Your guide to success with the GMAT®
| **250,000** | GMAT exams were taken around the world in 2015 |
| **110** | Approximate number of countries where GMAT scores are accepted |
| **50** | The approximate number of people who achieve a perfect score of 800 each year |
| **540–550** | Average GMAT scores typically fall in this range |
| **600** | Approximate number of official test centres globally |
| **1954** | The year the exam was created by a group of top US business schools to be a standardised entrance exam for graduate management masters programmes |
| **CAT** | Not your feline friend. CAT or Computer Adaptive Testing automatically adapts the GMAT questions based on your performance in the Verbal and Quantitative sections |
| **6,500** | Approximate number of graduate business programmes around the world that accept or require GMAT exam |
| **3½ hrs** | The length of time you have to complete the GMAT exam |
| **20%** | The proportion of candidates who take the GMAT more than once |
| **GMAC** | The not-for-profit Graduate Management Admission Council. Represents the interests of business schools and their students, and oversees the GMAT exam |
| **90–100 hrs** | Preparation undertaken by GMAT takers who achieve scores of 600 to 700 |
| **mba.com** | The official website to visit for study tips, practice material and to book your test |
| **5 years** | How long your score remains valid |
| **Tax** | Applies in some countries, see mba.com for details |
| **800** | The maximum GMAT score you can achieve |
| **31** | The average points gain for GMAT re-takers |
| **$250** | The cost of the exam |
| **4** | The number of sections in the exam |
| **English** | The language all GMAT exams are delivered in |
Why should you take the GMAT® exam?

The GMAT is the most widely used exam for graduate business degree admissions.

Laura Mattioli
Where did you grow up? Lugano, Switzerland
What do you love? Writing, writing, writing
Last live event? Disclosure concert in London
What one piece of advice can you give to others who are thinking about taking the GMAT? Take your time to study: don’t be lazy and leave it all for the end, start preparing yourself earlier. This will make your journey to the exam much more relaxed.
You'll gain a competitive advantage
The GMAT® exam is the most widely used indicator of academic success in graduate business degree programmes. Taking the test clearly signals to admissions managers that you are serious about earning a degree and succeeding on their programme.

Secure a place on your programme of choice
GMAT questions measure your critical reasoning skills, the skills that are highly relevant to the world’s best graduate business programmes. When you perform well on the GMAT exam, you demonstrate the commitment, motivation, and ability to succeed in business school.

Open doors with a strong score
Applying to a programme with a strong GMAT score gives you confidence that you’ll be studying alongside equally talented students. Upon graduation, they will become a valuable part of your network throughout your career.

Elevate above the rest
A graduate business degree empowers you to succeed by increasing your earning potential and unlocking a world of opportunities. The journey starts with the GMAT exam.

Help the right programmes find you
Choose to opt-into the GMASS® (Graduate Management Admission Search Service®) database and your strong GMAT score can help you get noticed by the business schools and universities that are the right fit for you. This opens you up to new options, from programmes you may have counted yourself out from or those that are delivered in formats or locations you might not have considered.

Unlock scholarship funding
Many business schools and universities offer scholarships to their graduate business students, on the basis of need, diversity or merit. A good GMAT score is often part of the qualification criteria for scholarships and bursaries, which should be applied for early in the admissions cycle. Find out more about funding your programme by visiting mba.com/funding.

Why should I take the GMAT exam if it’s not compulsory for the programme I am applying for?
We highly recommend that you speak with the admissions team for your chosen programme well ahead of the admissions deadline. Even when the GMAT is not a compulsory part of the application process up front, admissions managers may still ask you to supply a score later in the process if your application is not as competitive as others in their applicant pool. Also consider whether the GMAT is required for your second or third choice programmes if you are not able to secure a place on your first choice programme.

