

**ADMISSION  
TEST**

**A.Y. 2012/2013**

**DO NOT OPEN  
THE PLASTIC ENVELOPE  
UNTIL YOU ARE GIVEN  
THE SIGNAL TO START THE TEST**

## INSTRUCTIONS

It is in *your interest* to carefully read the instructions contained in this booklet. *They are indispensable to carrying out the test in a correct manner.* Warning: the time limit assigned to you includes the reading of these instructions as well as the completion of the test.

The test is made up of various types of questions. For each question, there will be three, four or five possible answers, from which you must choose *only one* - that which you believe to be the correct answer. In this booklet you will find the questions. You must mark your answers on the *answer sheet* that you were given together with this booklet.

Mark your answers by blacking out (■) the corresponding box on the *answer sheet*. Warning: *do not mark your answers in this booklet.* Use the *answer sheet* that was provided.

On the *answer sheet*, black out only the box (■) which corresponds with the answer you wish to give. Do not make any other marks.

**You may not correct an answer once you have provided it.**

Always check to ensure that the number of the question in the booklet corresponds with the number found next to the box you are blacking out on your *answer sheet*.

The pages of this booklet are numbered from 2 to 28: before you begin, make sure that all of the pages are present in your booklet and that there are no printing errors. If you find any errors, immediately notify one of the assistants who will provide you with a new copy of the booklet.

Below please find some examples of the types of questions you will encounter in the booklet. The correct manner in which to answer will be explained. On the *answer sheet*, in the area reserved for the examples, the boxes with the correct answers have already been filled in, so that you may familiarize yourself with the use of this sheet.

In order to answer some of the questions in this booklet, you must refer to the information located on the *information form*. Found on pages 27 and 28 of this booklet, this sheet describes the characteristics of a professional consultancy and assistance firm, namely Consulenza UNO. In order to answer the questions, it is necessary to identify exactly which conclusions can be drawn from the information provided on the *information form*.

Carefully read both the examples provided and their relative explanations. The questions which are part of the actual test begin on page 6.

## EXAMPLES

In example E1 you must examine an excerpt taken from the notes on the *information form*, regarding Consulenza UNO. The question consists of a statement. To answer you must black out box as follows:

- 1  
 if the correctness of the statement is obtained from or is implicit in that stated in the notes;
- 2  
 if the statement contradicts that which is written in the notes;
- 3  
 if you are unable to determine, on the basis of the notes, if the statement is true or false.

*Excerpt from the information form (pp. 27-28 of this booklet)*

### Consulenza UNO

Consulenza UNO was founded over 30 years ago, in 1979, in order to provide all the preliminary information needed for the execution of professional activities (in the legal, commercial and technical sectors). Since January 2010, the firm has expanded even further. For the first time, we are now able to offer our clients new psychological and healthcare services, involving meetings with qualified professionals and a variety of methods. The firm now represents both a place and an opportunity to meet with professionals able to look after your professional and private wellbeing and productivity.

**E1.** Consulenza UNO was founded in 2010.

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The correct answer is evidently no. 2 because, as stated on the information form, Consulenza UNO was founded in 1979. In order to answer correctly, you should therefore **black out box no. 2** on the *answer sheet*, corresponding to example E1.

In example E2, the question regards two people, Matteo and Barbara, who have just been hired by Sunrise S.p.A. First of all, a situation that Matteo or Barbara believe to be true will be presented. This will be followed by some information (marked with a \*), which you will need to study carefully. You need to establish what effect the new information may have, if indeed it has any effect at all, on the beliefs of Matteo or Barbara. To answer you must black out box as follows:

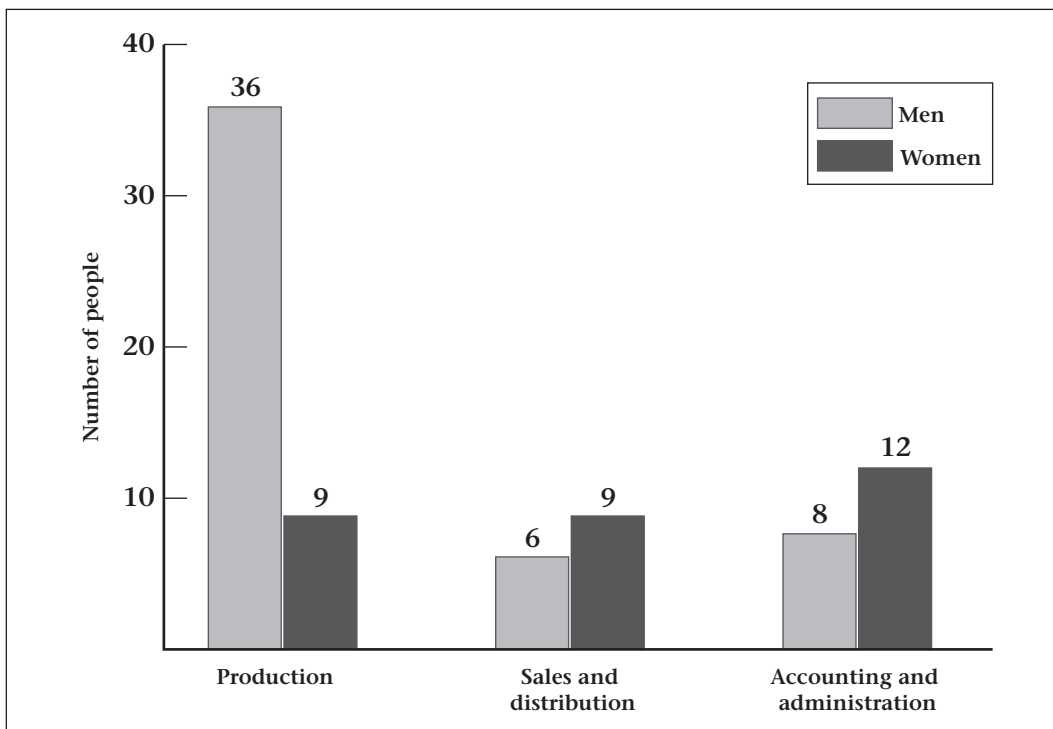
- <sup>1</sup> if the new information confirms their belief;
- <sup>2</sup> if it is contrary to their belief;
- <sup>3</sup> if it has no influence on their belief.

E2. Barbara believes that when the lift arrives on her floor, it will beep twice.

\* On two separate occasions, the lift opened on Barbara’s floor without beeping at all.

Barbara’s belief concerns the connection between the arrival of the lift on her floor and the sounding of two beeps. The information provided concerns that which happened on two separate occasions, verified by Barbara herself, in which the lift arrived on her floor without beeping at all. Therefore the correct answer is number 2, because the information is contrary to Barbara’s belief. To answer therefore, you should **black out box no. 2** which corresponds with example E2 on the *answer sheet*.

Example E3 involves a chart which shows the number of men and women who work in the three departments of Sunrise S.p.A.



E3. What is the percentage of women who work at Sunrise S.p.A.?

