

Candidate Guide on Aon Assessments for SMU Admissions Test





### **Overview**

This is a step-by-step guide on how to access the online SMU Admissions Test. The SMU Admissions Test assesses 3 main components: Numerical Reasoning, Verbal Reasoning and Inductive Reasoning. Details of these assessments will be provided in this guide. You should familiarise yourself with these details before attempting the SMU Admissions Test.

### Things to prepare:

- Computer/Tablet/Mobile Phone with stable internet connection
- Calculator (scientific calculators are not required)
- Blank paper and pen/pencil for taking notes and rough work

## mapTQ System Walk-Through

For Candidates

Receiving login-ID (email)

O2
Remote Proctoring (MapTQ)

O3
Logging into mapTQ

Keying in Personal Details

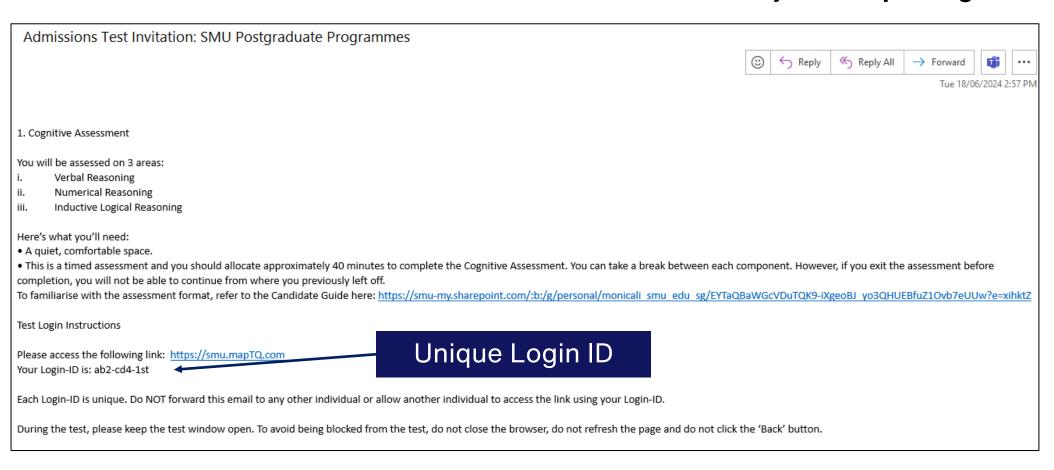
05
Privacy
Notice

06
Remote
Proctoring

Assessment Main Page

## Receiving login-ID (email)

Once you have submitted your application, you will receive an **email** from SMU Admissions with the assessment details. Please take note of your **unique Login ID**.



# Remote Proctoring (on Assessment Platform)

You will be proctored during the test.

Once you have clicked on the assessment link, you will be brought to a **consent** page where you confirm agreement to being proctored.

Following the **consent agreement**, you will be taken to a **reference photo page**. You can view the **photo taken** and **confirm its submission**. Please note that this photo acts as a **baseline for comparing subsequent photos**.

Please ensure that you have a webcam, microphone, and a stable network.

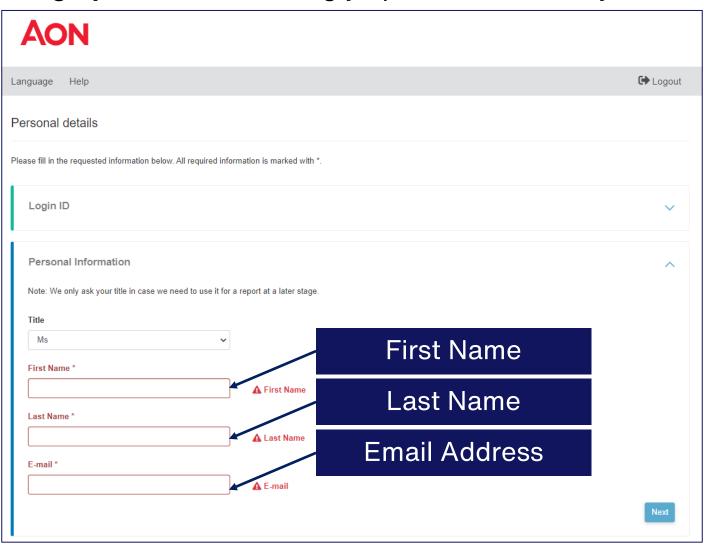
# Logging into mapTQ

Proceed to <a href="https://smu.maptq.com">https://smu.maptq.com</a> to key in your unique Login ID.



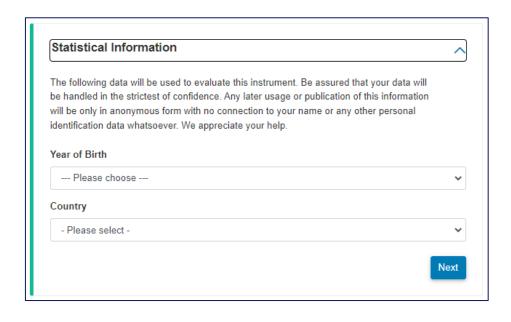
### **Personal Details**

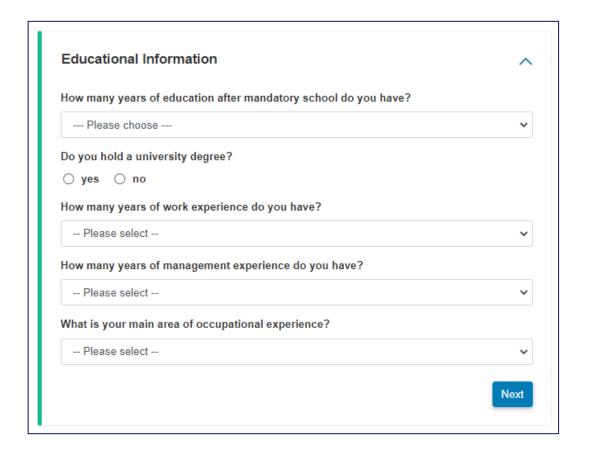
Check your demographic data accordingly update if necessary. Otherwise, click "Next".



### **Personal Details**

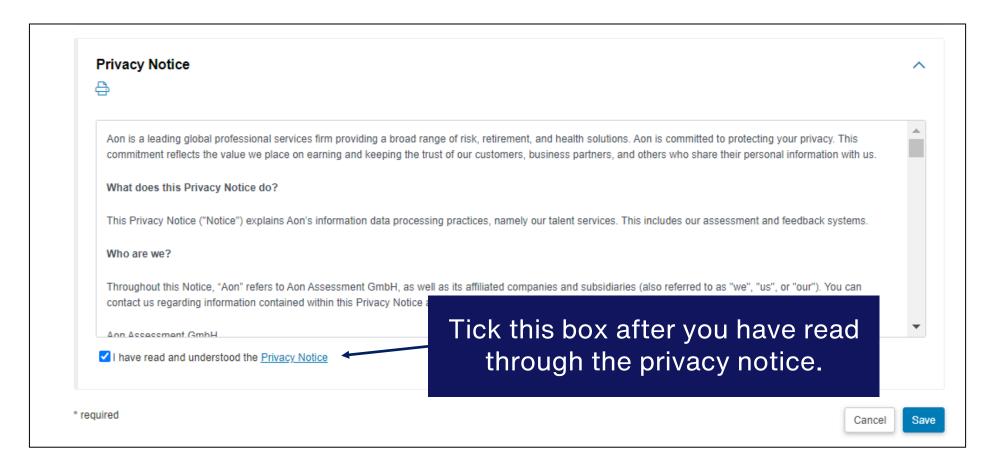
Fill in all information accordingly and click "Next".





