DIRECTIONS

Read these directions carefully - follow instructions. Do not turn this page until instructed.

This is a test of your ability to solve problems.

Do these samples first:

SAMPLE I
Which of the four words below tells what a coat is?
(1) food, (2) clothing, (3) plant, (4) chemical.

The correct answer is clothing, so you cross out the number 2 and place 2 in the parentheses at the right.

SAMPLE II
The opposite of east is?
(1) north, (2) south, (3) west

The correct answer is west, so you are to cross out the figure 3 and write 3 in the parentheses.

SAMPLE III
If two apples cost 5 cents, how many apples can you buy for 10 cents?

The correct answer is 4, so you are to place the figure 4 in the parentheses.

You have ten minutes to complete this test. Work as rapidly and accurately as you can. Do not guess. You may check back over the test if you have time.

The problems increase in difficulty as you go along. They are so arranged as to make it almost impossible for you to complete all of them.

Relax and do your best.

WAIT for instructions before turning the page.
1. A house most resembles a:
   (1) tent, (2) teepee, (3) factory, (4) cabin

2. An awkward man is likely to be:
   (1) cruel, (2) clumsy, (3) neat, (4) poor

3. A teacher is generally ________ than the pupil.
   (1) shorter, (2) smarter, (3) heavier, (4) prettier

4. If 3 apples cost 15 cents, what will 4 apples cost?

5. The boss is generally ________ than those who work for him.
   (1) larger, (2) paid more, (3) more friendly, (4) better liked

6. Work is related to Pay as Practice is to:
   (1) wealth, (2) skill, (3) happiness, (4) curiosity

7. A lazy man is likely to be:
   (1) angry, (2) awkward, (3) weak, (4) slow

8. Which of the following is the most unlike a circle?
   (1) oval, (2) half moon, (3) square, (4) cylinder

9. A fight always involves:
   (1) opponents, (2) fists, (3) spectators, (4) law

10. An acorn resembles an oak in the same way that a (an) _________ resembles a mother.
    (1) teacher, (2) uncle, (3) baby, (4) aunt

11. One item in the following is unlike the others. What is it?
    (1) penny, (2) nail, (3) needle, (4) chair, (5) wire
12. A careless worker is likely to be:
   (1) disliked, (2) proud, (3) slow, (4) fired

13. If a man walks 8 feet in a half second, how many feet can he walk in 10 seconds?

14. When a major accident occurs to an employee, it is most necessary to call:
   (1) a close friend, (2) a doctor, (3) the foreman, (4) the Safety Director

15. A workman who throws a hammer into his machine is a (an):
   (1) aliied, (2) freak, (3) saboteur, (4) moron

16. A supervisor always has:
   (1) money, (2) good character, (3) employees, (4) friends

17. Two per cent of $1,000 is the same as four percent of what amount?

18. Which of the following is most unlike the others?
   (1) foreman, (2) leader, (3) mechanic, (4) supervisor

19. Gasoline is related to an automobile as _______ is to a dog.
   (1) hair, (2) collar, (3) training, (4) meat

20. Read the three statements below:
   A is lighter than D.
   B is heavier than D.
   A weighs more than C.
   Who is heavier, B or A?

21. Who is the lighter, C or B?

22. Which of the four weighs the most?

23. Who weighs the least?
24. A dog always has:
   (1) food, (2) bones, (3) owner, (4) a house

25. A man earned $60. The first day he spent one-third of this amount.
   On each day following he spent one-half the amount spent the first day.
   How much money does he have after three days?

26. In the following series of numbers and letters count each 3 that does
   not have a 7 or a 8 following next after it. How many 3's do you count?
   2 B 3 A 4 7 6 N 3 B 5 3 T A 3 7 B 3 R

27. Henry was absent from work eight hours but worked 4/5 time. How many
   hours does Henry work on full time?

28. When the following words are arranged into a sentence, what is the first
   letter of the fourth word?
   the position the attack enemy army let

29. If 2-1/4 pounds of sugar cost 18 cents, how much will 10 pounds cost?

30. If the first two statements are true, the third is (?)
   A good soldier must be brave. Henry is brave. Henry will become a good
   soldier.
   (1) true, (3) false, (3) uncertain

31. Joe is 25 years old. Joe is three times as old as John was four years
    ago. How old is John?

32. One letter is wrong in the following series. What should that letter be?
   A D B E C F D G E C F I G J H

33. If Mary types 60 words in one minute and Jane types 120 words in one and
    one-half minutes, how many additional words will Mary have to type to equal
    Jane's work after they have both worked for one hour?

34. If a stick 25 inches long is cut so that one piece is 2/3 as long as
    the other piece, how long is the shorter piece?

35. George works 8 hours per day at 80 cents per hour and works two hours
    per day overtime, for which he receives time and one-half. How many
    days must he work to earn $96.80?
line, 800-323-4736, for any additional information that you may need prior to our next appointment with you.

Very truly yours,

[Signature]

Philip R. LaVelle
Director of Sales

PRL/jh

Enclosures

cc: Michael Cox