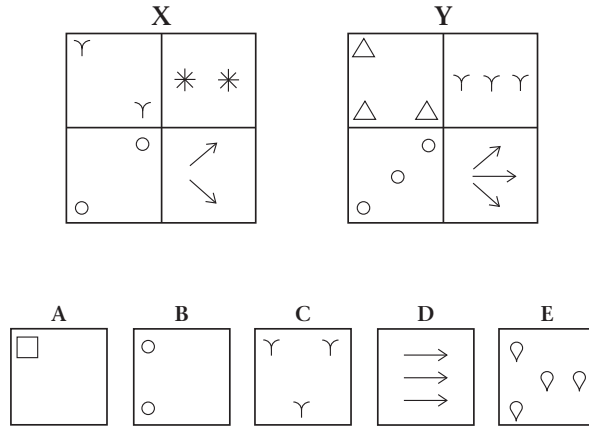
- 50%  1
- 30%  2
- 26.5%  3
- 37.5%  4

It is not possible to answer on the basis of this data  5

In order to determine the percentage of women who work at Sunrise S.p.A., it is necessary to calculate the total number of people who work at the company (36 + 9 + 6 + 9 + 8 + 12 = 80) and then calculate how many of these people are

women ( $9 + 9 + 12 = 30$ ); at this point, the data is sufficient in order to calculate the percentage ( $30/80$ ), which is equal to 37.5%. The correct answer then is number 4. To answer therefore, you should **black out box no. 4** on the *answer sheet* which corresponds with example E3.

In the following example there are two groups of four figures, marked with the letters X and Y, as well as five figures: A, B, C, D and E. The figures in group X are grouped together due to a characteristic that they have in common, which is different from the characteristic according to which those in group Y are grouped together. In order to answer these questions, you must determine what the difference is and identify to which group the five figures belong: group X, group Y or neither of the two.



**E4.** On the basis of the above figures, which statement is true?

- A belongs to group X
- C belongs to group Y
- A and B belong to the same group
- B belongs to group Y
- None of the above statements is correct

In the example, the difference between the two groups is due to the number of elements in the figures that they contain. In fact, group X is made up of figures that all contain **two** elements, whereas the figures in group Y all contain **three** elements. Figure A, therefore, does not belong to any group since it contains only one element. Figure B belongs to group X because it has two elements. Figure C belongs to group Y because it has three elements. The correct answer then is number 2. To answer therefore, you should **black out box no. 2** which corresponds with example E4 on the *answer sheet*.

Now read the following excerpt:

On the economic front there are nevertheless clear indications of rapid changes. One of these is linked to the reorganisation of companies, which once lasted longer but is now more frequent. This is in order to keep up with international competition as well.

**E5.** After reading the excerpt it becomes evident that:

- the small businesses in this country do not have reorganisation problems
- international competition affects the need of businesses to reorganise more frequently with respect to the past
- our products are competitive mostly overseas
- our country is still supported economically by small and medium businesses

With respect to example E5, the correct answer, which becomes evident after reading the excerpt, is that indicated by number 2. To answer therefore, you should **black out box no. 2** which relates to example E5 on the *answer sheet*.

In example E6, you will have to answer the question, by choosing, out of the four alternatives proposed, the one that, in your opinion, is correct.

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**E6.** The President of the Italian Republic's term of office lasts:

- |         |                          |
|---------|--------------------------|
| 4 years | <input type="checkbox"/> |
| 7 years | <input type="checkbox"/> |
| 5 years | <input type="checkbox"/> |
| 6 years | <input type="checkbox"/> |
- 

The correct answer is 7 years. To answer therefore, you should **black out box no. 2** on the answer sheet, corresponding to example E6.

Lastly, you will be presented with some passages, each of which feature some missing words, marked with dotted lines in the text (.....); you will have to choose the most suitable word to fill the gap from amongst the five alternatives proposed, thereby completing the phrase.

In the booklet you will find questions similar to the examples illustrated above. Read each question carefully, and mark your answer on the *answer sheet*. If a question seems too difficult, pass on to the next, but try to answer questions of all types, preferably in the order in which they appear. Do not ask for further information, which cannot be provided.

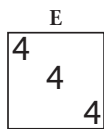
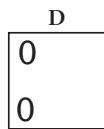
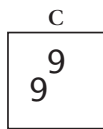
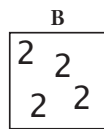
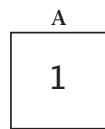
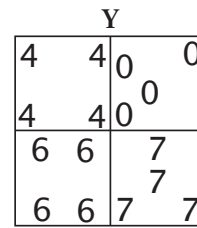
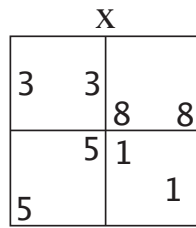
**REMEMBER:**

- you will receive 1 point for every correct response, 0 points for multiple or absent answers and –0.25 points for every incorrect answer
- do not write your answers in this booklet
- indicate your answers on the *answer sheet* by blacking out the box (■) which corresponds with your chosen answer
- any extra marks on the *answer sheet* will render the test null and void
- you may not correct your answers
- answer all types of questions

**BEGIN NOW AND ... GOOD LUCK!**

# TEST START

Refer to the following figures when answering questions no. 1 to no. 4.



1. On the basis of the above figures, which statement is true?

- A belongs to group Y  1
- B and D belong to the same group  2
- B and C do not belong to the same group  3
- C and D do not belong to group X  4
- None of the above statements is correct  5

2. On the basis of the above figures, which statement is true?

- C belongs to group Y  1
- D does not belong to group Y  2
- A belongs to group X  3
- D does not belong to group X or group Y  4
- None of the above statements is correct  5

3. On the basis of the above figures, which statement is true?

- B and C belong to the same group  1
- E belongs to group Y  2
- D belongs to group X  3
- C does not belong to group X or group Y  4
- None of the above statements is correct  5

4. On the basis of the above figures, which statement is true?

- C belongs to group X  1
- D belongs to group Y  2
- A and C belong to the same group  3
- B belongs to group X  4
- None of the above statements is correct  5

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**Reply to questions no. 5 to no. 7 by blacking out the box on the *answer sheet* as follows:**

- <sup>1</sup>  
 if the new information confirms the beliefs of Barbara or Matteo;
- <sup>2</sup>  
 if it is contrary to their belief;
- <sup>3</sup>  
 if it has no influence on their belief.

5. Barbara believes that the Sales Manager has a lower salary than the other managers in the company.  
\* Barbara was told that the Marketing Manager complained about his salary.

- 
6. Barbara believes that lately Sunrise S.p.A. had a crisis in its sales.  
\* Barbara has discovered that last year Sunrise S.p.A. closed five of its ten sales outlets due to bankruptcy.

- 
7. Matteo believes that, despite the regulations, employees always use the office Internet connection to check their private email.  
\* Matteo saw that all employees have a computer with Internet connection on their desk.

- 
8. In which of the following countries will presidential elections be held in 2012?

- |                          |                          |
|--------------------------|--------------------------|
| United States of America | <input type="checkbox"/> |
| Italy                    | <input type="checkbox"/> |
| Germany                  | <input type="checkbox"/> |
| Argentina                | <input type="checkbox"/> |

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**In order to answer questions no. 9 to no. 11 refer to the information located on the *information form* (pages 27 and 28).**

Answer the questions by blacking out the box on the *answer sheet* as follows:

- <sup>1</sup>  
 if the correctness of the statement is obtained from or implicit in what is indicated in the notes;
- <sup>2</sup>  
 if the statement contradicts that which is written in the notes;
- <sup>3</sup>  
 if you are unable to answer, based on the notes, if the statement is true or false.

