



## **Candidate Guide on Aon Assessments for SMU Admissions Test**



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# 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*

01

**Receiving  
login-ID (email)**

02

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mapTQ**

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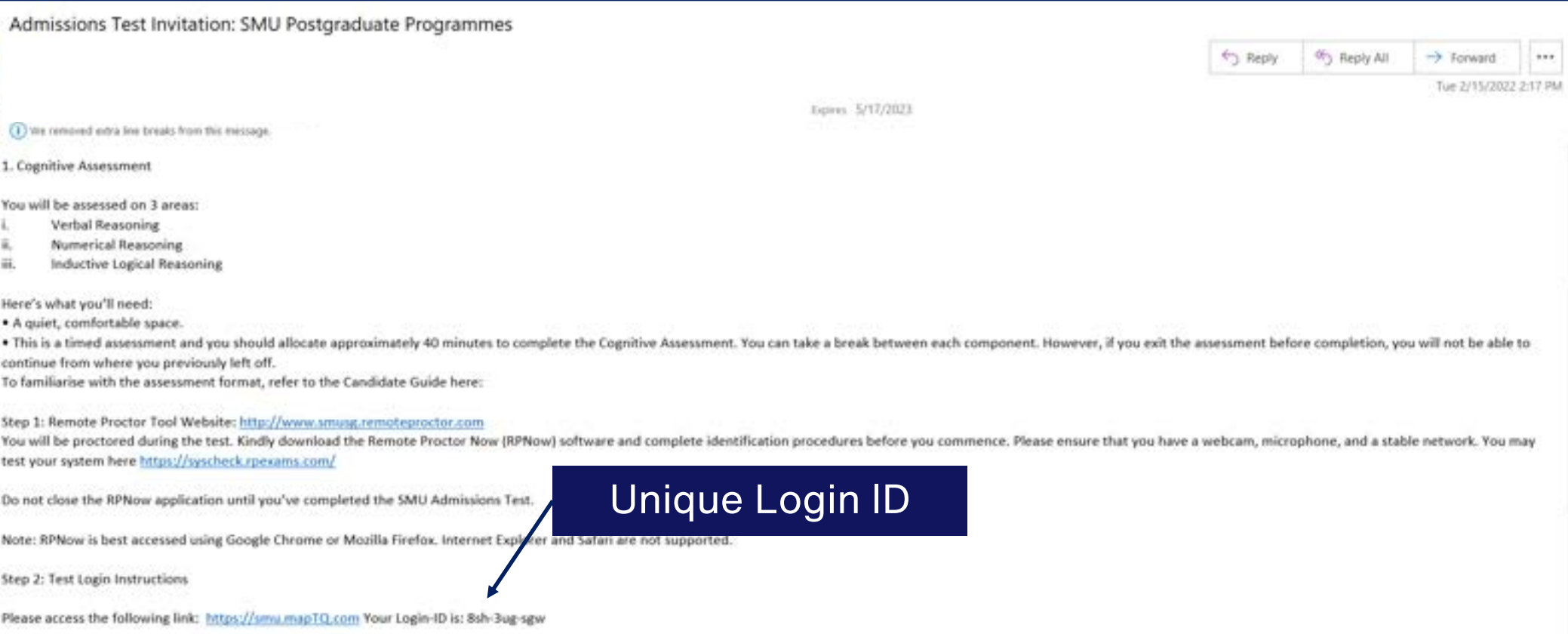
**Remote  
Proctoring**

07

**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**.



Admissions Test Invitation: SMU Postgraduate Programmes

Expires: 5/17/2023

Tue 2/15/2022 2:17 PM

We removed extra line breaks from this message.

### 1. Cognitive Assessment

You will be assessed on 3 areas:

- Verbal Reasoning
- Numerical Reasoning
- Inductive Logical Reasoning

Here's what you'll need:

- A quiet, comfortable space.
- This is a timed assessment and you should allocate approximately 40 minutes to complete the Cognitive Assessment. You can take a break between each component. However, if you exit the assessment before completion, you will not be able to continue from where you previously left off.

To familiarise with the assessment format, refer to the Candidate Guide here:

Step 1: Remote Proctor Tool Website: <http://www.smug.remoteproctor.com>  
You will be proctored during the test. Kindly download the Remote Proctor Now (RPNOW) software and complete identification procedures before you commence. Please ensure that you have a webcam, microphone, and a stable network. You may test your system here <https://syscheck.rpexams.com/>

Do not close the RPNOW application until you've completed the SMU Admissions Test.

Note: RPNOW is best accessed using Google Chrome or Mozilla Firefox. Internet Explorer and Safari are not supported.

Step 2: Test Login Instructions

Please access the following link: <https://smu.mapTQ.com> Your Login-ID is: 8sh-3ug-sgw

**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 <https://smu.maptq.com> to key in your unique **Login ID**.

SMU  
SINGAPORE MANAGEMENT  
UNIVERSITY

Language Help

Log Into Your Assessment

Welcome!  
To get started, enter your login ID below.

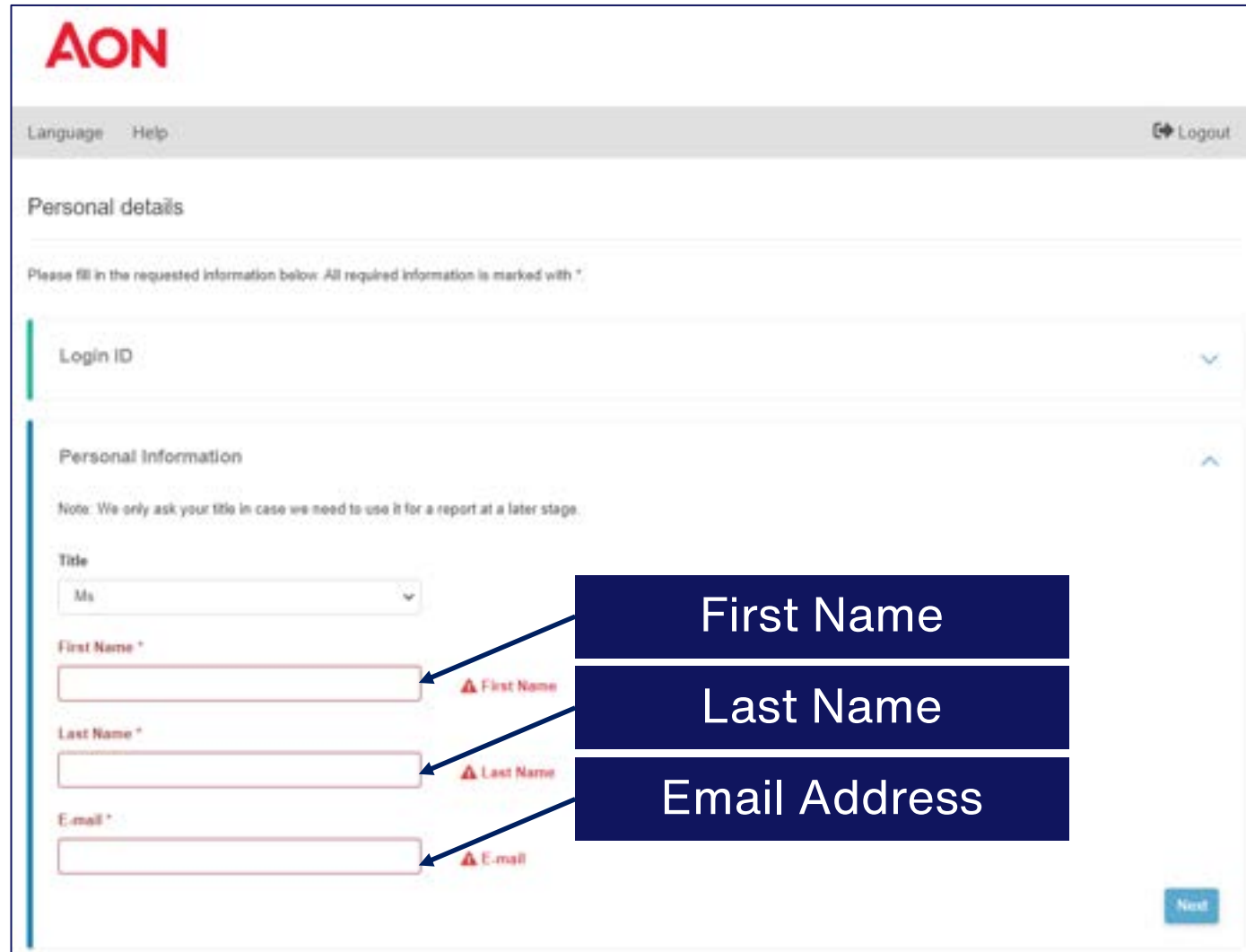
Login ID

Log In

Unique  
Login ID

# Personal Details

Check your **demographic data** accordingly update if necessary. Otherwise, click “**Next**”.



The screenshot shows the AON Personal Details form. The AON logo is at the top left. Below it are links for Language and Help, and a Logout button at the top right. The main heading is "Personal details". Below this is a note: "Please fill in the requested information below. All required information is marked with \*".

The form is divided into sections. The first section is "Login ID" with a dropdown menu. The second section is "Personal Information" with a note: "Note: We only ask your title in case we need to use it for a report at a later stage".

Under "Personal Information", there are three input fields:

- Title: A dropdown menu with "Ms" selected.
- First Name \*: A text input field with a red error message "First Name" below it.
- Last Name \*: A text input field with a red error message "Last Name" below it.
- E-mail \*: A text input field with a red error message "E-mail" below it.

Three dark blue callout boxes with white text are positioned to the right of the form, with arrows pointing to the respective input fields:

- First Name (points to the First Name input field)
- Last Name (points to the Last Name input field)
- Email Address (points to the E-mail input field)

A "Next" button is located at the bottom right of the form.



# Personal Details

Fill in **all information** accordingly and click “**Next**”.

### Statistical Information

The following data will be used to evaluate this instrument. Be assured that your data will be handled in the strictest of confidence. Any later usage or publication of this information will be only in anonymous form with no connection to your name or any other personal identification data whatsoever. We appreciate your help.

Year of Birth

--- Please choose ---

Country

- Please select -

Next

### Educational Information

How many years of education after mandatory school do you have?

--- Please choose ---

Do you hold a university degree?

yes  no

How many years of work experience do you have?

-- Please select --

How many years of management experience do you have?

