3. What proportion of total Greenco Operating Profit for 2000 was generated by the Solar sector? 1/3, **4/9**, 5/9, 2/9, 7/9

If revenue for the Wind sector as a whole decreased by 15% between 1994 and 2000, by what percentage has Greenco's share of the Wind market grown?

10%, 15%, 25%, 50%, **Cannot say**

How many more Euros Operating Profit did Greenco generate per Tidal company in 2000 than in 1994?

EUR54000, **108000**, 216000, 432000, None of these

The total growth in Revenue for the Tidal sector between 1994 and 2000 is equivalent, what is the annual rate of growth?

(Compounding equation) 2.999%

Approximately how much Revenue did Greenco generate per company on average in 1994?

EUR 350000, **375000**, 400000, 426000, 450000

Demographic and Infrastructure Information			
	South Africa	Australia	Argentina
Population (m)	36.5	19.2	35.6
GNP (in USA \$m)	122,675	315,500	227,500
Economically Active Pop. (%)	36.10	50.10	39.00
Urban: Rural Pop. (%)	61.1 : 38.9	86.0 : 14.0	86.4 : 13.6
Telephones (m)	3.82	8.51	4.35
Vehicles-Cars (m)	3.5	8.1	4.1
Vehicles-Trucks & Buses (m)	1.9	2.0	1.6
Total Road Length (m of Km)	0.19	0.82	0.22

m = millions

4. What is the GNP per person in Argentina? **6390.4**
 355, 3550, 6390, 24920, 63904

5. How many people live in urban area in South Africa?
 223015, 597381, 59733810, **22301500**, 28397000

6. What is the appropriate ratio of the number of telephone in South Africa to the number of telephone in Australia? **2.2277**
 2:5, 2:7, 1:3, 4:8, 2:8

Demographic and Infrastructure Information			
	UK	Brazil	India
Population (m)	59.4	168	1023
GNP (in USA \$m)	1,129,000	485,000	265,000
Economically Active Pop. (%)	49.8	42.7	37.3
Urban: Rural Pop. (%)	90.6 : 9.4	74.3 : 25.7	26.1 : 73.9
Telephones (m)	29.20	12.30	8.44
Vehicles-Cars (m)	21.2	15.3	2.5
Vehicles-Trucks & Buses (m)	3.1	1.7	1.5
Total Road Length (m of Km)	0.38	1.7	2.1

m = millions

How many people live in urban area in the UK?
 ???538164, 558360, **53816400**, 55836000, Cannot say

What percentage of the population in Brazil own both cars and telephones?
 8.2%, 13.8%, 16.4%, 27.6%, **Cannot Say**

What is the approximate ratio of the number of telephones in India to the number of telephones in the UK? **1:3.4597**
 1:5, 2:5, **2:7**, 4:9, 1:2

If 45% of telephones in the UK are owned by business, how many people are there in the UK per home telephone? **3.6986**
 0.2, 0.3, 2.2, **3.7**, 4.5

How many vehicles are there per kilometer of road in India? **1.9048**
 0.53, 0.04, 1.19, **1.90**, 8.40

If 90% of cars in India are owned by urban dwellers, what percentage of urban dwellers own cars (assuming a maximum of one car per person)?
 $(2.5 \times 0.9) / (1023 \times 0.261) = \mathbf{0.008427}$
 0.22%, **0.84%**, 1.28%, 22%, 60%

Company Figures at the end of the current financial year					
	Hardlow plc	GRT plc	Xiang	IKO Inc	Aurore
Turnover (£m [*])	11.4	160.7	2.3	7.3	60.0
Profit (£m [*])	9.2	-33.9	-1.9	3.0	9.3
Assets (£m [*])	42.3	640.1	25.2	27.1	130.1
Debt (£m [*])	9.7	341.0	1.7	8.2	30.8
Share Price (pence)	108.0	172.1	6.0	11.3	48.7
No. of Shares (m [*])	0.5	2.7	0.9	3.2	7.2

*m = millions

7. Which company has the lowest Turnover per share?

Hardlow plc (22.8), GRT plc (59.5), Xiang (2.56), **IKO Inc**(2.28), Aurore (8.33)

8. If IKO Inc's Turnover is down 7% from the last financial year, what was the Turnover for that year? $7.3/0.93=7.85$

7.5m, **7.85m**, 8.15m, 8.35m, Cannot say

9. Which company has the highest Turnover/Asset ratio?

Hardlow plc (0.27), GRT plc (0.25), Xiang (0.09), IKO Inc (0.27), **Aurore** (0.46)

Which company has the greatest value of Assets per share?

Hardlow plc (84.6), **GRT plc** (237.07), Xiang (28), IKO Inc (8.47), Aurore (18.07)

If someone were to sell 3500 shares in Hardlow plc, how many shares of Aurore could they buy with the proceeds from that sale?

2217, 5260, **7761**, 15782, 35000

What percentage of IKO Inc's Turnover is Profit?

