Admission test guide to university courses

Academic Year 2009/2010
We know how important it is when it comes to choosing the right university and the uncertainty you may feel before doing the admission test, especially when you do not know what to expect.

We aim to provide you with everything you need to handle this difficult time in the best possible way. We have therefore created a preparatory course, available online at www.luiss.it, and this guide.

These two tools are complementary and serve a dual purpose: on the one hand to help you familiarise yourself with the type of thought processes needed to answer the questions, and on the other to bring you into contact with questions as similar as possible, in form and content, to those you will encounter in the test.

This guide also contains a few pages of general advice which may be useful to you.

Subjects covered:
- The admission test
- How to handle the admission test
- Answer methods
- Practise with the sample test
- Answers and explanation of the aptitude questions
- Areas investigated by the test
- Marking the test

Starting well is half the battle. Good luck!
The tests

The idea of objectively describing and measuring certain personal aspects dates back to many years ago, to be precise to three thousand years ago, when the Chinese imperial government used to employ people after subjecting them to ability or aptitude tests. In ancient Greece too, the intellect of a few elect young people was also measured in some form, although true experimental research into this kind of tests only really began early last century. The first test to meet modern criteria is that created by the French psychologist A. Binet, designed to measure intelligence: the famous tests for measuring intelligence quotient (IQ) and the most advanced psychological and aptitude tests derived from this test.

The fundamental purpose of a test is to measure the differences between individuals, or the reactions of an individual in different conditions. The test is therefore a measurement tool, a “systematic procedure that makes it possible to observe the behaviour of a person or to describe him with the help of a scale of measurement and a reference system”.

The Luiss test

Tests differ on the basis of numerous variables, from the object they aim to measure to how this measurement is made. There are tests that describe personality profile, those that measure intelligence (IQ) and others that measure specific abilities: aptitude tests. The latter make it possible to establish a person’s aptitude profile and, therefore, to understand in which fields he will be most successful. The test you have to take will include a series of psychological and aptitude questions, which aim to measure your ability to complete a given task or achieve a certain objective.

Many of these abilities can be acquired, sometimes after a long period of training and practice. However, generally speaking, they come about as a result of the individual’s normal maturing process. These abilities regard a wide range of activities and behaviours: some are easy to observe on a behavioural level, while others, such as mental abilities, have to be inferred from the underlying thought processes.

Specific tests have been developed to this end, for example, in order to evaluate decision-making speed, the ability to discriminate between and analyse given information, the way in which a problem is clearly defined and the ability to identify strategies to resolve it.
Aptitude tests are effective tools for the assessment of candidates for educational courses and specific professional roles. In fact, the tests ask the applicant to carry out tasks that require abilities identified as essential components for the successful completion of a given educational curriculum or the best possible performance in the required role.

Once again this year, some cultural type questions have also been included. These questions make it possible to observe knowledge acquired by students during their time at school, to which we can add topical questions to probe the students’ interest and focus on Italian and international social, political and cultural events.
Here are some practical suggestions to bear in mind for the admission test:

- read this guide carefully and practise using the examples;
- arrive calm and relaxed for the test, having had sufficient sleep the night before and having eaten a healthy breakfast;
- read the instructions given to you at the beginning of the test carefully in order to avoid errors of miscomprehension;
- manage the time given between the start and end of the test as well as possible, seeking to maintain a high level of concentration at all times;
- do not try to copy or compare with other candidates, as you risk being expelled from the test with immediate effect.
The test is comprised of 100 questions, each of which is accompanied by a list of three, four or five answers: only one is correct.

Each of you will have a booklet containing the questions and a separate answer sheet.

The first few pages of the booklet contain instructions and examples, marked E1 to E6. It is very important to take your time to read this first part properly so that you do not make mistakes when answering the questions, and in order to understand the logic behind the different question types. The last pages of the booklet (pages 28 and 29) contain an information sheet, which you should read carefully as it will help you find the answers to some of the questions in the questionnaire.

Mark your answers by blacking out the box corresponding to the answer you believe to be correct on the answer sheet, just as explained in the booklet instructions and as illustrated by us in the examples. Think carefully before answering, because YOU CANNOT CHANGE YOUR ANSWER ONCE IT HAS BEEN GIVEN.

We advise you to black out the boxes carefully and not to make any other marks on the answer sheet because faint marks or marks that differ from those described in the instructions will not be recognised by the scanner. Consequently, your answer could be considered null and void.

An example of the answer sheet is given on the next page.
Attacca qui l’etichetta con il codice a barre.

ATTENZIONE
This section of the guide will help you learn how to answer questions similar to those you will encounter in the test.

Practice is useful if carried out properly:

- work in a room on your own and concentrate as hard as possible on reading and answering the questions presented on the following pages;
- compare the answers you have given with those contained in “The correct answers” section of the guide;
- read the explanation of the reasoning behind the solution in the “Answers and explanations of the aptitude questions” section of the guide.

Allow yourself a maximum of 35 minutes to answer the following thirty-eight questions. We advise you to try answering all the question types, so that you can practise on all the possible test questions.

Good luck!
Refer to the following figures when answering questions E1 to E3.

E1. Which statement is correct on the basis of the previous figures?