-- Please select --

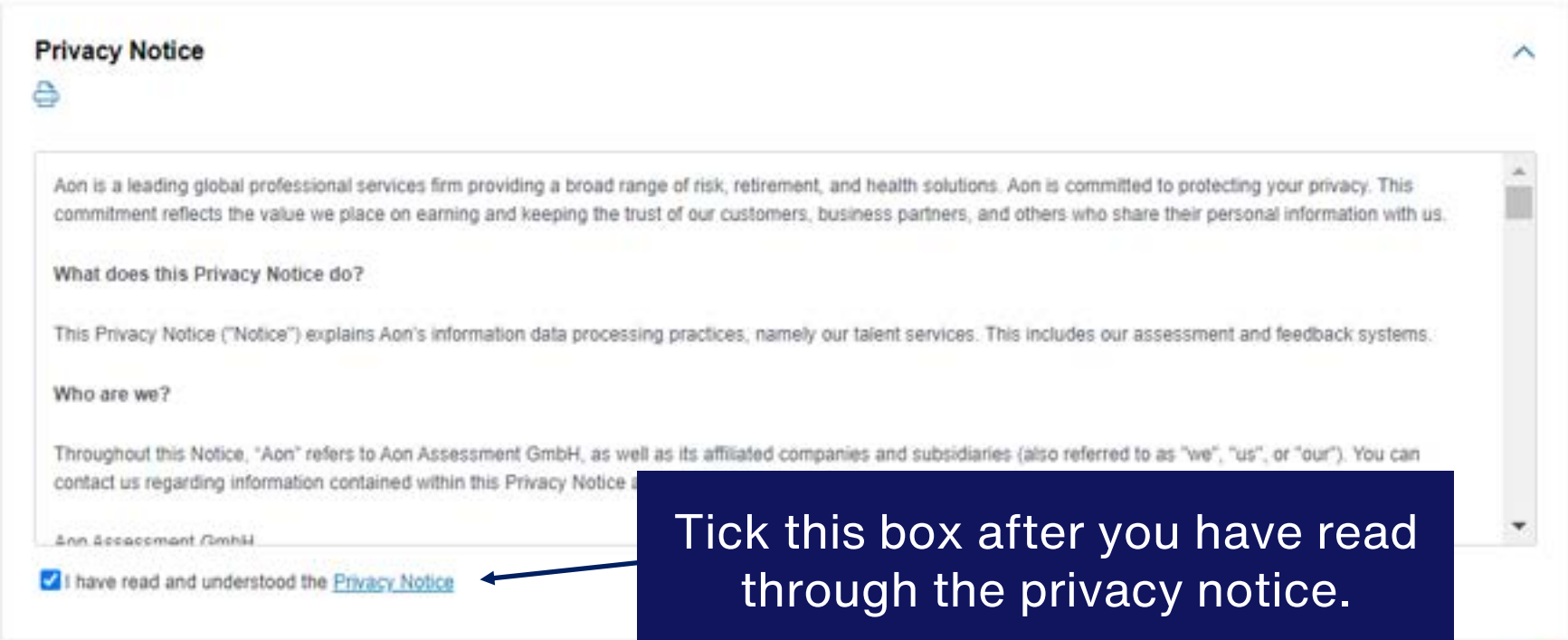
What is your main area of occupational experience?

-- Please select --

Next

# Privacy Notice

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



The screenshot shows a web form titled "Privacy Notice" with a scrollable text area containing the following text:

Aon is a leading global professional services firm providing a broad range of risk, retirement, and health solutions. Aon is committed to protecting your privacy. This commitment reflects the value we place on earning and keeping the trust of our customers, business partners, and others who share their personal information with us.

**What does this Privacy Notice do?**

This Privacy Notice ("Notice") explains Aon's information data processing practices, namely our talent services. This includes our assessment and feedback systems.

**Who are we?**

Throughout this Notice, "Aon" refers to Aon Assessment GmbH, as well as its affiliated companies and subsidiaries (also referred to as "we", "us", or "our"). You can contact us regarding information contained within this Privacy Notice at [Aon Assessment GmbH](#).

I have read and understood the [Privacy Notice](#)

A dark blue callout box with white text and an arrow points to the checkbox, containing the text: "Tick this box after you have read through the privacy notice."

At the bottom left of the form, it says "\* required". At the bottom right, there are "Cancel" and "Save" buttons.

# 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.

Virtual Proctoring

Consent Print

This assessment will be virtually proctored to validate test-taker identity. When you provide your consent, the camera on your device will be activated to take regular photos throughout the course of the assessment. The photos taken are firstly analyzed to determine whether a face is in the image (face detection), and also whether a mobile phone is visible (object detection). The photo is then further analyzed to determine whether the face in the image matches all other images/photos (face recognition). This is not done to identify you specifically, nor is the image matched to any outside images. The analysis is only carried out to see if the face in every photo is the same. Your device's microphone may also be accessed to detect the presence and duration of audio, possibly indicative of a conversation. This is not done to detect what specific kind of noise may be present or what a conversation may be about. The content of the audio is not analyzed or stored, only volume, timestamps, and whether you muted the microphone. Other technical information will be collected, namely instances of switching out of the assessment. A selection of webcam photos, as well as the face recognition and audio analysis are provided to our customer. The legal basis for this is your consent. For special categories of personal data collected, including biometric data, or data inadvertently collected through the webcam photos (i.e. health or ethnicity data), the legal basis is your explicit consent.

I consent to the processing of personal data in the context of virtual proctoring as described above.

I further explicitly consent to any collection of special categories of personal data collected in the context of virtual proctoring as described above.

I refuse the processing of all personal data in the context of virtual proctoring as described above.

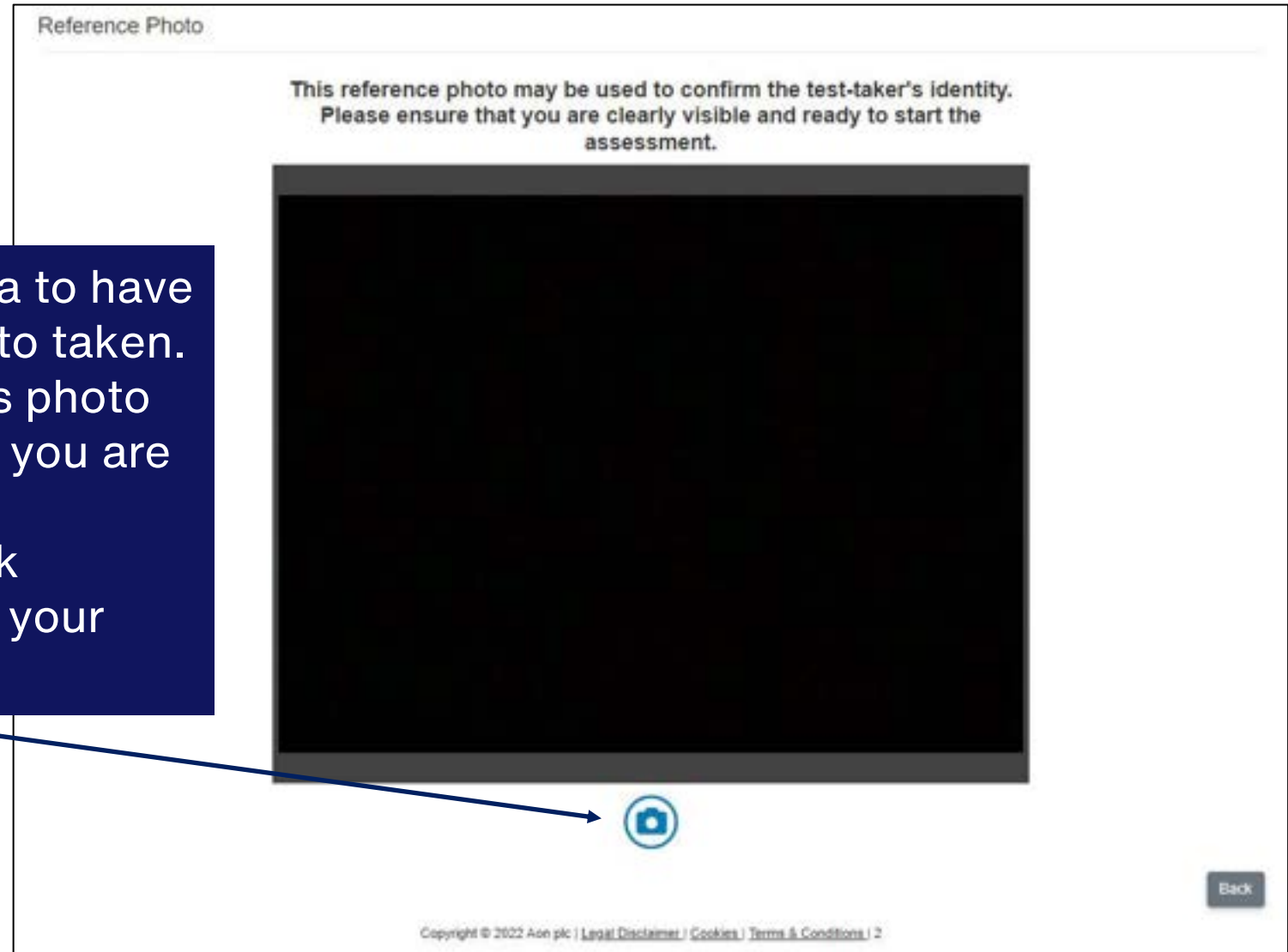
The granting of your consent is voluntary. However, the importance of choosing not to allow virtual proctoring in the final overall evaluation is decided by each of our customers independently. Depending on the decision of our customer, it may be that you can continue with the assessments with our customer being notified that you did not consent, or it may not be possible for you to move forward at all.

You can later withdraw your consent with future effect by contacting [gdpr.assessment@aon.com](mailto:gdpr.assessment@aon.com). Alternatively, you can contact the entity for whom you complete this module directly. For further information as to how we process this personal data, please revisit the [Privacy Notice](#).

