

In the space provided, please write why you feel you would be an asset to this company. Also indicate those job-relevant characteristics that set you apart from others. You should take no more than **5 minutes** for this section.

STOP. Do not continue until you are instructed to do so.

Analyzing Skills

Below are two tables. One is titled “New Buyers (NB)”; the other is titled “Existing Buyers (EB)”. Following the tables are 20 questions that will require you to refer to the information in the tables. You are to place a **checkmark** in front of the most appropriate answer. A sample question similar to those found in the test is presented below.

Sample Question:

Date	# of Avg. Accts	Purch.
Jan.	192	\$60.00

Which number represents the average purchase for January?
 \$11,520 \$10,500 \$70.00

You will have **5 minutes** to answer as many questions as you can.

STOP. Do not begin until you are instructed to do so.

Date	# of Accts	# of Orders	Sales	Avg. Purch.
Jan.	3,444	4,194	\$395,134	\$94.22
Feb.	3,307	3,307	\$535,292	\$53.22
March	3,444	3,444	\$601,223	\$53.77
April	4,593	4,593	\$139,023	\$33.62
May	2,457	2,457	\$140,228	\$57.07
June	2,674	2,674	\$144,339	\$53.98
July	2,436	2,436	\$135,562	\$55.65
Aug.	3,488	3,488	\$192,381	\$55.16
Sept.	2,425	2,425	\$136,364	\$56.23
Oct.	3,684	3,684	\$209,763	\$56.94
Nov.	2,842	2,842	\$152,231	\$53.56
Dec.	1,690	1,690	\$120,335	\$71.20
Total	35,234	35,234	\$2,126,583	\$60.36

Date	# of Accts	# of Orders	Sales	Avg. Purch.
Jan.	7,907	9,291	\$742,697	\$93.93
Feb.	4,877	5,481	\$535,292	\$109.76
March	5,300	5,937	\$601,223	\$113.44
April	4,393	4,798	\$474,338	\$107.98
May	4,275	4,685	\$492,364	\$115.17
June	4,239	4,617	\$464,891	\$109.67
July	4,821	5,233	\$526,908	\$109.29
Aug.	6,910	7,667	\$733,144	\$106.10
Sept.	5,135	5,649	\$599,587	\$116.76
Oct.	6,808	7,594	\$762,468	\$112.00
Nov.	7,103	7,872	\$745,100	\$104.90
Dec.	5,408	5,976	\$552,387	\$102.14
Total	67,176	74,800	\$7,230,399	\$107.63

- How many orders did Existing Buyers place in July?
 4,821 2,436 5,233 4,617
- Which month had the greatest amount of sales?
 Jan. (NB) Jan. (EB) Aug. (EB) Oct. (EB)
- For which type of buyer are the # of accounts equivalent to the # of orders for every month?
 NB EB NB and EB Neither NB nor EB
- Which buyers had an average purchase of \$116.76 for a particular month?
 NB EB NB and EB Neither NB nor EB
- Which month had less than 100 orders?
 Jan. (NB) Nov. (NB) Dec. (NB) Dec. (EB)
- For Existing Buyers, which month had the greatest avg. purchase?
 March May Sept. Oct.
- On average, which buyers spend more money per order?
 NB EB Both spend the same Can't Tell
- Which two months had the least sales for New Buyers?
 Jan., Dec. Feb., Dec. Aug., Nov. Oct., Nov.
- Which two months had the most sales for Existing Buyers?
 Feb., Nov. Oct., March Jan., Nov. Jan., Dec.
- For New Buyers, how many months generated over \$195,000 in sales?
 1 5 6 7
- Which buyers didn't have any sales for the first half of Jan.?
 NB EB Both had sales Can't Tell
- For Existing Buyers, which months had between 5,500 and 7,000 accounts?
 Jan., Aug. Aug., Nov. Oct., Nov. Aug., Oct.
- What were the sales for Existing Buyers in August?
 \$192,381 \$526,908 \$733,144 \$599,587
- Which buyers had only one month with less than a \$94.00 average purchase?
 NB EB NB and EB Neither NB nor EB
- Which buyers had between 4,200 and 4,500 orders in a particular month?
 NB EB NB and EB Neither NB nor EB
- Which table column is rounded to two decimal places?
 # of Accts # of Orders Sales Avg. Purch.
- The total number of accounts for Existing Buyers is approximately ___ times that of New Buyers.
 2 3 4 Can't Tell
- Excluding January and October, which two months generated the most money from New Buyers?
 Feb., March Feb., Aug. March, Aug. June, Nov.
- For New Buyers, how many months generated over \$195,000 in sales?
 2 3 4 5

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