### **Privacy Notice**

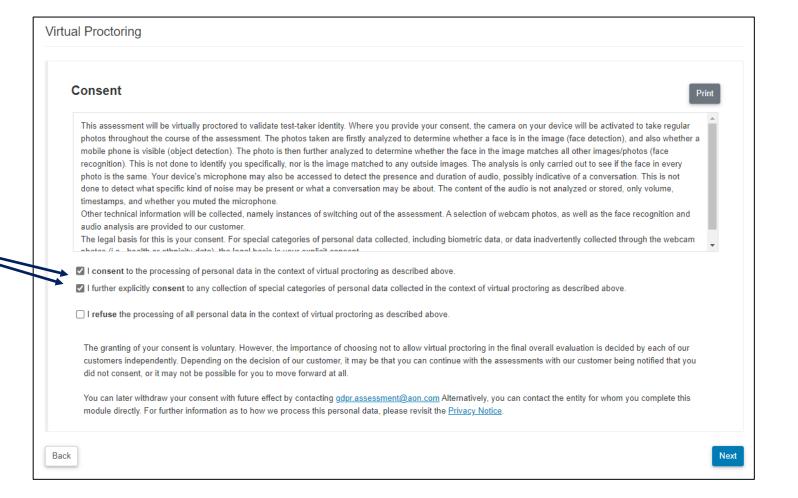
Please read through the **Privacy Notice** to understand Aon's information data processing practices. Thereafter, click "**Save**".



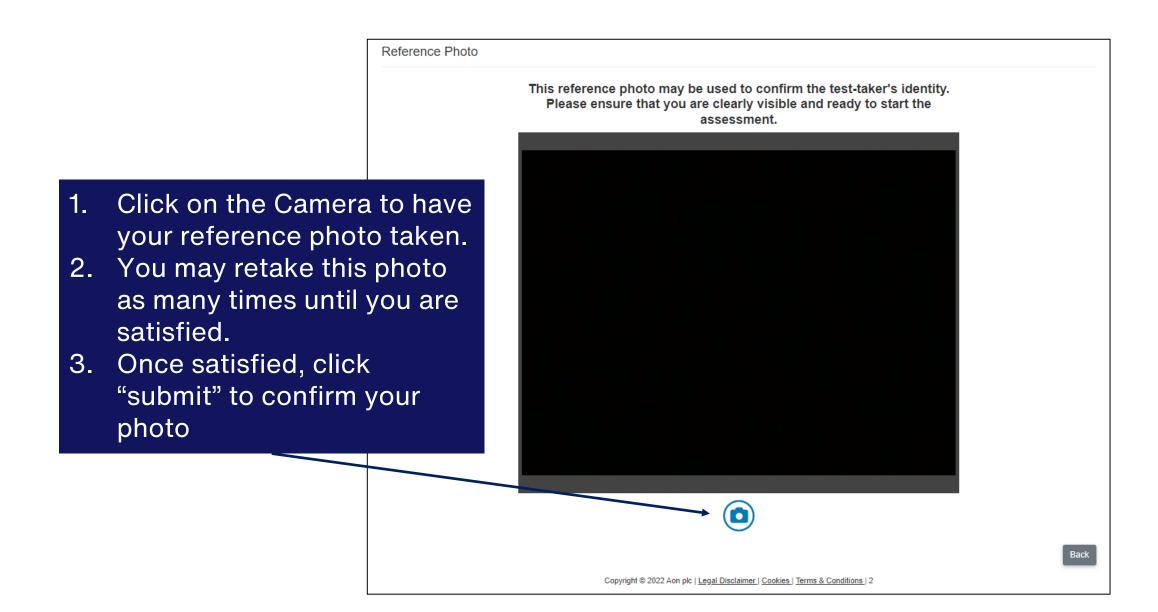
### **Virtual Proctoring**

Please read through and provide **Consent** to acknowledge Aon's Virtual Proctoring practices and processes. Thereafter, click "**Next**".

Tick these boxes after you have read through the virtual proctoring consent notice.



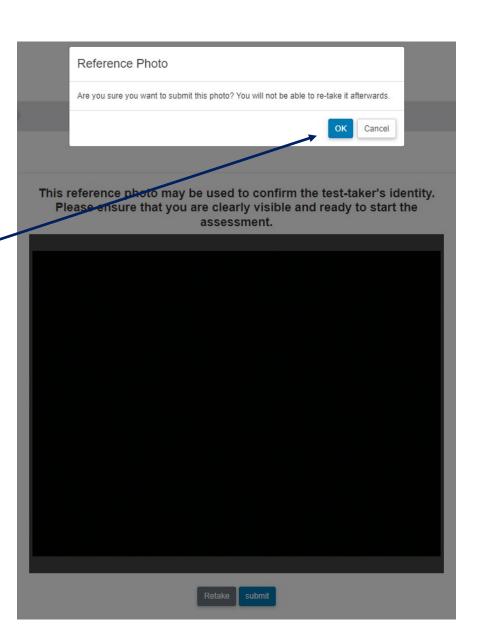
### Take a Reference Photo



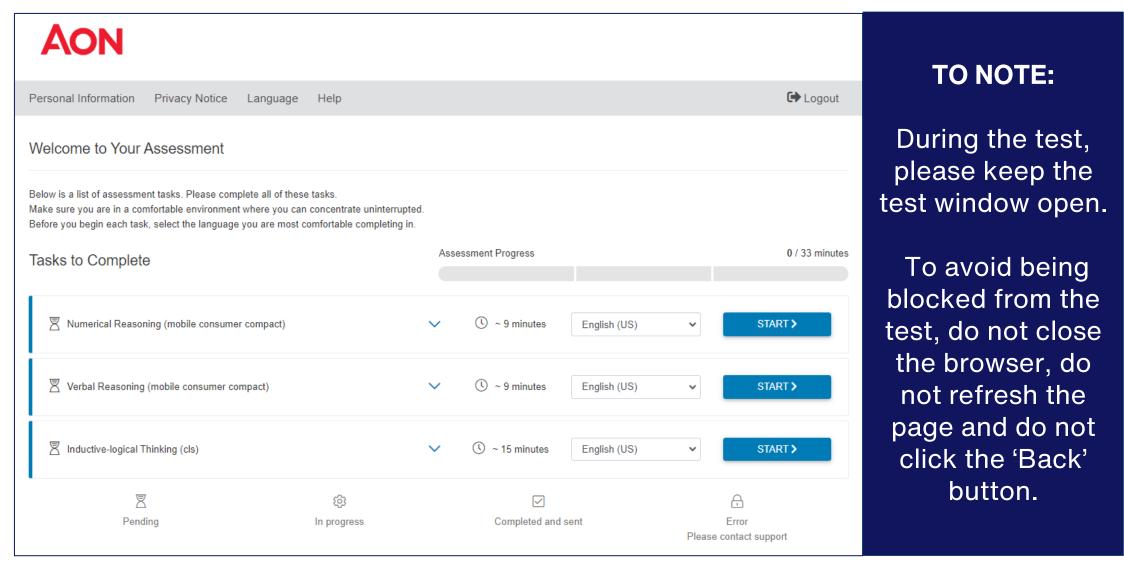
### **Submit the Reference Photo**

Once submitted, you may not re-take your photo anymore.

Please note: <u>Do not</u> adjust your webcam/position after this reference photo is taken to avoid being flagged for error in face matching or detection during the test.



## **Assessment Main page**



### **Assessment Details**

Practice Questions for Each Assessment

O1
Numerical
Reasoning

02
Verbal
Reasoning

03
Inductive-logical Reasoning

### **Numerical Reasoning**

This test assess your ability to analyse and evaluate data from tables and diagrams.

