

INSTRUCTIONS

It is in *your best interest* to carefully read all instructions provided in this booklet. It is essential that you attentively follow all directions in order to correctly complete this test. The time allowed for this test includes time to read these directions.

For each question there are four options from which to choose your answer. Choose *only one answer*, the one you believe to be the best answer to the question.

This booklet contains all test questions. All answers must be marked on the *answer sheet* provided.

Mark your answers by completely coloring (■) in the corresponding box on the *answer sheet*. PLEASE NOTE: *do not mark your answers in this booklet*; all answers MUST be marked on the provided *answer sheet*.

On the *answer sheet*, make sure you only color (■) in the box that corresponds with your selected answer. Do not make any other marks.

Before you begin, please verify that this booklet is complete and free from all printing errors. Should you find any errors, immediately inform an invigilator in order to receive another booklet.

When marking your answers, be careful that the question number corresponds with the number on the *answer sheet*.

This booklet should be used as scratch paper for making any calculations.

[PLEASE NOTE: THE ANSWER MARKED WITH A STAR IS THE CORRECT ONE]

25. If the point $(\alpha;1)$ belongs to the graph of the function $y = x^2 - x - 5$ then α is equal to:

1. 3 or -2^*
2. 2 or -3
3. 3 or 2
4. -3 or -2

26. The following table represents the tonnes of wheat that can be harvested in one hour using various combination of workers (W) and combine harvesters (C).

		Number of workers (W)		
		W = 2	W = 3	W = 4
Number of combine harvesters (C)	C = 1	3 tonnes	4 tonnes	5 tonnes
	C = 2	5 tonnes	6 tonnes	8 tonnes
	C = 3	6 tonnes	8 tonnes	10 tonnes

Which of the following statements is true?

1. It is only possible to harvest 6 tonnes using the combination $C = 3, W = 2$
2. If the number of workers equals 2, adding one more combine harvesters will always guarantee the harvest of an additional 2 tonnes of wheat
3. If the number of combine harvesters equals 3, adding one more worker will assure an increased harvest
4. If the number of combine harvesters equals 2, 6 tonnes of wheat will still be harvested even if there is one less worker, as long as an additional combine harvester is added*

27. The profitability of a company is a function of its ability to generate profits with respect to the invested capital. If Company Alpha made a profit of €1,000 with an investment of €10,000 and Company Beta made a profit of €500 with an investment of €5,000, it means that:

1. Company Alpha has higher profitability than Company Beta
2. Company Beta has higher profitability than Company Alpha
3. Companies Alpha and Beta have the same profitability*
4. The profit margin of Companies Alpha and Beta is not sufficient

28. “I have a dream” is a recurrent phrase in a famous speech delivered in 1963 in Washington D.C. by:

1. Martin Luther King*
2. Nelson Mandela
3. Diana Spencer
4. John Fitzgerald Kennedy

29. The Italian Constitution stipulates that sovereignty belongs to:

1. the People*
2. the Government
3. the President of the Republic
4. the Parliament

30. The historical term “Iron Curtain” refers to the boundary line which divided part(s) of the world into two separate areas of political influence. Which part(s) of the world?

1. Europe*
2. America
3. Europe and China
4. America and China

Read the passage below and use the information to answer the following five questions

C u l8r informality

Last week I received a text message from a young colleague that read: ‘I, sadly, will be late for our meeting; the Underground is running with long delays.’

He’s a 26-year-old man. So if he sends punctuated text messages, does this signify the end of an era? Could it be that the lower-case, c-u-l8r age of business language is over?

The next day I read an email from the UK head of internal communications at Google. It did not begin ‘Hi’. Instead it started: ‘Dear Ms Kellaway’. It was an invitation to speak at an event and finished: ‘I look forward to hearing from you’. The message was signed off ‘Yours sincerely’. If Google employees have given up the language of the Internet and are now composing emails in this manner, something must be changing.

To find out more, I have just carried out some research and discovered some surprising results. I examined the latest 100 unsolicited emails in my inbox and graded them for style, punctuation and formality. I then compared the results with those of a similar test I did in 2000. The results prove that the pendulum has swung away from informality to correct usage. In 2000, more than a quarter of emails were entirely written in lower case. In my recent research only one email didn’t use a capital letter.

This is no surprise. Just as recession encourages people to put on ties, it also makes them look more kindly on capital letters and semicolons. When people are losing their jobs, correct dress and correct usage of words seem like a good insurance policy.

