

NEXTEP MBB



CRACK THE TEST WORKBOOK

OUR FREE EDITION
TO PRACTICE THE TEST



2025 EDITION

WELCOME TO NEXTEPMBB!	3
WHAT TO EXPECT FROM THIS WORKBOOK	4
BUSINESS PROBLEMS	5
DATA INSIGHTS	17
QUANTITATIVE QUESTIONS	28
FINAL NOTE	41
ADDITIONAL RESOURCES	43
ANSWER KEY	48

WELCOME TO NEXTEPMBB!

If you're reading this, it's because you are part of those candidates that are willing to go the extra mile to actually get THAT consulting job you're dreaming of.

You've taken a great decision and a great first step in the right direction by reading this book.

As former MBB consultants, (Associate Partner to Consultant) we noticed that, ironically enough, there was a lack of structure on how to prepare for the consulting application process.

That is why we set out to create an easy to follow, **7-Step Guide** to help you structure and simplify the complete Application journey so you can maximize your chances of getting into management consulting.

Our objective is to help you travel the complicated journey of the **Consulting Application Process with these 7 steps:**

1. Apply correctly with your CV, cover letter, and network
2. Understand how the selection processes work
3. Learn the basics of case interviews
- 4. Prepare for the initial tests**
5. Practice case interviews
6. Work the fit questions
7. Improve your mental and on-paper math

This workbook will help you **"Prepare for the initial tests"** so you can get an interview with an MBB management firm or any other consulting firm you're aspiring to work for.

WHAT TO EXPECT FROM THIS WORKBOOK

When you're applying to consulting, a rigorous process awaits.

The initial application is the first step in that process. Along with the CV and the Cover Letter, most companies will accompany the application with a **Test**.

This test serves as a pre-filter that firms use to assess your critical thinking and problem-solving abilities.

If you excel on the test and have a strong application to accompany it, you are on your way to getting an interview, the first major milestone.

Therefore, test preparation is crucial.

What can you expect in this test?

As mentioned, they're trying to assess your critical thinking and problem-solving skills. While **NO two exams will be the same**, they tend to have the common theme of asking questions that test your business and critical thinking abilities.

Therefore, we have prepared a set of questions to help you prepare and get into the rhythm of solving the types of questions they will ask you.

In the following pages, you will find question sets of the following type:

1. A business case with 11 questions.
2. 8 data insights problems with 11 questions in total.
3. 20 quantitative questions, including problem-solving and data sufficiency questions.

****Every firm has their own test, and they change them frequently, so take these questions as a way to sharpen your quantitative and critical thinking ability but be prepared to face and solve all types of critical thinking and business questions.**

With that said, GOOD LUCK and if you want to have MORE practice, you can find over 130 questions of this style [here](#) so you can get more practice!

BUSINESS PROBLEMS

1. EcoTech Solutions

EcoTech Solutions is a company that specializes in manufacturing eco-friendly home appliances, including energy-efficient refrigerators, washing machines, and air purifiers. The company has gained recognition for its commitment to sustainability and innovation in the market. EcoTech Solutions primarily sells its products through major retail chains.

EcoTech Solutions' customers include large retail chains and distributors, who negotiate prices based on factors such as the volume of purchase, customer loyalty, and any promotional arrangements. The company aims to maintain a reputation for high-quality, environmentally friendly products.

Table 1 provides data on this year's sales revenue and the average annual revenue growth over the last 5 years for EcoTech Solutions' major product categories.

Table 1

Revenue and Growth Data for EcoTech Solutions		
Product Category	Revenue this year	Avg. Annual revenue growth over last 5 years
Energy-efficient refrigerators	\$450m	3.5%
Washing machines	\$230m	2.8%
Air purifiers	\$120m	1.2%
Solar-powered gadgets	\$40m	4.7%