Back Next

# Take a Reference Photo

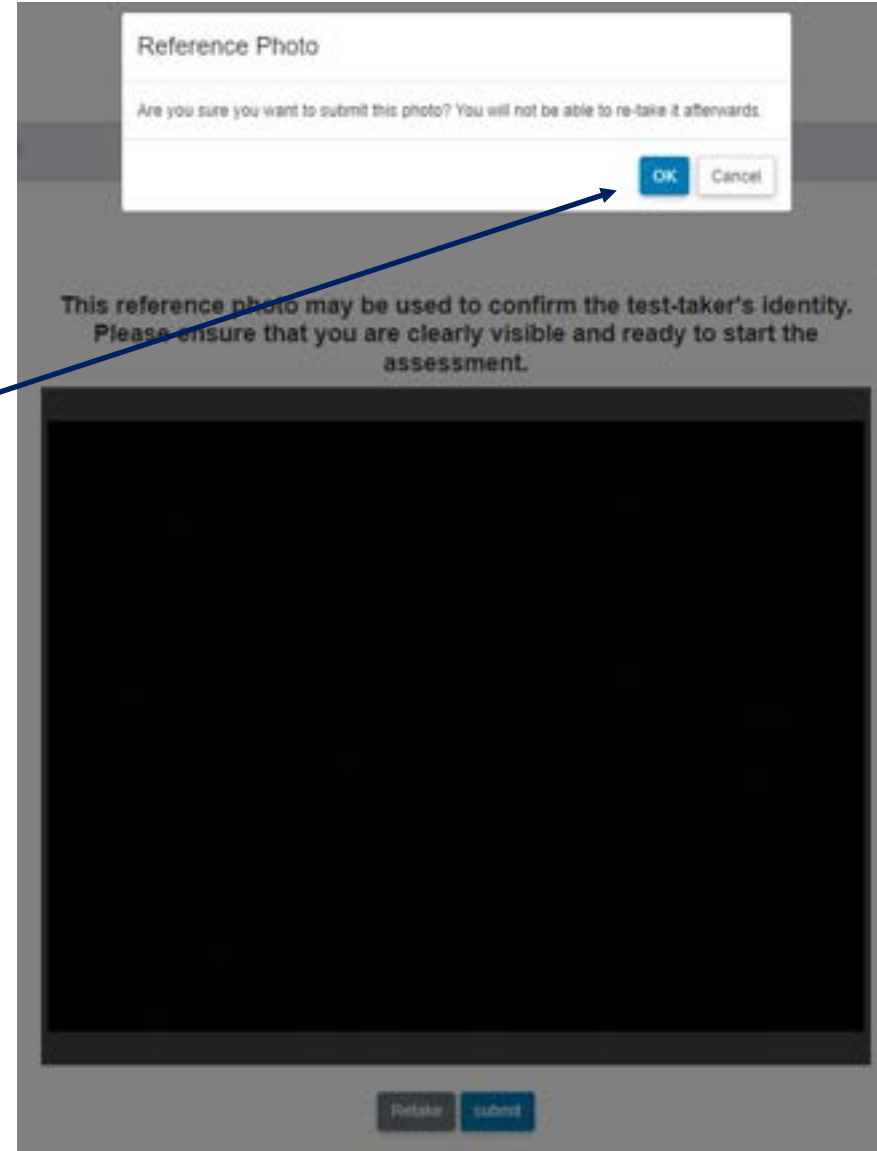
1. Click on the Camera to have your reference photo taken.
2. You may retake this photo as many times until you are satisfied.
3. Once satisfied, click “submit” to confirm your photo



# Submit the Reference Photo

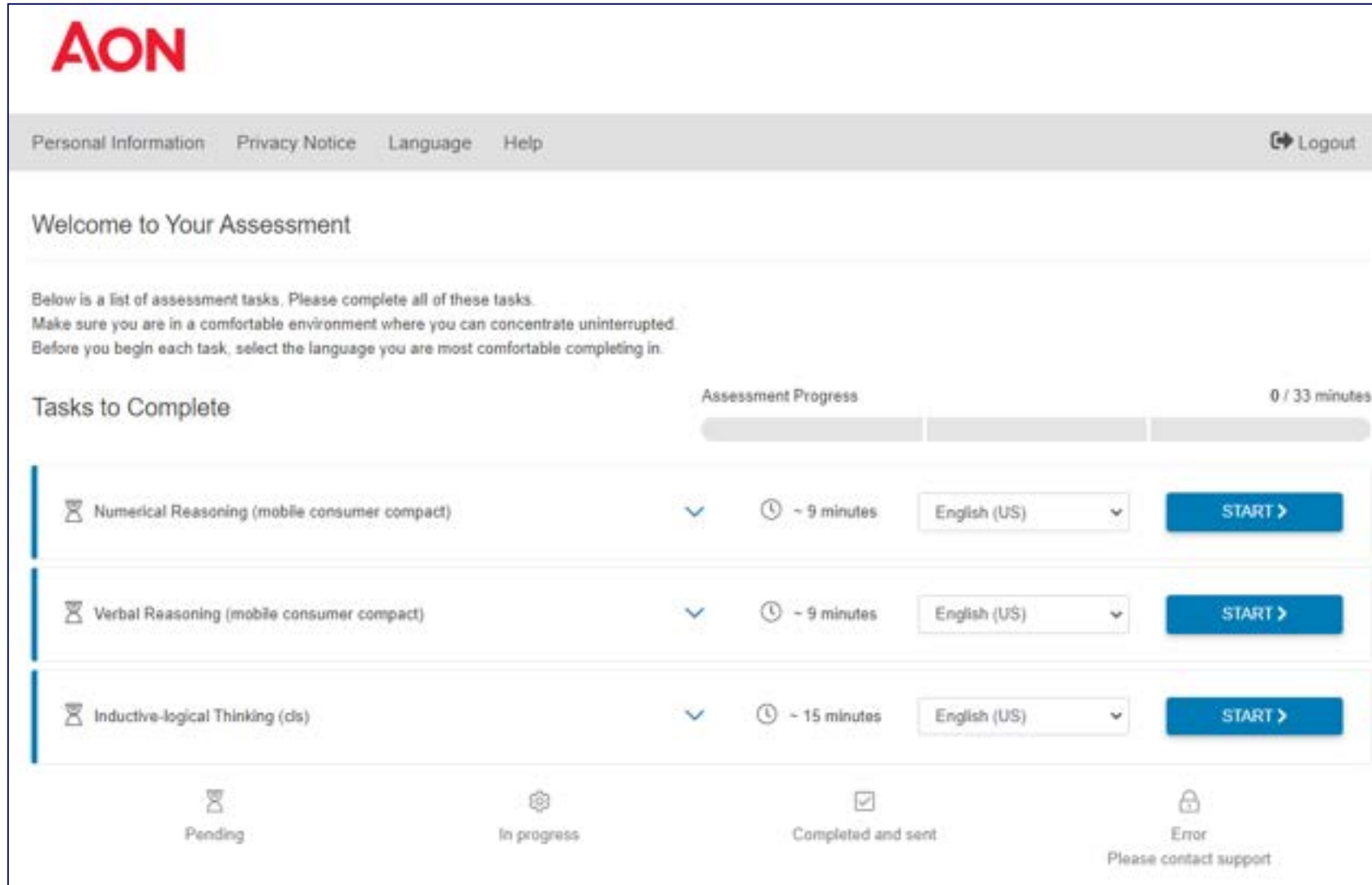
Once submitted, you may not re-take your photo anymore.

**Please note:** Do not 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















**AON**





Personal Information Privacy Notice Language Help [Logout](#)

## Welcome to Your Assessment

Below is a list of assessment tasks. Please complete all of these tasks.  
Make sure you are in a comfortable environment where you can concentrate uninterrupted.  
Before you begin each task, select the language you are most comfortable completing in.

Tasks to Complete Assessment Progress 0 / 33 minutes

 Numerical Reasoning (mobile consumer compact)		 ~ 9 minutes	English (US) 	<a href="#">START &gt;</a>
 Verbal Reasoning (mobile consumer compact)		 ~ 9 minutes	English (US) 	<a href="#">START &gt;</a>
 Inductive-logical Thinking (ds)		 ~ 15 minutes	English (US) 	<a href="#">START &gt;</a>

 Pending  In progress  Completed and sent  Error  
Please contact support

## TO NOTE:

During the test,  
please keep the  
test window open.

To avoid being  
blocked from the  
test, do not close  
the browser, do  
not refresh the  
page and do not  
click the 'Back'  
button.

# Assessment Details

Practice Questions for Each Assessment

01

**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: [Aptitude Test to Measure Numerical Reasoning - scales numerical by Aon | AON \(aon-assessment-solutions.com\)](https://www.aon.com/assessment-solutions/numerical-reasoning)

## 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.

◀ introduction

Next ▶

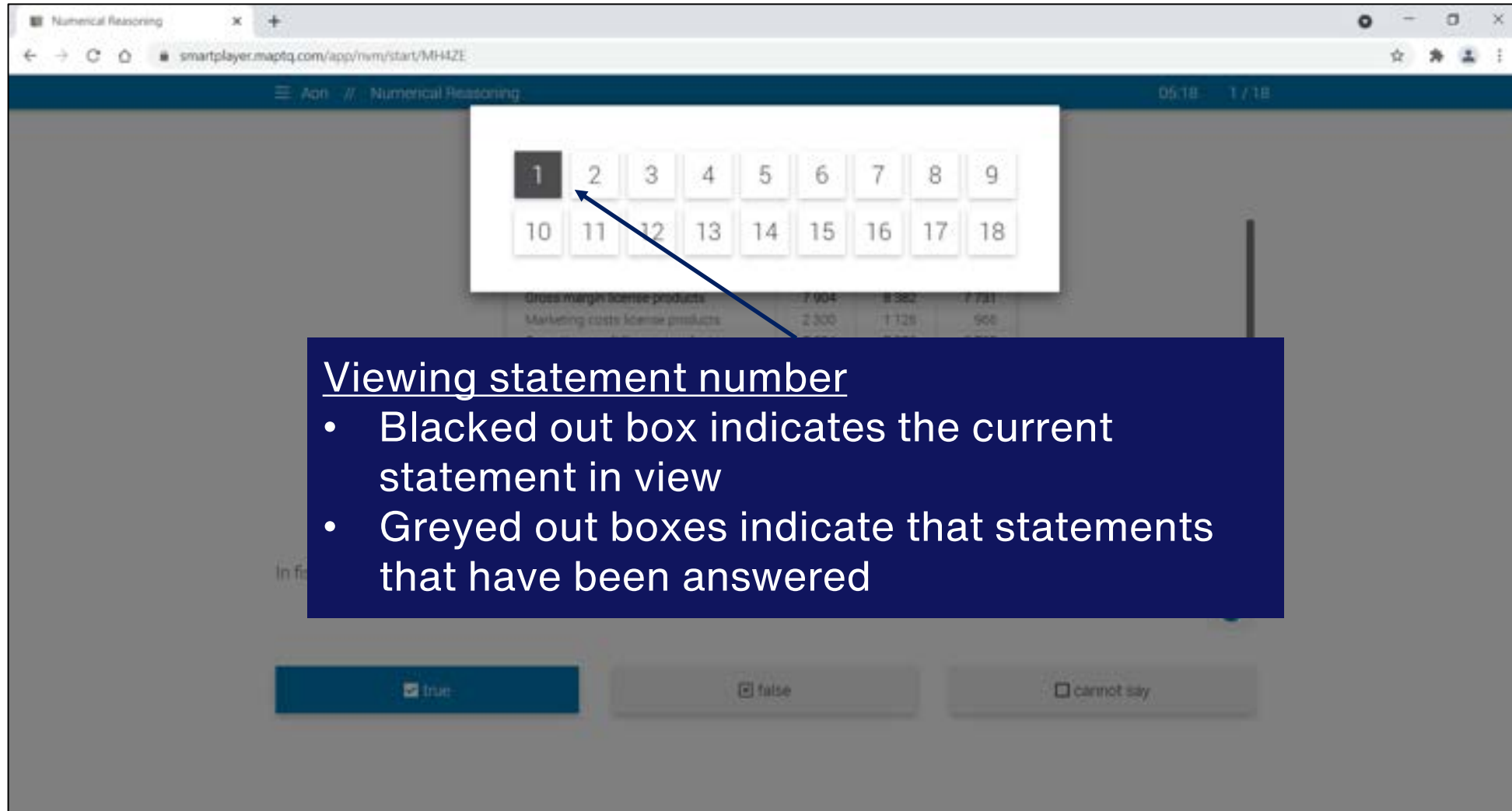
# Numerical Reasoning – candidate view

The screenshot shows a web browser window with the URL `smartplayer.maptq.com/app/nvm/start/MH4ZE`. The page title is "Numerical Reasoning". In the top right corner, a "Timer" displays "05:43" and "1 / 18". Below the timer is a navigation bar with several icons. A "Data Sheets" callout points to a table titled "Revenues" with columns for "Year 5", "Year 4", and "Year 3". A "No. of statements to be evaluated within the assessment" callout points to the "1 / 18" indicator. Below the table, a text-based question is displayed: "In fiscal year 7, the 'Restructuring costs' of Evergreen Ltd. were more than 4 times higher than in fiscal year 5." A "Selection of statements" callout points to a vertical menu on the right side of the question. At the bottom, "Answer Options" are shown as three buttons: "true" (with a checked checkbox), "false" (with an unchecked checkbox), and "cannot say" (with an unchecked checkbox).