In this test, you will be presented with statements that need to be evaluated individually. Your task is to evaluate if the individual statements are true based only on the information contained in the brief (different data sheets). First, read the statement then select and look at the data sheet you need for the evaluation of that statement.

After doing so, evaluate the statement. Select TRUE if the statement is absolutely true, based on the information in the brief. Select FALSE if the statement is absolutely untrue, based on the information in the brief. Select CANNOT SAY if you cannot say without further information whether the statement is true or false based on the information in the brief.

You will be given 6 minutes to complete 18 statements. Not everyone will be able to complete all 18 statements. At the end of 6 minutes, your answers will be automatically submitted. Please note that each correct response is worth 1 point, and each incorrect response is worth -0.5 points. No points will be awarded for empty responses.

Please make sure that you have a calculator, a pen/pencil and rough paper.

You may view a demo of this test here: <u>Aptitude Test to Measure Numerical Reasoning - scales numerical by Aon | AON (aon-assessment-solutions.com)</u>

## **Numerical Reasoning** – *instructions*

#### ≡ Aon // Numerical Reasoning

You have completed the examples and should now have understood how this test works. If not, please go back to the instructions and the examples by clicking 'introduction'.

#### Please note:

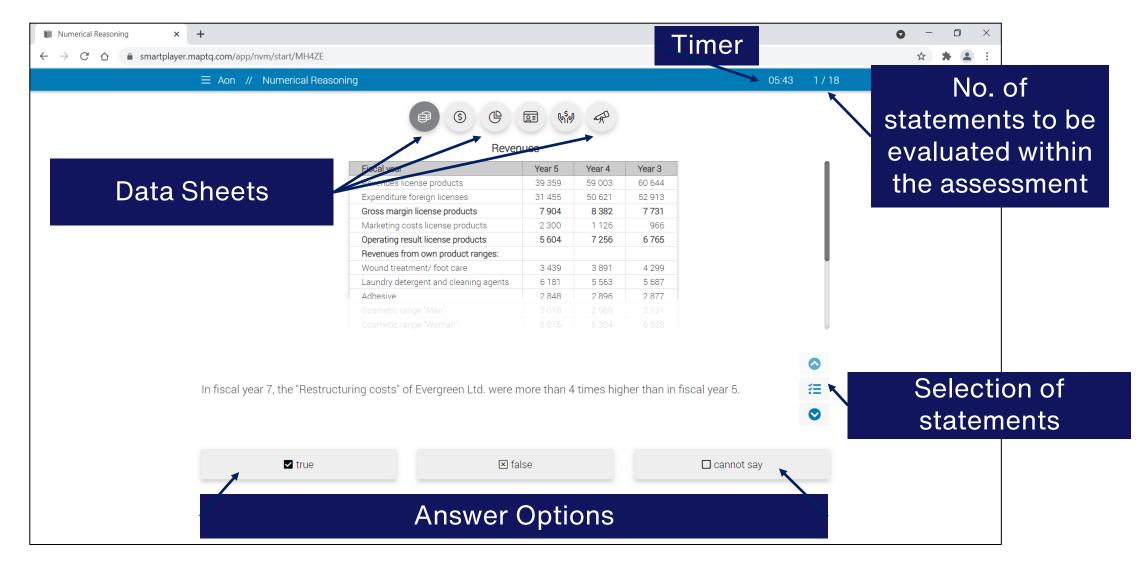
- The test includes 18 statements. You will be given 6 minutes to complete these 18 statements.
- The test cannot be interrupted once you have started it.
- The test requires you to work quickly and accurately.
- The information on the data sheets will not change during the test.
- Each statement relates to only one data sheet, you need to find and refer to that data sheet. If not otherwise stated, all figures are related to the company Evergreen Ltd.
- Every statement has only one correct answer. You may change your answer by highlighting it.
- The test will end automatically after 6 minutes. You can submit your answers and stop the test before this time if you have answered all questions.
- The time will start to count automatically when the first statements appears on the screen.

Press 'next' in order to start the test.

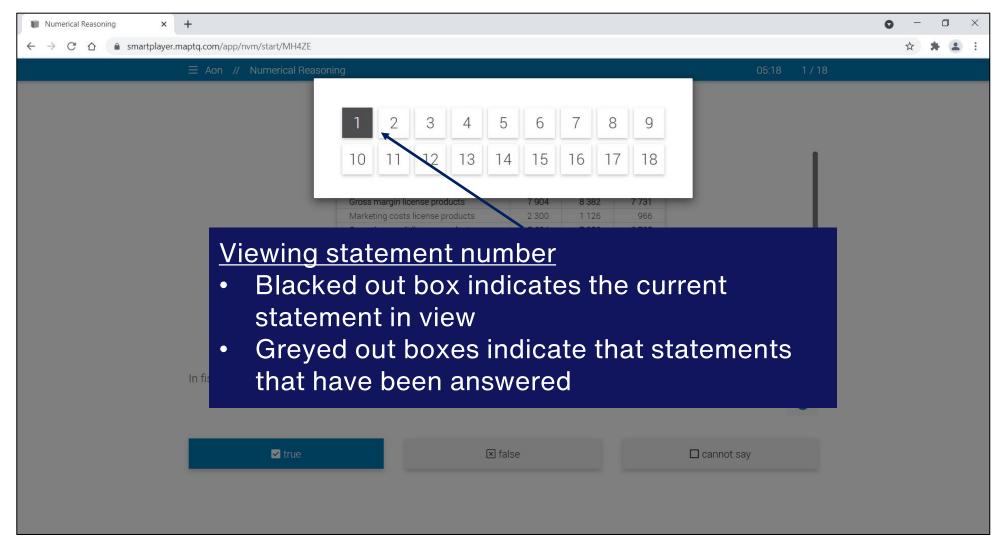




## **Numerical Reasoning** – candidate view



### Numerical Reasoning – candidate view



<sup>\*\*</sup>You may submit your responses after you have responded to all questions. If the timer runs out, your responses will be automatically submitted.

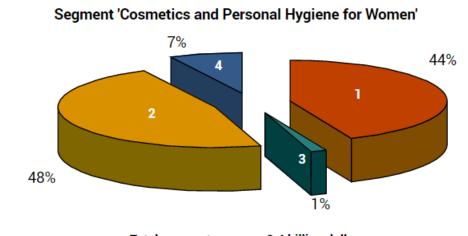
In this practice case study, you have been presented 6 data sheets and 4 statements. Your task is to evaluate if the individual statements are true based only on the data sheets provided. Select between True, False or Cannot Say.