- A belongs to group X  
- C belongs to group Y  
- A and B belong to the same group  
- B belongs to group Y  
- None of the above statements is correct  

A belongs to group X [1]  
C belongs to group Y [2]  
A and B belong to the same group [3]  
B belongs to group Y [4]  
None of the above statements is correct [5]
E2. Which statement is correct on the basis of the previous figures?

- D belongs to group Y  
- C belongs to group X  
- C and D do not belong to group X or group Y  
- D belongs to group X  
- None of the above statements is correct

E3. Which statement is correct on the basis of the previous figures?

- D does not belong to any group  
- E belongs to group Y  
- A and E do not belong to group X or group Y  
- A and C belong to the same group  
- None of the above statements is correct

E4. Emma Marcegaglia is:

- the first woman to chair Confindustria  
- the first woman to be appointed Minister of the Economy and Finance  
- the first woman president of the European Commission  
- the first Italian woman to go into space

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Modern Greece has seen its linguistic heritage split progressively into two different languages: the learned language, or *katharevousa*, mainly used in writing and official documents, and the popular language, *demotiki*, which largely dominates the spoken language. The learned language contains many archaic terms and is relatively close to classical Greek. The popular language, on the other hand, is becoming increasingly distanced from tradition, acquiring greater dynamism and a more marked adherence to social life. The supremacy of the learned language was reasserted in the 19th century, after the war of independence which definitively sanctioned the autonomy of Greece from the Turkish empire. The “first school of Athens” saw it as an element of national unity, with the recognition of a shared cultural root, despite having now been overtaken by events. However, there was no lack of opposition, such as that from the poet Dionysios Solomós, who advocated the dignity of *demotiki*.

**E5.** The “first school of Athens” considered the following to be an element of national unit:

<table>
<thead>
<tr>
<th>Option</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>the popular language</td>
<td>1</td>
</tr>
<tr>
<td>the learned language</td>
<td>2</td>
</tr>
<tr>
<td>the artistic heritage</td>
<td>3</td>
</tr>
<tr>
<td>the war of independence</td>
<td>4</td>
</tr>
<tr>
<td>modern Greek</td>
<td>5</td>
</tr>
</tbody>
</table>

**E6.** To what does the term “*demotiki*” refer?

<table>
<thead>
<tr>
<th>Option</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>To the written language</td>
<td>1</td>
</tr>
<tr>
<td>To a Turkish language</td>
<td>2</td>
</tr>
<tr>
<td>To the popular language</td>
<td>3</td>
</tr>
<tr>
<td>To the language spoken in the region of Cappadocia</td>
<td>4</td>
</tr>
<tr>
<td>To Latin prose</td>
<td>5</td>
</tr>
</tbody>
</table>
E7. According to the passage, in modern Greece the learned language is used:

- in the spoken language 1
- in academic texts only 2
- during religious celebrations 3
- during official ceremonies 4
- in official documents and in writing 5

E8. The poet Dionysios Solomós considered:

- the learned language superior to the popular language 1
- demotiki to be a fully dignified language 2
- demotiki superior to the vernacular language 3
- the learned language superior to katharevousa 4
- ancient Latin superior to katharevousa 5

E9. Choose the word that, when inserted in the sentence, best fits the meaning of the sentence as a whole.

Their conversation was unsettling, for the gravity of their topic contrasted so oddly with the … of their tone.

- uniqueness 1
- rapidity 2
- precision 3
- lightness 4
The following table shows production over the last two years in the four most important sectors for Sterling S.p.A. in the various different countries. Answer the following questions in reference to the table.

<table>
<thead>
<tr>
<th>Production sector</th>
<th>Spain</th>
<th>Portugal</th>
<th>Greece</th>
<th>Austria</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bracelets</td>
<td>9</td>
<td>12</td>
<td>10</td>
<td>15</td>
<td>46</td>
</tr>
<tr>
<td>Necklaces</td>
<td>18</td>
<td>13</td>
<td>14</td>
<td>10</td>
<td>55</td>
</tr>
<tr>
<td>Rings</td>
<td>11</td>
<td>14</td>
<td>7</td>
<td>17</td>
<td>49</td>
</tr>
<tr>
<td>Earrings</td>
<td>7</td>
<td>9</td>
<td>21</td>
<td>8</td>
<td>45</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>45</td>
<td>48</td>
<td>52</td>
<td>50</td>
<td>195</td>
</tr>
</tbody>
</table>

* All figures are expressed in thousands.

**E10.** In which country is the necklace sector the most productive?

- Greece 1
- Portugal 2
- Austria 3
- Spain 4

It is not possible to answer this question on the basis of the data provided.

**E11.** Which country accounts for the biggest percentage of the total ring production?

- Portugal 1
- Spain 2
- Greece 3
- Austria 4

It is not possible to answer this question on the basis of the data provided.
E12. Which country sells the most bracelets with respect to the total sales?

Austrian  1
Portugal    2
Greece      3
Spain       4

It is not possible to answer this question on the basis of the data provided  5

E13. On 4th November, the following person was elected as the new President of the United States of America:

John McCain  1
Hillary Clinton 2
Barack Obama  3
Mike Huckabee  4

E14. Part of the following sentence is underlined; beneath the sentence are four ways of phrasing the underlined material. Select the option that produces the best sentence.