2.4%, 24.3%, 36.2%, **41.1%**, Cannot say

Departmental Time Usage - Hours per annum				
Department (no. of employees)	Available Time Resources	Time Used		
		Support / Admin	New Products	Product Extensions
Engineering (5)	10,000	4,000	6,000	432
Technical Services (8)	16,000	3,700	9,540	673
Marketing (3)	6,000	3,600	2,000	0
Specifications (3)	6,000	3,000	2,000	33
Development (4)	8,000	5,000	1,500	324

10. If our products were extended during this year, on average how many more hours were spent on each extension in Technical Services compared to Specifications?
160, 162, 164, 165, **None of these**

11. If available time resources in Engineering increase by 10% in the next year, how many new products will be launched?
630, 660, 6330, **Cannot say**

12. On average, how many more hours were worked per employee in Marketing than in Specification? $5600/3 - 5033/3=189$
189, 200, 209, 219, 229

Darwin Enterprises Financial Information			
	Year1	Year2	Year3
Turnover (£m [*])	11.4	10.6	8.5
Income (£m [*])	9.2	3.1	1.1
Assets (£m [*])	42.3	28.7	32.6
Debt (£m [*])	9.7	6.5	17.8
Profit Margin (%)	80.70	29.25	12.94
Share Price (pence)	108.0	85.6	56.6
Number of Shares (m [*])	50	50	50

**m = millions*

13. Which of the following formulae has been used to calculate profit margin?
 Income/(Turnover X 100), Income/(Debt X 100), **(Income/Turnover) X 100**,
 (Income/Debt) X 100, None of these

14. What was the smallest percentage drop in Share price and when did it occur?
 Year 1 to 2: $[(85.6-108)/108]*100\% = -20.74\%$
 Year 2 to 3: $[(56.6-85.6)/85.6]*100\% = -33.88\%$
 Year 1 to 2 – 18%, **year 1 to 2 – 21%**, Year 1 to 2 – 22%, Year 2 to 3 – 21%, Year 2 to 3 – 34%

15. What would the Turnover be in Year 4 if it continues to decrease at the same rate as between Year 2 and Year 3? $[(8.5-10.6)/8.5] = -0.198$; $8.5*(1-0.198) = 6.8$
 5.9m pound, 6.1m, 6.4m, **6.8m**, 7.1m, 8.5m

If Darwin Enterprise's Share Price/Income ratio had remained constant from Year 1 onwards, what would the Share Price have been in Year 3? $1.1*(108.4/11.4) = 12.91$
 1.4p, **12.9p**, 25.7p, 48.5p, Cannot say

Today's Exchange Rates* for the Bhutanese Ngultrum					
	Closing Point	Today's High	Today's Low	Change on Day	World Bank Index
Sterling	70.72	71.06	68.70	+0.42	68.00
US Dollar	43.52	45.16	43.52	-0.80	43.14
Euro	46.61	48.57	44.93	+1.68	44.28
Yen	0.40	0.43	0.38	-0.03	0.38

**rates are number of Ngultrum per stated currency*

16. A company changes \$220,000 to Ngultrums at the 'Day's High' rate to pay a debt of 10 million Ngultrum. Approximately what amount of Ngultrum is left over, or still owing, following this transaction? $220000 \times 45.16 - 10000000$

65000 still owing, 6500 still owing, No more owing or over, 6500 left over, 65000, left over

17. How many more Ngultrum could 20000 Euros buy at peak exchange rate than at Closing Point? $(48.57 - 46.61) \times 20000$
29300, 37300, **39200**, 22800, 65800

What was the World Bank Index for Yen yesterday?
0.4, 0.41, 0.42, 0.43, **Cannot Say**

Which Currency loses the greatest proportional value against the Ngultrum when using the World Bank Index instead of today's high rate?
Sterling (0.0431), US Dollar (0.0447), Euro (0.0883), **Yen (0.116)**, Cannot Say

If the Closing Point/World Bank Index ratio is constant, what World Bank Index have been for Sterling yesterday? $68/70.72 \times (70.72 - 0.42) = 67.596$
67.7, 68.10, 68.60, 69.10, Cannot Say

Today's Exchange Rates* for the Indian Rupee					
	Closing Point	Today's High	Today's Low	Change on Day	World Bank Index
Sterling	56.58	56.95	54.96	+0.34	53.89
US Dollar	34.82	36.13	34.82	-0.64	34.51
Euro	37.29	38.86	35.94	+1.34	35.42
Yen	0.32	0.34	0.30	-0.02	0.30

