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Banking and Finance Careers

10 Free Psychometric Test Questions

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The questions that follow:

- 3 Numerical Reasoning
- 3 Verbal Reasoning
- 2 Logic
- 2 Situational Judgement

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Numerical Reasoning Test

- You are given a data set with numbers
 - You need to be able to interpret the data quickly and perform calculations
- You need to have a calculator on hand and a pen and paper. Or use excel
 - You have approximately 1 min to answer a question



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Operating performance of Acme Ltd.

GBP Million	2015	2016	2017	2018	2019	2020
Net sales	1800	2350	2868	2875	2908	3209
Cost of goods sold	1289	1687	1881	2008	2500	2716
Sales margin	511	663	987	867	408	493
Fixed costs	489	511	582	578	592	596
Operating cash flow	22	152	405	289	-184	-103

Q1: The average net sales growth in the industry from 2015 onwards was 20% per year. By how many GBP did Acme's sales exceed the industry average in 2017

- (1) 320m
- (2) 324m
- (3) 358m
- (4) 332m
- (5) None of the above



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Answer 1: Had Acme's sales grown at 20% per year, they would have been 2160 in 2016 ($1800 * 1.2$) and 2592 in 2017 ($1800 * 1.2 * 1.2$). Actual sales were 2868, which is 276 units higher than 2592.

- (1) 320m
- (2) 324m
- (3) 350m
- (4) 332m
- (5) None of the above



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Q2: Between which years did the largest % growth in Operating cash flow occur

- (1) 2015-16
- (2) 16-17
- (3) 17-18
- (4) 18-19
- (5) 19-2020



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Answer 2: Calculation for (1) is cash flow in 2016 divided by cash flow in 2015 minus 1 = $152/22-1 = c.591\%$. Repeat the same calculation for all other years and compare. The 2015-2016 is the highest

(1) 2015-16

(2) 16-17

(3) 17-18

(4) 18-19

(5) 19-2020



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Q3: Efficiency is Operating cash flow / Total Cost. What was Acme's efficiency in 2015

- (1) 1.2%
- (2) 1.5%
- (3) 1.0%
- (4) 5.7%
- (5) None of the above



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Answer 3: Total cost is the sum of Cost of goods sold and Fixed Costs. In 2015 this was 1778 (1289 + 489). Divide Operating Cash flow (22) by this figure to get 1.2%

- (1) 1.2%
- (2) 1.5%
- (3) 1.0%
- (4) 5.7%
- (5) None of the above



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Verbal Reasoning Test

- You are given a text extract
- You are then given statements about that extract
- You need to say whether the statements are True, False or there isn't enough information in the extract to make a conclusion
- Test is timed



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Extract: Cleaning is important in many households. Soap water, the most common liquid used for cleaning, has a property called surface tension. Molecules in the body of the soap are surrounded by other molecules, but at the surface a “tension” is created as molecules are only surrounded by other molecules on the waterside. This tension prevents the cleaning process, as it slows the wetting of surfaces due to tension causing the droplets of soap water to bead up. This is where they hold their shape and do not spread. For effective cleaning to take place “surface tension” must be reduced so that soap can spread. Surface-active chemicals, or surfactants, are agents which are able to do this effectively

Q1: Soap water is the only known liquid used for cleaning

- (1) True
- (2) False
- (3) Cannot say



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Extract: Cleaning is important in many households. **Soap water, the most common liquid** used for cleaning, has a property called surface tension. Molecules in the body of the soap are surrounded by other molecules, but at the surface a “tension” is created as molecules are only surrounded by other molecules on the waterside. This tension prevents the cleaning process, as it slows the wetting of surfaces due to tension causing the droplets of soap water to bead up. This is where they hold their shape and do not spread. For effective cleaning to take place “surface tension” must be reduced so that soap can spread. Surface-active chemicals, or surfactants, are agents which are able to do this effectively

Answer 1: Water is the only known liquid used for cleaning

- (1) True
- (2) False – Text states soap water is the most common one, not the only one
- (3) Cannot say



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Q2: Surfactants are only used for cleaning

- (1) True
- (2) False
- (3) Cannot say



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Answer 2: Surfactants are only used for cleaning

- (1) True
- (2) False
- (3) Cannot say – while surfactants are used for cleaning, nothing in the text says they are “only” used for cleaning.