31. What is the main topic discussed in the text?

1. The language used in emails and text messages*
 2. The incorrect use of punctuation by young generations
 3. How to write cover letters
 4. Google’s internal communications strategies
-

32. What does the expression ‘c-u-l8r age of business language’ refer to?

1. The use of abbreviations and informal style in business jargon*
 2. The corporate use of language and resources
 3. The latest development in business communication
 4. The language used by employees under 18 years of age
-

33. Writing “Yours sincerely” to sign off a message means that:

1. The message ends in a polite way*
 2. The message begins in a formal way
 3. The message contains honest and true information
 4. The message is being sent to a friend
-

34. What is the object of the first research conducted by the writer?

1. Recent email messages from unknown senders*
 2. Email messages classified as spam
 3. Email messages sent by her business partners
 4. The last hundred emails stored in her email account inbox
-

35. What is the link between recession and proper writing?

1. People tend to pay more attention to precision and style.*
 2. People have more time available to look for new jobs.
 3. There is a surprising connection which needs to be studied further.
 4. There is an increase in insurance policies.
-

36. Libya shares borders with:

1. Tunisia, Algeria, Niger, Chad, Sudan, Egypt*
 2. Algeria, Tunisia, Morocco, Egypt, Turkey
 3. Saudi Arabia, Tunisia, Israel, Jordan
 4. Algeria, Iran, Iraq, Egypt, Ethiopia
-

37. If A is a proper subset of B , or $A \subset B$, then it is true that:

1. at least one element belonging to B does not belong to A *
 2. all the elements belonging to B belong to A
 3. none of the elements belonging to A belong to B
 4. at least one element belonging to A does not belong to B
-

38. In a nation each consumer spends a constant quota (80%) of their income after taxes.

Savings are the income (after taxes) minus expenditures.

The government increases taxes by T monetary units per consumer. For each consumer the reduction in expenditure costs will be:

1. less than T , because a part of the increase will be paid by reducing the savings*
 2. more than T , because a part of the increase will be paid by reducing the savings
 3. more than T , because a part of the increase will be paid by increasing the savings
 4. the same as T
-

39. If we consider profit to be the difference between the revenues (= selling price x selling volume) and the costs incurred, indicate which of the following statements would always be true:

1. to increase profits, it is sufficient to raise the retail price of the goods sold
 2. if costs increase, profit decreases
 3. to increase profits, it is sufficient to increase the retail price of the goods sold, in accordance with costs incurred
 4. to increase profits, it is necessary to increase the retail price of the goods sold, in accordance with the quantity sold and costs incurred*
-

40. The term “population” in legal language refers to:

1. all the people who live in a certain area
 2. a group of people who share the same language, history and traditions
 3. all citizens*
 4. all the people who live in a country other than the one where they were born
-

41. Carefully read the following passage:

The existence of a strong transport network in Europe and North America, one linked with ports frequented by ever faster and bigger vessels with ever decreasing transport costs, accelerated the integration of a global economy that had started in Great Britain during the mid 1800s with the elimination customs duties and the implementation of free circulation of goods and merchandise.

Based on the text, it can be deduced that the process of integration of a global economy resulted from:

1. the elimination of customs duties, an increase in vessel cargo carrying capacity, a decrease in transport costs*
2. the elimination of customs duties, an increase in vessel cargo carrying capacity, an increase in transport costs
3. the elimination of customs duties, a decrease in vessel cargo carrying capacity, a decrease in transport costs
4. the elimination of custom duties, a decrease in vessel cargo carrying capacity, an increase in transport costs

42. Jean-Claude Juncker, in March 2015, held the position of:

1. President of the European Central Bank
 2. Secretary-General of the United Nations
 3. President of the European Commission*
 4. Chancellor of the Federal Republic of Germany
-

43. The angle coefficient of the straight line passing through the points (0;6) and (2;0) is:

1. -3^*
 2. 3
 3. $\frac{1}{3}$
 4. $-\frac{1}{3}$
-

44. If the group of countries participating in OPEC decide to reduce their daily production, we can expect the price of oil to:

1. increase*
 2. stay the same
 3. drop
 4. drop first, then increase
-

45. Fixed costs are considered those which do not vary when there is an increase in volume of products sold, while variable costs are those which are directly and proportionally influenced by the volume of products sold. A company's break-even point can be expressed as the volume of sales where the revenues (= selling price x selling volume) are equal to the costs. If a company has fixed costs of €1,000 and variable costs of €10 per each product manufactured, how many products must it sell to reach the break-even point knowing that the selling price is equal to €20?