9. In 2001, Consulenza UNO already offered its clients a psychological care service.

- 
10. This Friday, Cesare has an appointment with two different professionals at Consulenza UNO, that is Dr. Bosi and with Dr. Leone.

- 
11. Michele has seen Dr. Moro once for a first consultation, spending € 50.00.
-

Reply to questions no. 12 to no. 15  
referring to the table and data below.

Number of participants at the National Fair for cotton

|                           | <i>Males</i> | <i>Females</i> | <i>TOT.</i> |
|---------------------------|--------------|----------------|-------------|
| <i>1<sup>st</sup> day</i> | 7,200        | 7,500          | 14,700      |
| <i>2<sup>nd</sup> day</i> | 7,400        | 7,200          | 14,600      |
| <i>3<sup>rd</sup> day</i> | 6,700        | 6,200          | 12,900      |
| <i>4<sup>th</sup> day</i> | 7,400        | 6,700          | 14,100      |
| <i>Total</i>              | 28,700       | 27,600         | 56,300      |

12. In which day, on a whole, were there the most people present?

- 1<sup>st</sup> day  1  
 2<sup>nd</sup> day  2  
 3<sup>rd</sup> day  3  
 4<sup>th</sup> day  4  
 It is not possible to answer this question based on the data provided  5

13. How many people were there in total, considering all days in which the fair was held?

- 50,000  1  
 120,700  2  
 52,500  3  
 56,300  4  
 It is not possible to answer this question based on the data provided  5

14. On the fourth day of the fair what percentage of women participated?

- Slightly less than 50%  1  
 Slightly more that 70%  2  
 About 25%  3  
 Exactly 30%  4  
 It is not possible to answer this question based on the data provided  5

15. During which day of the fair was there the lowest discrepancy between the number of males present and the number of females present?

- 1<sup>st</sup> day  1  
 2<sup>nd</sup> day  2  
 3<sup>rd</sup> day  3  
 4<sup>th</sup> day  4  
 It is not possible to answer this question based on the data provided  5

**Read the passage below, and use the information  
to answer questions no. 16 to no. 20.**

Cosimo I dei Medici was the second Duke of Florence and the first Grand Duke of Tuscany. The son of Giovanni dalle Bande Nere and Maria Salviati, Cosimo I was forced into exile from 1527 to 1530, returning to Florence upon the restoration of the Medici family, when Duke Alessandro was assassinated by his cousin Lorenzino in 1537, and he was appointed as his successor at just 17 years of age. Given his youth and his modest appearance, many influential Florentines of the time hoped that they would be dealing with a weak, distracted boy, who was only interested in hunting and women, and he was therefore appointed head of the government subject to the clause that power would be exercised by the council of the *Quarantotto*. But Cosimo I proved that he was made of a completely different moral fibre, having inherited the spirit of his father and his grandmother, Caterina Sforza. In fact, as soon as he was invested with the title and after having obtained a decree that excluded Lorenzino's branch of the family from any claims to succession, he divested the councillors of their authority and assumed absolute power. Although Cosimo I exercised totalitarian power, he made Tuscany a State in step with the times: he reserved his despotism for those who questioned his authority, such as the noble and wealthy Florentine bourgeoisie who were unable to tolerate his supremacy. He promoted economic, architectural and artistic activities, such as the creation of the Uffizi Gallery and the completion of the wonderful Boboli gardens. He protected men of letters and, showing an interest in the regulation of the Florentine vernacular, he supported the Florentine Academy (formerly *Accademia degli Umidi*) and founded the *Accademia delle arti del disegno* [Academy of Drawing].

16. According to the passage, Cosimo I was appointed Duke because Florentine noblemen believed him to be:
- |                                                        |                          |
|--------------------------------------------------------|--------------------------|
| the only legitimate heir to Duke Alessandro            | <input type="checkbox"/> |
| a person who would be easy to manipulate               | <input type="checkbox"/> |
| well prepared for the political management of the city | <input type="checkbox"/> |
| the ideal incarnation of the Renaissance prince        | <input type="checkbox"/> |
- 
17. According to the passage, the Florentine Academy, supported by Cosimo I, had the purpose of:
- |                                                                |                          |
|----------------------------------------------------------------|--------------------------|
| handing down the traditions of Tuscan cuisine                  | <input type="checkbox"/> |
| promoting the safeguard and protection of Italian works of art | <input type="checkbox"/> |
| promoting local literature of the period                       | <input type="checkbox"/> |
| restoring the links between Florentine and Italian culture     | <input type="checkbox"/> |
- 
18. In your view, could the passage have been taken from:
- |                  |                          |
|------------------|--------------------------|
| an encyclopaedia | <input type="checkbox"/> |
| a bibliography   | <input type="checkbox"/> |
| an allegory      | <input type="checkbox"/> |
| a short story    | <input type="checkbox"/> |
- 
19. Which of the following pieces of information about Cosimo I is not provided by the passage?
- |                                 |                          |
|---------------------------------|--------------------------|
| Which family he belonged to     | <input type="checkbox"/> |
| His age when he was made a Duke | <input type="checkbox"/> |
| Who his predecessor was         | <input type="checkbox"/> |
| How old he was when he died     | <input type="checkbox"/> |
- 
20. On the basis of the information in the passage, the character of the father and grandmother of Cosimo I could be described as:
- |                            |                          |
|----------------------------|--------------------------|
| lewd, scurrilous, violent  | <input type="checkbox"/> |
| brave, decisive, stubborn  | <input type="checkbox"/> |
| placid, withdrawn, shy     | <input type="checkbox"/> |
| foolish, passionate, cruel | <input type="checkbox"/> |

**Reply to questions no. 21 to no. 23  
referring to the table and data below.**

The table below shows the quantity of items sold in various areas over the last four years by Sunrise S.p.A. Refer to the table below to answer the following questions.

| <i>Year</i> | <i>Total</i> | <i>Tuscany</i> | <i>Lazio</i> | <i>Campania</i> | <i>Umbria</i> |
|-------------|--------------|----------------|--------------|-----------------|---------------|
| 2008        | 975          | 150            | 375          | 225             | 225           |
| 2009        | 1,050        | 150            | 600          | 150             | 150           |
| 2010        | 1,875        | 300            | 675          | 525             | 375           |
| 2011        | 2,400        | 300            | 900          | 525             | 675           |

\*All figures expressed in thousands

**21.** Which of the following statements about the quantity of the items sold by Sunrise S.p.A. in Umbria is correct?

Between 2008 and 2011, the quantity of pieces sold tripled  1

Between 2008 and 2011, there was a constant increase in the quantity of items sold  2

Between 2009 and 2010, there was the same increase in items sold as between 2008 and 2009  3

Between 2008 and 2011, the percentage of items sold in Umbria tripled in comparison to the total sales of Sunrise S.p.A.  4

It is not possible to answer on the basis of these data  5

**22.** What was the total number of items sold in the Campania during the period between 2009 and 2010?

675,000  1

1,000,000  2

1,400,000  3

700,000  4

It is not possible to answer on the basis of these data  5

**23.** In 2011 what is the percentage of items produced in Tuscany with regards to the annual total?

10%  1

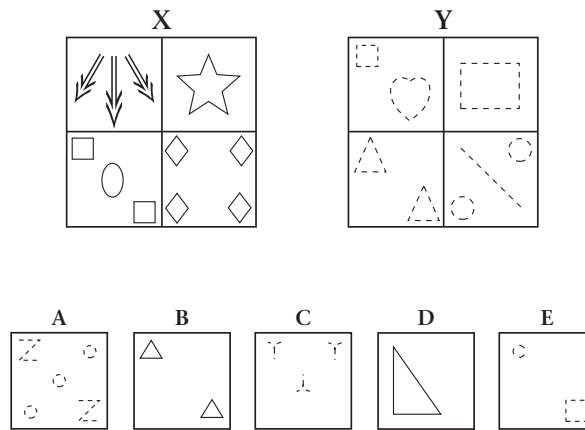
12.5%  2

25%  3

37.5%  4

It is not possible to answer on the basis of these data  5

Refer to the following figures when answering questions no. 24 to no. 27.