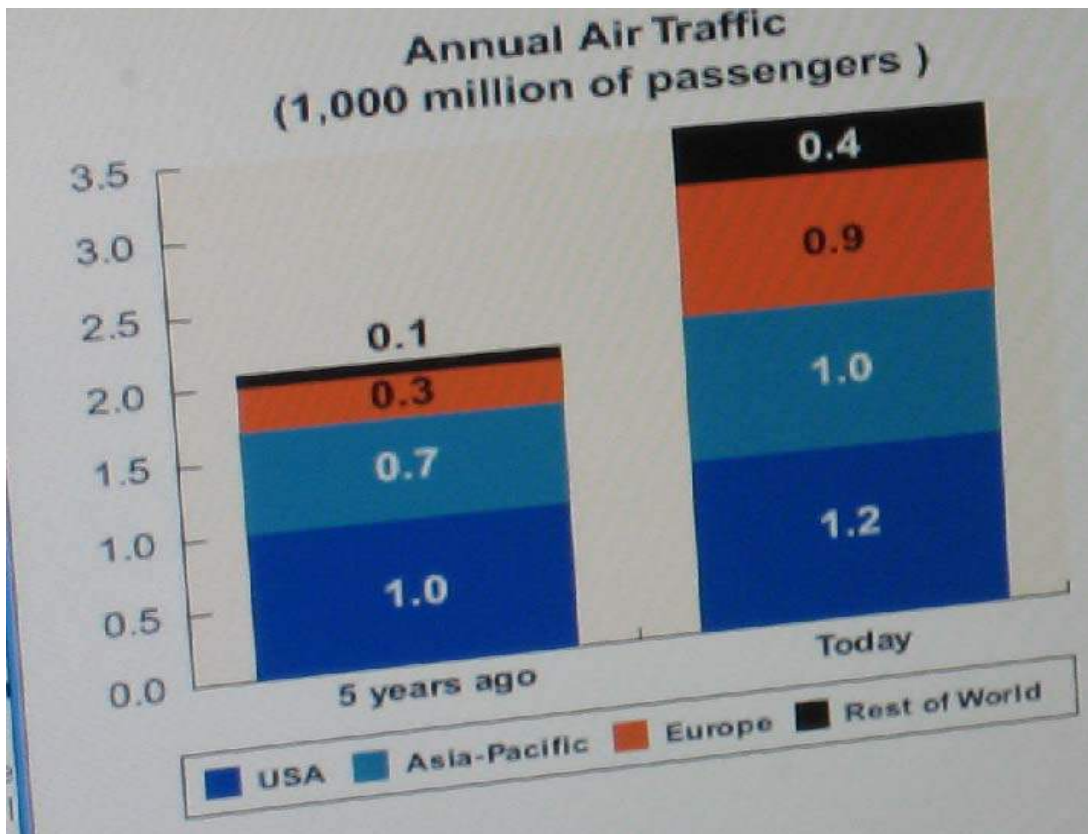
*rates are number of Rupees per stated currency

A trader buys Rupees with 15000 Sterling at the 'Day's High' rate. What is the maximum amount of Yen the trader could buy with these Rupees on this trading day?
 2840000, **2842500**, 2845000, 2847500, None of these

If the exchange rate for Yen decreases by the same amount of Rupees tomorrow as it did today, how many Rupees would 30000 Yen buy?
 8800, 8900, **9000**, 9100, 9200

How many more Rupees could 20000 Euros buy at peak exchange rate than at Closing Point?
 23400, 29800, 31400, 58200, 68600

A company charges \$220000 to Rupees at the 'Day's High' rate to pay a debt of 8 million Rupees. Approximately what amount of Rupees is left over, or still owing, following this transaction?
51000 still owing, 5100 still owing, No more owing or over, 5100 left over, 51000 left over

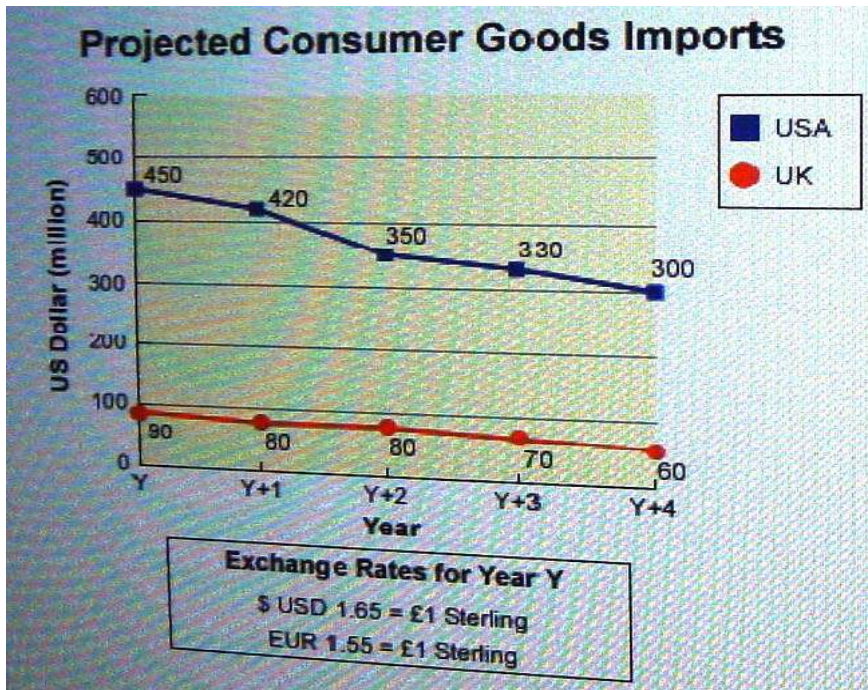


19. If the increase in global passenger air traffic continues at the current rate, approximately how many annual passengers(millions) will there be in 5 years time?
5830m, 53900m, 58300m, 539000m, None of these