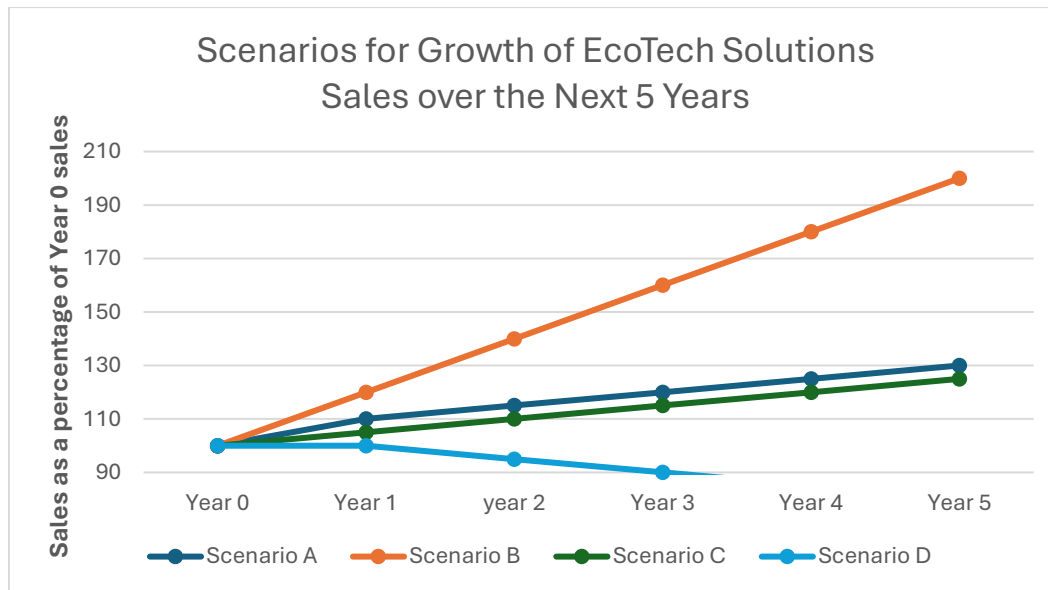
EcoTech Solutions has been in business for over 20 years, and recently, it underwent significant changes in ownership. After a period of stagnant growth, the company was acquired by a larger conglomerate, GreenLiving Corp, with the goal of revitalizing sales.

The CEO of EcoTech Solutions has approached a consulting team to help identify strategies to improve sales growth while maintaining profitability. The CEO sets a target of 8% annual sales growth and emphasizes that achieving this growth is

crucial for the company's future under GreenLiving Corp. If the company fails to achieve an annual sales growth of 8% or more for the next two years, it might face reconsideration as part of GreenLiving Corp.

Exhibit 1 represents four potential scenarios for EcoTech Solutions' future sales growth, with Year 0 representing this year.

Exhibit 1



1. According to the CEO of EcoTech Solutions, which of the scenarios presented in Exhibit 1 would satisfy GreenLiving Corp's requirements?

- A) Scenario A
- B) Scenario B
- C) Scenario C
- D) Scenario D

2. Which of the following measures, if done alone, would definitely NOT help address the objectives of the CEO of EcoTech Solutions?

- A) Introducing new, more advanced models of energy-efficient refrigerators
- B) Lowering the prices of washing machines to attract budget-conscious customers
- C) Phasing out the production of air purifiers due to low demand
- D) Increasing marketing efforts to promote solar-powered gadgets

3. Which of the following statements is valid based on the data in Table 1?

- A) Revenue for air purifiers was more than \$150 million five years ago.
- B) Washing machine revenue was more than \$200 million five years ago.
- C) Sales of energy-efficient refrigerators grew by at least 3.5% in each of the last five years.
- D) The total sales for EcoTech Solutions did not grow at all in the last five years.

4. What is the best estimate of EcoTech Solutions' revenue in Year 4 under Scenario C in Exhibit 1?

- A) \$1,008m
- B) \$924m
- C) \$840m
- D) \$680m

The consulting team decides to focus more on energy-efficient refrigerators, as it constitutes the largest percentage of sales for EcoTech Solutions. As part of the project, the team explores the current consumer base for this category, believing it to consist mainly of environmentally conscious households.

5. Which of the following statements, if true, would NOT help support the assumption that most of EcoTech Solutions' energy-efficient refrigerator consumers are environmentally conscious?

- A) The trends in EcoTech Solutions' refrigerator sales in the last five years are similar to those of other eco-friendly home appliances.
- B) All major retail chain customers of EcoTech Solutions allocate a section in their stores specifically for eco-friendly products.
- C) In a recent survey, awareness of the EcoTech Solutions' brand was twice as high among environmentally conscious respondents than among others.
- D) All stores that stock EcoTech Solutions' energy-efficient refrigerators are in areas with above-average concentrations of environmentally conscious households.