1. 50 products
 2. 100 products*
 3. 200 products
 4. The company cannot reach the break-even point
-

46. The greenhouse effect is linked to:

1. the issue of global warming*
 2. the use of renewable materials to build new houses
 3. the protection of forests and wild animals
 4. the problem of nuclear waste management
-

47. In Italy, the Regions:

1. have full sovereign power over their territory
 2. exercise the authority recognized and attributed to them by the State and which regard regional problems*
 3. have some authority given to them by the State, including defence, foreign policies and issuing money
 4. do not have legislative power
-

48. Indicate the correct increasing chronological order of these historical events:

1. the Anglican Schism, the American War of Independence, the American War of Secession, the Italian economic miracle*
 2. the Anglican Schism, the American War of Secession, the American War of Independence, the Italian economic miracle
 3. the Italian economic miracle, the Anglican Schism, the American War of Independence, the American War of Secession
 4. the American War of Independence, the Anglican Schism, the Italian economic miracle, the American War of Secession
-

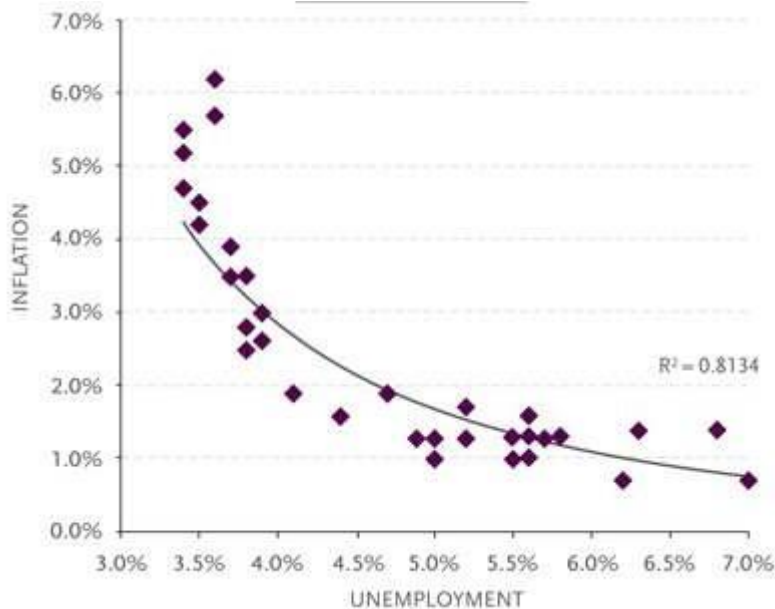
49. This year (2015), Torino is the European capital of:

1. sports*
 2. culture
 3. literature
 4. religion
-

50. The polygon with the largest area is:

1. a rectangle whose sides are $\frac{1}{2}$ and 3*
 2. a square whose diagonal is $\sqrt{2}$
 3. a right-angled triangle whose catheti are 2 and $\frac{4}{3}$
 4. a rhombus whose diagonals are 5 and $\frac{1}{2}$
-

51. The graph below represents the Phillips curve, which shows the relationship between inflation and unemployment. Indicate which of the interpretations given below is the most plausible.



1. There is no relationship between inflation and unemployment
 2. It is possible to reduce unemployment, increasing inflation*
 3. It is possible to reduce unemployment, reducing inflation
 4. High levels of unemployment correspond to high levels of inflation
-

52. In Parliamentary Republics, the Government must have the vote of confidence of the:

1. Head of the State
 2. Parliament*
 3. People
 4. King
-

53. The object of the referendum held in Scotland in 2014 was:

1. the independence of Scotland*
 2. gay marriages in Scotland
 3. the adoption of the Euro in Scotland
 4. the Scottish embargo
-

54. Indicate which of the following statements contains blatantly *incorrect* information.

1. According to Italy's National Institute of Statistics (Istat) the number of children per woman in Italy in 2014 was about 1.4
 2. The population of Italian residents at the beginning of 2014 was about 60,800,000 people
 3. Life expectancy of a person born in Italy in 2013 was about 85 years for men and 80 years for women*
 4. The old-age rate (i.e. the ratio between the population aged 65 and over and the population up to 14 year of age) was, at the beginning of 2013, approximately 151%
-