24. On the basis of the above figures, which statement is true?

- E belongs to group X
- D and B do not belong to the same group
- A and C do not belong to the same group
- A belongs to group Y
- None of the above statements is correct

25. On the basis of the above figures, which statement is true?

- C and E do not belong to group X
- A belongs to group X
- B belongs to group Y
- D belongs to group Y
- None of the above statements is correct

26. On the basis of the above figures, which statement is true?

- C belongs to group X
- E does not belong to group X or group Y
- A and B do not belong to group X or group Y
- D does not belong to group X or group Y
- None of the above statements is correct

27. On the basis of the above figures, which statement is true?

- C belongs to group X
- B belongs to group Y
- D belongs to group Y
- E belongs to group Y
- None of the above statements is correct

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**Reply to questions no. 28 to no. 30 by blacking out the box on the *answer sheet* as follows:**

- <sup>1</sup>  
 if the new information confirms the beliefs of Barbara or Matteo;
- <sup>2</sup>  
 if it is contrary to their belief;
- <sup>3</sup>  
 if it has no influence on their belief.

**28.** Matteo believes that the company's social club is mainly attended by blue-collar workers and warehousemen.

\* Matteo was informed that, due to a low number of people present, in all probability the club will be closed at the end of the year.

---

**29.** Matteo believes that Francesca, one of the commercial secretaries, will retire next year.

\* Matteo heard Francesca saying she bought a house to live after she retires.

---

**30.** Barbara believes that Matteo is well prepared in company's management.

\* While reading Matteo's *curriculum vitae*, Barbara discovered that, before being hired by Sunrise S.p.A., Matteo's past work experience consisted of translations of scientific articles from English to Italian.

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**31.** Who President Giorgio Napolitano has named senator for life in November of 2011?

- |                      |                          |
|----------------------|--------------------------|
| Oscar Luigi Scalfaro | <input type="checkbox"/> |
| Giulio Tremonti      | <input type="checkbox"/> |
| Mario Monti          | <input type="checkbox"/> |
| Emma Marcegaglia     | <input type="checkbox"/> |

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**In order to answer questions no. 32 to no. 34 refer to the information located on the *information form* (pages 27 and 28).**

Answer the questions by blacking out the box on the *answer sheet* as follows:

- <sup>1</sup>  
 if the correctness of the statement is obtained from or implicit in what is indicated in the notes;
- <sup>2</sup>  
 if the statement contradicts that which is written in the notes;
- <sup>3</sup>  
 if you are unable to answer, based on the notes, if the statement is true or false.

**32.** Dr. Neri is one of the professional accountants at Consulenza UNO.

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**33.** From the time it was opened, Consulenza UNO has always been open five days a week.

---

**34.** At the Paris Restaurant, fish dishes are only served on Fridays.

---

Consider the passage below, which must be completed in some parts when replying to questions no. 35 to no. 39.

Joe: Can you begin by telling us a bit about your company, TeleOK? What does the company [35] .....?  
 Ellen: TeleOK mainly produces and [36] ..... mobile telephones. We also build base stations – they transmit the signals.  
 Joe: And [37] ..... are you based?  
 Ellen: The headquarters are in Stockholm. We also have a research centre in Uppsala. That’s about 80 kilometres north of Stockholm. We have research centres in other countries as well.  
 Joe: I see. How many people do you employ?  
 Ellen: About 51,000 worldwide. We have factories in eleven countries and offices in many more.  
 Joe: What languages do you speak in the company?  
 Ellen: Swedish. And English, of course.  
 Joe: What are your biggest [38] .....?  
 Ellen: China. We sell a lot of telephones in China. I go [39] ..... a lot. The U.S. is also a big market and Europe, too. There’s a lot of competition.  
 Joe: Who are the competitors?  
 Ellen: YouMobile and NanCom.  
 Joe: Where do you advertise?  
 Ellen: On TV, in magazines, and on buses. We also sponsor sports events.

35. Select the appropriate word to complete the sentence:

- does  1
- are  2
- did  3
- do  4
- have  5

36. Select the appropriate word to complete the sentence:

- raids  1
- sells  2
- likes  3
- cuts  4
- puts  5

37. Select the appropriate word to complete the sentence:

- where  1
- when  2
- who  3
- what  4
- which  5

38. Select the appropriate word to complete the sentence:

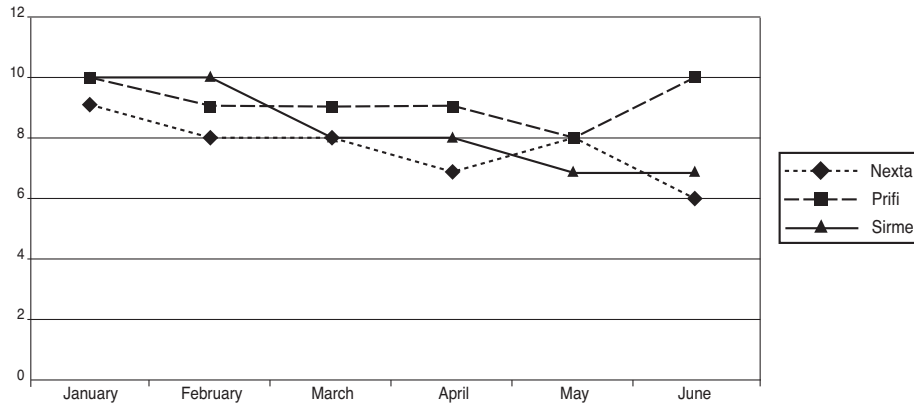
- friends  1
- mistakes  2
- mobility  3
- markets  4
- circle  5

39. Select the appropriate word to complete the sentence:

- here  1
- mere  2
- there  3
- them  4
- heir  5

In answering questions no. 40 to no. 42 consider the information provided in the following chart.

The HR Manager of Sunrise S.p.A. wants to examine the pieces produced in the three company plants during the first term of the year. To do so, he draws the following chart.



40. In which month was the highest number of pieces produced?

- April
- February
- January
- March
- May

41. Which plant was on the whole the most productive during the semester?

- Sirme
- Nexta
- Prifi and Sirme, which produced the same total number of units
- Prifi
- Nexta and Sirme, which produced the same total number of units

42. Workers receive a production bonus when, during the span of one month, at least 25 pieces total are produced. For which months did the workers receive the bonus?