When should I take the GMAT exam?
Check the admissions deadlines for your target programme(s) well ahead of time and work back from there, accounting for how much time you need to prepare. We recommend preparing for the GMAT at least six months ahead of time to give yourself the chance to achieve the score you want, or to re-take if you want to aim for a higher score. Your GMAT score is valid for five years. If you are currently studying, preparing for the GMAT while you are still in an academic mindset can make your life significantly easier. Take advantage of your study routine as finding time to fit in test preparation can be hard when you’ve started working. If you are an experienced professional considering a part-time programme or an Executive MBA, studying for the GMAT gives you valuable insights into how you can balance work and study with a busy social and family life. Remember, admissions managers appreciate candidates who have taken their test early and have prepared well for it. It means they don’t have to wait for your score to come through or for you to schedule a resit. It shows them that you are committed, know what you need to do and are prepared to work hard to achieve success.
How is the GMAT® relevant to business school and beyond?

Over six decades, the GMAT exam has been enhanced and refined so that it continues to measure the key indicators of success that are prized by admissions managers, professors and employers.

Djae Aroni

Where did you grow up? Nairobi, Kenya
Best gig? Rocktoberfest Nairobi, 2012
Your favourite quote? ‘When things get heavy just call me helium, the lightest gas known to man.’ Jimi Hendrix
Sharpen the skills required for success in school

The GMAT is developed and updated with input from the world’s leading business schools. By sharpening your skills as you prepare for the exam, you’ll be able to earn a strong score and thrive in business school and the business world.

The exam provides an accurate and objective measure of your ability to:

- Think critically and apply your higher order reasoning skills
- Analyse and make decisions based on data from multiple sources
- Write clearly and effectively
- Study and perform academically
- Remain focused for an extended period of time
- Solve problems
- Evaluate arguments and take an informed position
- Prioritise time and effort, and perform under intense time pressure

By developing these abilities through your GMAT preparations, you’ll be equipping yourself with a highly marketable set of skills that you’ll be able to draw on again and again.

It’s not rocket science...

GMAT questions are based on the mathematic concepts and English-language skills you would have learnt in secondary school to the age of 16. For example, you will likely be required to use arithmetic, elementary algebra and geometry as part of the test. The GMAT does not evaluate your business knowledge, job skills, motivation or interpersonal skills. It is also not designed to test your command of the English language.

You already have what it takes to achieve a good result on the GMAT. It’s essential that you understand that preparation is crucial.

...but you need to prepare

The GMAT is not impossibly challenging. However, it is exceedingly difficult to get a good, balanced score that truly represents your abilities without knowing what to expect by reviewing practice questions and preparing for the test conditions.

While the English and mathematics involved are not especially difficult, the GMAT is measuring your ability to reason and make complex judgments using critical thinking, analysis of information, and problem solving under timed conditions.

Aram Karakas

Where did you grow up? Vancouver, BC
What do you love? Hockey, food
Best job? Researcher at British Columbia Centre for Excellence in HIV/AIDS.
What one piece of advice can you give to others who are thinking about taking the GMAT? Study hard, have fun, enjoy it and think big picture.
The GMAT® exam structure

The Graduate Management Admission Test is unlike any test you have taken before. Knowing what to expect and what is being assessed is a key part of your preparation.

Ekaterina Voloshchenko

Where did you grow up? Moscow, Russia

What do you love? Reading, ice skating

What superpower would you have? Levitation

What one piece of advice can you give to others who are thinking about taking the GMAT? Prepare as much as you can in good time before the test.
The GMAT® exam structure

1. Analytical Writing
   Duration: 00:30
   1 question
   0–6 points

2. Integrated Reasoning
   Duration: 00:30
   12 questions
   1–8 points

3. Quantitative Reasoning
   Duration: 01:15
   37 questions
   0–60 points
   (computer adaptive)

4. Verbal Reasoning
   Duration: 01:15
   41 questions
   0–60 points
   (computer adaptive)

To ensure fairness, all test takers around the world:
- are evaluated on the same number of questions
- answer the same type of questions
- are subject to the same time limits
- are tested in similar conditions.

Visit mba.com/GMATformat for more insights into the format and timing

The GMAT exam is conducted entirely in English and is administered on a computer at a GMAT approved test centre. You will only see one question at a time and you cannot skip or go back. The questions are divided into four compulsory, separately timed sections, with two optional timed breaks.

91 questions  200–800 points  4 hrs approx
1. Analytical Writing

The GMAT exam begins with the Analytical Writing Assessment. This 30-minute writing task measures your ability to analyze the complexities of an argument and formulate a well-articulated critique.