Financial year	Year 7	Year 6	Year 5
Revenues	35 781	53 639	55 131
Costs	28 595	45 019	48 103
Gross profit	7 186	8 620	7 028
Other costs	2 091	1 024	478
Operating income	5 095	7 596	6 550
Wound dressing/ Foot care	3 926	3 537	3 908
Detergents and cleaners	4 319	4 557	5 170
Adhesives	2 589	2 633	2 615
Cosmetic line 'Man'	744	2 717	2 837
Cosmetic line 'Woman'	4 024	6 031	7 625
Cosmetic line 'Young Beauty'	3 523	1 516	3 670
Profit/loss share from corporate investments	- 887	- 365	- 300
Revenues from selected product lines	1 123	295	1 326
Total revenues	19 361	20 921	26 851

All amounts stated in million dollars

Evergreen Ltd.'s Income

Data Sheet 1



Total segment revenue: 8.4 billion dollars

1 Hanfield Inc.

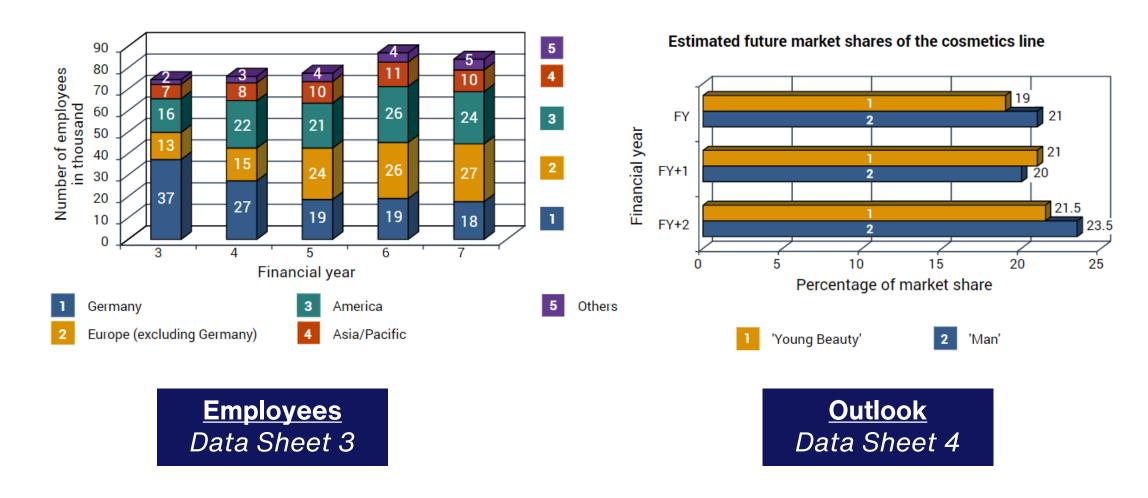
3 Stratus

Evergreen Ltd.

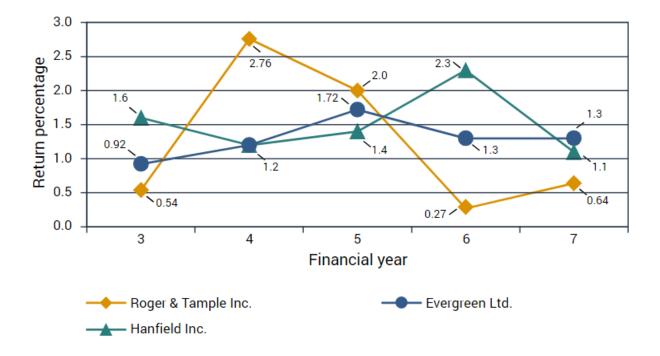
4 Roger & Tample Inc.

Market Share
Data Sheet 2

In this practice case study, you have been presented 6 data sheets and 4 statements. Your task is to evaluate if the individual statements are true based only on the data sheets provided. Select between True, False or Cannot Say.



In this practice case study, you have been presented 6 data sheets and 4 statements. Your task is to evaluate if the individual statements are true based only on the data sheets provided. Select between True, False or Cannot Say.



Financial year	Year 7	Year 6	Year 5
Personnel costs	11 358	13 360	13 526
Material costs	1 291	1 334	1 090
Energy costs	230	357	568
Depreciation of production facilities	2 188	2 343	2 215
Costs of external services	761	1 080	1 151
General administrative costs	792	891	762
Research and development costs	759	3 002	4 003
Marketing and distribution costs	2 883	3 182	2 921
EDP expenditures	62	871	771
Restructuring costs	583	294	125
Total costs	20 907	26 714	27 132

All amounts stated in million dollars

Return on Equity

Data Sheet 5

Evergreen's Costs

Data Sheet 6

# Practice Case Study - Question Statements

In this practice case study, you have been presented 6 data sheets and 4 statements. Your task is to evaluate if the individual statements are true based only on the data sheets provided. Select between True, False or Cannot Say.

#### Statement 1

Evergreen has a market share of about 20% in the segment "Cosmetics & Personal Hygiene for Men".

#### Statement 2

Evergreen's ratio of revenues to costs was not exactly identical in the financial years 7 and 6.

#### Statement 3

The Roger & Tample share's return on equity in FY 4 was over 10 times higher than in FY 6.

#### Statement 4

The market share of the cosmetic line "Young Beauty" will probably also increase in line with the growth of the market share of the cosmetic line "Man" from the current financial year (FY) until the year after the next financial year (FY+2).

## Practice Case Study - Answer Key

In this practice case study, you have been presented 6 data sheets and 5 statements. Your task is to evaluate if the individual statements are true based only on the data sheets provided. Select between True, False or Cannot Say.

#### Statement 1

Evergreen has a market share of about 20% in the segment "Cosmetics & Personal Hygiene for Men".

Answer: Cannot Say

Rationale: There is no data sheet containing information on cosmetics and personal hygiene for men specific to

Evergreen.

Difficulty: Easy

#### Statement 2

Evergreen's ratio of revenues to costs was not exactly identical in the financial years 7 and 6.

Answer: True

Rationale: (Data Sheet 1) Evergreen's revenue to cost ratio in FY 7 is about 3:2 but 19:16 in FY6.

Difficulty: Medium

### Practice Case Study - Answer Key

In this practice case study, you have been presented 6 data sheets and 5 statements. Your task is to evaluate if the individual statements are true based only on the data sheets provided. Select between True, False or Cannot Say.

#### Statement 3

The Roger & Tample share's return on equity in FY 4 was over 10 times higher than in FY 6.

Answer: True

Rationale: (Data Sheet 5) Roger & Tample's return on equity is 2.76 in FY4 and 0.27 in FY6.

Difficulty: Medium

#### **Statement 4**

The market share of the cosmetic line "Young Beauty" will probably also increase in line with the growth of the market share of the cosmetic line "Man" from the current financial year (FY) until the year after the next financial year (FY+2).

Answer: True

Rationale: (Data Sheet 4) Growth of "Young Beauty" from FY to FY+2 is approx. 13% while growth of "Man" from FY to

FY+2 is approx. 12%

Difficulty: Hard

### **Verbal Reasoning**

This test assess your ability to analyse and evaluate data from written information.

In this test, you will be presented with statements that need to be evaluated individually. Your task is to evaluate if the individual statements are true based only on the information contained in the brief (different data sheets). First, read the statement then select and look at the data sheet you need for the evaluation of that statement.

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# **Verbal Reasoning** – *instructions*

#### ■ Aon // Verbal Reasoning

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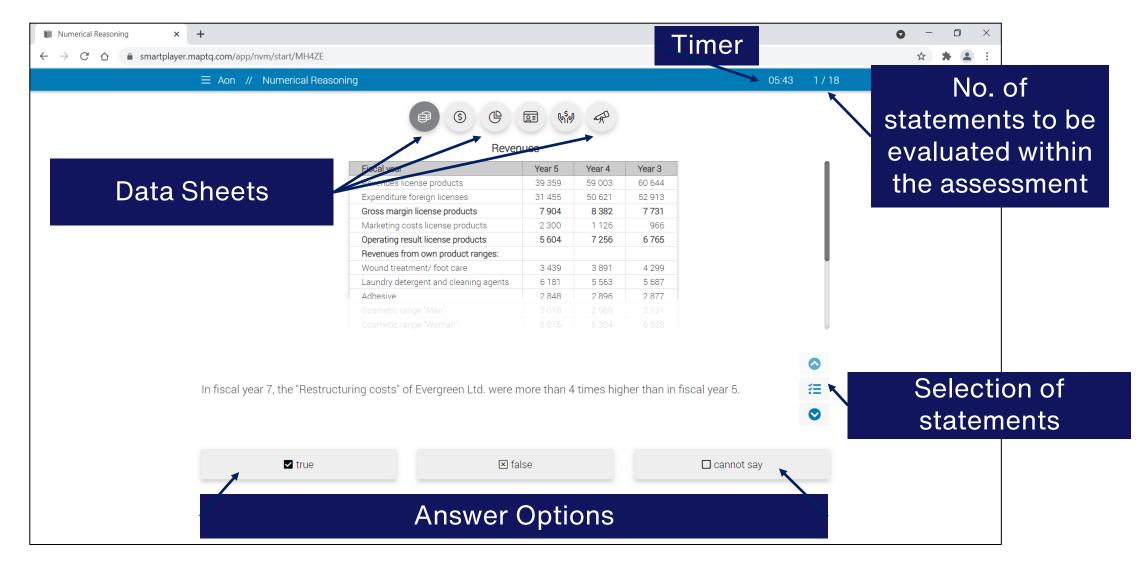
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- The time will start to count automatically when the first statement appears on the screen.