20. The average distance flown per passenger departing within Europe 5 years ago was 1000km. Today this figure has decreased by 20%. By how many per cent has the total distance traveled by flights departing in Europe changed today?
 30% decrease, 15% decrease, No change, 120% increase, **140% increase**, 280 increase, 60% decrease

21. What is the percentage increase in global passenger air traffic over the last 5 years?
 37%, 47%, 57%, **67%**, 77%, 87%, None of these

Over the last 5 years by how many passengers did the increase in European traffic exceed the increase in USA passengers?
400,000,000; 600,000,000; 4,000,000,000; 6,000,000,000; Cannot say



Assuming a constant exchange rate, what is the projected value of consumer goods imports for the UK in Y+1 (in Sterling)?
 EUR45m, **48.5m**, 52m, 55.5m, Cannot say

At one time USA's consumer goods imports were projected to decrease at 20% per year from Y+2 on wards. According to this projection, what would be the value (in \$m USD) of USA's imports in Y+4?
 \$220m, \$221m, \$222m, \$223m, **\$224m**

Assuming a constant exchange rate, what is the projected approximate value of combined consumer goods imports to both countries in Y+2 (in EUR m)?
 $(350+80)/1.65 * 1.55 = 403.94$
 EUR 400m, **404m**, 408m, 402m, 412m, Cannot say

What is the projected percentage decrease in the combined consumer goods imports for both countries between Y and Y+4?
 25%, **33%**, 40%, 48%, 55%

What is the projected ratio of USA to UK consumer goods imports in Y+4?
 1:1, 3:1, 4:1, **5:1**, Cannot say

Orders Placed with A.H. Engineering			
Unit order	Turbine Blade	Gyroscope	Undercarriage Piston
Eastlands	13,200	0	145
Luftgut	8,700	21	84
Nippon Air	0	15	0
Russair	2,450	6	30
Frontier	18,500	45	200
Price per unit (£)	£415	£20,500	£287

Exchange Rates for Sterling (£)			
One pound (£) =	1-Jan	1-Apr	1-Jul
Euro	1.44	1.50	1.52
Japanese Yen	232.11	191.47	175.81
US Dollar	1.70	1.61	1.61

What percentage of the total price of the Eastlands order can be attributed to Undercarriage Pistons? $(145 \times 287) / (145 \times 287 + 13200 \times 415) = 0.0075$
 0.08%, 0.11%, **0.75%**, 1.10%, 7.54%

If Frontier increased their Unit Order of Turbine Blades by 7%, approximately how much would they need to pay for Turbine Blades?
 3580000, 5102000, **8215000**, 13226000, 15335000

If the exchange rate for the US Dollar had increased by the same proportion as the Euro did between 1 January and 1 April, how many US Dollars would you have got to the Pound on 1 April?
 \$1.73, \$1.76, **\$1.77**, \$1.97, Cannot say

If the price of Turbine Blades increases to 420 pound, what will the percentage increase be on the cost of the Russair Turbine Blade order? $(420 - 415) / 415 = 0.0120$
 0.01%, 1.19%, **1.20%**, 12.18%, 12.18%, 19.04%

How many Euros would you get to the US Dollar on 1 January? $(1.44 / 1.7) = 0.847$
0.85, 1.18, 1.44, 1.7, Cannot say

If Nippon Air agreed the price of their Gyroscope order in Sterling on 1 January and paid on 1 April, what would be the cost difference, in Japanese Yen, if paid on 1 April rather than 1 January?
 58877025 Yen Less, **12496800 Yen Less**, 9897500 Yen Less, 12496800 Yen More, 58877025 Yen More

If Frontier had funds available in all 3 currencies, what would be the most favorable currency with which to pay for their order on 1 January?
 Sterling, Euro, Japanese Yen, US Dollar, **Cannot say**

Orders Placed with A.H. Engineering			
Unit order	Turbine Blade	Gyroscope	Undercarriage Piston
Eastlands	0	15	0
Luffgut	18,500	45	200
Nippon Air	2,450	8	30
Russair	8,700	21	84
Frontier	13,200	0	145
Price per unit (£)	£425	£21,500	£295

Exchange Rates for Sterling (£)			
One pound (£) =	1-Jan	1-Apr	1-Jul
Euro	1.50	1.52	1.58
Japanese Yen	191.47	175.81	163.33
US Dollar	1.65	1.61	1.60

If Frontier had funds available in all currencies, what would be the most favorable currency with which to pay for their order on 1 January?
Sterling, Euro, Japanese Yen, US Dollar, **Cannot say**

If Nippon Air agreed the price of their Gyroscope order in Sterling on 1 January and paid on 1 April, what would be the cost difference, in Japanese Yen, if paid on 1 April rather than 1 January?
22676490 Yen Less, **2020140 Yen Less**, 1120080 Yen Less, 22020140 Yen More, 22676490 Yen More.