Fiscal year	Year 5	Year 4	Year 3
Revenues license products	39 359	59 003	60 644
Expenditure foreign licenses	31 455	50 621	52 913
Gross margin license products	7 904	8 382	7 731
Marketing costs license products	2 300	1 126	966
Operating result license products	5 604	7 256	6 765
Revenues from own product ranges:			
Wound treatment/ foot care	3 439	3 891	4 299
Laundry detergent and cleaning agents	6 181	5 563	5 667
Adhesive	2 648	2 896	2 877
Revenue range "New"	3 013	2 869	3 111
Revenue range "Renewal"	6 271	6 328	6 426



## Numerical Reasoning – *candidate view*



The screenshot shows a web browser window with the URL `smartplayer.maptq.com/app/nvm/start/MH4ZE`. The page title is "Numerical Reasoning". A timer in the top right corner shows "05:18" and "1 / 18". A central white box contains a grid of statement numbers from 1 to 18. The number "1" is highlighted with a dark grey background, and a blue arrow points to it from a text box below. The numbers "10" through "18" are greyed out. Below the grid, a table is partially visible with columns for "Gross margin license products", "Marketing costs license products", and values like "7,904", "8,982", "7,731", "2,300", "1,128", and "966". At the bottom, there are three buttons: "true" (checked), "false", and "cannot say".

Viewing statement number

- Blacked out box indicates the current statement in view
- Greyed out boxes indicate that statements that have been answered

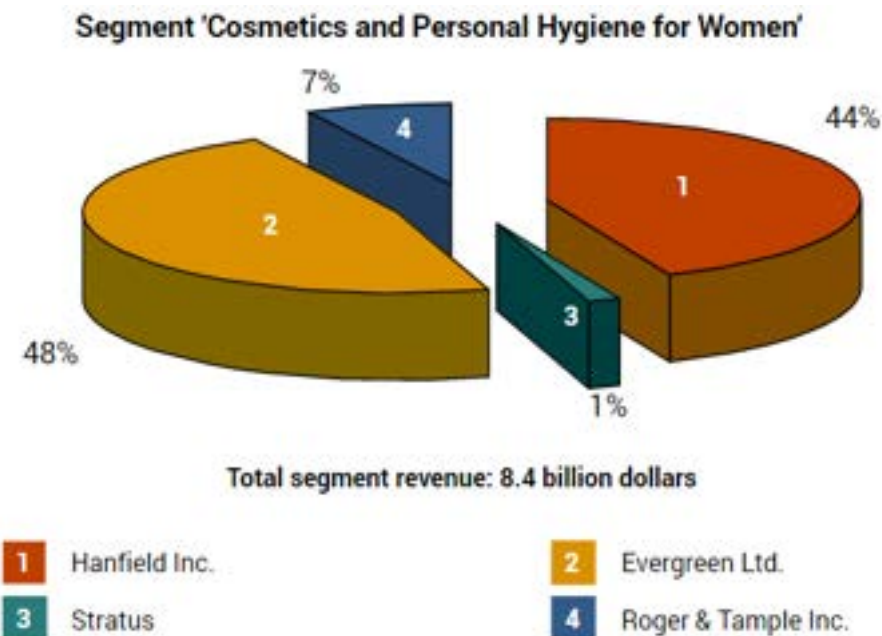
\*\*You may submit your responses after you have responded to all questions. If the timer runs out, your responses will be automatically submitted.

# 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.

Financial year	Year 7	Year 6	Year 5
Revenues	35 781	53 639	55 131
Costs	28 595	45 019	48 103
<b>Gross profit</b>	<b>7 186</b>	<b>8 620</b>	<b>7 028</b>
Other costs	2 091	1 024	478
<b>Operating income</b>	<b>5 095</b>	<b>7 596</b>	<b>6 550</b>
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
<b>Total revenues</b>	<b>19 361</b>	<b>20 921</b>	<b>26 851</b>

All amounts stated in million dollars

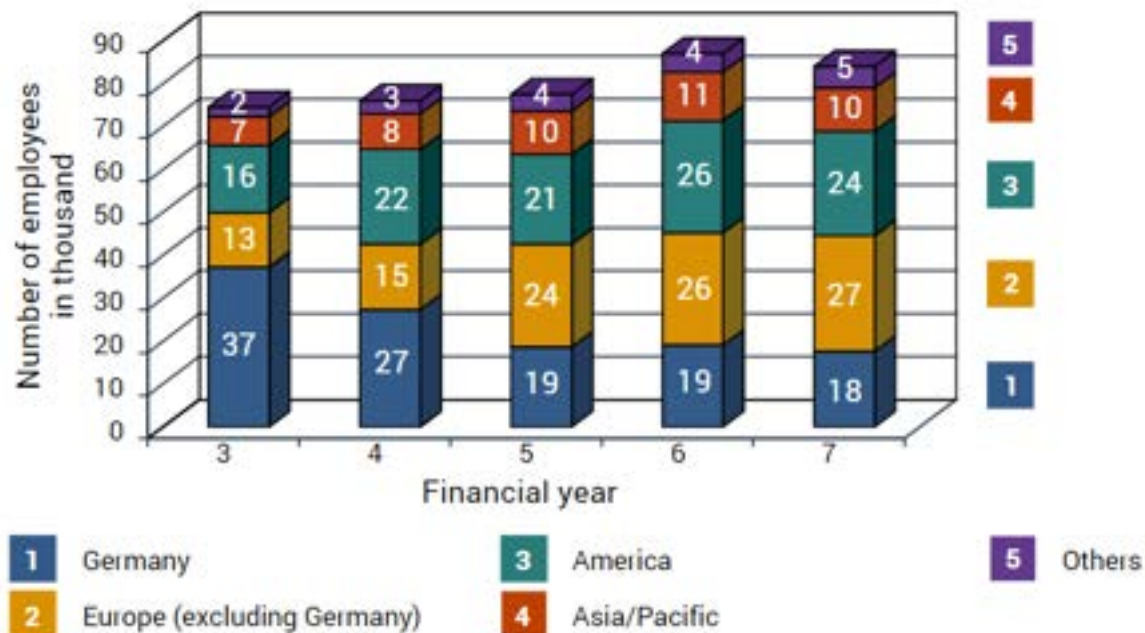


**Evergreen Ltd.'s Income**  
*Data Sheet 1*

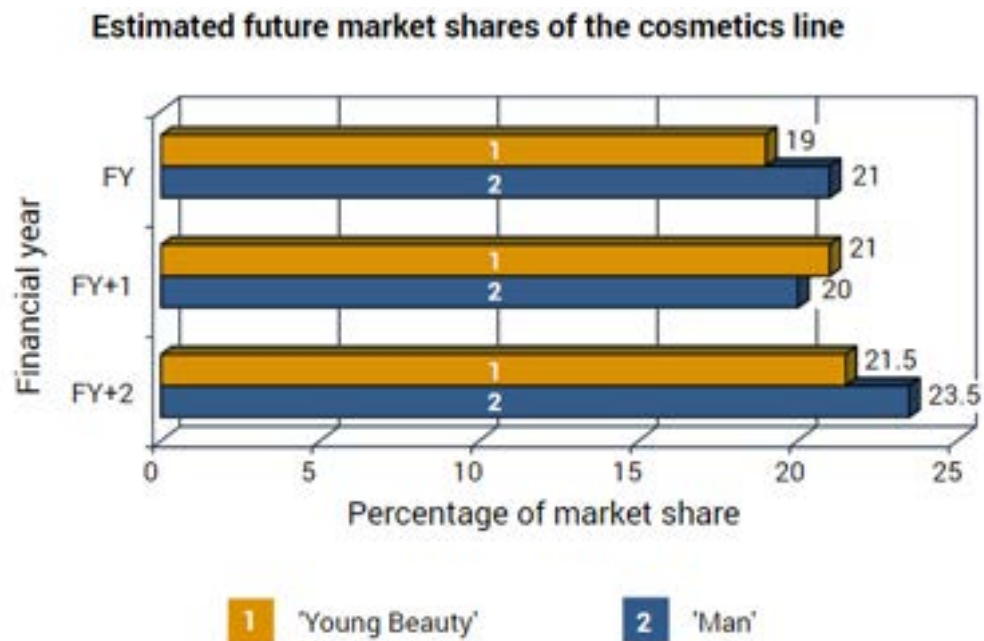
**Market Share**  
*Data Sheet 2*

# 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.



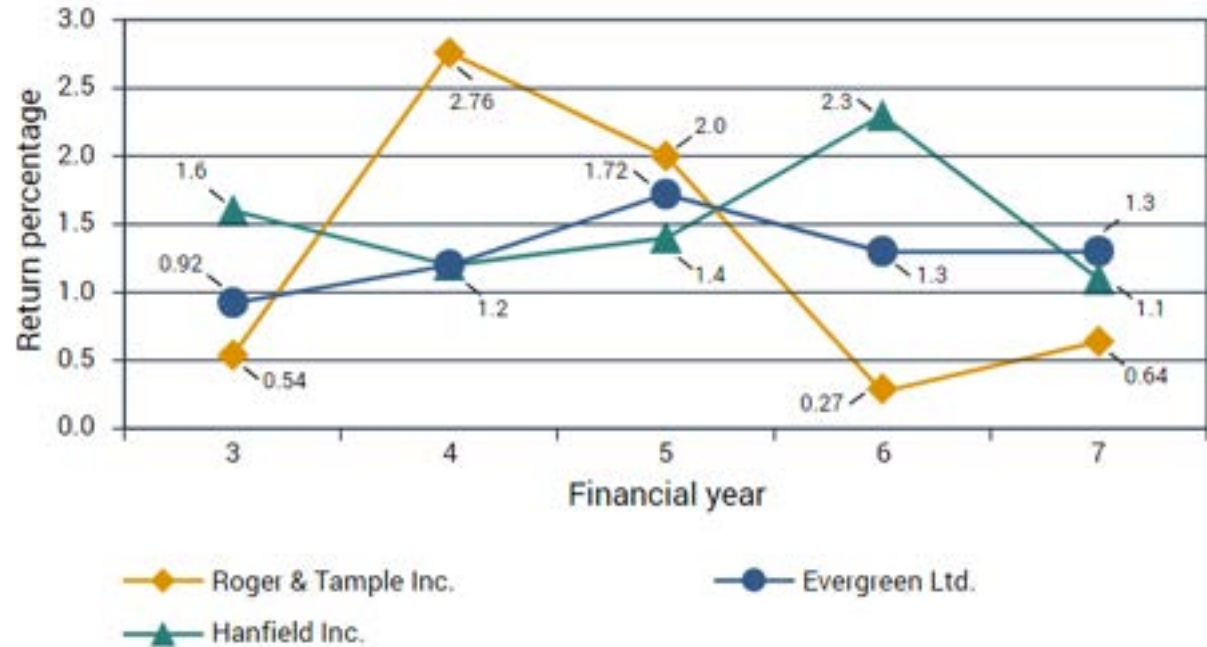
**Employees**  
Data Sheet 3



**Outlook**  
Data Sheet 4

# 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.



**Return on Equity**  
*Data Sheet 5*

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
<b>Total costs</b>	<b>20 907</b>	<b>26 714</b>	<b>27 132</b>

All amounts stated in million dollars

**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.

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.