The language of the Navajo people, like their Apache cousins, is classified in the Athabascan language family.

that of their  1
their         2
for their     3
its           4
Refer to the following figures when answering questions E15 to E17.

**E15.** Which statement is correct on the basis of the previous figures?

- A belongs to group X [1]
- B belongs to group X [2]
- A and B belong to the same group [3]
- A belongs to group Y [4]
- None of the above statements is correct [5]
E16. Which statement is correct on the basis of the previous figures?

- C belongs to group X
- D belongs to group Y
- C and D belong to the same group
- D belongs to group X
- None of the above statements is correct

E17. Which statement is correct on the basis of the previous figures?

- E belongs to group Y
- B and D do not belong to the same group
- A and E belong to the same group
- A and C belong to the same group
- None of the above statements is correct

E18. Choose the set of words that, when inserted in the sentence, best fits the meaning of the sentence as a whole.

The alarm voiced by the committee investigating the incident had a …… effect, for its dire predictions motivated people to take precautions that …… an ecological disaster.

- trivial - prompted
- salutary - averted
- conciliatory - supported
- beneficial - exacerbated
Refer to the following when answering questions E19 to E21.

Examine the following extract, given to Lucia and Franco, two young new employees, when they joined Sterling S.p.A. Each question consists of a statement. To answer, indicate:

1. whether the statement is taken from or is implicit in that stated in the documents;
2. whether the statement contradicts that stated in the documents;
3. if you are unable to say whether the statement is true or false on the basis of the documents.

**Information Sheet**

**RULES FOR PERSONNEL**

**Operating hours**
- Laboratories/warehouse/canteen: from 8.30 a.m. to 6.00 p.m. Monday to Friday
- Offices: from 9.00 a.m. to 6.30 p.m.

**Lunch break**
An hour and a half lunch break is envisaged between midday and 2.30 p.m., upon agreement with the department manager.

**Holidays**
By contract you have 20 days per year, which become 24 after five years and 32 after ten years.
E19. Anna, secretary for fifteen years to the Sales Manager of Sterling S.p.A., will be on holiday for the whole month of August this year.

E20. Dr. Bianchi, administration manager at Sterling S.p.A., goes to the gym every Friday at 6.00 p.m.

E21. The warehouse keeper Mr. Rossi and Dr. Bianchi take their lunch break together.

E22. Part of the following sentence is underlined; beneath the sentence are four ways of phrasing the underlined material. Select the option that produces the best sentence.

With the 1977 publication of *Song of Solomon*, Toni Morrison both received popular and critical acclaim.

<table>
<thead>
<tr>
<th>Option</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>both received popular and also</td>
<td>1</td>
</tr>
<tr>
<td>received popular, along with</td>
<td>2</td>
</tr>
<tr>
<td>received popular as well as</td>
<td>3</td>
</tr>
<tr>
<td>received both popular and also</td>
<td>4</td>
</tr>
</tbody>
</table>

E23. The *Union of Myanmar* is more commonly called:

<table>
<thead>
<tr>
<th>Country</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>Burma</td>
<td>1</td>
</tr>
<tr>
<td>Bengal</td>
<td>2</td>
</tr>
<tr>
<td>Darfur</td>
<td>3</td>
</tr>
<tr>
<td>Bangladesh</td>
<td>4</td>
</tr>
</tbody>
</table>
The following histogram shows the number of men and women working in the three Sterling S.p.A. plants. Answer the following questions in reference to it.
E24. What is the percentage of women working in the Sterling S.p.A. plants?

50% 1
30% 2
26% 3
37% 4

It is not possible to answer on the basis of the data provided 5

E25. What is the percentage of men working at the Sterling S.p.A. Headquarters?

30% 1
37% 2
40% 3
60% 4

It is not possible to answer on the basis of the data provided 5

E26. Choose the word that, when inserted in the sentence, best fits the meaning of the sentence as a whole.

Designed to resist storms by virtue of their ...... weight, the oil platforms towed into the North Sea were the heaviest objects ever moved by human technology.

inconsistent 1
purported 2
immense 3
random 4
You will be presented with a series of situations that our two characters, Franco and/or Lucia, believe to be true. After each situation, you will be provided with some information (marked ✻) which you should read carefully. You need to establish what effect the new information can have, if indeed it has an effect at all, on the beliefs of Franco and Lucia. To answer, indicate:

1. whether the new information confirms their belief;
2. whether it goes against their belief;
3. whether it does not influence their belief.

**E27.** Lucia believes that when the lifts require servicing they are usually out of action for half an hour.

✻ The right hand lift has been stuck on two occasions and Lucia observed that it was out of action for over two hours.

**E28.** Franco believes that the production supervisors consider the introduction of “production groups” (which they head) as a change that improves their status.

✻ Franco has been told that the supervisors received a “responsibility bonus” when the production group system was introduced.

**E29.** Lucia believes that, despite regulations, employees always use the office telephones to make private calls.

✻ Lucia has noticed that the board behind the payphone in the office corridor has names and telephone numbers scribbled on it.
Consider the information given in the following passage when answering questions E30 to E33.