How many Euros would you get to the US Dollar on 1 January? ($1/1.65 * 1.5$)
0.85, **0.91**, 1.10, 1.18, Cannot say

If the price of the Turbine Blade increases to 435?? pound, what will the percentage increase be on the cost of the Russian 'Turbine Blade' order?

Operating Performance for International Paper Goods (IPG)						
(EUR million)	1995	1996	1997	1998	1999	2000
Net sales	1,600	2,158	2,568	2,375	2,508	2,709
Cost of goods sold	1,089	1,487	1,661	1,508	1,568	1,716
Sales margin	511	671	886	867	922	993
Fixed costs	289	411	582	578	592	596
Operating cash flow	222	260	304	289	331	397

The average annual growth rate in Net Sales for the industry from 1995 onwards was 10% (20%). By how many EUR did the Net Sales of IPG exceed the industry average by 1997?

640m, 648m, 656m, 664m, **None of these** 632
 (320m, 324m, 328m, 332m, **None of these**) 264

Efficiency is the Operating Cash Flow as a percentage of total costs (Goods Sold & Fixed costs). What was the efficiency of IPG in 1996 (1995)?

13.1%, 13.3%, 13.5%, **13.7%**, None of these $260/(411+1487)=13.7\%$
 (**16.1%**, 16.3%, 16.5%, 16.7%, None of these) $222/(1089+289)=16.1\%$

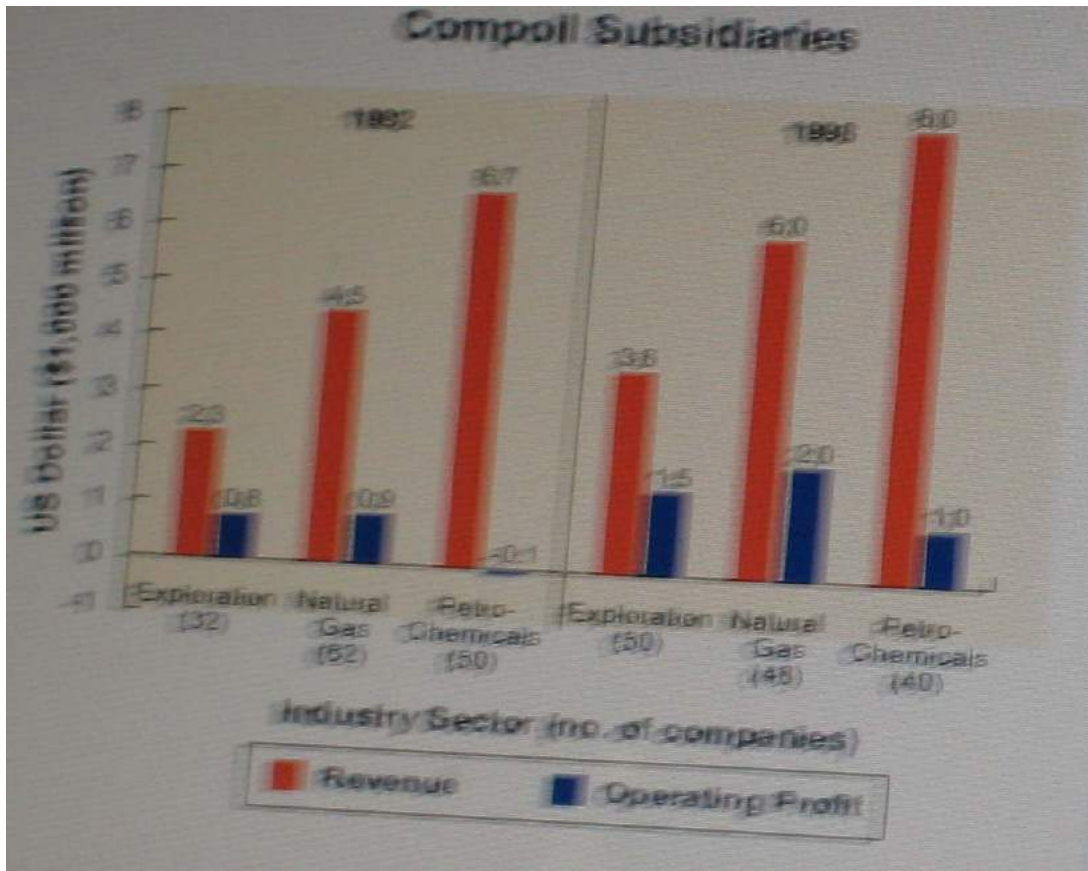
Between which years did the largest percentage of growth in Sales Margin occur?
 1995-1996, **1996-1997**, 1997-1998, 1998-1999, 1999-2000

For which year did the Cost of Good Sold constitute the largest percentage of Net Sales?