You will be asked to write an essay in response to one Analysis of an Argument question. The question will concern a topic of general interest and may relate to a business topic or some other subject. However, it presupposes no specific knowledge of business or any other content area. Only your capacity to write analytically is assessed.

In the Analytical Writing Assessment, you should demonstrate your ability to:

- Identify and think critically about the key elements of the argument
- Communicate your ideas clearly and logically
- Formulate an appropriate and constructive response
- Use your command of the English language.

The Analytical Writing Assessment does not test for perfect English, only your ability to use English to analyze the argument presented and to write a well-articulated response. Additionally, you are not asked to present your own views on the topic.

2. Integrated Reasoning

The Analytical Writing Assessment is followed by the 30-minute Integrated Reasoning section. This part of the GMAT exam is designed to mimic today's business world that demands managers synthesize data from multiple sources to identify patterns, make decisions and solve business problems.

There are 12 multiple response questions in the Integrated Reasoning section using four different question formats:

- **Multi-Source Reasoning** Using data from multiple sources, you answer multiple choice or yes/no and true/false questions.
- **Table Analysis** Using a sortable table containing numeric data, you must determine if a set of statements are true or false.
- **Graphic Interpretation** Using a chart or graph, you find or extrapolate a value to complete fill-in-the-blank statements from a drop-down list.
- **Two-Part Analysis** Using quantitative and/or verbal information, you must weigh trade-offs and make decisions with more than one variable. Possible answers are presented in a table and you should choose the correct options.

In the Integrated Reasoning section of the GMAT, you should demonstrate your ability to:

- Understand and evaluate multiple sources and types of information – graphic, numeric and verbal – as they relate to one another
- Use quantitative and verbal reasoning to solve complex problems
- Solve multiple problems in relation to one another

Advanced statistical and spreadsheet manipulation skills are not necessary. A basic on-screen calculator is provided for this section, but is not available on the Quantitative section.

The Integrated Reasoning section is not computer adaptive and does not count towards your Total GMAT score.

3. Quantitative Reasoning

After a short break, you move on to the Quantitative Reasoning section. This section of the exam tests your ability to reason, solve problems and interpret data. It measures the skills you will use in quantitative-based subjects such as finance, accounting and managerial statistics.

The Quantitative Reasoning section lasts for 75 minutes and includes 37 multiple choice questions. You have approximately two minutes to answer each question. It is also the first computer adaptive section of the GMAT exam.

The questions in this section are a mix of problem solving and data sufficiency questions, and require common knowledge of concepts related to arithmetic, elementary algebra, geometry and word problems.

What is Computer Adaptive Testing?

The GMAT is more than just a computerised version of a written test, it is computer adaptive. This means it automatically adapts the question you see in the Quantitative and Verbal Reasoning sections based on a real-time assessment of your performance as you are taking the test. The Quantitative and Verbal sections both start with moderately difficult questions. The more questions you answer correctly, the more difficult the questions become and the higher your potential score can be. The opposite is also true.

This is why you only see one question at a time and you cannot skip or go back. You are also severely penalised if you do not complete all questions in the time provided. It is therefore better to eliminate as many options as you can, before making your best guess and moving on to the next question. It is important to remember that if you get a question that seems easier than the last one, it does not necessarily mean you answered the last question incorrectly. We include additional questions in your set for calibration and quality purposes that are not subject to the adaptive process.

4. Verbal Reasoning

After the Quantitative Reasoning section, you can have another short break before moving on to the final section of the GMAT exam, Verbal Reasoning. The Verbal Reasoning section assesses your ability to comprehend and draw inferences from written material, to evaluate arguments, and to make corrections to conform to standard written English.

You have 75 minutes to complete the
Verbal Reasoning section, which includes 41 multiple-choice questions. You have roughly one and three quarters of a minute to answer each question. Like the Quantitative Reasoning section, this part of the GMAT exam is computer adaptive. This section features a mixture of three types of multiple choice questions:

- **Reading comprehension** passages of up to 350 words are followed by a set of questions testing your ability to interpret the text, to draw inferences from it, and to identify logical relationships between elements of the content
- **Critical reasoning** measuring your ability to draw conclusions from short arguments
- **Sentence correction** choosing the phrase that completes a sentence with the most grammatical accuracy.