You may view a demo of this test here: [Aptitude Test to Measure Verbal Reasoning - scales verbal by Aon | AON \(aon-assessment-solutions.com\)](https://www.aon-assessment-solutions.com)

## Verbal Reasoning – *instructions*

☰ Aon // Verbal 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 pressing 'introduction'.

**Please note:**

- The test includes 18 statements and you will be given 6 minutes to complete the test.
- 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.
- Each statement has only one correct answer. You may change your answer by highlighting it.
- The test will end automatically after 6 minutes. You can stop the test before this if you have evaluated all statements.
- The time will start to count automatically when the first statement appears on the screen.

Press 'next' in order to start the test.

◀ introduction

Next ▶

# Verbal Reasoning – candidate view

The screenshot shows a web browser window titled "Numerical Reasoning" with the URL "smartplayer.maptq.com/app/nvm/start/MH4ZE". The interface includes a blue header with a timer showing "05:43" and "1 / 18" statements. Below the header is a navigation bar with icons for home, search, and other functions. A "Data Sheets" callout points to a table titled "Revenues" with columns for "Year 5", "Year 4", and "Year 3". A "Timer" callout points to the "05:43" display. A "No. of statements to be evaluated within the assessment" callout points to the "1 / 18" display. A "Selection of statements" callout points to a vertical menu on the right side of the page. Below the table is a text-based question: "In fiscal year 7, the 'Restructuring costs' of Evergreen Ltd. were more than 4 times higher than in fiscal year 5." Below the question are three answer options: "true" (checked), "false", and "cannot say". A "Data Sheets" callout also points to the table. An "Answer Options" callout points to the three buttons at the bottom.

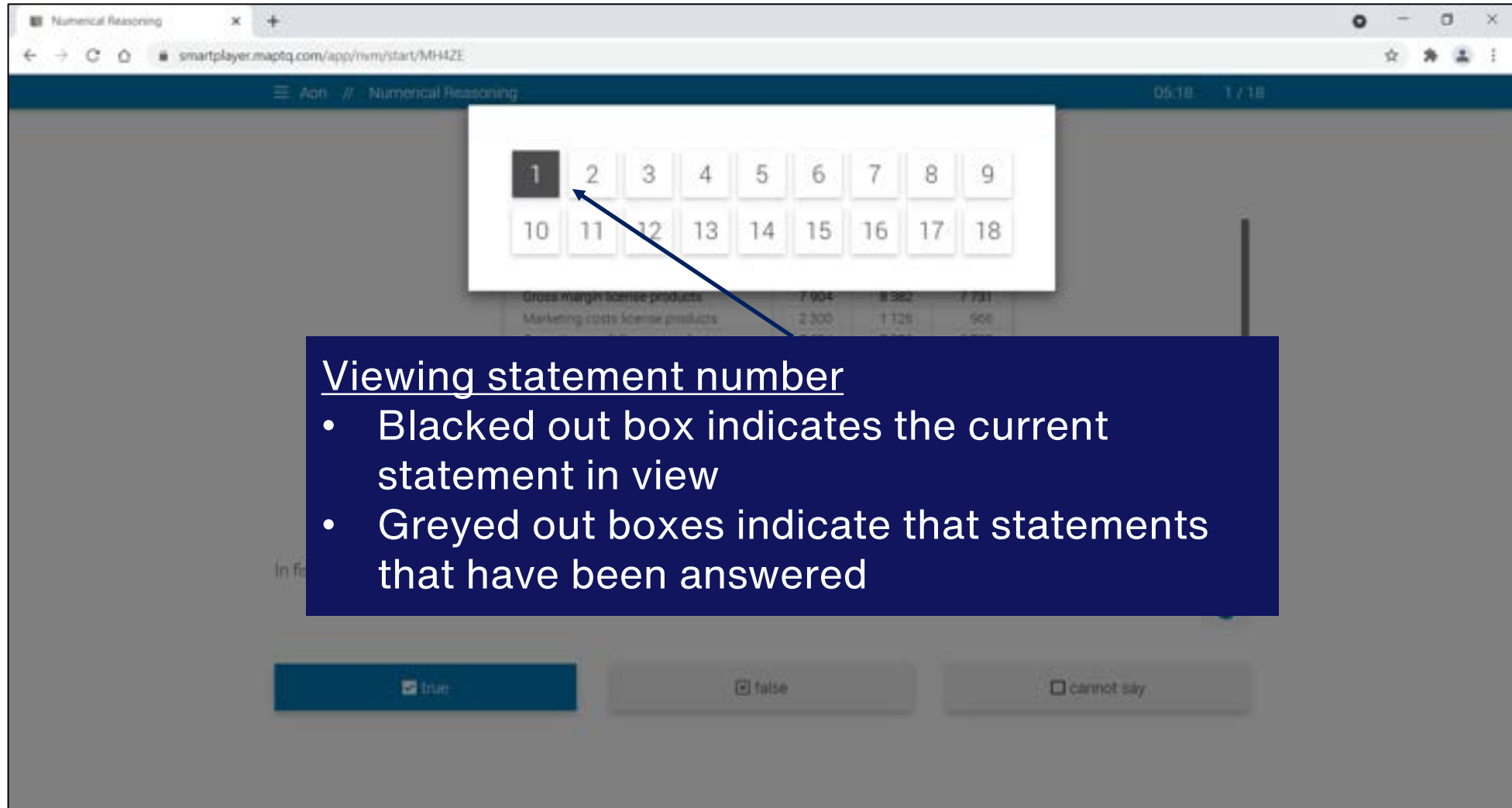
Fiscal year	Year 5	Year 4	Year 3
Revenues license products	39 359	59 003	60 644
Expenditure foreign licenses	31 455	50 621	52 913
Gross margin license products	7 904	8 382	7 731
Marketing costs license products	2 300	1 126	966
Operating result license products	5 604	7 256	6 765
Revenues from own product ranges:			
Wound treatment/ foot care	3 439	3 891	4 299
Laundry detergent and cleaning agents	6 181	5 563	5 667
Adhesive	2 648	2 896	2 877
Revenue range "New"	3 013	2 869	2 111
Revenue range "Steady"	6 271	6 324	6 426

In fiscal year 7, the "Restructuring costs" of Evergreen Ltd. were more than 4 times higher than in fiscal year 5.

true     false     cannot say



## Verbal Reasoning – *candidate view*



The screenshot shows a web browser window with the URL `smartplayer.maptq.com/app/nvm/start/MH4ZE`. The page title is "Numerical Reasoning". A timer in the top right corner shows "05:18" and "1 / 18". A central white box contains a grid of statement numbers from 1 to 18. Box 1 is blacked out, and boxes 10 through 18 are greyed out. A blue arrow points from box 1 to a dark blue text box. Below the grid, a table is partially visible with columns for "Gross margin license products", "Marketing costs license products", and values like "7,904", "8,982", "7,731", "2,300", "1,128", and "966". At the bottom, there are three buttons: "true" (checked), "false", and "cannot say".

Viewing statement number

- Blacked out box indicates the current statement in view
- Greyed out boxes indicate that statements that have been answered

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

## *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 organization:** 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*

## *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.

**Strategy**  
*Data Sheet 2*

## *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.

**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.

**Principles**  
*Data Sheet 3*

## *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*

## *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.

**Locations**  
*Data Sheet 5*



## *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.

**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 Evergreen 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.

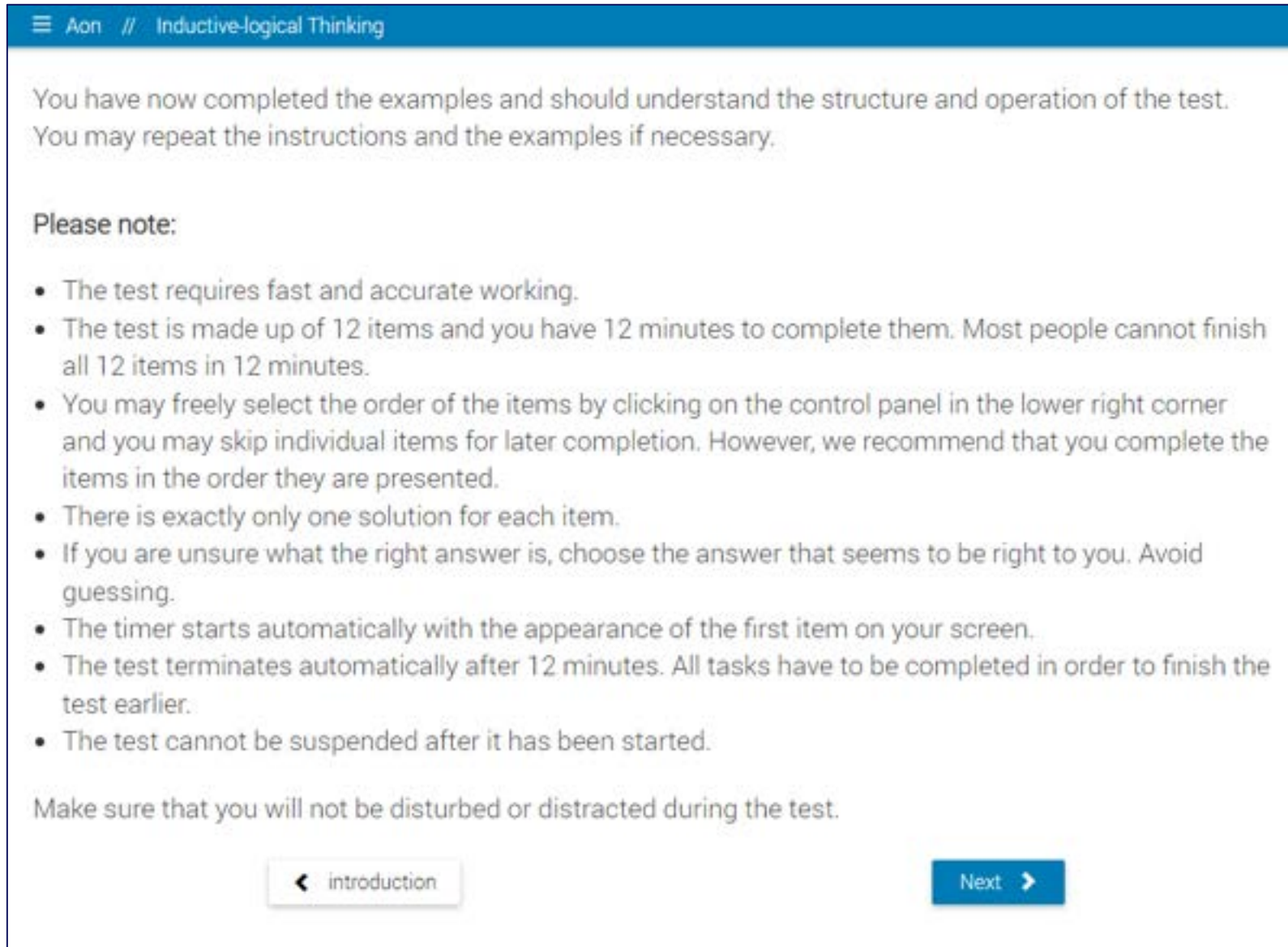
In this test, you will see six tables containing a combination of numbers and letters. Each table has a colored marking either above or below. All tables with markings above belong to the same category. All tables with a marking below belong to the other category. All tables belonging to the same category 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: [Aptitude Test to Measure Inductive-logical Thinking - scales cls by Aon | AON \(aon-assessment-solutions.com\)](#)

