

# Instructions for the Esade Online Admissions Test

## Before de exam:

- We strongly advise you to ensure that you have a **reliable** Internet connection that allows you to start and finish the test without experiencing any technical difficulties. Please be aware that a poor internet connection may cause you to lose time during the test and may also mean that you are unable to finish the complete test. The test has a limited period of time and will be timed. You should try to invest as little time as possible. **The test can only be performed once.** For this reason, **the test score that you obtain is final** and will be the score used to assess your candidacy. It is therefore vital that **you only take the test when you are certain of the reliability of your internet connection.**
- If you believe that you have particular circumstances which should be taken into account when taking the test, for example, dyslexia and you did not contact the Admissions Team beforehand, we are sorry to inform you that it is unfortunately now too late for us to change this particular test to an “adapted test appointment”. In which case, you may either choose to continue with the “standard test appointment” - bearing in mind that the test score that you obtain will be final and will be the score used to assess your candidacy, or you may cancel the test and contact the Admissions Team to explain your situation, so that we may if your request is approved, respond by accommodating your specific needs and providing you with an “adapted test appointment” at a future date.
- Make sure that the room you will use has proper lighting.
- Computer and a mobile phone are required to take the exam.
  - Make sure you have a good WI-FI connection.
  - Make sure the battery is fully charged or that the device is connected to the charger.
  - Block the “Auto-rotate” function on your phone in case you have to adjust the image during the exam
- You will receive the exact technical information 24 hours prior to the test, nevertheless, here some information:
  - o You will need to use the following navigators (make sure to download the latest versions), Firefox ([here](#)) or Chrome ([here](#)).
  - Make sure to download the extension for ProctorU: Firefox ([here](#)) or Chrome ([here](#)).

## During the exam, you are allowed to:

- Use a calculator or any mathematical application, software or program, **only in the calculation test.**
- Use paper, pencil or pen, **only in the calculation test.**

## During the exam, you are not allowed to do any of the following:

- Using messaging applications, Internet browsers, translator, spelling checker, software or email.
- Use any type of mobile device (besides the mobile phone you will be required to use to record the test) no headphones.
- Disconnect the three cameras used for the test recording.
- Leave the exam room during the process.
- Speak out loud.
- Be accompanied by anyone in the same room (you must be alone in the room).

If any of these rules are breached, the infraction will be evaluated, and the validity of the test and the consequent non-admission to the programme will be determined.

Unlike the GMAT, the Esade Online Admissions Test is not adaptive; therefore, all questions are of increasing difficulty.

Structure of the Esade Online Admissions Test:

- 3 sections (100 minutes in total)
  - Test of Sufficiency of Information :  
30min – 16 questions
  - Test of verbal reasoning:  
35min – 25 questions
  - Test of numerical reasoning:  
35min – 25 questions

At the beginning of each section, you will find the instructions, some examples and a “Did you know”. In this “Did you know”, you will be informed amongst other aspects- about how much the wrong answers penalize, as in each section they penalize differently (Data Sufficiency -0,25 | Numerical Reasoning -0,33 | Verbal Reasoning - 0,50)

The correct answers count for 1 point in all three sections, and leaving a blank answer does not deduct any points.

- English test (if required) - 70 minutes:
  - 100 questions - 1 hour.  
In this section only the right answers count, wrong answers or the ones left blank do not count or deduct points. (100 questions – mainly grammar and vocabulary)
  - Writing test - 10 minutes.  
The test consists of writing an analysis of a text in English or an essay on a proposed topic in the space provided for this purpose.

Unlike the GMAT, the Esade Online Admissions Test is not adaptive; therefore, all questions are of increasing difficulty.

A brief description and sample questions from each section are on the following pages.

- These sample questions are not intended for practice or to increase your test-taking speed, but rather to familiarise you with the kind of questions that you can expect to encounter on the test.
- Esade Admissions Test can only be taken once.

## Sufficiency of information test

**Task:** This section of the exam consists of verbal and numerical questions, including texts to be assessed as well as mathematical problems and calculations.

**Time:** 30 minutes to complete. The use of a calculator and scratch paper is allowed.

**What does it assess?** It assesses verbal comprehension and mathematical ability and logic.

When it comes to how people act, all people follow behavioural patterns that can be determined by different causes, related to either the society or culture of the times they live in or the received education transmitted by families over the years. These educational values may or may not be constant, depending on the degree to which each family has adapted to the evolution of social behaviours. This evolution has accelerated in recent years due to the extraordinary changes that certain events have produced in the world. However, what really must be questioned is whether this transformation occurs in all values or if the most deep-seated values are a defining factor in people's social behaviour.