While the GMAT is not designed to test your English language skills, you will require a good understanding of standard written English to be able to understand and answer the questions in this section.

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**Adeyemi Gafaar**

- Where did you grow up? Lagos and Abuja, Nigeria
- What do you love? Travelling with my family
- Best gig? Ed Sheeran
- Favourite quote? ‘I am the master of my fate, I am the captain of my soul.’ William Ernest Henley
- What one piece of advice can you give to others who are thinking about taking the GMAT? Relax! Especially the night before; have a good nights rest.
What to expect on test day

Prepare to take the GMAT with confidence by learning what to expect on the day of the exam.

Jenny Tran

Where did you grow up? Germany
What do you love? Dancing
Best gig? Rave in a bamboo forest near Shanghai
What one piece of advice can you give to others who are thinking about taking the GMAT? Study hard, but don’t stress out too much – it will all turn out fine.
Arriving at the test centre
With the exam lasting three and a half hours plus additional time for travel, check-in, breaks, and check-out, your GMAT test day can be a long one. Make sure you come well prepared, consider, perhaps bringing some healthy snacks to eat during the breaks to keep your energy and concentration levels up.

Arrive at least 30 minutes before the start of your test to give you plenty of time to pass through our secure check-in process. Our high level of security and standardised testing conditions are some of the reasons the GMAT is so well trusted by admissions managers around the world.

On arrival, you will be asked to present your photo ID. Acceptable forms of ID include a passport or driving licence. For some test takers, a passport is the only allowable ID. See mba.com for a full and up-to-date list of accepted ID in your test country. Your name and date of birth on your ID must match their records and your appointment confirmation letter exactly.

An administrator at the test centre then takes a digital photograph and/or signature, as well as digital scans of your palm vein pattern. These are used for fraud detection and prevention purposes.

You will be allocated a locker prior to entering the testing room where you can store your belongings, including your coat, bag, watch and mobile phone. You are not permitted to take anything into the test room, other than prescription glasses and a cardigan or jumper.

Visit mba.com/testday for more insights into the GMAT test experience

In the test room
GMAT exam rooms have a number of private computer workstations and may be subject to audio/video recording. You will be logged into a terminal by a test administrator and noteboards, pens and ear plugs will be provided.

Before you can start the test, you must read and digitally sign the Testing Rules and Agreement for the country in which the test is being delivered. By doing this, you agree to promise to not share anything you see with anyone else and that you are taking the test for the purposes of applying to graduate management programmes.

Finally, you are asked to select up to five programmes that you would like to have your GMAT score sent to, free of charge. If you want to have your score sent to more than five programmes, or if you wish to choose the programmes later, you will be required to pay an additional $28 per programme.

During your test
You have three and a half hours in which to complete the GMAT, but you should plan to be at the test centre for approximately four hours in total. You can take two optional, eight minute breaks and we highly recommend that you use these. If you exceed the time allowed for these breaks, the excess time is automatically deducted from the time you have left to complete the next section of the test.

You are not allowed to eat or drink in the test room, but you can access food and drink during the scheduled breaks. Access to electronic devices, such as mobile phones or calculators, or your study notes, is not permitted at any time while you are in the test centre, even during breaks.

You are not permitted to leave the testing room without the test administrator’s permission, even during breaks. You are generally required to provide a digital palm vein pattern any time you enter the testing room to verify your identity confirmed during check-in.

After your test
Once you have completed the GMAT and see your unofficial score, you have an opportunity to cancel it if it isn’t what you were aiming for. You have two minutes to decide and if the time expires before you make a decision, your score will be automatically cancelled.

If you cancel your score, you won’t be able to obtain an official score report to send to schools but you can find out how you did by purchasing the new GMAT enhanced Score Report for $24.99. See mba.com for information. Your cancelled score will not be shown on any future GMAT score reports generated by GMAC, which means that the schools you apply to will not know you have taken the GMAT and then cancelled your score. You have the option to accept or cancel your score at the test centre after previewing your score. If you change your mind after leaving the test centre, you can access your account online and cancel up to 72 hours after you complete your exam or reinstate your scores up to 4 years and 11 months after your exam date. Cancelling or reinstating your scores online will incur a fee.