55. John and Sebastian Cabot were:

1. great explorers *
 2. great architects
 3. great painters
 4. inventors of penicillin
-

56. Which is the correct solution to the system below?

$$\begin{cases} x - y = 0 \\ 5x - 5y = 10 \end{cases}$$

1. Impossible to determine*
 2. $x = 1$ and $y = 1$
 3. $x = -1$ and $y = 1$
 4. $x = 1$ and $y = -1$
-

57. A company has a share value equal to 10% of the overall market value expressed in Euros. Its market share value increases if:

1. the amount of products sold increases
 2. the retail prices of its products increase
 3. the sales of its products expressed in Euros increase directly and proportionally to the overall market value
 4. the sales of its products expressed in Euros increases in accordance with the overall market value*
-

58. In a democratic State, the right to freedom of expression is held by:

1. only those who deserve it
 2. only the citizens
 3. only the foreigners
 4. everyone, regardless of their citizenship*
-

59. The Treaty of Versailles was signed at the end of:

1. the First World War*
 2. the Second World War
 3. the Korean War
 4. the Gulf War
-

60. Renewable energy sources include certain inexhaustible natural resources such as:

1. geothermal energy or biomass energy*
 2. solar energy, coal and methane
 3. solar energy and piped gas
 4. solar energy, wind power and natural fossil fuel
-

61. Read the following text carefully:

“Every strategic management process originates from the definition of the mission that the company wishes to achieve. The mission is a rather broad statement of the objectives that the company has and generally identifies the large areas of activity in the economic and social field. In the definition of the mission the most frequent elements highlighted are: the earnings for shareholders, quality, customer satisfaction, ethics, innovation, continual improvement, the relationship with the community.”

On the basis of this text, the mission consists mainly in the definition of:

1. quantitatively defined objectives that the company aims to achieve
 2. strategies that the company intends to undertake in order to achieve its goals
 3. the main long term objectives and policies and values that the company wants to pursue*
 4. the market sector in which the company wishes to compete and the necessary marketing and financial strategies
-

62. The principle of equality, in a democratic system, must be intended:

1. as legal equality in the eyes of the law*
 2. in the sense that not all citizens have equal civil and political rights
 3. as equality before a judge
 4. none of the answers given are correct
-

63. The relation $a \leq b$ can be expressed as:

1. a is less than b
 2. b is greater than a
 3. a is not greater than b *
 4. b is not greater than a
-

64. The Euro-Dollar exchange rate is the *number of dollars* needed to buy one Euro. During the month of May 2014, the exchange rate was 1.38; in the middle of March 2015 it was 1.05. We can affirm that, with respect to May 2014, in March 2015:

1. it was easier for Italian companies to sell in the United States*
 2. for Italians it was more advantageous to buy products from the USA
 3. it was easier for American companies to sell products in Italy
 4. for Americans it was less advantageous to buy products in Italy
-

65. Read the following text carefully:

“A *company* is a complex system of people and technical means through which individuals operate in the economic field to satisfy demand. *Enterprises* are companies which have a production of economic goods to exchange on the market for a price and they distinguish themselves from distribution companies (that only distribute) and mixed companies (which have a distribution nucleus and a production nucleus). Depending upon its governing body, a company can be either public or private.”

From the text we can deduce that:

1. all companies are enterprises
 2. some enterprises are companies
 3. the companies which are not enterprises are either distribution or mixed companies*
 4. enterprises are always private
-

66. The French form of government is said to be semi-presidential because:

1. the political function is exercised jointly by the Prime Minister and the Head of the State*
 2. it is characterized by the vote of trust between Parliament and the Government and by the presence of a Head of State with no political function
 3. the Head of the State is also the Head of the Government
 4. a college composed of a number of members carries out the functions both of the Head of State and the Government
-

67. Martin Luther was a:

1. German monk initiator of the Protestant Reformation*
 2. French monk initiator of the Protestant Reformation
 3. German monk initiator of the Calvinist Reformation
 4. 16th century pope
-

68. Cultivation of olives is an agricultural activity:

1. which is expanding in different regions of the world, e.g. North America and South Africa*
 2. diffused only in the Mediterranean Basin
 3. present only in Italy, Greece, Spain and Algeria
 4. which is in crisis, as world consumption of extra virgin olive oil has decreased continuously in the last 15 years
-

69. Read the following passage carefully:

“In recent quarters in Italy, consumption rates have started to increase, to a limited extent, in line with the trend of disposable income sustained by Government measures. Its contribution to economic growth was partially offset by a decline in investments, and slowed by margins of idle capacity, as well as by the great uncertainty regarding demand prospects and the ailing construction industry.”