### EXAMPLES-TYPE 1

#### 1. The author of the text argues that:

- I. The education a person receives is one of the defining factors in the creation of certain behavioural patterns.
- II. Deep-seated values are unlikely to be affected by changes occurring in the environment.
- III. Values may remain stable when people adapt less to social events and changes.

- A. Only I
- B. Only II
- C. Only III
- D. Only I and III
- E. I, II and III

#### 2. According to the text, what position does the author defend?

- A. Values are behavioural patterns that evolve over the years and as a result of events that impact the environment.
- B. The more adaptable a person is, the less stable his or her values will be, as they will be influenced by changes.
- C. The author does not defend a clear position, but rather notes that values are unstable and, therefore, that people's behaviour does not follow a specific pattern.
- D. The impact that certain recent events have had on the world has accelerated changes in people's behaviour.

### EXAMPLES- TYPE 2

**3. Company YYY has trebled its revenue in 5 years, doubling its costs. If in the year X-5 it had a gross profit of €234,000, with revenues of €1,360,000, what was its profit in the year X?**

- A. €454,800
- B. €3,846,000
- C. €1,828,000
- D. €1,213,500

4. What are the values of 'x' and 'y'?

(1)  $3x=150-2y$

(2)  $4x=240y$

- A. Formula (1) ALONE is sufficient, but formula (2) ALONE is not sufficient.
- B. Formula (2) ALONE is sufficient, but formula (1) ALONE is not sufficient
- C. Formulas (1) and (2) TOGETHER are correct, but NEITHER is sufficient ALONE.
- D. Each formula is sufficient ALONE.
- E. Formulas (1) and (2) TOGETHER are NOT sufficient.

## Verbal reasoning test

**Task:** This section of the exam consists of verbal and numerical questions, including texts to be assessed as well as mathematical problems and calculations.

**Time:** **35 minutes to complete.** The use of a calculator and scratch paper is allowed.

**What does it assess?** It assesses verbal comprehension and mathematical ability and logic.

The difficulty for any local authority of jointly establishing a set of goals and objectives is well known. First, there is the issue of the definition and division of responsibilities between the central and local government. Moreover, objectives may change unexpectedly due to changes in political strategies. Nevertheless, people are constantly increasing the pressure to examine the effectiveness of local authorities and to review priorities based on the needs of their community.

### EXAMPLES

1. Some tasks or functions can be performed by both local authorities and the government.
2. Local authorities' goals do not depend on which political party is in power.
3. Local residents increasingly wonder about local authorities' effectiveness.
4. Society is not cognizant of the difficulty of governing and setting priorities.
5. Whenever a new party comes to power locally, many priorities and strategies change.

**Mark A:** If the statement is clearly true, or can be logically deduced, based on the information in the text.

**Mark B:** If the statement is clearly false, or the opposite can be logically deduced, based on the information in the text.

**Mark C:** If there is not enough information in the text to decide or logically deduce whether the statement is true or false.

## Numerical reasoning test

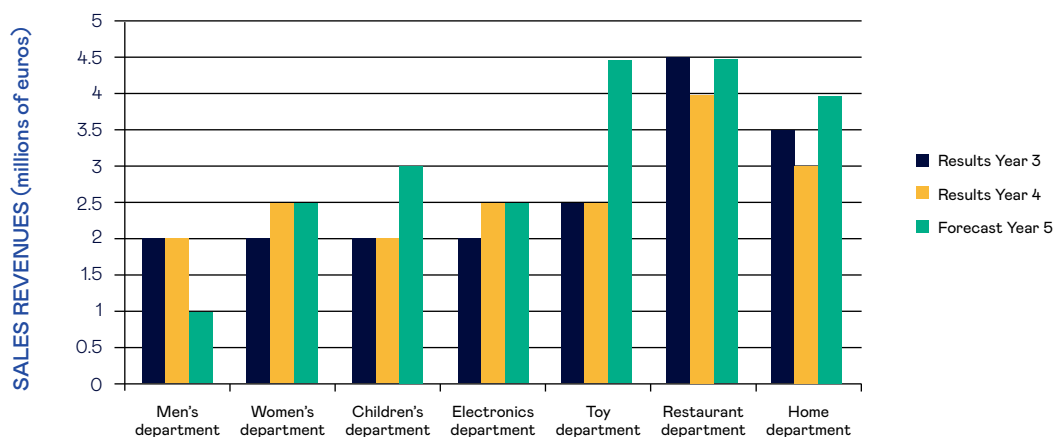
**Task:** You must answer a series of questions based on the analysis of the information provided in various tables and graphs containing numerical data.