Once you accept your score, you can pick up a printed copy of your unofficial score report at the front desk. Your unofficial GMAT score report includes your Verbal, Quantitative and Integrated Reasoning scores, as well as your Total score. You will be able to access your official score within 20 days of taking your test.

Within three weeks of your test date, you will be able to view your Official Score Report online using your date of birth to authenticate your access.

Use your unofficial score to determine if you are a competitive applicant for your chosen programme(s) or if you should retake the exam. If you are planning to take the test very close to the application deadline, you may wish to send your unofficial score report to the relevant admissions team as evidence that you have taken the test by the deadline. However, this report cannot be accepted as part of your formal application.

Where can I take the GMAT exam?
You can take the GMAT exam in major cities and at almost any time of the year. The test is offered worldwide at Pearson VUE test centres approved by the Graduate Management Admission Council. Visit mba.com to identify your closest test centre.
After the exam, you must not record, copy or disclose in any fashion any exam questions or answers, in whole or in part, in any form or by any means (orally, in writing, online, via SMS/text, or otherwise).

Eivydas Rackauskas

Where did you grow up? Klaipėda, Lithuania
What do you love? To pursue new activities and challenge myself to the edge of failure
Last live event? Music festival in Lithuania (Grenades 2015)
What one piece of advice can you give to others who are thinking about taking the GMAT? Plan and prepare way ahead. Try not to cram your head with too much information. Don’t revise on the last day, just relax. Filter out only the most valuable study materials.
Achieving your target GMAT score is a great feeling and can help you unlock further success with a career defining management programme.

Syed Muhammad Raza Ali
Where did you grow up? Lahore, Pakistan
What do you love? Music
Who would play you in the film of your life? Robert Downey Jr.
Best gig? Arranged a charity concert
How is the GMAT scored?

There is no pass or fail. Your Total GMAT score is based on your performance on the Quantitative and Verbal Reasoning sections and ranges from 200 to 800. Around two thirds of all test takers score between 400 and 600, and the mean score typically falls between 540 and 550. Only around 50 people each year achieve a perfect score of 800.

Your Analytical Writing Assessment and Integrated Reasoning scores are computed and reported separately from the Quantitative and Verbal Reasoning sections and do not contribute to your Total GMAT score. In addition, each section of your GMAT score report includes percentile rankings, which illustrate how you have performed against other GMAT takers over the past three years.

While your Total score is important, all sections of the GMAT are compulsory and admissions teams may also use your full score report to determine your strengths and areas for development. For example, your analytical writing score gives them an indication of your ability to write under timed conditions and admissions teams can access your Analytical Writing Assessment essay with your score report. Likewise, your Integrated Reasoning score provides information on your ability to analyse and make sense of complex data sets.

Your Official Score Report

Within three weeks of taking the test, you will receive an email to let you know that your official scores are available. This email includes instructions for accessing your scores online. Your Official Score Report includes your:

- Analytical Writing Assessment, Integrated Reasoning, Quantitative, Verbal and Total scores

What score do I need to get into a top ranked programme?

Most programmes do not have an explicitly stated minimum GMAT score requirement. Instead they tend to publish an average or a range of GMAT scores achieved by their most recent class. This can provide a useful benchmark, however, they are generally looking for candidates with a well-balanced set of scores across all sections.

Don’t rule out programmes based on your test score alone, especially if it is close to the published range. Your GMAT score will be one part of your application, and you may have considerable strengths in other areas. Contact the admissions team for your chosen programme to seek their guidance and be prepared to retake the exam.

The score report sent to admissions teams for your chosen programmes also includes your entire GMAT history for the last five years and your full Analytical Writing Assessment essays. They may also request your test day photo.

Visit mba.com to see a sample score report.

Should I retake the GMAT exam?

Retaking the GMAT could significantly improve your score. However, this is usually only the case if you were initially unprepared to take the exam, and you then go on to undertake considerable preparation for your second attempt. On average, we see a 31 point increase in the Total score of those taking the GMAT for a second time.

You should register to retake the exam by visiting mba.com, but must leave at least 16 days between tests and you cannot take more than five tests in any 12 month period.
Prepare to succeed

However much preparation you require and whichever method you decide to use, the key to success in the GMAT exam is a matter of believing in yourself, developing a preparation plan and sticking to it.