The Austrian emperor Francis Joseph ascended to the throne following the Austrian crisis of 1848, due to the abdication of his uncle Ferdinand I and the renunciation of his father, the Archduke Francis Charles. His long reign thus began at just eighteen years of age. During his time on the throne, events occurred that led to radical change in the European political system. Following the stifling of the revolutionary movements and the double crisis of the Italian and Hungarian revolts, he revoked the constitution granted previously. However, he soon had to face the expansionist and unifying policies of Prussia and the Piedmontese desire for revenge, supported by the French.

In 1861 he reorganised the imperial structure in keeping with the most traditional sense of bureaucratic centralism, issuing a “Patent” that would define the constitutional outline of the empire until its reformation in 1867. The Landtags had all their power taken away and a bicameral parliament was created in Vienna, elected according to estate-based criteria and limited to a purely advisory role. The real constitutional definition of the empire had to wait until the subsequent reform.

E30. The “Patent” issued by Francis Joseph:

- authorised citizens to leave the State
- instituted a pass for all areas of the empire
- created new aristocratic titles
- temporarily defined the fundamental legal structure of the State
- definitively defined the fundamental legal structure of the State
E31. The Parliament instituted in Vienna was formed of:

- the Emperor’s counsellors [1]
- the representatives of the confederate States [2]
- two Chambers [3]
- a single Chamber [4]
- one of the Emperor’s counsellors and a representative of the confederate States [5]

E32. The members of Parliament were elected:

- according to their level of nobility [1]
- at the discretion of the Emperor [2]
- in proportion by each region of the empire [3]
- on the basis of their overall wealth and possessions [4]
- by means of universal votes [5]

E33. Parliament had the following role:

- executive [1]
- advisory [2]
- jurisdictional [3]
- controlling [4]
- none of the above is correct [5]
Answer questions E34 and E35 in reference to the information given in the box below.

The sales director has to go to Argentina to sign a ring and bracelet sales contract. The overall cost of production and shipping to Argentina is € 20.00 and € 22.00 respectively. The exchange rate is 4.30 Argentine pesos to the euro if the bank is selling Argentine pesos and 4.50 Argentine pesos to the euro if the bank is buying Argentine pesos.

(The profit percentage is calculated as a percentage of the production and shipping costs.)

**E34.** Sterling S.p.A. wants to make a 30% profit. At what price would it need to sell each bracelet?

- € 26.00 [1]
- € 28.00 [2]
- € 28.60 [3]
- € 66.60 [4]

It is not possible to answer this question on the basis of the data provided [5]

**E35.** Sterling S.p.A. aims to sell each ring at a price of € 30.00. How much does it need to charge per ring in Argentine pesos?

- 12.90 Argentine pesos [1]
- 13.50 Argentine pesos [2]
- 129.00 Argentine pesos [3]
- 135.00 Argentine pesos [4]

It is not possible to answer this question on the basis of the data provided [5]
Refer to the following figures when answering questions E36 to E38.

E36. Which statement is correct on the basis of the previous figures?

- D does not belong to group X or group Y 1
- B and C belong to the same group 2
- A belongs to group X 3
- E belongs to group X 4
- None of the above statements is correct 5
E37. Which statement is correct on the basis of the previous figures?

- B belongs to group Y 1
- A and C belong to group Y 2
- A and D belong to group X 3
- A does not belong to group X or group Y 4
- None of the above statements is correct 5

E38. Which statement is correct on the basis of the previous figures?

- C and E belong to group Y 1
- B and D belong to group X 2
- A and E belong to group X 3
- E does not belong to group X or group Y 4
- None of the above statements is correct 5
The correct answers to the questions in the sample test are provided below, along with an explanation of the same according to the type of reasoning to which they refer. Explanations of the answers to the cultural and topical questions are not provided.

<table>
<thead>
<tr>
<th>Question</th>
<th>Correct answer</th>
</tr>
</thead>
<tbody>
<tr>
<td>E1</td>
<td>2</td>
</tr>
<tr>
<td>E2</td>
<td>1</td>
</tr>
<tr>
<td>E3</td>
<td>3</td>
</tr>
<tr>
<td>E4</td>
<td>1</td>
</tr>
<tr>
<td>E5</td>
<td>2</td>
</tr>
<tr>
<td>E6</td>
<td>3</td>
</tr>
<tr>
<td>E7</td>
<td>5</td>
</tr>
<tr>
<td>E8</td>
<td>2</td>
</tr>
<tr>
<td>E9</td>
<td>4</td>
</tr>
<tr>
<td>E10</td>
<td>4</td>
</tr>
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<td>E11</td>
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<td>E12</td>
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<td>E13</td>
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<td>E15</td>
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<td>2</td>
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<tr>
<td>E19</td>
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<td>2</td>
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<td>E21</td>
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<td>E22</td>
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<td>E23</td>
<td>1</td>
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<td>E27</td>
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<tr>
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</tr>
<tr>
<td>E29</td>
<td>2</td>
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</tr>
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<td>E31</td>
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</tr>
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<td>E32</td>
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<td>E35</td>
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<td>E36</td>
<td>5</td>
</tr>
<tr>
<td>E37</td>
<td>2</td>
</tr>
<tr>
<td>E38</td>
<td>1</td>
</tr>
</tbody>
</table>
Answers and explanation of the aptitude questions

Verbal critical reasoning tests

ANALYSIS TESTS

Examples E19, E20 and E21 are statements that need to be analysed on the basis of that cited in the extract from the information sheet on page 18. For each statement, you need to understand whether that stated is implicit in the information given in the document or can in some way be inferred from the same, whether the statement is contrary to that written in the document, or whether the statement regards a topic not covered by the document at all, meaning that it is impossible to establish if it is true or false.