1995 (0.68), **1996** (0.689), 1997 (0.6468), 1998 (0.6349), 1999 (0.62), 2000 (0.6341)

If Net Sales increased from 1994 to 1995 by the same percentage as from 1995 to 1996, what was the Sales Margin in EUR (m) in 1994?

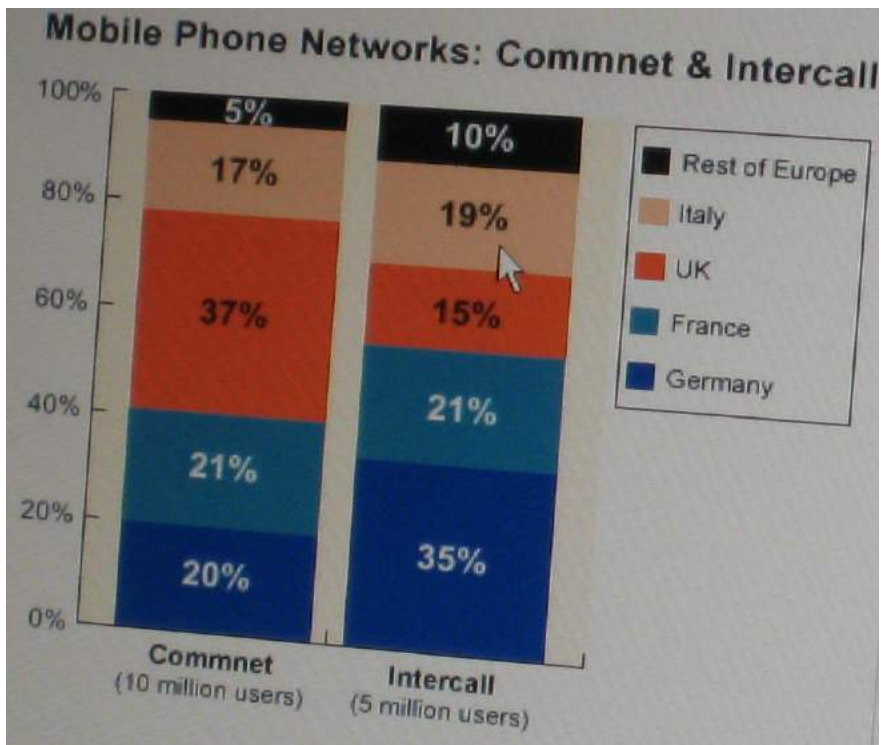
359m, 369m, 379m, 389m, **Cannot say**



If revenue for Natural Gas Sector as a whole decreased by 15% between 1992 and 1998, by what percentage has Compoil's share of the Natural Gas market grown?
 10%, 15%, 20%, 33%, **Cannot say**

Profit ratio is Operating Profit as a percentage of Revenue. What was the difference in profit ratio in the Natural Gas Sector between 1998 and 1992?
 10%, 12.5%, 15%, 20%, **None of these**

What proportion of total Compoil Operating Profit for 1998 was generated by the Petrochemicals sector?
 1/6, 2/10, 1/5, **2/9**, 1/4



Approximately what percentages of all Commnet and Intercall mobile phone users are accounted for by Italy?

12%, 14%, 16%, **18%**, None of these

On average an Intercall user makes twice as many calls (in minutes) as a Commnet user. What is the Intercall Commnet ratio in terms of network traffic?

1:3, 1:2, 2:1, 3:1, **None of these**

Approximately what percentage of all Commnet and Intercall mobile phone users are Commnet users in Germany?

10%, 11%, 12%, **13%**, None of these

Verbal Test

The biggest risk facing the world's insurance companies is possibly the rapid change now taking place within their own ranks. Sluggish growth in core markets and intense price competition, coupled with shifting patterns of customer demand and the rising cost of losses, are threatening to overwhelm those too slow to react.

Customer demands of insurance companies are changing.

True

Customer demands of insurance companies are stable.

False

Customers are looking for wider range of services from insurance companies.

Cannot Say

There has been an increase in the cost of losses to insurance companies.

True

Insurance companies are competing to provide the best prices to customers.

Cannot Say

Although there is no scientific support for the contention that the physical features observed in palm reading can enable someone to read a person's character, or divine their future, the human hand does show evidence of the person's health, cleanliness, occupation and nervous habits. Examples of this include calluses or nail biting. Hands are often examined in medical diagnosis and provide clues with which the palm reader may often astound the unsophisticated.

Sophisticated people tend not to be very impressed by palm readers.