Gabriela Grzywacz
Where did you grow up? Poland
What do you love? Food, travelling, books, new challenges
What superpower would you have? Reading people’s minds
Favourite quote? ‘If you can dream it you can do it.’
How should I prepare for the GMAT exam?

You may decide to study for the GMAT on your own or in a study group, and perhaps with the help of an independent GMAT preparation course or coach. Or you might use a combination of these. Simply choose the approach that best suits you as there’s no one route that works best for everyone.

Become familiar with the test format, the types of questions and the techniques for answering them before you sit the exam. The GMAT is a timed test with severe penalties for not completing all questions. You therefore want to practice answering test questions under timed conditions to help you pace yourself.

Your goal is to reach a point where you are quickly and confidently able to focus on answering each question, rather than spending time decoding what is being asked. You also want to become confident in your approach to selecting your answers as second guessing yourself will cost you valuable time on exam day.

A commonly recommended approach is to focus your preparation on your problem areas. Make sure you also pay moderate attention to your stronger areas to ensure that you don’t lose easy marks by becoming complacent and making avoidable errors. Take full, scored practice exams regularly to benchmark your progress and to identify areas of strength and weakness. Replicate actual test conditions as much as you can so you don’t use a calculator or refer to your notes.

How much time do I need to prepare?

You are the best judge of how long you need to prepare for the GMAT. You should take into account the time you have available to commit to study and the amount of work you must do to achieve your target score.

According to our research, GMAT takers who achieve scores of between 600 and 700 report having undertaken an average of 90 to 100 hours of preparation. Ideally, you should start your preparation at least six months before the application deadline of your target programme.

Develop your preparation plan

Your study plan should help you stay on track in week out as you progress through the material. GMAT preparation plans can range from a couple of weeks to many months, with test takers studying anywhere up to 10 hours per day.

One method for constructing your plan is to plot your typical week, highlighting the time slots that you have available for study. With an estimate of how much time you can commit to study each week, you can then calculate how many weeks of study you need.

As part of your study plan, you should allocate plenty of time to both answering the questions and thoroughly reviewing the answers. This will enable you to build your understanding of the relevant concepts so you can solve similar problems in the future.

Sample study plan (20 hours a week):

- **Mon** 7 pm – 9 pm
- **Tue** 1 hour during lunch break
- **Wed** 7 pm – 9 pm
- **Thur** 1 hour during lunch break
- **Fri** 7 pm – 9 pm
- **Sa** 8 am – 2 pm
- **Sun** 8 am – 2 pm

GMAT preparation resources from the makers of the test

Free GMATPrep® software can be downloaded from mba.com/GMATPrep and this allows you to simulate the actual GMAT test experience. The software uses the same adaptive technology as the real test to adjust the difficulty of the questions and score your results.

The software contains 90 free questions, comprising 30 quantitative, 45 verbal and 15 integrated reasoning questions. It also features answers and explanations as well as two full-length practice exams with detailed results and performance reports to help you review your progress and focus your preparation.

Visit mba.com/store to view the full catalogue of official GMAT preparation materials

You can also purchase study materials such as:

- **The Official Guide for GMAT® Review**
  - A comprehensive guide that covers each section of the test, including extensive online material written by the creators of the test
  - Includes 900 GMAT questions taken from real, retired exams, plus their answers
  - A diagnostic section helps you assess where to focus your efforts

- **The Official Guide for GMAT® Review Mobile App**
  - Comes with review modules and 50 GMAT questions, plus the ability to purchase more questions if required
  - Practice your pace for the real exam using the app’s built-in timer.

Extend on the free GMATPrep® software by purchasing additional questions or exams
Sample questions

The GMAT® exam features a diverse set of question types and demands that you employ a range of techniques to solve them. Familiarising yourself with these questions is the key to success.