The team explores the potential impact of different types of marketing efforts on the sales of EcoTech Solutions' energy-efficient refrigerators. They consider a strategy involving a 5% retail price reduction coupled with mass media advertising of the reduction, particularly in cities known to be more eco-conscious. San Francisco is an example of one of these cities, and the team decides to estimate the potential impact of this strategy in San Francisco. The head of sales for EcoTech Solutions provides you with the following information:

- The advertising campaign would cost \$3 million.
- EcoTech Solutions has 500,000 refrigerator purchasers in San Francisco, who buy one refrigerator per year on average.
- The average price to retail chains and distributors for a refrigerator is \$800.
- The retail price of a refrigerator is \$1,000.
- EcoTech Solutions makes a 15% profit margin on refrigerators.
- This campaign will not impact the profit in dollars made by the store per refrigerator sold.

6. What is the average profit, in dollars per refrigerator, made by EcoTech Solutions before implementing this campaign?

- A) \$60
- B) \$75
- C) \$90
- D) \$120

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7. GreenLiving Corp requires all marketing campaigns to pay back the initial investment within the first year. What percentage increase in the number of refrigerators sold would be required in the first year of the San Francisco price reduction campaign to pay back the advertising investment?

- A) 50%
- B) 50%
- C) 65%
- D) 80%



The marketing manager of EcoTech Solutions expresses concern about the impact of this price reduction campaign on consumer perceptions of the brand. He states that a price reduction of 5% is quite significant and may, in itself, be detrimental to the premium brand image, which drives a lot of sales.

8. Which of the following statements, if true, would best support the marketing manager's assertion?

- A) In a recent survey, EcoTech Solutions' consumers quoted "price" as the most important indicator of quality in a list of 5 indicators
- B) In a recent survey, EcoTech Solutions' consumers quoted "price" as the least important indicator of quality in a list of 5 indicators.
- C) In a recent survey, 70% of EcoTech Solutions' consumers said they would still buy EcoTech Solutions' refrigerators even with a 10% price increase.
- D) In a recent survey, 25% of EcoTech Solutions' customers said they would never consider buying another brand of refrigerator.

After conducting some analysis, the team compiles overall summary profiles of the refrigerator market in two of the cities being studied. These profiles are given in the table below:

Table 2

Overall Profiles of 2 Cities being studied	
City 1	City 2
EcoTech Solutions is the dominant brand in the refrigerator category (both eco-friendly and overall)	EcoTech Solutions is a strong brand in the eco-friendly refrigerator category but a weak brand in the overall refrigerator category
There is high potential to increase loyalty among existing consumers and convert non-eco-friendly refrigerator consumers	EcoTech Solutions' refrigerators are priced at a modest premium relative to competitors
EcoTech Solutions' refrigerators are priced at a high premium relative to competitors	This is a highly price-sensitive market. In particular, non-eco-conscious customers decide almost entirely based on price.
There is low price sensitivity with almost no brand switching by consumers	Historically, EcoTech Solutions has a mixed performance on marketing promotions
Historically, EcoTech Solutions has a very strong marketing promotion performance	There is a high potential to acquire new eco-friendly refrigerator consumers for the EcoTech Solutions' brand and build loyalty among existing consumers of the brand

9. Which of the following potential strategies would suit NEITHER of the two cities in Table 2?

- A) Build awareness through trials and advertising campaigns on the eco-friendly features of the EcoTech Solutions' refrigerators
- B) Develop a program that rewards consumers for frequent purchases of EcoTech Solutions' refrigerators
- C) Ask all retail stores to remove EcoTech Solutions' refrigerators from the eco-friendly product aisles and instead stock them in the appliance aisles
- D) Increase the price of EcoTech Solutions' refrigerators by 1% across all appliance stores

The marketing and promotions department of EcoTech Solutions in City 2 has traditionally used a combination of mass media (e.g., TV and newspaper) and targeted promotions (e.g., trials and fliers) to drive sales of refrigerators. The head of this department tells you that he does not know which of these methods, if any, are truly effective at driving sales.

10. Which of the following courses of action would you recommend to the marketing and promotions department head of EcoTech Solutions in City 2?

A) Spend 6 months of the next year doing only mass media marketing and then another 6 months doing only targeted marketing to determine which is most effective.

B) Suspend all marketing campaigns for 6 months to determine whether any of the campaigns are significantly contributing to sales.

C) Increase all types of marketing campaigns slowly, one-by-one, to determine if there is a significant increase in sales driven by a specific campaign.