- May and June
- January, February and March
- January, March, April and June
- Only April
- Only February

43. The current Secretary of State of the United States of America is:

- Barack Hussein Obama
- Hillary Clinton
- Joe Biden
- Condoleezza Rice

**In order to answer questions no. 44 to no. 47 refer to the information located on the *information form* (pages 27 and 28).**

Answer the questions by blacking out the box on the *answer sheet* as follows:

- <sup>1</sup>  
 if the correctness of the statement is obtained from or implicit in what is indicated in the notes;
- <sup>2</sup>  
 if the statement contradicts that which is written in the notes;
- <sup>3</sup>  
 if you are unable to answer, based on the notes, if the statement is true or false.

**44.** When Dr. Greco leaves his car parked in the Bellariva car park, from 3:00 p.m. to 7:00 p.m. on Thursdays, he usually only spends € 3.00.

**45.** The agreement between Consulenza UNO and the University Language Centre is able to cover the requirements of Dr. Rossi's Japanese clients.

**46.** Dr. Ferrari and Dr. Rossi meet for sure every Friday morning at the Consulenza UNO offices.

**47.** The periodic meetings of the professionals at the firm are held on Tuesday afternoon.

**48.** The acronym I.M.F. stands for:

- |                              |   |
|------------------------------|---|
| Independent Monetary Fund    | 1 |
| Italian-French Monetary Fund | 2 |
| International Monetary Fund  | 3 |
| Italian Monetary Fund        | 4 |

**Reply to questions no. 49 to no. 51 by blacking out the box on the *answer sheet* as follows:**

- <sup>1</sup>  
 if the new information confirms the beliefs of Barbara or Matteo;
- <sup>2</sup>  
 if it is contrary to their belief;
- <sup>3</sup>  
 if it has no influence on their belief.

**49.** Barbara thinks that Giovanna, one of the operators, is the youngest person hired by Sunrise S.p.A.

\* Yesterday, during lunch break, all of the employees celebrated Giovanna's twentieth birthday.

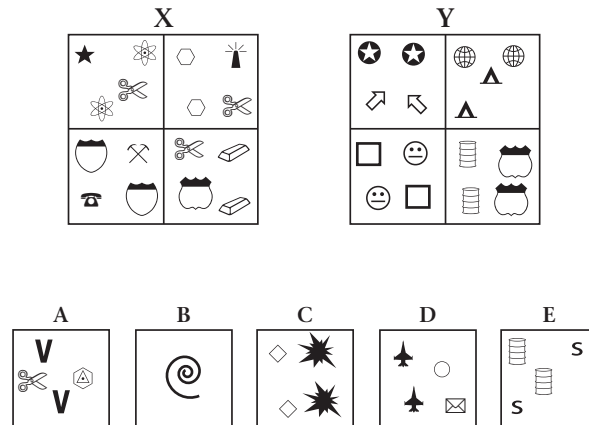
**50.** Barbara is convinced that the use of low-quality cotton in high-end products is the only cause of a reduction in sales of Sunrise S.p.A. over the last year.

\* Barbara was told that in the last year Sunrise S.p.A. slowed down its production in order to renovate its machinery and review its packaging process.

**51.** Matteo believes that it takes the same amount of time to make a man's coat as it does to make a woman's sweater.

\* Matteo noticed that, in twelve hours, one hundred men's coats, one hundred wind breakers and sixty women's sweaters are produced.

Refer to the following figures when answering questions no. 52 to no. 55.



52. On the basis of the above figures, which statement is true?

- D does not belong to group X or group Y
- B and C belong to the same group
- A belongs to group X
- E belongs to group X
- None of the above statements is correct

53. On the basis of the above figures, which statement is true?

- B belongs to group Y
- A and C belong to group Y
- A and D belong to group X
- A does not belong to group X or group Y
- None of the above statements is correct

54. On the basis of the above figures, which statement is true?

- C and E belong to group Y
- B and D belong to group X
- A and E belong to group X
- E does not belong to group X or group Y
- None of the above statements is correct

55. On the basis of the above figures, which statement is true?

- D belongs to group Y
- C belongs to group X
- A and D do not belong to the same group
- D belongs to group X
- None of the above statements is correct

**Read the passage below, and use the information  
to answer questions no. 56 to no. 60.**

In the official Chinese culture, there are some inventions of which the Chinese people are particularly proud and which are distinguished from others by referring to them as the Four Great Inventions. Although Chinese culture is excessively generous in terms of lists of significant events and discoveries, the concept of the Four Great Inventions originated with Western scholars, and was only later adopted by the Chinese. Karl Marx commented that gunpowder blew up the knightly class, the compass discovered the world market and founded the colonies, and the printing press was the instrument of Protestantism and the regeneration of science in general: the great inventions that gave rise to bourgeois society. Recently, a number of scholars have questioned whether perhaps too much emphasis has been placed on the Four Great Inventions. The historian, Deng Yinke, writes that the printing press, the compass, paper and gunpowder are considered to be the greatest scientific and technological achievements of ancient China, simply because of the preeminent position they occupied in exchanges between East and West, and because of the role they played in the development of Capitalism in Europe. In truth, other Chinese inventions were more sophisticated: for example, the use of coal, oil, iron and copper; porcelain and silk production; and discoveries in fields such as agriculture, medicine and astronomy. There were numerous inventions which stimulated production and society in China to a great extent, equally as much, if not more, than the Four Great Inventions.

56. According to the passage, what are the Four Great Inventions?

- Gunpowder, paper, printing press and compass  1
- Weapons, books, mass production and paper  2
- Paper, gun powder, oil and astronomy  3
- Printing press, writing, wheel and compass  4

57. Recently, as regards the Four Great Inventions, it has been highlighted that:

- they may not actually have been invented in China  1
- they had no practical use in China, until the birth of Capitalism  2
- the emphasis placed on these inventions has overshadowed other important Chinese inventions  3
- only three of them have really contributed to the progress of mankind  4

58. Karl Marx attributes the abovementioned Four Great Inventions with a role that can be defined as:

- traditionalist  1
- conservative  2
- spiritual  3
- revolutionary  4

59. When talking about the Four Great Inventions, Marx:

- considers the technological aspect more than the social aspect  1
- does not refer to the ancient Chinese inventions, but to their Western applications  2
- identifies them as the main factors that contributed to the birth of the Socialist State  3
- wants to emphasise the supremacy of ancient Chinese culture over modern European culture  4

60. In the passage, what does the author want to suggest by claiming that the Chinese culture is "excessively generous" (*line 3*)?

- The Chinese people have always stood out for their moral qualities  1
- China altruistically shared some of its best discoveries with the rest of mankind  2
- Chinese culture tends to exaggerate its discoveries and achievements  3
- Historically, scientific ingenuity was considered a virtue  4

Reply to questions no. 61 to no. 63 referring to the following data

Luigi has to buy enough paint to cover three 16 m<sup>2</sup> walls and so requests a quote from two hardware shops. At Hardware Shop A, the cost for the necessary amount of paint to cover a 1 m<sup>2</sup> wall is € 1.50. Meanwhile, at Hardware Shop B, for a cost of € 10.00, he can buy tins containing a sufficient quantity of paint to cover a 8 m<sup>2</sup> wall.