E19. Anna, secretary for fifteen years to the Sales Manager of Sterling S.p.A., will be on holiday for the whole month of August this year.

This first example states that the secretary to the Sales Manager of Sterling S.p.A. has worked for the company for fifteen years and will be on holiday for the whole month of August this year (that is to say 31 days). On the basis of the information given in the document under the heading Holidays, it can be seen that the contract provides 32 days of holiday per year for those working at the company for over ten years. The right answer is therefore number 1: the statement can be inferred from or is implicit in the information given in the document.

E20. Dr. Bianchi, administration manager at Sterling S.p.A., goes to the gym every Friday at 6.00 p.m.

In order to analyse this statement, it is necessary to read the information given in the document under the heading Operating hours. 6.00 p.m. indicates the time at which the laboratories, warehouse and canteen shut, while the office operating hours end at 6.30 p.m. On the basis of this information, given that Dr. Bianchi works in the office, the correct answer is evidently number 2: the statement contradicts that stated in the document.
E21. The warehouse keeper Mr. Rossi and Dr. Bianchi take their lunch break together.

In order to answer this example, it is necessary to examine what is written in the document under the heading Lunch break. We can see that all employees have a lunch break of one and a half hours between midday and 2.30 p.m. Each employee establishes the break in agreement with his/her department manager. The document does not contain any other information to this regard. On the basis of this information, we are unable to know which department takes its break first and which takes it later, therefore the correct answer can only be number 3: you are unable to say, on the basis of the document, whether the statement is true or false.
EVALUATION TESTS
Examples E27, E28 and E29 ask you to evaluate the influence, if indeed there is an influence, of a given piece of information on the beliefs of Franco and/or Lucia.

E27. Lucia believes that when the lifts require servicing they are usually out of action for half an hour.
   ※ The right hand lift has been stuck on two occasions and Lucia observed that it was out of action for over two hours.

Lucia’s belief regards the length of time for which the stuck lift is out of use. According to her, it is half an hour. The information provided tells us what happened on two occasions, observed directly by Lucia, in which the lift was stuck for over two hours. Therefore, the correct answer is number 2, because the information goes against Lucia’s belief.

E28. Franco believes that the production supervisors consider the introduction of “production groups” (which they head) as a change that improves their status.
   ※ Franco has been told that the supervisors received a “responsibility bonus” when the production group system was introduced.

The fact that the remuneration of the supervisors has improved, thanks to a responsibility bonus, logically leads us to think that there will also be an improvement in their status. Franco’s belief is therefore confirmed by this information. As a result, the correct answer is number 1.

E29. Lucia believes that, despite regulations, employees always use the office telephones to make private calls.
   ※ Lucia has noticed that the board behind the payphone in the office corridor has names and telephone numbers scribbled on it.

The information provided describes a board, featuring various scribbles: names and telephone numbers, positioned behind a payphone in an office corridor. The fact that the board has been scribbled on leads us to think that the company employees use this payphone and, above all, the space available for their notes during phone calls. Lucia’s belief is therefore not supported by this information. Lucia is convinced that the employees always use the office telephones, but if this were the case the board would not have scribbles on it. Evidently, the payphone is used too sometimes. Therefore, the correct answer is number 2: the information goes against Lucia’s belief.
PASSAGE COMPREHENSION
By reading the passage relative to questions E5, E6, E7 and E8 on page 12, it is not difficult to find the information needed to give the right answers.

With respect to E5, in the fifth and seventh line of the text we can clearly read:

- The supremacy of the learned language was reasserted in the 19th century, after the war of independence which definitively sanctioned the autonomy of Greece from the Turkish empire. The “first school of Athens” saw it as an element of national unity...

The correct answer is therefore number 2. The alternatives marked 1, 3, 4 and 5 are not supported by the text.

The correct answer to question E6 is number 3, as supported by the second and third line of the text:

- Modern Greece has seen its linguistic heritage split progressively into two different languages: the learned language, or katharevousa, mainly used in writing and official documents, and the popular language, demotiki, which largely dominates the spoken language.

The alternative answer number 1 refers to the other language, katharevousa; while alternatives 2, 4 and 5 are not supported in any way by the text.

Question E7 refers to the same extract from the passage as question E6. The right answer is number 5. Alternative 1 refers to the demotiki language, while alternatives 2, 3 and 4 are not supported in any way by the passage.
Answers and explanation of the aptitude questions

In the case of example E8, you need to refer to the last line of the passage:

However, there was no lack of opposition, such as that from the poet Dionysios Solomòs, who advocated the dignity of *demotiki*.

Alternative number 2 can be identified as the correct answer. Alternative 1 sustains exactly the contrary to the poet, while alternatives 3, 4 and 5 are not supported in any way by the text.
Answers and explanation of the aptitude questions

By reading the passage relative to questions E30, E31, E32 and E33 on page 23, it is not difficult to find the information needed to give the right answers.