# Inductive-logical Reasoning - *instructions*



The screenshot shows a web interface for the 'Inductive-logical Thinking' assessment. At the top, there is a blue header bar with a menu icon, the text 'Aon // Inductive-logical Thinking', and a close icon. Below the header, the main content area is white. It starts with a paragraph: 'You have now completed the examples and should understand the structure and operation of the test. You may repeat the instructions and the examples if necessary.' This is followed by a section titled 'Please note:' which contains a bulleted list of instructions. At the bottom of the page, there are two navigation buttons: a light blue button with a left arrow and the text 'introduction', and a dark blue button with the text 'Next' and a right arrow.

☰ Aon // Inductive-logical Thinking

You have now completed the examples and should understand the structure and operation of the test. You may repeat the instructions and the examples if necessary.

**Please note:**

- The test requires fast and accurate working.
- The test is made up of 12 items and you have 12 minutes to complete them. Most people cannot finish all 12 items in 12 minutes.
- You may freely select the order of the items by clicking on the control panel in the lower right corner and you may skip individual items for later completion. However, we recommend that you complete the items in the order they are presented.
- There is exactly only one solution for each item.
- If you are unsure what the right answer is, choose the answer that seems to be right to you. Avoid guessing.
- The timer starts automatically with the appearance of the first item on your screen.
- The test terminates automatically after 12 minutes. All tasks have to be completed in order to finish the test earlier.
- The test cannot be suspended after it has been started.

Make sure that you will not be disturbed or distracted during the test.

◀ introduction

Next ▶



# Inductive-logical Reasoning

The screenshot shows an assessment interface for 'Inductive-logical Thinking'. At the top, a blue header bar contains the text 'Aon // Inductive-logical Thinking' on the left and '11:24 2 / 12' on the right. The main area displays a sequence of diamond-shaped grids, each containing a 3x3 matrix of numbers and letters. The grids are arranged in two rows. The top row contains three grids, and the bottom row contains four grids. A horizontal line separates the two rows. On the left side, there are two callout boxes: a blue one labeled 'Blue Category' and a gold one labeled 'Gold Category'. Arrows point from these boxes to specific grids. A 'Timer' callout box points to the '11:24' in the header. A larger callout box labeled 'No. of questions to be evaluated within the assessment' points to the '2 / 12' in the header. At the bottom, two callout boxes labeled 'To access the previous question' and 'To access the next question' point to left and right navigation arrows, respectively. A grid icon is visible at the bottom center.

**Blue Category**

**Gold Category**

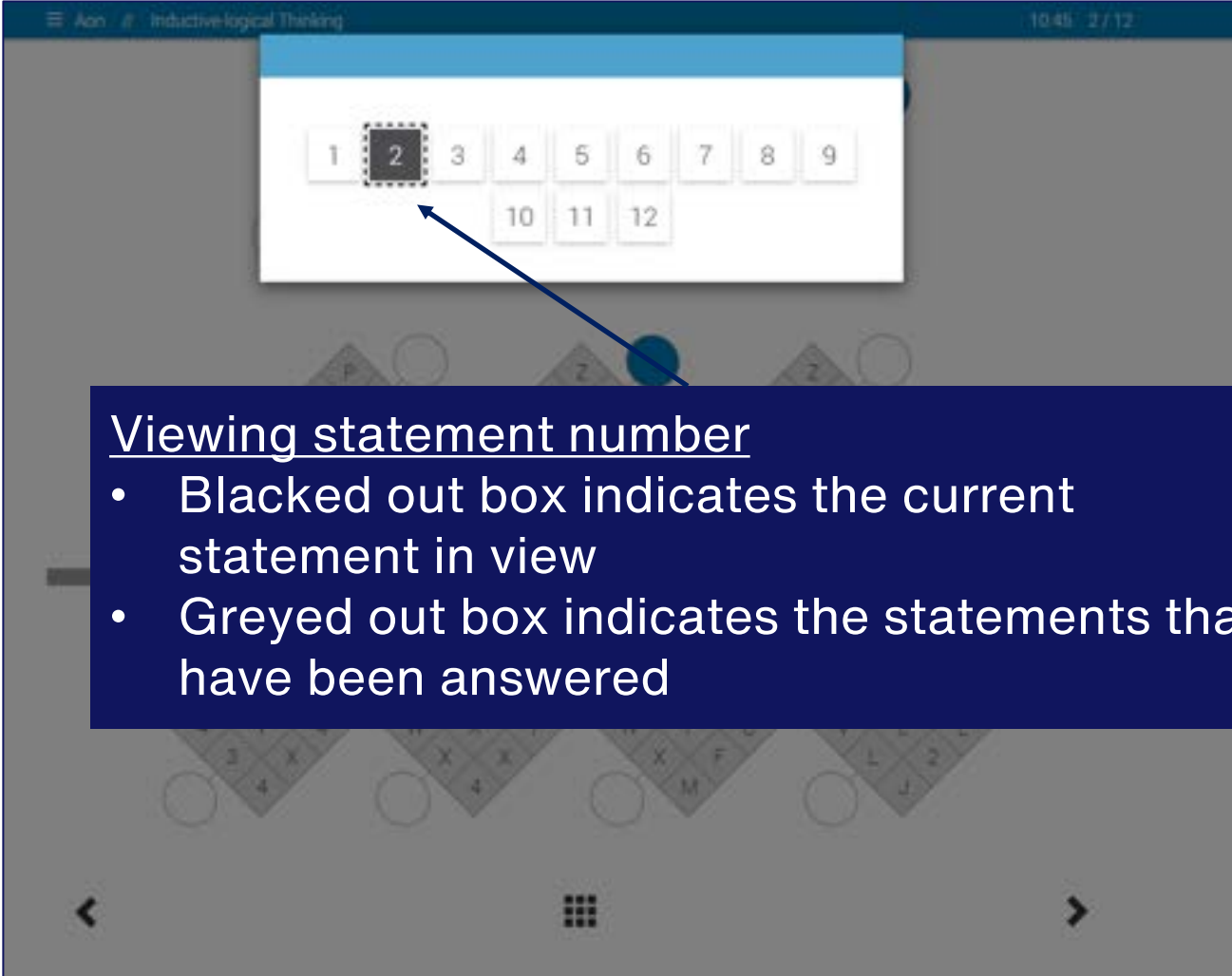
**Timer**

**No. of questions to be evaluated within the assessment**

**To access the previous question**

**To access the next question**

# Inductive-logical Reasoning



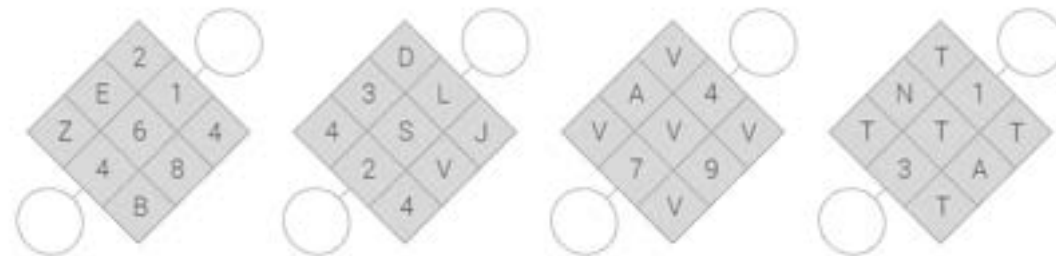
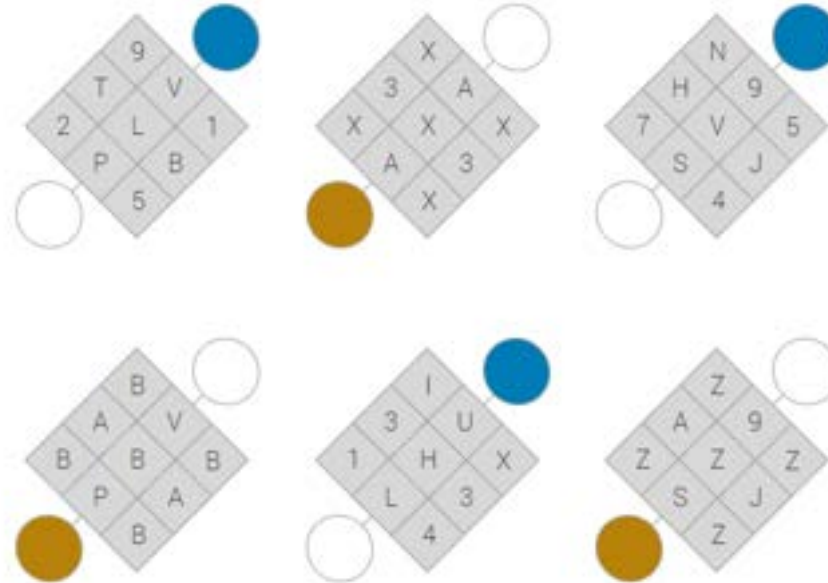
The screenshot shows a digital assessment interface. At the top, there is a header with a menu icon, the text 'Inductive-logical Thinking', and a timer '10:45 2/12'. Below the header is a white rectangular box containing a grid of statement numbers. The numbers are arranged in two rows: the first row contains 1, 2, 3, 4, 5, 6, 7, 8, 9; the second row contains 10, 11, 12. The number '2' is highlighted with a dashed black border, and a blue arrow points to it from the bottom. All other numbers (1, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12) are greyed out. Below the grid is a dark blue navigation bar with a left arrow, a central grid icon, and a right arrow. A dark blue text box is overlaid on the bottom half of the screenshot, containing the text 'Viewing statement number' and a list of two bullet points.