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Q3: The molecules on the waterside hinder the cleaning process

- (1) True
- (2) False
- (3) Cannot say



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Answer 3: The molecules on the waterside hinder the cleaning process

- (1) True
- (2) False – a tricky one. Molecules on the waterside help with cleaning. It is the fact that there are no molecules on the surface that the process is inhibited
- (3) Cannot say



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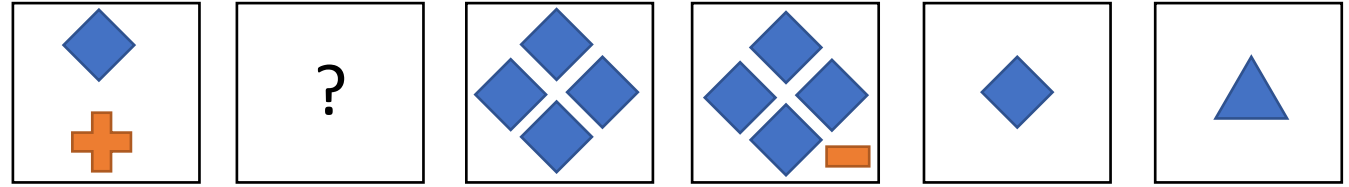
Logic Test

- A logical puzzle based on a series of similar charts
- You need to spot patterns in the charts and identify the one chart out of place in the series



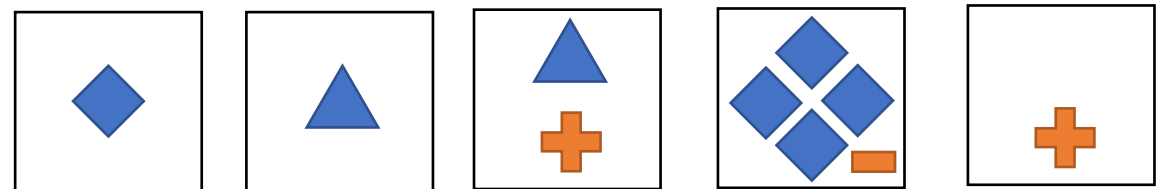
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Complete the pattern (pick one shape below):

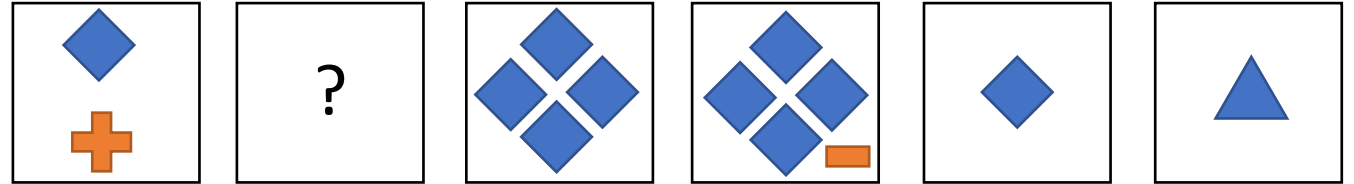
Q1:





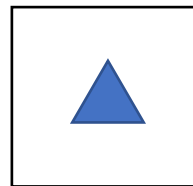
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Complete the pattern (pick one shape below):

Answer 1:

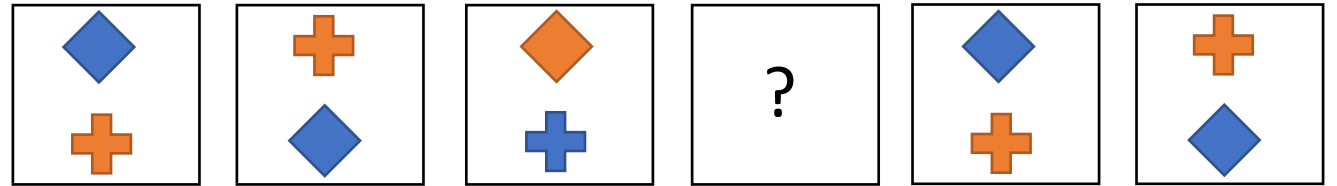


Explanation – this is a 3 square formula. Triangle represents the number “3”, the diamond represents the number “1” and the orange sign is the sign of the operation.
Sequence 1 is “1+?=4” Sequence 2 is “4-1=3”