Ashutosh Ved
Where did you grow up? India
What do you love? Meeting people, connecting with them and maintaining long-term relationships
Best gig? Coldplay/Coke Studio
Favourite quote? ‘A good day gives you joy, a bad day gives you experience.’
What one piece of advice can you give to others who are thinking about taking the GMAT?
Be confident; imagine success before you attempt GMAT. During the exam, patience and a cool mind are the keys to success.
Reading Comprehension
The Montreal Protocol on Substances that Deplete the Ozone Layer, signed in 1987 by more than 150 nations, has attained its short-term goals: it has decreased the rate of increase in amounts of most ozone-depleting chemicals reaching the atmosphere and has even reduced the atmospheric levels of some of them. The projection that the ozone layer will substantially recover from ozone depletion by 2050 is based on the assumption that the protocol’s regulations will be strictly followed. Yet there is considerable evidence of violations, particularly in the form of the release of ozone-depleting chlorofluorocarbons (CFCs), which are commonly used in the refrigeration, heating, and air-conditioning industries. These violations reflect industry attitudes; for example, in the United States, 48% of respondents in a recent survey of subscribers to an industry trade journal, said that they did not believe that CFCs damage the ozone layer. Moreover, some in the industry apparently do not want to pay for CFC substitutes, which can run five times the cost of CFCs. Consequently, a black market in imported illicit CFCs has grown. Estimates of the contraband CFC trade range from 10,000 to 22,000 tons a year, with most of the CFCs originating in India and China, whose agreements under the Protocol still allow them to produce CFCs. In fact, the United States Customs Service reports that CFC-12 is a contraband problem second only to illicit drugs.

Question
The passage suggests which of the following about the illicit trade in CFCs?

Answer choices
A. It would cease if manufacturers in India and China stopped producing CFCs.
B. Most people who participate in such trade do not believe that CFCs deplete the ozone layer.
C. It will probably surpass illicit drugs as the largest contraband problem faced by the United States Customs Service.
D. It is fostered by people who do not want to pay the price of CFC substitutes.
E. It has grown primarily because of the expansion of the refrigeration, heating, and air-conditioning industries in foreign countries.

Answer
D

Explanation
This question asks what the passage implies about the illicit trade in CFCs. The best answer is D. The passage states that some industry members appear not to want to pay the price of CFC substitutes, and that consequently a black market in cheaper CFCs has emerged. This implies that the black market is fostered at least in part by those industry members who are unwilling to pay the higher price of CFC substitutes. Choice A can be eliminated because the passage states that most contraband CFCs originate in India and China. This does not imply that the illicit trade in CFCs could not continue without manufacturers in those countries. Choice B is not correct because the passage does not provide information about the beliefs of participants in the illicit CFC trade. Choice C is incorrect because the passage states only that the United States Customs Service considers the illicit CFC trade to be a problem second only to the illicit drug trade; there is no suggestion in the passage that the illicit CFC trade is expected to develop into a larger problem than the illicit drug trade. Choice E is incorrect because the passage attributes the growth of the illicit trade in CFCs to the high cost of CFC substitutes, not to an expansion of refrigeration, heating, and air-conditioning industries in foreign countries.
Critical Reasoning

Passage
To persuade consumers to buy its personal computers for home use, SuperComp has enlisted computer dealers in shopping centers to carry its product and launched a major advertising campaign that has already increased public awareness of the SuperComp brand. Despite the fact that these dealers achieved dramatically increased sales of computers last month, however, analysts doubt that SuperComp’s products accounted for much of that increase.

Question
Which of the following, if true, best supports the claim that the analysts’ doubt is well founded?

Answer Choices
A In market surveys, few respondents who had been exposed to SuperComp’s advertising campaign said they thought there was no point in owning a home computer.
B People who own a home computer often buy a second such computer, but only rarely do people buy a third computer.
C SuperComp’s dealers also sell other brands of computers that are very similar to SuperComp’s but less expensive and that afford the dealers a significantly higher markup.
D The dealers who were chosen to sell SuperComp’s computers were selected in part because their stores are located in shopping centers that attract relatively wealthy shoppers.
E Computer-industry analysts believed before the SuperComp campaign began that most consumers who already owned home computers were not yet ready to replace them.

Answer
C

Explanation
The passage states that the stores through which SuperComp is selling its computers are experiencing dramatically increased sales. Analysts doubt, however, that SuperComp’s plan for selling its computers for home use is really working. The question asks you to identify a fact that justifies the analysts’ doubt.