Viewing statement number

- Blacked out box indicates the current statement in view
- Greyed out box indicates the statements that have been answered

\*\*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 set, you have been presented 5 question sets. 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.



In this practice set, you have been presented 5 question sets. 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.

Table 1: Numbers 1, 8, 4, 7, 9, 3, 2, 8, 6. Blue circle at top-right, white circle at bottom-left.

Table 2: Letters Z, T, A, B, 7, 8, 6, C, 8. White circle at top-right, brown circle at bottom-left.

Table 3: Numbers 4, 8, 6, 5, 3, 6, 9, 1, 6. Blue circle at top-right, white circle at bottom-left.

Table 4: Letters I, 8, M, U, K, W, H, 8, 6. White circle at top-right, brown circle at bottom-left.

Table 5: Numbers 5, 3, 2, 1, 7, 8, 6, 4, 8. Blue circle at top-right, white circle at bottom-left.

Table 6: Letters P, 8, C, P, M, A, 9, 1, 6. White circle at top-right, brown circle at bottom-left.



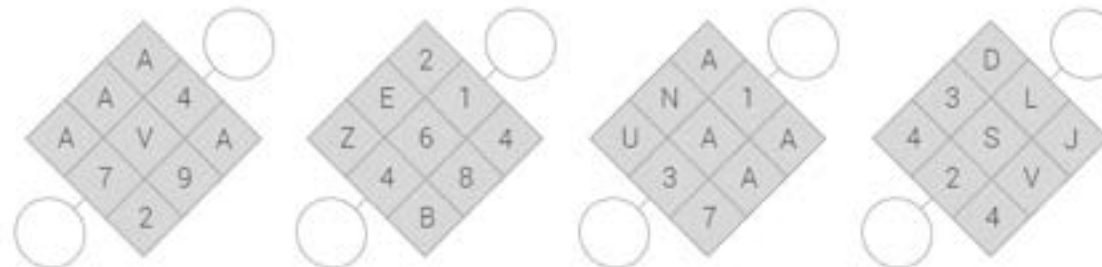
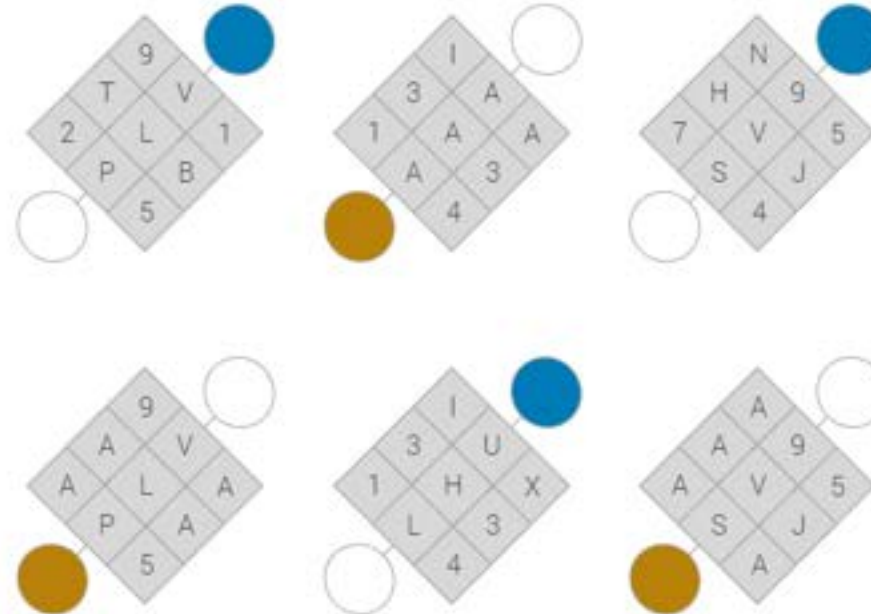
Table 7: Letters I, K, K, 3, 5, B, 4, 2, Q. White circle at top-right, white circle at bottom-left.

Table 8: Numbers 7, 9, 1, 3, 5, 4, 5, 2, 3. White circle at top-right, white circle at bottom-left.

Table 9: Numbers 6, 4, 7, 6, 5, 1, 4, 9, 4. White circle at top-right, white circle at bottom-left.

Table 10: Letters S, A, 7, 6, 5, X, 4, 9, S. White circle at top-right, white circle at bottom-left.

In this practice set, you have been presented 5 question sets. 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.



In this practice set, you have been presented 5 question sets. 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.

The six tables are arranged in two rows of three. Each table is a diamond shape with numbers and letters in its cells. A colored circle is attached to one of the four vertices of each diamond.

- Table 1 (top-left): Top vertex blue, bottom-left vertex white. Numbers: 1, 2, 5, 6, 7, 8, 7. Letters: S, 6, 6, 5, 7, 8, 7.
- Table 2 (top-middle): Top-right vertex white, bottom-left vertex yellow. Numbers: 2, 9, 0, 8, 8, 7. Letters: 3, 0, B, C, 8, 8, 7.
- Table 3 (top-right): Top-right vertex blue, bottom-left vertex white. Numbers: 3, 2, 4, 7, 8, 6. Letters: T, 3, 2, W, F, 4, 7, 8, 6.
- Table 4 (bottom-left): Top-right vertex white, bottom-left vertex yellow. Numbers: 8, 6, 1, 2, F, 6, M, L, 1, 2. Letters: N, 8, 6, F, 6, M, L, 1, 2.
- Table 5 (bottom-middle): Top-right vertex blue, bottom-left vertex white. Numbers: 0, 3, 8, 5, 6, 9, 6, B. Letters: 2, 0, 3, 8, 5, 6, 9, B.
- Table 6 (bottom-right): Top-right vertex white, bottom-left vertex yellow. Numbers: 4, 7, 6, 2, S, 7, H, A, 2, 6, G. Letters: 0, 4, H, S, 7, H, A, 2, 6, G.

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The four tables are arranged in a single row. Each table is a diamond shape with numbers and letters in its cells. A white circle is attached to one of the four vertices of each diamond.

- Table 7 (left): Top-right vertex white, bottom-left vertex white. Numbers: 2, 8, 9, 1, 0, K, P, S. Letters: 6, 2, 8, K, P, S, 9, 1, 0.
- Table 8 (second from left): Top-right vertex white, bottom-left vertex white. Numbers: 1, 3, 7, 6, 5, B, 7, 0, 8, 6, 5. Letters: 0, 1, 3, B, 7, 0, 8, 6, 5.
- Table 9 (third from left): Top-right vertex white, bottom-left vertex white. Numbers: 3, 8, 9, 5, 7, U, 9, W, 7, 5, U. Letters: W, 3, 8, U, 9, W, 7, 5, U.
- Table 10 (right): Top-right vertex white, bottom-left vertex white. Numbers: 7, 0, 3, 3, 2, 6, X, P, 3, 3, 2. Letters: 8, 7, 0, 6, X, P, 3, 3, 2.

In this practice set, you have been presented 5 question sets. 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.

1			
2		2	
A	G		H
8		8	
			7

9			
9		9	
S	B		C
8		8	
			7

3			
3		3	
F	S		T
6		7	
			6

8			
5		6	
F	S		T
0		1	
			2

1			
2		3	
S	B		C
9		6	
			7

7			
6		5	
A	G		H
2		3	
			0



6			
6		6	
K	T		S
1		1	
			2

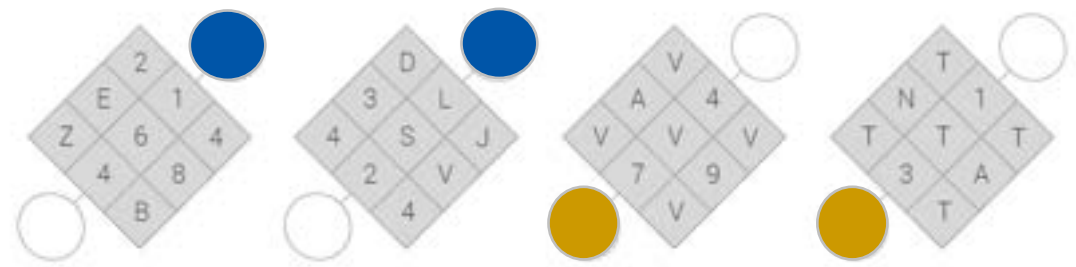
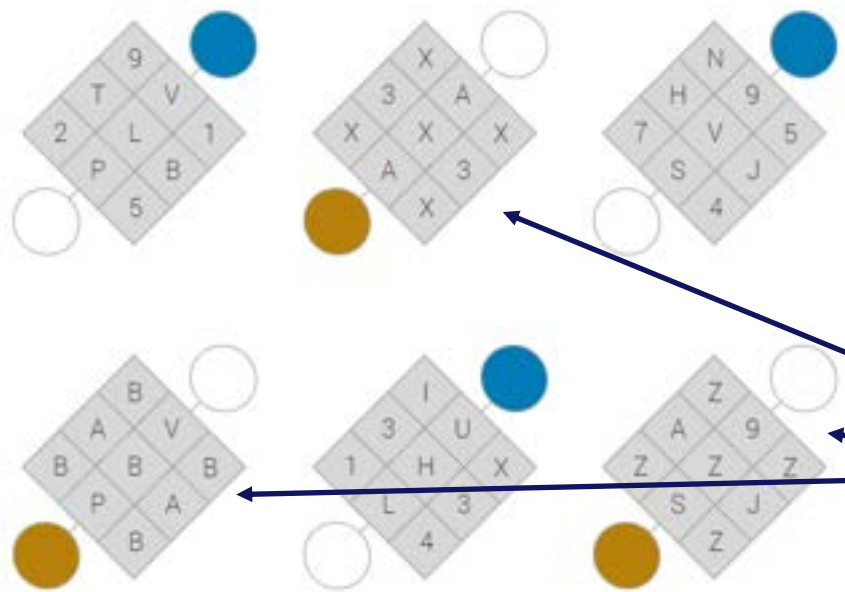
0			
2		3	
B	Q		U
9		8	
			7

2			
2		1	
H	L		W
7		6	
			7

8			
6		5	
Z	X		P
2		3	
			2



In this practice set, you have been presented 5 question sets. 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.