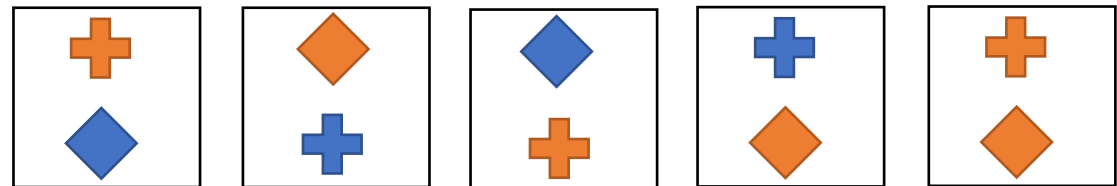


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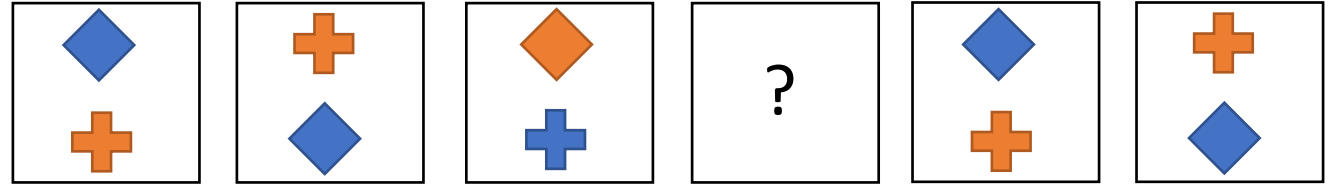
Complete the pattern (pick one shape below):
Q2:





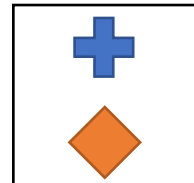
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Complete the pattern (pick one shape below):

Answer 2:



Explanation: This is a momentum pattern. The shapes switch places every turn and switch colours every 2 turns.

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Situational Judgement

- You are given a fictional situation, which you may encounter as an analyst at work
- You need to pick the most and least appropriate response to that situation out of 3 or 4 options





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Example 1: You are an analyst and are starting a new consulting rotation next week. You have received no feedback until now. You believe it will be useful to receive feedback on your work. The current rotation program is sponsored and overseen by a VP at the consultancy. Your manager is not directly involved.

What action would you take (most/least)?

1. Ask your manager about the situation and if you should ask for feedback from the VP
2. Ask the VP for feedback on your performance so you may continue to improve
3. Wait until the program is over as you believe feedback will be provided then



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Answer 1: You are an analyst and are starting a new consulting rotation next week...

1. **Most effective:** Ask your manager about the situation and if you should ask for feedback from the VP
2. **Neutral:** Ask the VP for feedback on your performance so you may continue to improve
3. **Least effective:** Wait until the program is over as you believe feedback will be provided then

Explanation:

- (1) is most effective as your manager is more experienced with the bank's policies around feedback and will be able to guide you
- (2) Is neutral. It shows initiative, but may anger the senior manager if he was already planning to provide feedback after the program is over
- (3) Is least effective, as you may miss out on an opportunity to grow and develop and shows lack of initiative



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Example 2: You are helping a team at the consultancy with a presentation. You are in the taxi with a senior colleague on the way to the presentation, when you realise that you forgot to send some confidential data to your manager for another project. You know the data very well and can send it from your personal mobile device right now. You worry that the manager may need this data urgently and will be disappointed if its late. On the other hand the data is confidential and sending it from your personal mobile device will be against the consultancy's compliance policies. What action would you take (most/least)?

1. Adhere to the compliance policies and send the confidential data first thing tomorrow instead
2. Send the data now from your mobile device, as you don't want to disappoint your manager
3. Explain the situation to the senior colleague and ask for their advice



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Answer 2: You are helping a team at the consultancy with a presentation...

1. **Neutral:** Adhere to the consultancy's compliance policies and send the confidential data first thing tomorrow instead
2. **Least effective:** Send the data now from your mobile device, as you don't want to disappoint your manager
3. **Most effective:** Explain the situation to the senior colleague and ask for their advice

Explanation:

- (1) is neutral. You would not breach any compliance policies, but your manager may be disappointed if they need the information urgently
- (2) Is least effective. Breaching compliance policies may result in heavy penalties on the company from the regulator and may result in your job termination if discovered.
- (3) Is most effective, as your senior colleague would know the bank's policies and may even suggest that you use their work device to log in and send the data to your manager



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