61. If Luigi decides to buy the paint at Hardware Shop A, how much will he spend in total?

- € 24.00  1
- € 48.00  2
- € 41.00  3
- € 72.00  4
- € 41.50  5

62. Which of the two hardware shops offers Luigi the best value for money?

- Hardware Shop A  1
- Hardware Shop B  2
- Luigi would spend the same amount at both shops  3
- This cannot be determined from the information given  4
- This cannot be determined without knowing the amount of paint in litres  5

63. The two hardware stores decide to offer a discount to Luigi: Hardware Store A will apply a 10% discount to the total amount spent, whereas Hardware Store B will apply a 20% discount. Which of the two hardware stores is more convenient for Luigi?

- Hardware store A  1
- Hardware store B  2
- Luigi would spend the same amount at both shops  3
- This cannot be determined from the information given  4
- This cannot be determined without knowing the amount of paint in litres  5

64. The member countries of the European Union, over the past months, had to approve financial support measures in order to contain the economic crisis caused by the excessive deficit in:

- Switzerland  1
- Germany  2
- France  3
- Greece  4

65. Who, among the seven Italians senators for life, is more than a hundred years old?

- Rita Levi Montalcini  1
- Giulio Tremonti  2
- Oscar Luigi Scalfaro  3
- Nessuno di questi  4

Consider the passage below, which must be completed in some parts when replying to questions no. 66 to no. 70.

Success story

Yesterday afternoon Frank Hawkins was telling me [66] ..... his experiences as a young man. Frank is now the head of a very large business company, but as a boy he used to work in a small shop. It was his job to repair bicycles and at that time he used to work fourteen hours a day. He saved money for years and in 1938 he [67] ..... a small work-shop of his own. [68] ..... the war Frank used to make spare parts for aeroplanes. At that time he had two helpers. By the end of the war, the small work-shop had become a large factory which employed seven hundred and twenty-eight people. Frank smiled when he remembered his hard early years and the long road to success. He was [69] ..... smiling when the door opened and his wife came in. She wanted [70] ..... to repair their son's bicycle!

66. Select the appropriate word to complete the sentence:

- |          |                          |   |
|----------|--------------------------|---|
| albeit   | <input type="checkbox"/> | 1 |
| although | <input type="checkbox"/> | 2 |
| about    | <input type="checkbox"/> | 3 |
| bond     | <input type="checkbox"/> | 4 |
| that     | <input type="checkbox"/> | 5 |

67. Select the appropriate word to complete the sentence:

- |        |                          |   |
|--------|--------------------------|---|
| buy    | <input type="checkbox"/> | 1 |
| sells  | <input type="checkbox"/> | 2 |
| solded | <input type="checkbox"/> | 3 |
| bought | <input type="checkbox"/> | 4 |
| buyed  | <input type="checkbox"/> | 5 |

68. Select the appropriate word to complete the sentence:

- |         |                          |   |
|---------|--------------------------|---|
| Nothing | <input type="checkbox"/> | 1 |
| During  | <input type="checkbox"/> | 2 |
| When    | <input type="checkbox"/> | 3 |
| Last    | <input type="checkbox"/> | 4 |
| Used    | <input type="checkbox"/> | 5 |

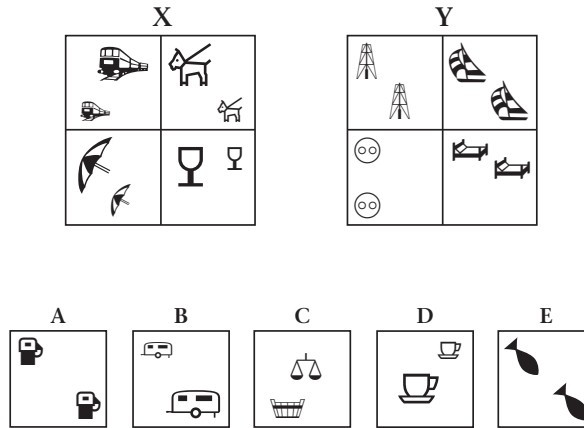
69. Select the appropriate word to complete the sentence:

- |       |                          |   |
|-------|--------------------------|---|
| too   | <input type="checkbox"/> | 1 |
| till  | <input type="checkbox"/> | 2 |
| until | <input type="checkbox"/> | 3 |
| still | <input type="checkbox"/> | 4 |
| even  | <input type="checkbox"/> | 5 |

70. Select the appropriate word to complete the sentence:

- |       |                          |   |
|-------|--------------------------|---|
| you   | <input type="checkbox"/> | 1 |
| he    | <input type="checkbox"/> | 2 |
| him   | <input type="checkbox"/> | 3 |
| yours | <input type="checkbox"/> | 4 |
| hims  | <input type="checkbox"/> | 5 |

Refer to the following figures  
when answering questions no. 71 to no. 74.



71. On the basis of the above figures, which statement is true?

- A belongs to group X
- B belongs to group X
- A and B belong to the same group
- A does not belong to group Y
- None of the above statements is correct

72. On the basis of the above figures, which statement is true?

- C belongs to group X
- D belongs to group Y
- C and D belong to the same group
- D belongs to group X
- None of the above statements is correct

73. On the basis of the above figures, which statement is true?

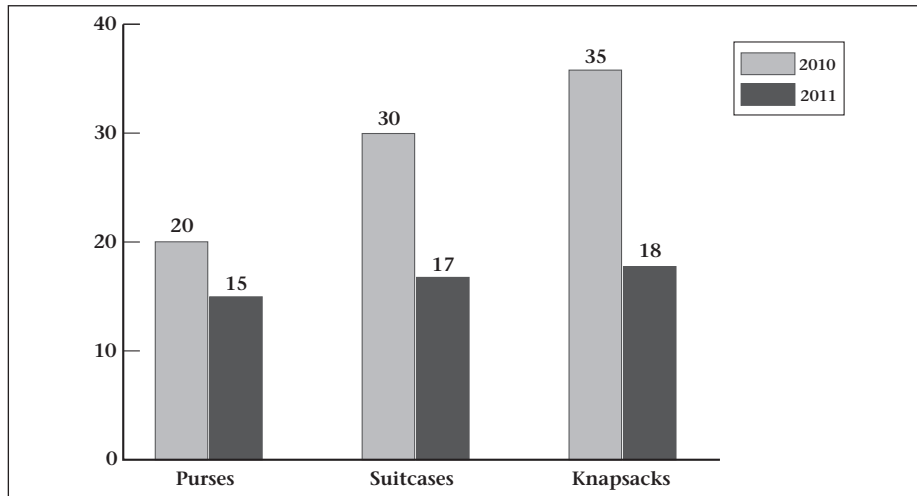
- E belongs to group Y
- B and D do not belong to the same group
- A and E do not belong to the same group
- A and C belong to the same group
- None of the above statements is correct

74. On the basis of the above figures, which statement is true?

- A does not belong to group X or group Y
- C belongs to group Y
- D and E do not belong to the same group
- B belongs to group Y
- None of the above statements is correct

Reply to questions no. 75 to no. 78 referring to the following graph and information.

The histogram below shows the percentages of sales over the last two years for three products of Sunrise S.p.A. Refer to the same and answer the following questions.