Press 'next' in order to start the test.

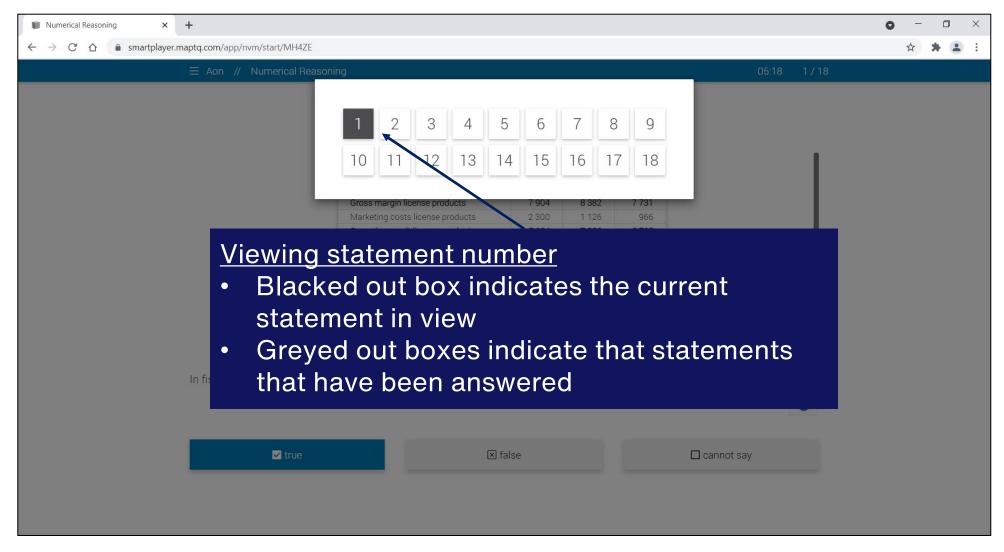




## **Verbal Reasoning** – candidate view



### **Verbal Reasoning** – candidate view



<sup>\*\*</sup>You may submit your responses after you have responded to all questions. If the timer runs out, your responses will be automatically submitted.

### **Assessment Details – Verbal Reasoning (Practice)**

## Practice Case Study

In this practice case study, you have been presented 6 data sheets and 4 statements. Your task is to evaluate if the individual statements are true based only on the data sheets provided. Select between True, False or Cannot Say.

**Umbrella organzation**: It supports the Executive Board in managing the entire group. Some members of the umbrella organization are simultaneously members of the Executive Board. Hans Paris is one of the Executive Board members. Subordinated to the umbrella organization are three product divisions:

Clean & Wash (CW): Clients are normally private households and cleaning firms as well as small and large companies from the gastronomy industry. Each brand has its own product positioning. CW offers cleaning products worldwide.

Cosmetics and body (CB): This is Evergreen Ltd's largest and most important division and produces cosmetics and personal hygiene articles for customers of all ages. The target group are women, but also increasingly men.

Glue & Hold (GH): GH produces glue and adhesives. Although this division is rather insignificant, the group will not withdraw from this sector in the foreseeable future as it is of strategic importance.

Structure
Data Sheet 1

### **Assessment Details – Verbal Reasoning (Practice)**

### Practice Case Study

In this practice case study, you have been presented 6 data sheets and 4 statements. Your task is to evaluate if the individual statements are true based only on the data sheets provided. Select between True, False or Cannot Say.

#### Strengthening of market position:

International High Growth Brands: Evergreen Ltd. acquired foreign brands in the USA which had men, young women and girls as their target groups. A few of these brands include cosmetic products. In line with this strategy, health products have been sold off in order to free resources for the faster growing brands.

**Brands in International top positions:** The market positions of these brands were improved through qualified brand growth and the increase of market share. Additionally, costs were reduced due to the restructuring or by making use of synergies across the brand families.

**Brands with Regional Strength:** For an individual positioning of certain brands, Evergreen Ltd. acquired different European regionally active cosmetic manufacturers whose marketing strategies are tailored to their respective region.

<u>Strategy</u> Data Sheet 2

In this practice case study, you have been presented 6 data sheets and 4 statements. Your task is to evaluate if the individual statements are true based only on the data sheets provided. Select between True, False or Cannot Say.

Corporate governance principles: All divisions and the umbrella organization as well as all subsidiaries are obliged to comply with these principles. They include:

**Shareholder's rights:** The acquisition and free sale of shares, the exercise of voting rights as well as the right to a share of the company's profits.

**Duties of the Executive Board and Supervisory Board:** They are obliged to act in the interest of Evergreen Ltd. The Executive Board decides on the strategy of the company and must inform the Supervisory Board about the status of the group on a regular basis. When the Executive Board decides on the company strategy, the Supervisory Board must approve of this.

**Compensation:** The compensation of the members of the Executive Board will be determined by the Supervisory Board whereas the Executive Board decides on the compensation of the group's senior managers.

**Transparency:** Is not guaranteed if financial reports are not provided in a timely manner, at best every financial quarter.



### **Assessment Details – Verbal Reasoning (Practice)**

## Practice Case Study

In this practice case study, you have been presented 6 data sheets and 4 statements. Your task is to evaluate if the individual statements are true based only on the data sheets provided. Select between True, False or Cannot Say.

Adhesives: Adhesives include special glue as well as all-purpose glue and glue for special materials and glue sticks.

Cleaning agents: Evergreen Ltd. produces washing and washing up liquids as universal and special products. Due to increasing product diversification, Evergreen Ltd. offers special detergents for lime depositions, bacteria, fungi and various surfaces.

**Beauty care products:** For beauty care the company offers products for personal hygiene. These include, among others, body lotions, oils and creams. Cosmetics include beauty products and additionally facial and hair care products. All cosmetic and personal hygiene products are tailored to either female or male requirements.

**Customer inquiries:** Adhesives, washing agents and detergents as well as cosmetics are handled through service hotlines and e-mail. The target is a competent handling of inquiries within a short period of time.

Products & Services

Data Sheet 4

### **Assessment Details – Verbal Reasoning (Practice)**

## Practice Case Study

In this practice case study, you have been presented 6 data sheets and 4 statements. Your task is to evaluate if the individual statements are true based only on the data sheets provided. Select between True, False or Cannot Say.

Cosmetics & Body: In the USA, cosmetics are offered to young girls and women; in Australia, Japan, Singapore and Brazil rather to older women.

Clean & Wash: Washing agents are offered in Europe, the USA, Asia and Australia as well as detergents. Evergreen Ltd. also offers washing up liquid in some of the countries where they offer detergents.

Glue & Hold: The regional focuses are Europe, Asia, North and South America. Adhesives produced in these countries are intended for trade and construction

**Regional focus:** In Europe, especially in Germany, Evergreen Ltd. has a strong position in all company divisions. If the number of employees is taken as a criterion, Evergreen Ltd's most important branch office is Munich.