Cannot Say

Hands do not reveal anything about someone's level of hygiene.

False

Features of a person's hand do not provide clues to his/her job.

False

Success in management and success in sports have similar roots, involving the mastery of techniques and of oneself, yet the analogy between management and sport has seldom been stressed. Far more often, writers have sought management lessons in warfare. Many books have dipped into military history, going as far back as the 1100's, to discover the secrets of business success. Sport offers an alternative model of leadership, one that stresses the importance of coaching, teamwork and communication.

The parallels between sport and management have been highlighted frequently
False

Sport has more to teach about management success than warfare.

Cannot Say

Teamwork is more associated with sport than warfare.

Cannot Say

Globalisation is causing a shift in the roles of government and business. Since the end of the Cold War the rivalry between nations has assumed a predominantly economic form. Foreign policy is increasingly subordinated to commercial policy. Yet at the same time the joint interests of national governments and corporations are diverging. As corporations become more independent of their national roots, governments will have to attract foreign business investment to become globally competitive. However, because the population at large is unenthusiastic about globalisation, governments risk gaining business while losing votes.

Rivalry between nations is less aggressive than during the Cold War.

True

Foreign policy is not independent of commercial policy.

True

Government and corporations used to have more similar interests.

Cannot Say

Short-sightedness is to a large extent inherited; its incidence varies from one family to another. The reason behind the link between the common incidence of short-sightedness and high intelligence is unclear. Previous generations thought that eyes could become strained by years spent poring over books, but a few decades ago the popular medical view was that short-sighted people gravitated towards the library because they found it hard to excel at sports. Recently there has been partial support for a theory that high intelligence and short-sightedness may, in fact, be part of a genetic package.

The popularity of the view that reading might cause short-sightedness has changed over time.

True

People from all families stand on equal chance of being short-sighted.

False

The link between high intelligence and shortsightedness is genetically based.

True

The ties which once bound people to organisations appear to be loosening; people in business today expect and demand from their organisations both greater autonomy on the one hand, and greater concern for their individual interests on the other. Those companies which are able to genuinely create such work arrangements will be more likely to attract and retain the best and brightest in the labour market. These are the very people who will have the option to make employment decisions on the basis of the quality of life afforded by their employment. Yet, paradoxically, work commitments often prevent these individuals from taking full advantage of their quality of life.

The quality of life offered by organizations to seduce the elite in the labour market is often elusive.

False

Nowadays individuals in the business would expect quality of life from their employment even if they cannot enjoy it.

True

High caliber employees will be less likely to stay with an organization if it does not allow for greater autonomy.

Cannot Say

Current marketing strategy has shifted attention away from how consumers choose brands towards how they use products. Expanding the use of a product can have an enormous impact on sales. Inducing existing customers to use a product in a new context is also more cost effective than either soliciting non-users to try the product, or luring people away from the competition.

Canvassing new users to try a product is more cost effective than encouraging wider use of a product by existing customers.

False

In the past the emphasis in marketing was on how customers choose brands.

True

There is an increasing focus on the people select brands and products.

False

New technology has played a major part in removing some of the chemical and physical hazards in the workplace, although other risks have resulted. For example, the increase in machine rather than human control, and the reduction in natural breaks during the working day or night, has resulted in an increased risk of stress-related illness to machine operators. Some physical hazards have been introduced - equipment that controls many manufacturing processes often contains radioactive substances. Machine operators must be monitored as a means of preventing the occurrence of these new hazards.

Machine operator has more control over their work environment.

False

There are more risks in the workplace now than there were before the arrival of new technology.

Cannot Say

The majority of machine operators have suffered from some form of stress as a result of the lack of control they are now experiencing.

True

New technology was introduced to ensure that employees were less exposed to physical and chemical hazards.

True

Anxieties about air and water pollution, desertification and resource depletion are nothing new. It is increasingly accepted that the human impact on the environment is intensifying, compounded by population growth, the increasing pace of economic life and the spread of pollutants far beyond their places of origin. New scientific evidence – about global climate change, changes to ozone in the upper atmosphere and the reduction of biodiversity – contributes to the growing concern. In addition highly publicised environmental disasters have led the public to conclude that the very license to operate conferred on stakeholders in business might be infringed by the environmental impact of corporate activities.

Restricting pollutants to their place of origin makes no difference to the impact of human activity on the environment.

False

New scientific evidence has merely confirmed what was already known.

True

Businesses that do not address their adverse impact on the environment run the risk of recrimination.

True

Concern over desertification and resource depletion is a recent phenomenon.

False

A recent report, from an inter-governmental agency monitoring the narcotics trade, argues that tax evasion should be included in all extradition treaties as a key step in helping to fight drug trafficking and money laundering. The agency states that it is essential to counter money laundering to beat the international drug cartels, and that most money laundering involves tax evasion. Tax offences are currently excluded from extradition treaties by many countries, and less democratic countries are unlikely to allow extradition for such offences.

