SAMPLE TASKS IN THE AREA:

DEDUCTIVE REASONING

In this task group your ability to understand, analyse and draw conclusions from interdependencies from the area of the economy is recorded. For each task, check which of the two statements can be deduced from the text and mark the relevant solution letter on the answer sheet.

1. The personnel costs rate (PCR) in a company is defined as the ratio of "personnel costs" to "sales". The personnel costs also include all wages incidental costs - for example, the employer’s contributions to health insurance and unemployment insurance.

Which of the following statements can be deduced from the information given?

I. If the PCR decreases from January to February with the same personnel costs, then in February, sales were higher than in January.

II. If sales and personnel costs increase by the same percentage in each case, then the PCR remains the same.

(A) Only statement I can be deduced.
(B) Only statement II can be deduced.
(C) Both statements can be deduced.
(D) Neither of the two statements can be deduced.

Level: basic
Answer: C

2. The demand patterns for specific products can also be influenced by social factors, such as the buying behaviour of important reference groups. A "follower" effect is present when customers demand a product because a certain group owns this product. The "snob effect" denotes the opposite behaviour: customers do not demand a product because a certain group has this product. Some products, finally, are therefore only sought after because they are expensive and their use gives exclusivity; this state of affairs is called the "Veblen effect".

A market researcher has observed consumer behaviour in a school and tries to match his observations to the effects described above.

Which of the following classifications by the market researcher is correct according to the information?

I. After the price has been significantly reduced, most eleventh grade pupils only buy T-shirts of brand X (snob effect).

II. Pupil B has bought trainers of brand X to stand out in his class, in which nearly everyone wears trainers of brand Y (-> Veblen effect).

(A) Only statement I can be deduced.
(B) Only statement II can be deduced.
(C) Both statements can be deduced.
(D) Neither of the two statements can be deduced.

Level: Intermediate
Answer: D
3. The Federal Employment Agency made the following announcement in early February: "The increase in the unemployment rate has been declining: In January, the unemployment rate rose less sharply than in the previous month, and in this month in turn, it rose less sharply than in November last year."

Which of these two statements can be deduced?

I. In January, the unemployment rate was lower than in December.
II. In November, the unemployment rate was below that of December.

(A) Only statement I can be deduced.
(B) Only statement II can be deduced.
(C) Both statements can be deduced.
(D) Neither of the two statements can be deduced.

Level: intermediate
Answer: D