In this practice case study, you have been presented 6 data sheets and 4 statements. Your task is to evaluate if the individual statements are true based only on the data sheets provided. Select between True, False or Cannot Say.

**Dr. Hans Paris:** Chairman of the Executive Board and an industrial engineer. He has been a member of the Executive Board for the past five years. After completing his PhD in San Francisco he has been working in the marketing department of the American cosmetic group Roger & Tample for the last 10 years.

**Laura Simmons:** Head of HR. After her apprenticeship with Evergreen Ltd, she studied business and returned to the area of management development at Evergreen Ltd; she became Head of HR after having worked in New York and Los Angeles.

Michael Fuller: Head of Finance/Controlling (FC) and a fully qualified lawyer. First, he worked as a lawyer in the sector of law on trading securities, but then started working as head of the Legal Department of Evergreen Ltd, after three years, he became Head of FC.

**Dr. Howard Knowles:** Head of Marketing and Sales and a certified economist. He used to work for a consumer goods manufacturer in different asian countries (Malaysia and Hong Kong, among others) for ten years before he started working for Evergreen Ltd as a country manager after receiving a very good offer.

Executive Board

Data Sheet 6

### Practice Case Study - Question Statements

In this practice case study, you have been presented 6 data sheets and 4 statements. Your task is to evaluate if the individual statements are true based only on the data sheets provided. Select between True, False or Cannot Say.

#### Statement 1

All members of Evergeen Ltd's Executive Board are members of the umbrella organization.

#### **Statement 2**

Evergreen Ltd's product division Cosmetics & Body also has women with demanding skin as a target group.

#### Statement 3

The adhesives which are manufactured in Europe, Asia and America are conceived for the office, home and school use.

#### **Statement 4**

If the Supervisory Board has approved a decision by the Executive Board then in accordance with Evergreen Ltd's corporate governance principles the decision must relate to the corporate group's strategy.

## Practice Case Study - Answer Key

In this practice case study, you have been presented 6 data sheets and 5 statements. Your task is to evaluate if the individual statements are true based only on the data sheets provided. Select between True, False or Cannot Say.

### Statement 1

All members of Evergeen Ltd's Executive Board are members of the umbrella organization.

Answer: False

Rationale: (Data sheet 1) Some members of the Umbrella group are simultaneously members of the Executive Board.

Difficulty: Easy

### **Statement 2**

Evergreen Ltd's product division Cosmetics & Body also has women with demanding skin as a target group.

Answer: Cannot Say

Rationale: (Data Sheet 5) Although Cosmetics & Body is offered to women of diverse age range, the data does not

specifically point to "women with demanding skin as a target group".

Difficulty: Medium

## Practice Case Study - Answer Key

In this practice case study, you have been presented 6 data sheets and 5 statements. Your task is to evaluate if the individual statements are true based only on the data sheets provided. Select between True, False or Cannot Say.

### Statement 3

The adhesives which are manufactured in Europe, Asia and America are conceived for the office, home and school use.

Answer: True

Rationale: (Data Sheet 4) Adhesives include special glue as well as all-purpose glue and glue for special materials and

glue sticks. (Data Sheet 5) Adhesives produced in these countries are intended for trade and construction.

Difficulty: Medium

#### Statement 4

If the Supervisory Board has approved a decision by the Executive Board then in accordance with Evergreen Ltd's corporate governance principles the decision must relate to the corporate group's strategy.

Answer: Cannot Say

Rationale: The data does not mention that the Executive Board only seeks the Supervisory Board for approval on the

corporate group's strategy.

Difficulty: Hard

## **Inductive-logical Reasoning**

This test measures your ability to discover rules and interrelations from complex information.

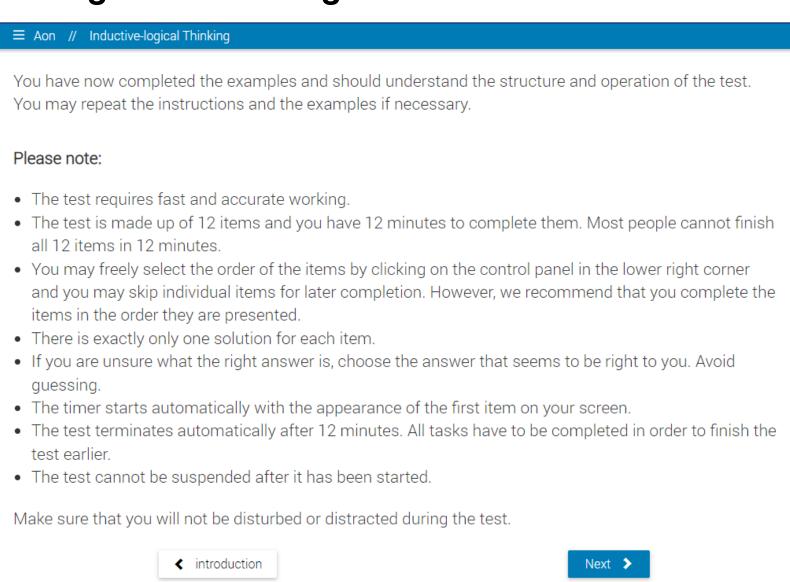
In this test, you will see six tables containing a combination of numbers and letters. Each table has a colored marking either above or below. All tables with markings above belong to the same category. All tables with a marking below belong to the other category. All tables belonging to the same category have something specific in common regarding the combination of numbers and letters.

Your task is to discover the rule by which the tables are assigned to one of the two categories and solve the task by assigning the unassigned tables below to one of the two categories.

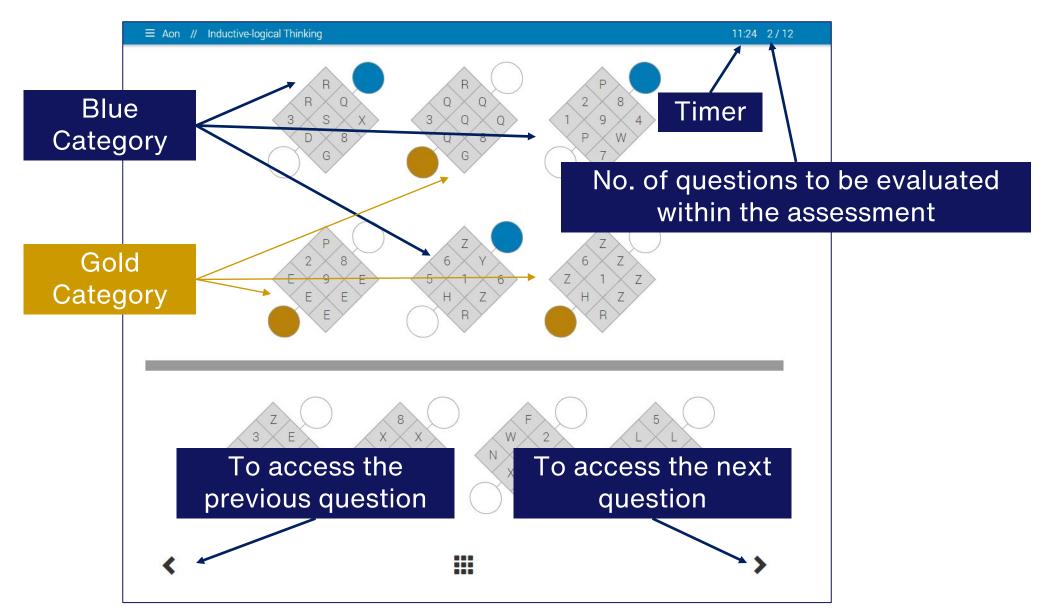
You will be given 12 minutes to attempt 12 question items. Most people are unable to complete all 12 items during the 12 minutes. At the end of the 12 minutes, your answers will be automatically submitted. Negative marking is applicable in this test for incorrect responses only. No points will be deducted for empty responses.