The answer to E30 is clearly indicated in the seventh and eighth line of the text, in which we read:

In 1861 he reorganised the imperial structure in keeping with the most traditional sense of bureaucratic centralism, issuing a “Patent” that would define the constitutional outline of the empire until its reformation in 1867.

The alternative answers 4 and 5 could be misleading because they are very similar. However, if you read the passage carefully, particularly the phrase “…until its reformation in 1867”, it becomes clear that the right answer is number 4, precisely because it was a “temporary” situation. Alternatives 1, 2 and 3 are not supported in any way by the passage.

The right answer to question E31 is clearly number 3, given that the term “bicameral” (line 10 in the passage) means “formed of two Chambers”. None of the other alternatives are supported by the passage.

In order to answer correctly, it is also necessary to take care when reading the expressions used to formulate the alternative answers. For question E32 you need to know the meaning of the word “estate” (line 11 in the passage) to understand that answer number 4 is the right one, given that it speaks of “wealth and possessions”. The other alternatives are not supported by the passage in any way.

Lastly, the correct answer to question E33 is number 2, as can be clearly seen in the penultimate line of the passage.

The Landtags had all their power taken away and a bicameral parliament was created in Vienna, elected according to estate-based criteria and limited to a purely advisory role. The real constitutional definition of the empire had to wait until the subsequent reform.
Numerical critical reasoning tests

In order to answer questions E10, E11 and E12 it is necessary to examine the table on page 14.

**E10.** In which country is the necklace sector the most productive?

<table>
<thead>
<tr>
<th>Country</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Greece</td>
<td>1</td>
</tr>
<tr>
<td>Portugal</td>
<td>2</td>
</tr>
<tr>
<td>Austria</td>
<td>3</td>
</tr>
<tr>
<td>Spain</td>
<td>4</td>
</tr>
</tbody>
</table>

It is not possible to answer this question on the basis of the data provided 5

In order to answer this question, you need to observe the different productions in each column for each country (Spain, Portugal, Greece, Austria) and to identify in which of these columns necklace production is the highest compared to bracelet, ring and earring production. By looking at the table, we can see that necklace production is the biggest sector in Spain (18 thousand necklaces compared to 9 thousand bracelets, 11 thousand rings and 7 thousand earrings). The correct answer is therefore number 4.

**E11.** Which country accounts for the biggest percentage of the total ring production?

<table>
<thead>
<tr>
<th>Country</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Portugal</td>
<td>1</td>
</tr>
<tr>
<td>Spain</td>
<td>2</td>
</tr>
<tr>
<td>Greece</td>
<td>3</td>
</tr>
<tr>
<td>Austria</td>
<td>4</td>
</tr>
</tbody>
</table>

It is not possible to answer this question on the basis of the data provided 5
In order to answer this question, you need to look at the third line in the table, corresponding to production in the “ring” sector in the four countries. By looking at the table, we can see that the country that produces the most rings is Austria (17 thousand). The correct answer is therefore number 4.

**E12.** Which country sells the most bracelets with respect to the total sales?

<table>
<thead>
<tr>
<th>Country</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Austria</td>
<td>1</td>
</tr>
<tr>
<td>Portugal</td>
<td>2</td>
</tr>
<tr>
<td>Greece</td>
<td>3</td>
</tr>
<tr>
<td>Spain</td>
<td>4</td>
</tr>
</tbody>
</table>

It is not possible to answer this question on the basis of the data provided 5

By reading the question carefully and examining the table equally carefully, the correct answer can only be number 5. In fact, it is not possible to answer this question because the data provided in the table regard production and not sales.
Answers and explanation of the aptitude questions

In order to answer questions E24 and E25 it is necessary to refer to the graph on page 20.

**E24.** What is the percentage of women working in the Sterling S.p.A. plants?

- 50% 1
- 30% 2
- 26% 3
- 37% 4

It is not possible to answer on the basis of the data provided 5

In order to find the percentage of women working in the Sterling S.p.A. plants, we need to calculate how many people work there in total (35 + 10 + 10 + 15 + 18 + 12 = 100) and then calculate how many of these people are women (10 + 10 + 12 + 15 = 37). This information can now be used to calculate the percentage (37/100), which is 37%. The correct answer is therefore number 4.

**E25.** What is the percentage of men working at the Sterling S.p.A. Headquarters?

- 30% 1
- 37% 2
- 40% 3
- 60% 4

It is not possible to answer on the basis of the data provided 5

The correct answer to this question can only be number 5. The data provided in the table indicate the number of men and women employed in the three plants. No other information is provided to indicate how many people work at the Headquarters.
### Answers and explanation of the aptitude questions

The answers to questions E34 and E35 can be found in the information given in the box on page 25.

#### E34.
Sterling S.p.A. wants to make a 30% profit. At what price would it need to sell each bracelet?

<table>
<thead>
<tr>
<th>Price</th>
<th>Option</th>
</tr>
</thead>
<tbody>
<tr>
<td>€ 26.00</td>
<td>1</td>
</tr>
<tr>
<td>€ 28.00</td>
<td>2</td>
</tr>
<tr>
<td>€ 28.60</td>
<td>3</td>
</tr>
<tr>
<td>€ 66.60</td>
<td>4</td>
</tr>
</tbody>
</table>

It is not possible to answer this question on the basis of the data provided 5

It is necessary to calculate 30% of € 22.00 (22.00 x 30% = € 6.60), which, as mentioned in the text, is the overall cost of producing and shipping the bracelets. The result should be added to € 22.00, to obtain the final price for each bracelet in order for the company to make its desired profits. The correct answer is therefore number 3 (22.00 + 6.60).