D) Decrease each type of marketing campaign slowly one-by-one to determine if there is a significant decrease in sales caused by the removal of a specific campaign.

At the end of the project, the team recommends a tailored city-by-city strategy to increase sales. In many cities, an important part of the strategy is to change the positioning of the refrigerator brand from a focus on the eco-conscious community to a more diverse and affluent consumer segment. The CEO is pleased with the plan but has concerns about the expectations of the new parent company. He states that aggressive sales growth targets are fine for companies well established in the GreenLiving Corp family, but he hopes the parent company is realistic about a newly acquired company like EcoTech Solutions.

11. Which of the following statements best reflects the concerns of EcoTech Solutions' CEO?

- A) He is concerned that EcoTech Solutions will never be able to achieve the sales growth targets set by GreenLiving Corp because EcoTech Solutions sells premium eco-friendly products that cannot have rapid sales growth.
- B) He is concerned that GreenLiving Corp will demand aggressive sales growth targets immediately without considering the time needed to make significant changes to EcoTech Solutions.
- C) He is concerned that GreenLiving Corp sets sales growth targets that are too aggressive and not realistic for companies operating in today's competitive home appliances market.
- D) He is concerned that EcoTech Solutions will never fit into the GreenLiving Corp family because the other GreenLiving Corp companies have been owned by GreenLiving Corp for quite some time and are well established.

DATA INSIGHTS

1. Olivia is preparing gift bags for her colleagues. She has a budget of \$200 and can include either scented candles, which cost \$12 each, or gourmet chocolates, which cost \$8 each.

Choose the appropriate combination of scented candles and gourmet chocolates that allows Olivia to stay within her \$200 budget for each option.

# of Candles	# of Chocolates
10	27
12	25
15	22
16	20
20	18
25	16

2. City X wants to analyze the flow of traffic in the various means of transportation the city has available. Table 1 below gives the average number of bicycle commuters (in hundreds) for each weekday in City X during selected months.

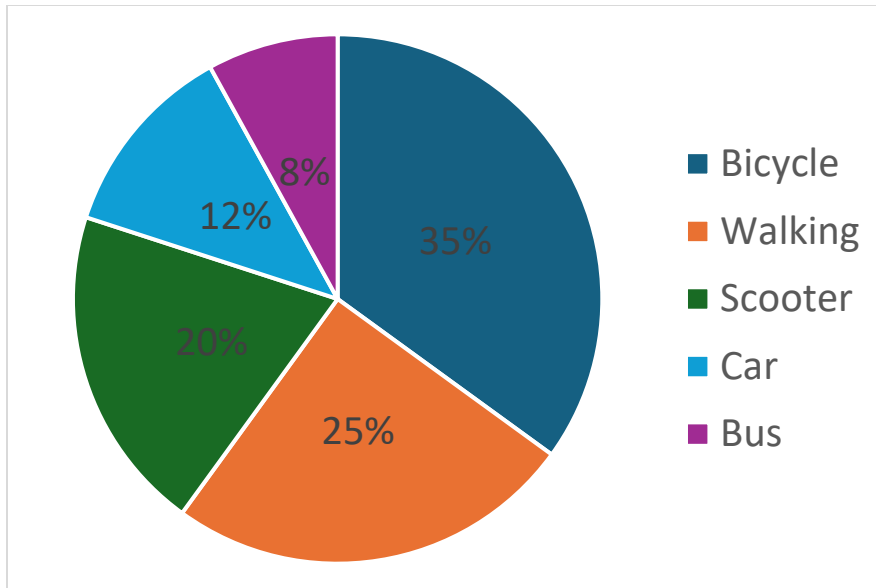
Table 1

	Monday	Tuesday	Wednesday	Thursday	Friday
February	8	9	7	6	9
April	11	10	9	12	11
June	14	13	14	15	12
August	18	17	19	16	20
October	10	12	11	8	10
December	7	9	10	6	8

Proposal from city official regarding the price of bicycle rentals in City X.

During the summer months, the height of the tourist season in our city, there is a noticeable increase in the amount of traffic of all types. In order to decrease congestion on our pathways, this city needs to increase the portion of the commuters who ride bicycles. In order to encourage this, I propose that we decrease our current \$4 bicycle rental fee by \$1 during July and August. Our analysis suggests that the numbers of people who walk or use scooters are unlikely to be significantly affected by this measure. However, it also suggests that enough people would choose to ride bicycles rather than commute by other means to increase bicycle ridership by 20%. This will, in part, make up for the lost revenue.