You may view a demo of this test here: <u>Aptitude Test to Measure Inductive-logical Thinking - scales cls by Aon | AON (aon-assessment-solutions.com)</u>

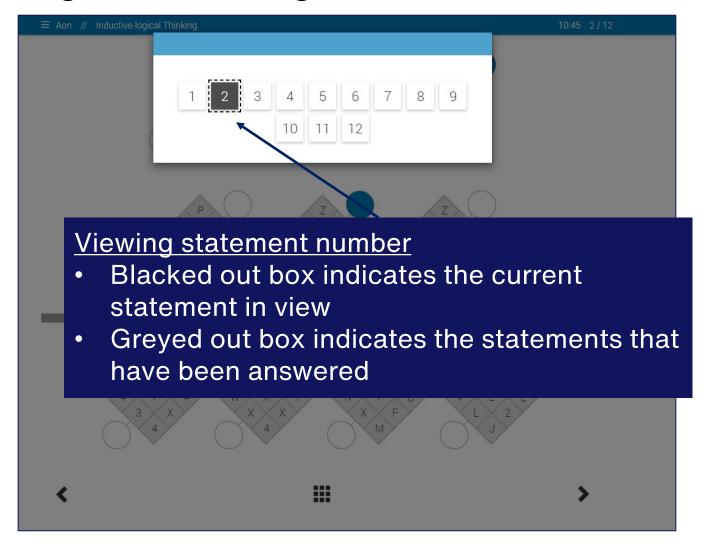
### **Inductive-logical Reasoning** - instructions



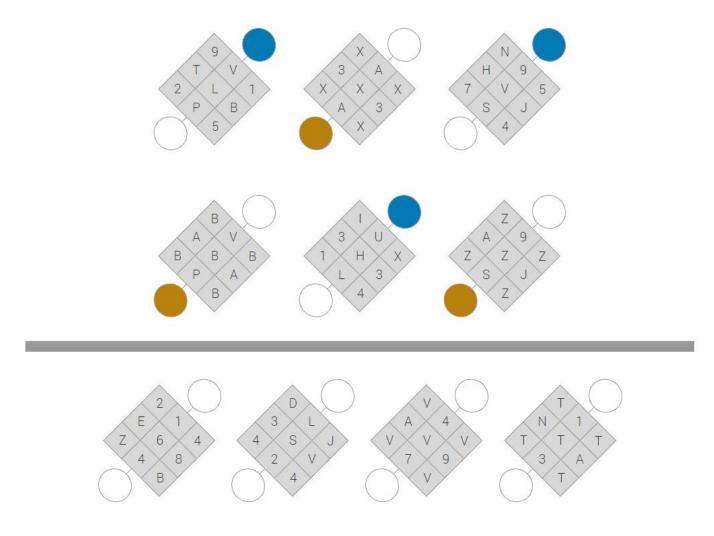
# **Inductive-logical Reasoning**

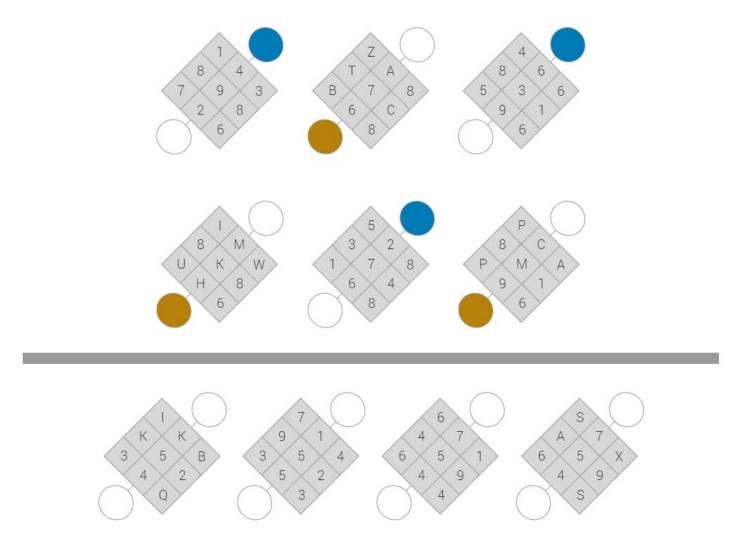


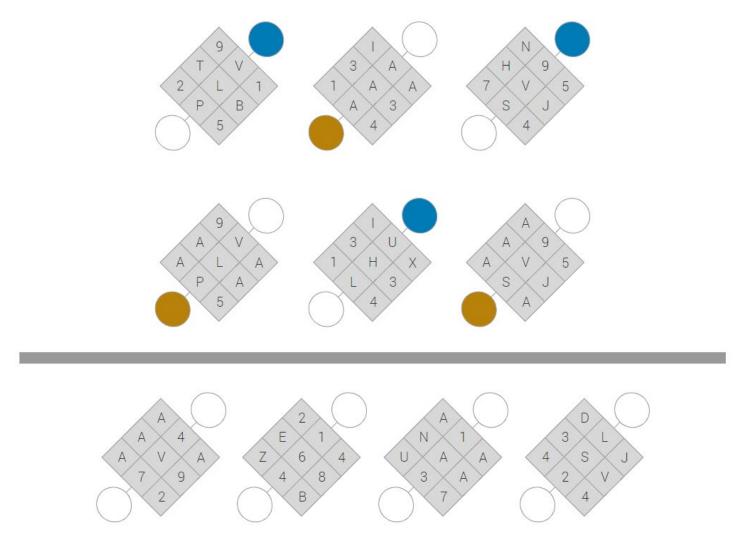
## **Inductive-logical Reasoning**

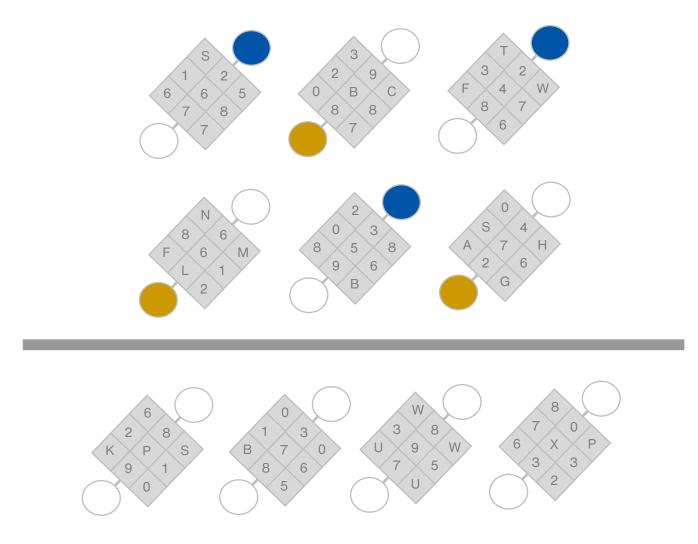


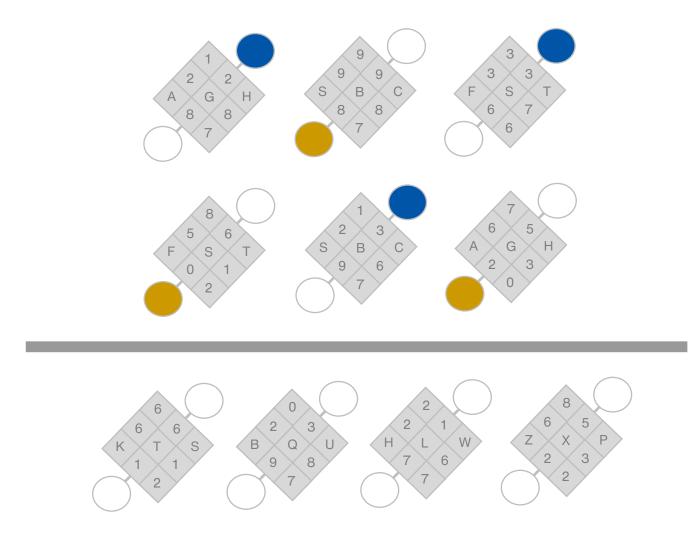
<sup>\*\*</sup>You may submit your responses after you have responded to all questions. If the timer runs out, your responses will be automatically submitted.