#### E35.
Sterling S.p.A. aims to sell each ring at a price of € 30.00. How much does it need to charge per ring in Argentine pesos?

<table>
<thead>
<tr>
<th>Price</th>
<th>Option</th>
</tr>
</thead>
<tbody>
<tr>
<td>12.90 Argentine pesos</td>
<td>1</td>
</tr>
<tr>
<td>13.50 Argentine pesos</td>
<td>2</td>
</tr>
<tr>
<td>129.00 Argentine pesos</td>
<td>3</td>
</tr>
<tr>
<td>135.00 Argentine pesos</td>
<td>4</td>
</tr>
</tbody>
</table>

It is not possible to answer this question on the basis of the data provided 5

Bearing in mind that the earnings of Sterling S.p.A. in Argentine pesos need to be converted into euros and that therefore the bank applies an exchange rate of 4.50 Argentine pesos per euro for this buying transaction, the price that the company needs to ask for each ring in Argentine pesos is given by multiplying € 30.00 by the value of 4.50 Argentine pesos. The correct answer is therefore number 4.
Abstract reasoning tests

This type of question presents two groups of four figures, marked by the letters X and Y, along with five figures A, B, C, D and E. The figures in group X have been grouped together on the basis of a shared characteristic, different from that shared by the figures in group Y. In order to answer the questions, you need to understand what this difference is and identify to which group the five figures belong: to group X, to group Y or to neither of the two.

In the example, the difference between the two groups lies in the number of elements comprising the figures. In fact, group X is formed of figures that always contain two elements, while the figures in group Y always contain three elements. Therefore, figure A does not belong to either group as it contains four elements; figure B belongs

E1. Which statement is correct on the basis of the previous figures?

A belongs to group X  
C belongs to group Y  
A and B belong to the same group  
B belongs to group Y  
None of the above statements is correct

In the example, the difference between the two groups lies in the number of elements comprising the figures. In fact, group X is formed of figures that always contain two elements, while the figures in group Y always contain three elements. Therefore, figure A does not belong to either group as it contains four elements; figure B belongs
Answers and explanation of the aptitude questions

to group X because it contains two elements; figure C belongs to group Y because it contains three elements. The correct answer is therefore number 2.

Let us now examine example E2:

E2. Which statement is correct on the basis of the previous figures?

D belongs to group Y  1
C belongs to group X  2
C and D do not belong to group X or group Y  3
D belongs to group X  4
None of the above statements is correct  5

The correct answer is number 1 because D has three elements. For the same reason, C cannot belong to group X.

Let us look at the last example:

E3. Which statement is correct on the basis of the previous figures?

D does not belong to any group  1
E belongs to group Y  2
A and E do not belong to group X or group Y  3
A and C belong to the same group  4
None of the above statements is correct  5

In this case, the right answer is number 3 because, given that A has four elements and E has one, these two figures do not belong to either group X or group Y. Moreover, C does not belong to the same group as A because C belongs to group Y and A does not belong to either of the two.
Let us now look at the figures presented on page 16.

The four figures in group X feature an aperture, while those in group Y are closed. Consequently, figures A and E belong to group X because they have an aperture. Figures B and D belong to group Y because they are closed. Figure C does not belong to either of the two groups because it has several apertures. The correct answer to question E15 is therefore number 1.

E15. Which statement is correct on the basis of the previous figures?

A belongs to group X  1
B belongs to group X  2
A and B belong to the same group  3
A belongs to group Y  4
None of the above statements are correct  5
Let us now see question E16:

**E16.** Which statement is correct on the basis of the previous figures?

- C belongs to group X
- D belongs to group Y
- C and D belong to the same group
- D belongs to group X
- None of the above statements is correct

The correct answer is number 2 because D is a closed figure. As figure C has several apertures, it does not belong to either group X or group Y.

Let us now see question E17:

**E17.** Which statement is correct on the basis of the previous figures?

- E belongs to group Y
- B and D do not belong to the same group
- A and E belong to the same group
- A and C belong to the same group
- None of the above statements is correct

In this case the right answer is number 3 because both figure A and figure E have a single aperture, meaning that they belong to the same group (X).
Let us now look at the figures presented on page 26.

All the figures in group \( X \) have a solid outline, while those in group \( Y \) have a dotted outline. Consequently, figures \( A, C \) and \( E \) belong to group \( Y \) because they have dotted outlines. Figure \( D \) belongs to group \( X \) because it is drawn with a solid outline. Lastly, figure \( B \) does not belong to either group \( X \) or group \( Y \), because it is comprised of an element with a dotted outline and another with a solid outline. The correct answer to question E36 is therefore number 5.

E36. Which statement is correct on the basis of the previous figures?