**Time:** 35 minutes to complete. The use of a calculator and scratch paper is allowed.

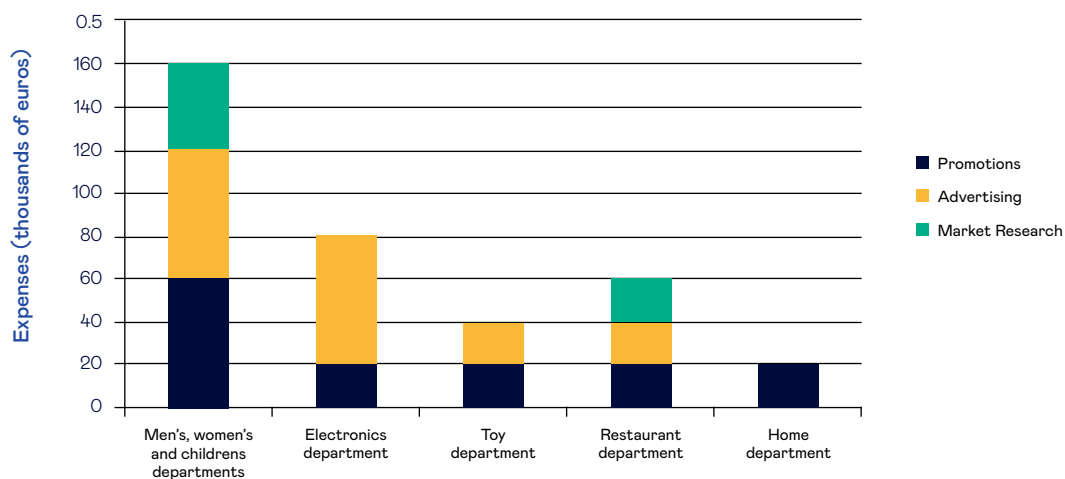
**What does it assess?** It assesses your ability to analyse and understand numerical information, as well as your ability to use numerical data.

### EXAMPLES

#### McQUEEN's DEPARTMENT STORE



#### McQUEEN's Marketing Department - YEAR 4



1. What percentage of McQUEEN's total expenditure on marketing in Year 4 was spent on advertising?
  - A. 28%
  - B. 35%
  - C. 44%
  - D. 59%
  - E. 76%
  
2. What is the ratio of sales revenue to advertising expenditure for the Restaurant department in Year 4?
  - A. 20:1
  - B. 75:1
  - C. 100:1
  - D. 200:1
  - E. 225:1
  
3. Assuming that the investment in marketing is evenly distributed amongst the Men's, Women's and Children's departments, except for promotions, which apply only to the Women's department, which department was the most profitable in Year 4 in terms of investment vs sales?
  - A. Men's and children's department
  - B. Women's department
  - C. Children's department
  - D. All departments were equally profitable
  
4. Which department will have the highest sales revenues in Years 4 and 5, if the budgets are correct?
  - A. Toy department
  - B. Women's department
  - C. Restaurant department
  - D. Home department
  
5. Which department increased its sales the most in percentage terms between Year 3 and Year 4?
  - A. Children's department
  - B. Electronics department
  - C. Men's department
  - D. Women's department

## English placement test

**Task:** Different types of questions will be asked to assess your level of English.

**Time:** 60 minutes to complete.

**What does it assess?** It assesses your comprehension of written English, your level of grammar and your vocabulary.

### EXAMPLES

1. I ..... born in England.

- A. have
- B. had
- C. am
- D. was

2. He ..... two languages.

- A. talks
- B. say
- C. speaks
- D. has

3. I love .....

- A. travel
- B. swimming
- C. apple
- D. sing



## Correct answers to the sample exercises

Sufficiency of information	Type 1: 1.D 2.D	Type 2: 3.C 4.C
Verbal reasoning	1.A 2.B 3.A 4.B 5.C	
Numerical reasoning	1.C 2.D 3.A 4.C 5.A	
Writing test	NA	
English Placement Test	1. D 2.C 3.B	