75. Which of the following statements regarding the sales of Sunrise S.p.A. is correct?

- During the last two years, knapsacks were the best-selling product of Sunrise S.p.A. among those examined  1
- In 2011, the percentage of sales of the other Sunrise S.p.A. products exceeded the sale of purses, knapsacks and suitcases  2
- In 2010, the sales of knapsacks and purses represent exactly half of the sales of Sunrise S.p.A.  3
- In 2010, the sale of purses, suitcases and knapsacks totalled 75% of Sunrise S.p.A. sales  4
- None of the above statements is correct  5

76. Based on the above graph, which of these statements is correct?

- The percentage of purses sold in 2010 is equal to that of knapsacks sold in 2011  1
- The percentage of purses sold in 2010 is higher than that of suitcases in 2011  2
- The percentage of purses sold in 2010 is equal to that of suitcases sold in 2011  3
- The percentage of purses sold in 2011 is equal to that of knapsacks sold in 2010  4
- None of the above statements is correct  5

77. Based on the above graph, which of these statements is correct?

- The percentage of knapsacks sold in 2010 was higher than that of suitcases sold in 2011  1
- The percentage of knapsacks sold in 2010 was lower than that of purses sold in 2010  2
- The percentage of knapsacks sold in 2011 was higher than that of suitcases sold in 2010  3
- The percentage of suitcases sold in 2011 was higher than that of knapsacks sold in 2010  4
- None of the above statements is correct  5

78. Which of the following statements regarding the sales of Sunrise S.p.A. is correct?

- The number of purses sold in 2010 is the same as that of suitcases sold in 2011  1
- The percentage of suitcases sold in 2010 was higher than that of knapsacks in 2010  2
- In 2011, suitcases were the most widely sold product of Sunrise S.p.A.  3
- The percentage of knapsacks sold in 2010 was higher than that of purses in 2010  4
- None of the above statements is correct  5

---

**Reply to questions no. 79 to no. 81 by blacking out the box on the *answer sheet* as follows:**

- <sup>1</sup>  
 if the new information confirms the beliefs of Barbara or Matteo;
- <sup>2</sup>  
 if it is contrary to their belief;
- <sup>3</sup>  
 if it has no influence on their belief.

- 79.** Barbara believes that the deliveries in the urban area are made by Sunrise S.p.A on a daily basis.
- \* Every day Barbara sees the coming and going of the delivery vans for the various sales outlets in the city.

- 
- 80.** Matteo is convinced that the articles of clothing of the Sunrise S.p.A. maternity line are not sold only in large department stores.
- \* Walking around town, Matteo found some articles of clothing of the Sunrise S.p.A. maternity line in small stores, at the market and at large department stores.

- 
- 81.** Matteo believes that his company is about to open a production plant in Latin America.
- \* The executives informed all employees of their decision to open new plants for production, research and sales, beginning the following year, in Japan, India, Brazil and China.

- 
- 82.** After March 2008 the appointment for nomination as President of *Confindustria* was for:

- Pierfrancesco Guarguaglini  1
- Emma Marcegaglia  2
- Luca Cordero di Montezemolo  3
- Franco Castagnola  4

---

**In order to answer questions no. 83 to no. 85 refer to the information located on the *information form* (pages 27 and 28).**

Answer the questions by blacking out the box on the *answer sheet* as follows:

- <sup>1</sup>  
 if the correctness of the statement is obtained from or implicit in what is indicated in the notes;
- <sup>2</sup>  
 if the statement contradicts that which is written in the notes;
- <sup>3</sup>  
 if you are unable to answer, based on the notes, if the statement is true or false.

- 83.** Manager of the Legal Advice professional sector is Dr. Monti.

- 
- 84.** On Thursday morning (9:00 a.m. – 1:00 p.m.) Dr. Rossi and Dr. Bianchi are present at the Consulenza UNO offices.

- 
- 85.** Dr. Caruso is present at the Consulenza UNO offices for 10 hours a week.
-

**Read the passage below, and use the information  
to answer questions no. 86 to no. 90.**

Milan 2005 - Businesses and organisations are able to derive the following material advantages from e-commerce (EC): a global presence, due to the nature of the Internet; better quality service, thanks to immediate contact with the client and the possibility to answer questions very quickly; "customised" products offered at contained prices, because direct contact enables the production of customised goods at costs typical of "mass" production in certain sectors; a shorter distribution chain, keeping the end price down and achieving greater bargaining power in terms of distribution; cost cutting, thanks to automated operations and processes; new product and market opportunities, inasmuch as new types of service can be generated and certain products can be offered on markets that were previously difficult to reach. EC is recording impressive growth rates, primarily linked to the diffusion of the Internet. Research carried out by various sources shows a population of around 100 million "Internet users" in early 2005, which should reach 250 million by 2007. The divide between Europe and the United States in terms of Internet diffusion is rapidly shrinking, so much so that today three times as many new sites are being created in Europe as in the USA.

86. From what the passage tells us, a global presence is:

- the result of an increase in company turnover
- inherent to Internet use
- a typical characteristic of medium enterprises
- the passage does not cover this

87. How does the passage define e-commerce growth rates?

- Medium
- Slow
- Insignificant
- Considerable

88. In certain commercial sectors, direct contact with the client:

- causes an excess work force
- causes a reduction in the company's profit margins
- makes it possible to automate the commercial transaction
- makes it possible to create "customised" products at fair costs

89. E-commerce:

- creates new market opportunities for a product
- restricts market opportunities for a product
- does not affect market opportunities for a product
- is an old method of exchange

90. According to the passage, what will the increase in Internet users lead to in the near future?

- Less bargaining power for companies in terms of distribution
- The complete automation of the commercial transaction
- An increase in e-commerce
- An impressive growth rate in maritime commerce

91. What is meant by *shadow government*?

It is when the current government takes action on subjects not presented during the election campaign (shadow areas)

A political institution, present in some parliamentary systems, comprised of the head of the opposition, who runs it, and by parliamentary members of the opposition in charge of closely following (just like a shadow) the activities of the corresponding Secretaries of the current government

A political institution, present in bipartisan systems, in which the party that is not currently the governing party has powers regarding decision making and governing of subjects which the current government is not treating (shadow zones)

None of the above answers is correct

92. What does the acronym E.C.B. stand for?

Ethnic Complex Behaviour

Environmental Communication Bureau

Electronically Coded Block

European Central Bank

Reply to questions no. 93 to no. 95 referring to the following data.

Without taking into consideration production bonuses or '13<sup>th</sup> month' salaries, Mr. Bianchi, a bookkeeper, earns 13,080 Euros per year, Dr. Rossi earns 2,500 Euros per month and Mr. Verdi 54,660 Euros per year.