Many less democratic countries will not allow extradition for drug trafficking.

True

Less democratic countries are unlikely to object to extradition for tax offence.

False

Putting stop to money laundering is likely to have an impact on the drug cartels.

True

Including tax offences in extradition treaties will help overcome the drug cartels.

True

The company expects the new factory, its first in Asia, to begin production early next year, and aims to build 18,000 tractors during its first year of operation. Full capacity will be achieved about five years later, by which time annual output will be about 40,000 tractors, making it the company's largest producer worldwide. The move to open such a large production site stemmed from the availability of labour within the region, low production costs, positive inducements by the government to encourage foreign investment, good communication and transport links, and increasing demand for tractors locally.

Communication link were not an important consideration in deciding where to locate the new factory

False

Full production capacity will be achieved after the first year of operation.

False

Political, economic and demographic developments are combining to increase the wealth of individuals in leading economies. These individuals take a much more active role in managing their personal financial affairs and in determining how their assets should be invested for their long-term benefit. As a result, we are seeing the emergence of a new market, consisting of so-called 'affluent individuals'. This structural trend is set to continue and will provide significant opportunities for financial services providers. This band of individuals has traditionally been dominated by old money inheritance, and this will remain a factor, but the rise of new affluent money is increasing as individuals benefit from higher salaries and compensation in the form of stock options. These new affluent individuals are also creating wealth as small business entrepreneurs.

Old money inheritance will not be completely replaced by new affluent money.

True

Affluent individuals want to manage their own assets rather than use financial service providers.

Cannot Say

Individuals cannot become 'affluent' through inheriting old money.

False

At the moment GTC, like other European producers, is able to relieve at least some of its over-capacity by exporting, partly to Central America. A decade from now, that region will be largely self-sufficient and trade will be starting to flow the other way. However, for GTC investors, the company's recent restructure could herald better times. The group's lack of focus and lacklustre returns have been much criticised of late.

GTC's approach has been seen as ill defined.

True?

The successful export trade with Central America seems set to continue indefinitely.

False

European producers cannot meet demand in their home territories.

False

Most companies involved in manufacturing and heavy industry have to manage environmental problems created by past activities, either of their own or a predecessor's making. In some cases, the practices that led to these are no longer acceptable. Much of the industrial contamination of soil does not pose an immediate hazard, as long as the property is left undisturbed. Contamination that is an immediate threat to people and the environment, such as contaminated ground water, has to be cleaned up in most countries as a matter of law, with the company responsible bearing the cost.

Acceptable practices have lead to environmental problems.

Cannot Say?

In most countries, litigation draws a distinction between long and short-term hazards to the environment.

Cannot Say?

Contaminated land has to be disturbed before it poses an immediate threat to people.

True

It has been argued that team management, team coaching and team leadership are the responsibility of all team members and that collective responsibility is not relinquished in situations where one person is designated as team leader. The promise of effective managing, coaching and leadership is that the skills and abilities of diverse individuals can be moulded together to produce excellent team performance so that synergy is created between members. As those who have worked in successful teams will know, the consequences in terms of personal satisfaction, sense of competence and collegiality, are enhanced considerably, and the sense of being part of an effective dynamic unit is indeed a rewarding one.

Collective responsibility for team leadership rules out allocating leadership to one person.

False

A diversity of skills is necessary for effective team performance.

True

Synergy between similar team members can produce excellent team performance.

Cannot Say

Speakers must have good knowledge of their subject. This might seem self-evident, but professional speakers have been known to deliver papers that were written for them by someone else. Although in the majority of cases the delivery was faultless, the performances lacked conviction because the speakers did not know enough about their subject matter to speak with authority, nor could they take questions afterwards. It is usually necessary to compromise, and, if the choice is between the real expert who is ineffective on the platform and the lesser expert who is an excellent public speaker, it is normally better to choose the latter unless the former is such a well known figure that people will be prepared to listen in spite of his or her failings.

Knowing enough to be able to speak with authority is part of convincing performance.

True

A major concern is that globalisation contributes to poverty, inequality and social disintegration by reducing the bargaining power of low-skilled labour and decreasing job security. This is because production of manufactured goods can be moved from one country to another with relative ease, but workers are far more restricted in their ability to cross borders. However companies working with natural resources - for example, mining, oil and gas, and tree plantations - have to make long-term workforce commitments because of the more immobile nature of their business.

Jobs are more secure in the natural resource sector.

True

Recent research has shown that many financial analysts are often inaccurate when forecasting company profits. Typically they tend to be over-optimistic about prospects, although some can be very pessimistic and significantly underestimate actual results. Much depends on the individual analyst's general approach, with some being bolder than others. It has been shown, however, that more accurate forecasts could be produced if analysts applied the average company profits increase across the whole economy to each company in proportion to its turnover.

How bold an analyst is in forecasting depends part on his or her general level of optimism.

Cannot Say.