The passage states that:

1. in Italy companies have reduced investments due to the measures adopted by the Government
 2. the smaller investment growth prevents the growth of consumption in Italy
 3. investments in Italy do not contribute to growth because companies have idle capacity*
 4. the weak increase in consumption in Italy makes the prospects in the construction field uncertain
-

70. A car manufacturer wants to assess whether to entrust an external supplier with the production of car mufflers currently produced internally. In assessing the costs that could be eliminated, to be compared with the price offered by the supplier, the company does not have to take into account:

1. the rent of the warehouse where the mufflers are stored*
 2. the storage costs for the raw materials used to produce the mufflers
 3. the energy costs for the machines used to produce the part internally
 4. the personnel costs that would be used for other productions
-

71. Read the following passage carefully:

The so-called Giolittian Era (1901-1914) was a period during which Italy began to form an industrial foundation and started to close vast gap which separated it from the USA, England, France and Germany. Never before had its economy seen such an intense and long-lasting phase of expansion. By 1914, a radically changed industrial model was in operation and able to reduce, in certain sectors, the dominant role of foreign markets and increase national business owners' capacity to export a portion of their production.

From the text we deduce that during the Giolittian Era, in Italy, industry developed to such an extent that:

1. it reduced foreign competition in some sectors and made exportation increase*
 2. it reduced foreign competition in some sectors and made exportation decrease
 3. it increased foreign competition in some sectors and made exportation increase
 4. it had no influence over exportations and importations
-

72. With reference to Greece's last years economic woes, the term "Troika" means:

1. the Greek government, the World Bank, the European Commission
 2. the European Commission, Syriza, the ECB
 3. the UNESCO, the ECB, the International Monetary Fund
 4. the European Commission, the International Monetary Fund, the ECB*
-

73. The *Banco Alimentare* (Food Bank) is a non-profit organization whose objective is:

1. the collection and subsequent redistribution of agri-food and food surpluses*
 2. the preparation of food to be distributed to school cafeterias
 3. to connect different subjects interested in the trade of foodstuffs (companies, institutions, third sector, citizens) and coordinate them in subsequent phases
 4. to reduce wasted wine in the restaurant and catering industry
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74. EurociopFly shares increased by 25% on 14th April 2015, with respect to the previous day quotation and they decreased by 20% the following day.

The percentage variation of the final quotation with respect to the initial quotation was:

1. 0% *
 2. 2.5%
 3. 5%
 4. it is not possible to determine it without the initial value of the quotation
-

75. Interest rate reductions, resulting from the Central European Bank's decisions on Quantitative Easing, should help increase production and employment in the Euro zone because:

1. an increase in investments in machines and equipment by companies is expected*
 2. an increase in the exportation of goods sold abroad due to a lower demand for goods from other countries is expected
 3. a decrease in the debts incurred by the State as compared to previous years is expected
 4. a decrease in the purchase of new houses by families is expected
-

76. For its consulting services, one agency asks for a fixed payment of €2,000 plus €800 for every day of work, while another agency asks for €1,000 a day. Which agency would be the best choice?

1. The first one in any case
 2. The second one if the number of days worked is more or equal to 10
 3. The second one in any case
 4. The first one if the number of days worked is more than 10*
-

77. The Slow Food movement was established to:

1. counteract fast food and fast life*
 2. promote the use of genetically modified food
 3. increase the use of organic food
 4. slow down the way food is made at restaurants
-

78. Who has the right to vote in Italy?

1. Men aged 18 years or over
 2. All citizens aged 18 years or over*
 3. Everyone who has a stable residence in a given country and is 18 years or over
 4. All foreigners and stateless people
-

79. The Maastricht Treaty entered into force in the year:

1. 1993*
 2. 1920
 3. 1893
 4. 1820
-

80. What is the value of the following expression?

$$\frac{\frac{1}{2} - \frac{3}{4}}{3 - \frac{3}{4}}$$

1. $-\frac{1}{9}$ *
 2. $\frac{3}{2}$
 3. $\frac{1}{6}$
 4. -9
-