93. How much do Mr. Verdi and Dr. Rossi earn together in one year, in Euros?

50,000

74,600

43,080

84,660

It is not possible to answer on the basis of these data

94. How much more does Mr. Verdi earn per year with respect to Mr. Bianchi, the bookkeeper?

11,000

41,580

52,750

41,620

It is not possible to answer on the basis of these data

95. How much would Dr. Rossi earn in one year if he were to receive a 20% increase of his monthly salary?

55,000

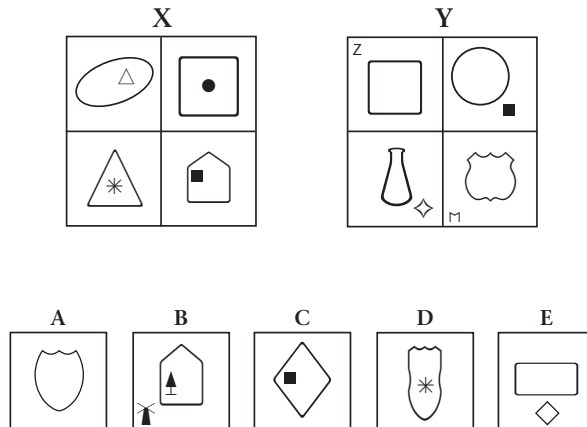
48,000

36,000

44,000

It is not possible to answer on the basis of these data

Refer to the following figures when answering questions no. 96 to no. 99.



96. On the basis of the above figures, which statement is true?

- C belongs to group Y
- B belongs to group X
- D belongs to group X
- E does not belong to group Y
- None of the above statements is correct

97. On the basis of the above figures, which statement is true?

- C does not belong to group X or group Y
- E does not belong to group X or group Y
- A and B do not belong to group X or group Y
- D does not belong to group X or group Y
- None of the above statements is correct

98. On the basis of the above figures, which statement is true?

- C and E belong to group X
- A belongs to group X
- B belongs to group Y
- D belongs to group Y
- None of the above statements is correct

99. On the basis of the above figures, which statement is true?

- E belongs to group X
- D and B belong to the same group
- A and C belong to the same group
- A does not belong to group Y
- None of the above statements is correct

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100. The *Union of Myanmar* is more commonly called:

Bengal  1

Burma  2

Darfur  3

Bangladesh  4

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**END OF TEST**

# INFORMATION FORM

## Consulenza UNO

Consulenza UNO was founded over 30 years ago, in 1979, in order to provide all the preliminary information needed for the execution of professional activities (in the legal, commercial and technical sectors). Since January 2010, the firm has expanded even further. For the first time, we are now able to offer our clients new psychological and healthcare services, involving meetings with qualified professionals and a variety of methods. The firm now represents both a place and an opportunity to meet with professionals able to look after your professional and private wellbeing and productivity.

### Weekly Consultation Calendar

|                  | 9:00 a.m. – 11:00 a.m.                | 11:00 a.m. – 1:00 p.m.     | 3:00 p.m. – 5:00 p.m.                             | 5:00 p.m. – 7:00 p.m.      |
|------------------|---------------------------------------|----------------------------|---------------------------------------------------|----------------------------|
| <b>Monday</b>    | Psychotherapy<br>Surveyor             | Nutritionist<br>Homeopathy | Accountant                                        |                            |
| <b>Tuesday</b>   | Surveyor                              | Accountant<br>Criminal law | CLOSED                                            |                            |
| <b>Wednesday</b> | Civil law<br>Architect<br>Accountant* |                            | Psychotherapy*<br>Child psychotherapy             |                            |
| <b>Thursday</b>  | Civil law<br>Criminal law             |                            | Architect*<br>Surveyor                            | Architect*<br>Nutritionist |
| <b>Friday</b>    | Sexologist<br>Civil law               |                            | Divorce lawyer<br>Notary consultation<br>Surveyor |                            |

The \* symbol next to the services on the calendar indicates that there will be at least 2 consultants present for the same service. Contact the secretary's office to find out the exact days and times each consultant will be in the office.

### List of professionals

|                 |                       |                  |                 |
|-----------------|-----------------------|------------------|-----------------|
| Dr. R. Bosi     | Divorce lawyer        | Dr. S. Montanari | Architect       |
| Dr. G. Romano   | Notary                | Dr. B. Giovanni  | Accountant      |
| Dr. K. Rossi    | Civil lawyer          | Dr. S. Neri      | Accountant      |
| Dr. M. Rosselli | Psychotherapist       | Dr. J. Greco     | Architect       |
| Dr. G. Ricci    | Nutritionist          | Dr. F. Bianchi   | Criminal lawyer |
| Dr. M. Ricci    | Child psychotherapist | Dr. A. Caruso    | Surveyor        |
| Dr. F. Costa    | Homeopath             | Dr. J. Ferrari   | Sexologist      |
| Dr. M. Moro     | Architect             | Dr. R. Monti     | Psychotherapist |
| Dr. R. Leone    | Homeopath             | Dr. M. Moscardo  | Engineer        |

First consultation (with a specialist): € 20.00; from the second consultation (with the same specialist as before): € 50.00 (€ 40.00 for the Psychology sector; € 35.00 for the Medical/Healthcare sector).

By paying an annual fee of € 30.00 (plus € 14.62 stamp duty), it is possible to have an initial consultation with all the professional partners free of charge. The payment of the fee also guarantees the possibility to attend all the events organised by the firm (training courses, meetings, seminars and workshops) lasting a maximum of two days, free of charge.

## Forthcoming events

4-5 February 2012

**Professional development course on child protection**

Organised by Dr. K. Rossi, Dr. M. Ricci and Dr. F. Bianchi

Cost: € 80 to be paid at the secretary's office by 3 January 2012

7 February 2012

**Workshop: Tax returns for self-employed people working in the craft and creative sector**

Organised by Dr. S. Neri

Cost: € 40 to be paid at the secretary's office by 20 January 2012

**Meeting: The couple in the Internet age**

Organised by Dr. J. Ferrari and Dr. R. Monti

Free of charge

9-11 March 2012

**Conference: Architects Worldwide - sustainable homes**

Organised by Dr. M. Moro and Dr. J. Greco

Cost: € 175 to be paid at the secretary's office by 7 February 2012

**Conference: Doctors Worldwide - sport and diet**

Organised by Dr. G. Ricci, Dr. F. Costa and Dr. M. Ricci

Cost: € 120 to be paid at the secretary's office by 15 February 2012

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## Memorandum for professionals

### Ongoing professional development

We would like to remind you that for some professional sectors, the firm has signed agreements with the biggest specialist magazines, so as to encourage ongoing professional development. These agreements are currently in place for the following sectors: Law (civil and criminal), Psychology (sexology only), Homeopathy and Architecture. Subscriptions to these magazines are available at a 45% discount. For a full list please contact the secretary's office.

We would also like to remind you that participation in all the events listed above is free for all professionals working at the firm.

### Car Park and Canteen

The firm has an agreement with the "Bellariva" car park (100 m from the office). By showing your recognition card, you have the right to a 50% discount on the standard price (€ 2/hour). We would like to remind you that the firm does not have an internal canteen and cooking is not permitted in the common room, or in any of the other rooms in the building. The "Paris" restaurant serves an extensive buffet from 11:00 a.m. to 2:30 p.m. at the set price of € 6. On Fridays it serves a fish-based menu for € 10.

### Meetings

At the end of each two-month period, each head of sector is required to call a meeting of the professionals concerned, in order to discuss shared problems and medium and short-term objectives. The heads of sector for this year are: F. Bianchi (Legal Consultation); R. Monti (Psychological Consultation); M. Moro (Technical Consultation); F. Costa (Medical/Healthcare Consultation).

### Dealings with foreign clients

We would like to remind professionals that we have an agreement in place with the University Language Centre. On request, with at least two weeks' notice, it is possible to contact an interpreter for all EU languages and for the following non-European languages: Chinese, Hindi, Arabic and Japanese.