- D does not belong to group X or group Y  
- B and C belong to the same group
- A belongs to group X
- E belongs to group X
- None of the above statements is correct

All the figures in group \( X \) have a solid outline, while those in group \( Y \) have a dotted outline. Consequently, figures \( A, C \) and \( E \) belong to group \( Y \) because they have dotted outlines. Figure \( D \) belongs to group \( X \) because it is drawn with a solid outline. Lastly, figure \( B \) does not belong to either group \( X \) or group \( Y \), because it is comprised of an element with a dotted outline and another with a solid outline. The correct answer to question E36 is therefore number 5.
Let us now see question E37:

**E37.** Which statement is correct on the basis of the previous figures?

- B belongs to group Y
- A and C belong to group Y
- A and D belong to group X
- A does not belong to group X or group Y
- None of the above statements is correct

The correct answer is number 2 because A and C are two figures drawn with a dotted outline, a characteristic shared by the figures in group Y.

Let us now see question E38:

**E38.** Which statement is correct on the basis of the previous figures?

- C and E belong to group Y
- B and D belong to group X
- A and E belong to group X
- E does not belong to group X or group Y
- None of the above statements is correct

The correct answer is number 1 because C and E are figures drawn with a dotted outline, a characteristic shared by the figures in group Y.
Areas investigated by the test

The admission test you will be asked to take is comprised of a questionnaire of 100 questions with three, four or five alternative answers, only one of which is correct. Your task will be to find the correct answer and mark it on the answer sheet given to you together with the questionnaire (see pages 7, 8).

The test contains questions linked to a range of abilities, which can be subdivided into:

- **verbal** reasoning tests, relative to the analysis and evaluation of the information provided;
- **numerical** reasoning tests, relative to processing numerical data;
- **abstract** reasoning tests, relative to the understanding of patterns in geometric figures;
- **cultural** and **topical** tests.

You will have one and a half hour to complete the test. In addition to practising on the sample test, it is therefore also useful to bear the following suggestions in mind.

Verbal reasoning tests

INFORMATION ANALYSIS AND EVALUATION TESTS

These questions are statements referring to the information given to Franco and Lucia, two new employees at Sterling S.p.A., during their first few days at work. You need to put yourself in their place and identify exactly what conclusions can be drawn from the information provided.

*Suggestion.* In order to answer the analysis questions, you will need to read the *information sheet* very carefully. This sheet is included in the questionnaire (pages 28 and 29) and describes the characteristics of the company in question. As far as regards the evaluation questions, you need to understand Franco and/or Lucia’s beliefs regarding the various subjects and how the information provided can relate to these beliefs, that is to say whether it confirms them, opposes them or has no influence on them at all.

PASSAGE COMPREHENSION

In order to resolve the passage comprehension tests, you need to take as much time as necessary to understand the text and the questions. The general strategies used to solve multiple-choice questions in reference to passages are as follows:

- read the questions quickly so that they guide you through your reading of the passage, helping you to identify the useful parts straight away and not to linger on parts of the passage that serve no purpose;
- pay particular attention to the parts of the passage which seem to be linked to the questions;
- try to remember names and numbers, so that you can find them quickly in the passage, especially when dealing with a particularly long passage or answering questions that focus on these aspects;
• answer the questions strictly on the basis of what the passage says, without the addition of your own personal knowledge.

**Suggestion.** Analyse all the alternative answers carefully, because in this kind of test the correct answer is not always immediately apparent and several answers may appear to be correct or almost correct. Always remember there is just one correct answer, which is “more right” than the others because it is more complete or more exact.

**Numerical reasoning tests**
These questions require you to handle numerical information presented in different ways: tables, histograms, etc. All the information always regards the company Sterling S.p.A.

**Suggestion.** Study the information provided as carefully as possible, so that you can extract the relevant data in order to put it together and process it to find the right answers.

**Abstract reasoning tests**
In this type of test you are given figural stimuli to work with and asked to identify the pattern that links to geometric figures within a single group.

**Suggestion.** Before answering, it is very important to analyse the four figures comprising group X and the four figures in group Y carefully, finding their shared characteristic. Only then should you analyse the five figures (A, B, C, D and E) and decide to which of the two groups they belong on the basis of their characteristics. Only at this point should you answer the questions.

**Cultural and topical tests**
The cultural and topical questions regard information you have acquired during your time at school and as part of your daily life respectively.

**Suggestion.** Read all the alternative answers carefully, because they can often help you to find the right answer. As far as regards the topical questions, it is important to keep up-to-date with Italian and international social, political and cultural issues, by reading newspapers or news magazines and watching the news on television.
Marking the test

This is a unique test taken by all candidates on the same day. Instructions and examples are provided in the introduction immediately prior to the questions. The latter may only be read after the test has started and the reading time is included in the total test time (1 hour and 30 minutes).

Luiss Guido Carli follows a series of methodological principles to ensure equity in the candidate assessment process. Impartiality when marking the tests is guaranteed by the fact that the tests are exactly the same for everyone. The explanations and mark processing examples are the same for all candidates.

Moreover, the marks are not calculated manually, but by means of a high speed scanner in the presence of specialist personnel.

Impartiality is further guaranteed by the fact that all candidates are anonymous. It is not possible to trace the candidate’s name during the marking phase. In fact, the anonymous mark table created initially is only associated with the name of each candidate later on.

You now know what to expect from the admission test. You know the question types and the best methods for answering them. All that remains for us to do is wish you GOOD LUCK.
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