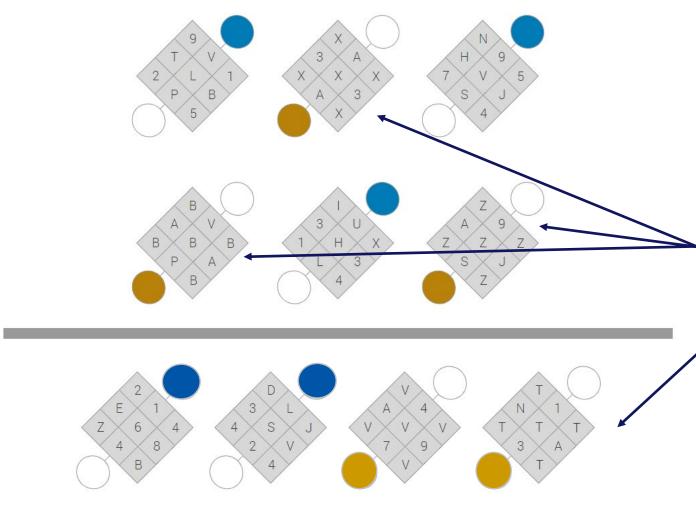










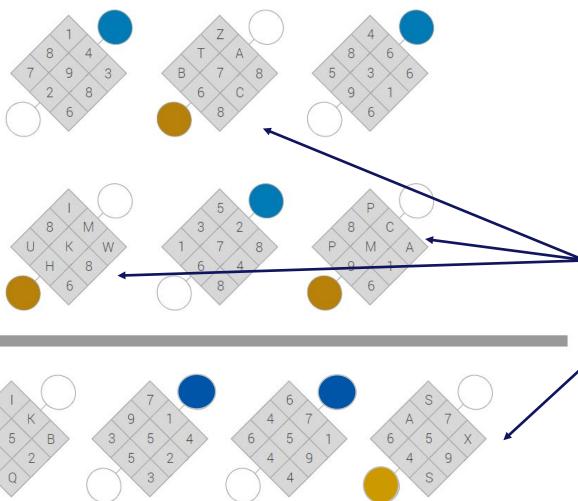


Difficulty: Easy

Blue Category: No unique pattern in the positioning of the letters in the table.

Gold Category: String of letters positioned in an "X" shape in the table.

Answer: First 2 tables belong to the Blue Category while the last 2 tables belong to the Gold Category.

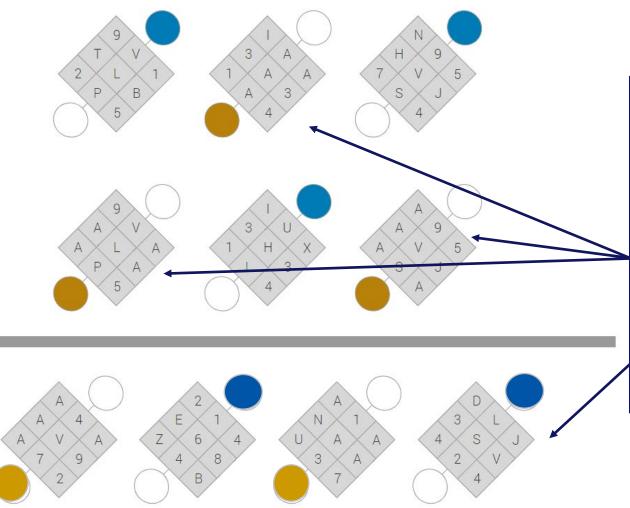


Difficulty: Easy

Blue Category: Tables contain only numbers.

Gold Category: Tables contain a combination of letters and numbers.

Answer: Middle 2 tables belong to the Blue Category while the first and last tables belong to the Gold Category.

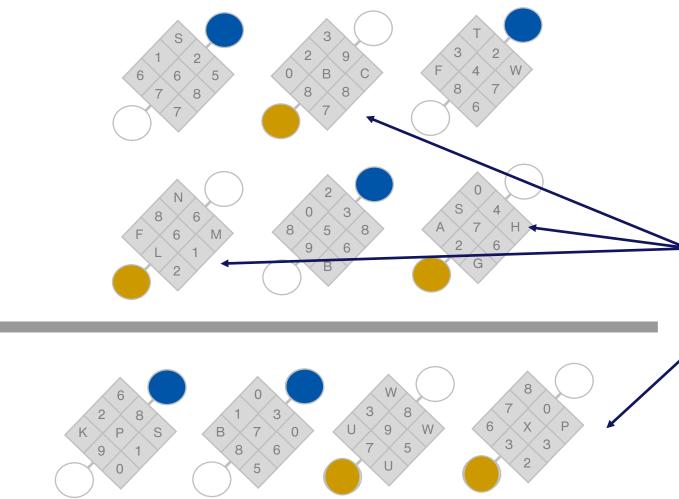


Difficulty: Medium

Blue Category: Tables do not contain a set repetition of letters.

Gold Category: Tables must contain 4 "A" letters.

Answer: Middle 2 tables belong to the Blue Category while the first and last tables belong to the Gold Category.

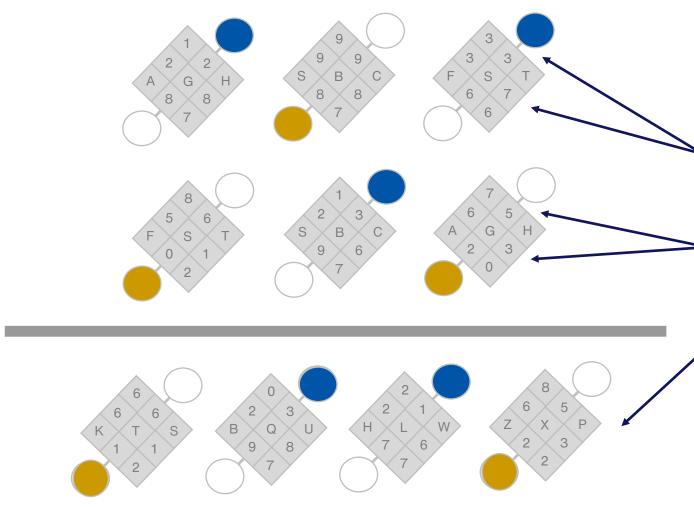


Difficulty: Medium/Hard

Blue Category: Tables contain an even number of numerals and odd number of letters.

Gold Category: Tables contain an odd number of numerals and even number of letters.

Answer: First 2 tables belong to the Blue Category while the last 2 tables belong to the Gold Category.



Difficulty: Hard

Blue Category: Numerals in the 2<sup>nd</sup> row of the tables are of lower value as compared to the 4<sup>th</sup> row.

Gold Category: Numerals in the 4<sup>th</sup> row of the tables are of lower value as compared to the 2<sup>nd</sup> row.

Answer: First and last tables belong to the Gold Category while the middle 2 tables belong to the Blue Category.