Choice C is the best answer. If consumers who are drawn to a SuperComp dealer find less expensive alternatives that the dealer has a strong incentive to sell to them, the analysts’ doubt is justified, since it is likely that the increase in the dealer’s sales is due not to sales of SuperComp’s computers, but rather to sales of these other brands.
**Quantitative Reasoning**

Duration: 01:15
37 questions
0–60 points
» computer adaptive

### Data Sufficiency

What is the average (arithmetic mean) of $a$, $b$, and $c$?

1. $a + 2b + 3c = 10$
2. $3a + 2b + c = 14$

**Answer choices**

A statement 1 alone is sufficient but statement 2 alone is not sufficient.

B statement 2 alone is sufficient but statement 1 alone is not sufficient.

C both statements together are sufficient, but neither statement alone is sufficient.

D each statement alone is sufficient.

E statements 1 and 2 together are not sufficient.

**Answer**

C

**Explanation**

The best answer is C. The average of $a$, $b$, and $c$ is $(a + b + c) / 3$. Statement 1 says that $a + 2b + 3c = 10$, but there is not enough information to determine the value of $a + b + c$. Thus, statement 1 alone is not sufficient. Similarly, the equation statement 2 also fails to give enough information, so statement 2 alone is not sufficient. If the equations in statements 1 and 2 are added together, term by term, the result is $4a + 4b + 4c = 24$, which means that $a + b + c = 6$. The average is therefore $6 / 3 = 2$. Thus, both statements together are sufficient to answer the question.

### Problem Solving

Dick and Jane each saved $3,000 in 1989. In 1990 Dick saved 8 percent more than in 1989, and together he and Jane saved a total of $5,000. Approximately what percent less did Jane save in 1990 than in 1989?

A 8%
B 25%
C 41%
D 59%
E 70%

**Answer**

C

**Explanation**

The best answer is C. In 1990 Dick saved 8 percent more than the $3,000 he saved in 1989, which amounted to $(1.08)($3,000), or $3,240. In 1990 he and Jane together saved $5,000. Thus, Jane must have saved only $5,000 – $3,240 = $1,760, which is $1,240 less than she saved in 1990. Therefore, in 1990 Jane saved approximately $1,240 / $3,000 = 41% less than she saved in 1989.
Your action plan

Make your path to GMAT® success as painless as possible by following these simple steps.

- Commit to studying for and taking the GMAT exam. Share this commitment with your friends, family, and professors as their support can be key to keeping you on track in the weeks ahead.
- Visit mba.com to create a free account giving you access to valuable tools on mba.com.
- Use mba.com to search for and compare programmes, for listings of programme information events and for advice on finding a graduate business programme that’s right for you. You can also find and save articles and expert advice on preparing for the GMAT exam, assembling your best application and financing your degree.

Once you’ve determined which programme(s) are your preferred options, you should:

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- Find out the application deadline dates so you can plan accordingly.

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- Factor in 21 days from your test date for your Official Score to arrive with the admissions team for your target programme.
- Factor in an additional 16 days in case you have to retake the GMAT.

Book your GMAT exam as soon as possible to secure your chosen date

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It is possible to reschedule or cancel your test online or by phone at least seven days before your test date for a fee of $10. If you miss your appointment, you can arrange a new exam without waiting 16 days, but you must do this by phone and will have to pay the full test fee again.

Check your eligibility for booking a GMAT exam

1. You must be aged 18 or over, or have written consent from your legal guardian if you are aged between 13 and 17.
2. You may not take the exam more than five times in the last 12 months.
3. You must wait at least 16 days between taking the exam before you can re-sit it.
4. You must wait five years before retaking the test if you have achieved a perfect score of 800.

Find a convenient test centre.
- Check available test dates.
- Pay for your test. You can pay by credit card or debit card, cheque or money order.
- If you have a disability, you should contact GMAC if you require any accommodations as these must be approved before you schedule your exam. Once you have approval, which may take up to four weeks, you should follow any special registration instructions you receive from GMAC.

Review your confirmation email carefully to check that:

- All information relating to the test date, time and location is correct.
- Your name and date of birth are accurate and exactly match your ID.
- You understand the next steps.

Create a more detailed plan for your preparation and stick to it!
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A complete guide to taking the Graduate Management Admission Test® (GMAT®).

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