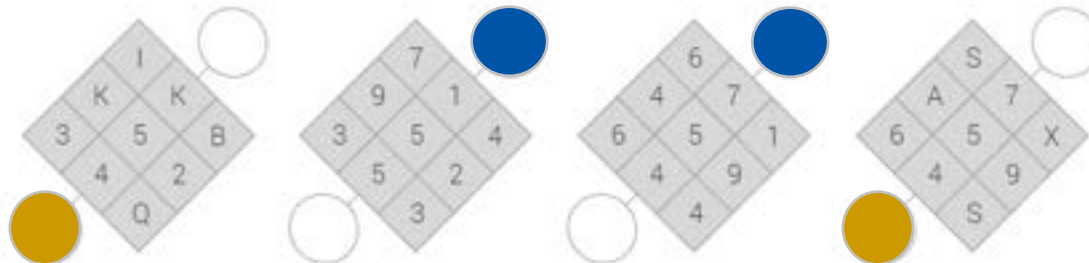
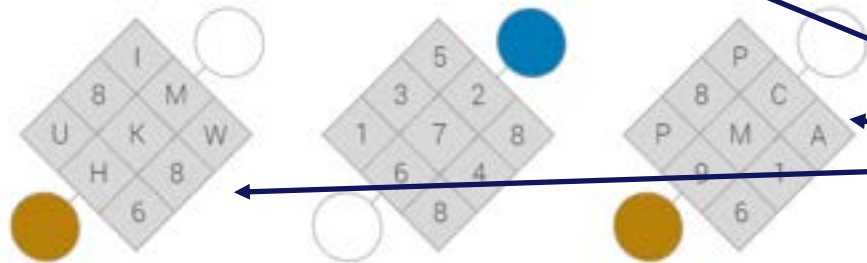
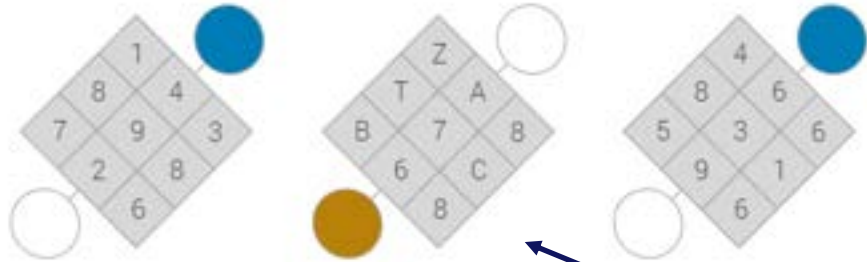
Difficulty: Easy

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.

In this practice set, you have been presented 5 question sets. 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.



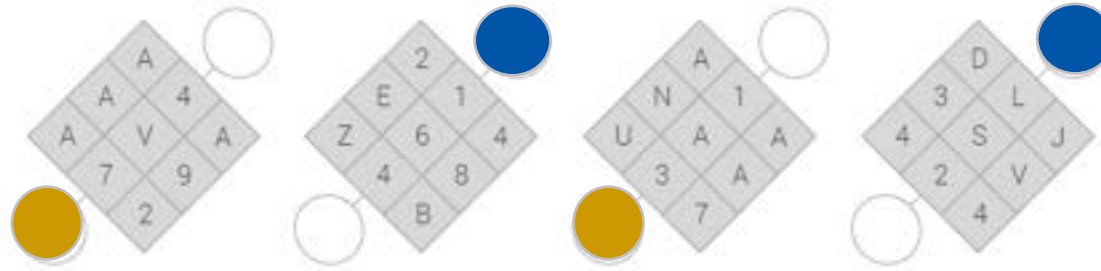
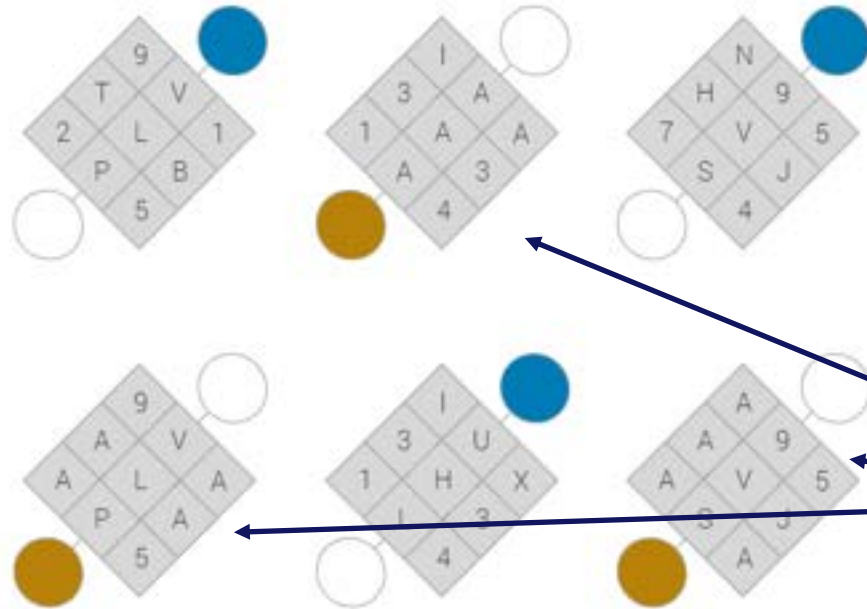
Difficulty: Easy

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.

In this practice set, you have been presented 5 question sets. 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.



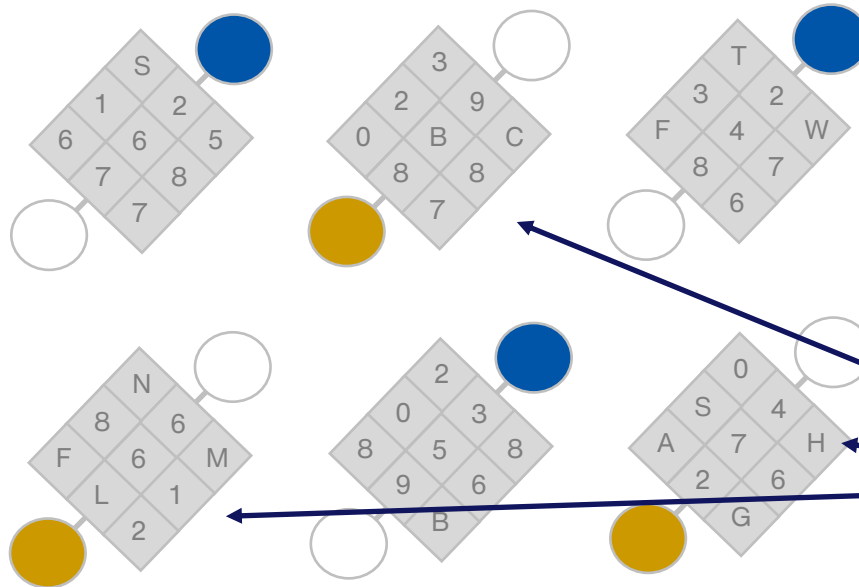
Difficulty: Medium

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.

In this practice set, you have been presented 5 question sets. 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.

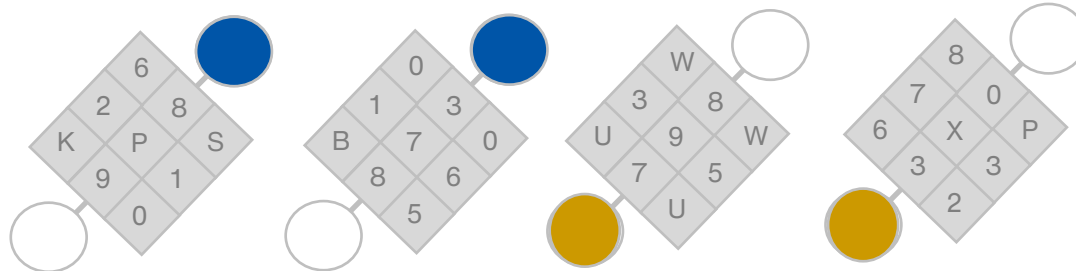


**Difficulty: Medium/Hard**

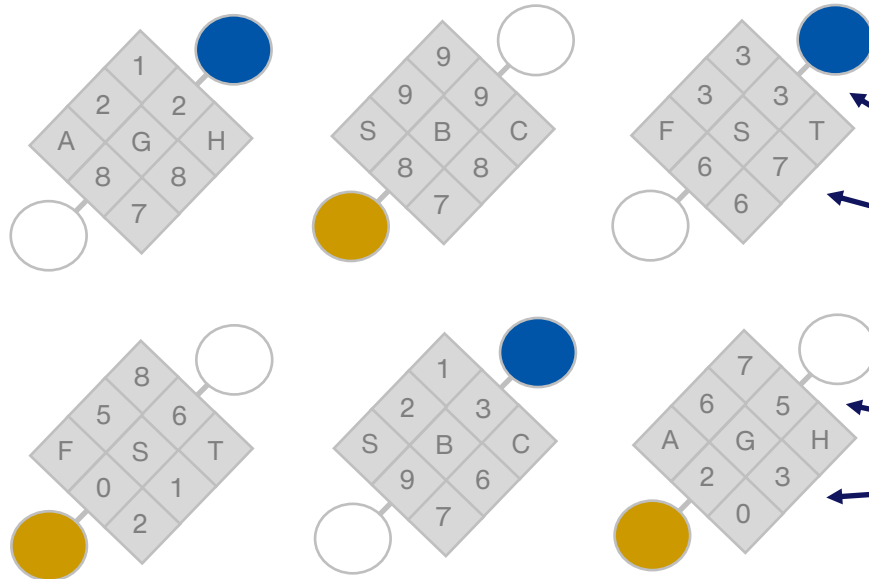
**Blue Category:** Tables contain an even number of numerals and odd number of letters.

**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.



In this practice set, you have been presented 5 question sets. 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.

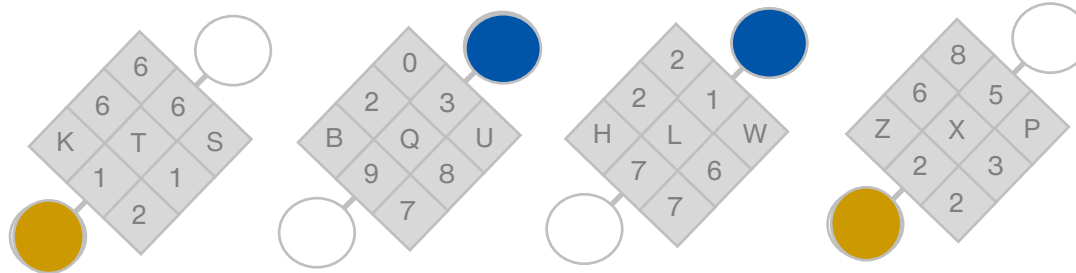


**Difficulty: Hard**

**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.







**Best of Luck!**

**We hope this guide has prepared you for the SMU Admissions Test!**

**For further queries on the SMU Admissions Test, please reach out to SMU via the respective admissions office.**