The pie chart below gives the breakdown of City X's total number of weekday (Monday through Friday) commuters by method of transportation for an average week during the month of August.



2.1 Assuming that the analysis presented by the city official is correct, what is the ratio of the current bicycle revenue in August to what the bicycle revenue in August would be if the proposal were to be implemented?

- A) 5 to 6
- B) 6 to 7
- C) 10 to 9
- D) 7 to 5
- E) 8 to 3

2.2 Consider all of the following statements. Based on the information provided, are the statements true or false?

***Write beside each statement if its TRUE or FALSE**

A) The number of weekday commuters in an average week in February is greater than that in October.

B) The ratio of the number of weekday car commuters to that of weekday bicycle commuters during the average week in August is 2 to 3.

C) In August, fewer people travel by either scooter or bus than by bicycle.

D) During each of the five weekdays, the average number of bicycle commuters is greater in August than in any of the other months listed.

2.3 Does the information provided support the inference stated?

***Write beside each statement if its YES or NO**

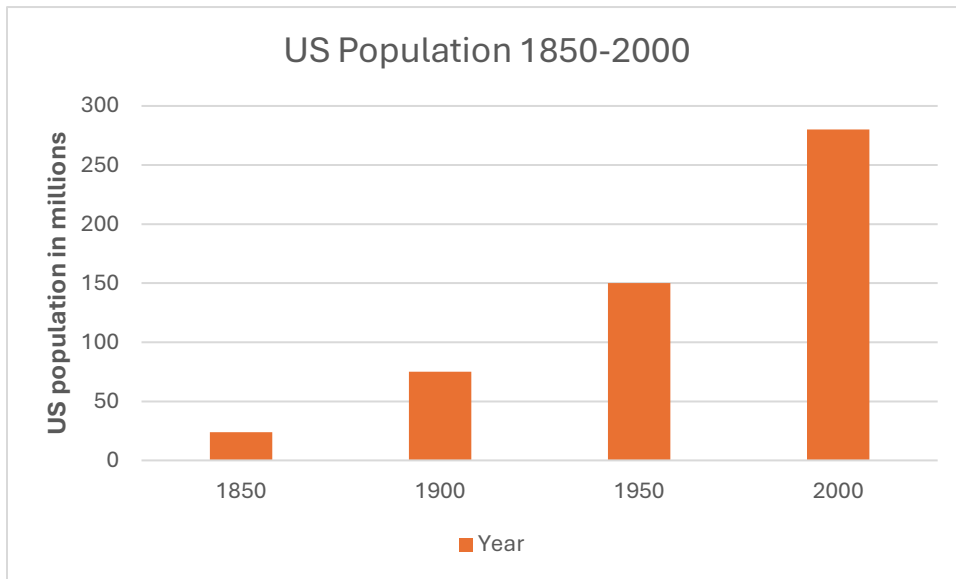
A) If the analysis presented by the city official is correct, then increasing the bicycle rental fee by \$1 would decrease ridership by 20%.

B) There are fewer bicycle commuters in December than there are in any other month of the year.

C) If the analysis presented by the city official were correct, then decreasing the bicycle rental fee by \$1 would decrease the number of car commuters by 20%.

D) There are more than 25,000 total commuters in the average work week during August.

3. The bar chart below displays the population of the United States according to official census figures every fifty years over a 150 year period. Fill in the blanks in each of the following statements based on the information given by the graph.



3.1 The ratio of the U.S. population in 2000 to the U.S. population in 1950 is closest to _____.

- A) 1 to 4
- B) 2 to 7
- C) 2 to 1
- D) 3 to 1
- E) 11 to 3

3.2 The U.S. population in 2000 was approximately _____ of the U.S. population in 1900.

- A) 1,000%
- B) 600%
- C) 300%
- D) 85%
- E) 15%



3.3 The U.S. population increased by approximately _____ from 1950 to 2000.

- A) 25%
- B) 33%
- C) 50%
- D) 90%
- E) 200%



4. Memo from Marketing Director to Product Development Team

April 15, 10:45 a.m.

During our presentation to potential investors our prototype for the upcoming high-tech gadget was accidentally damaged. The crucial components x and y of the prototype are completely destroyed and to make matters worse, the computer crashed and we lost all the files with the specification documents of components x and y. We've been able to recover some info from a partial hard drive recovery, but we still can't find the latest specifications document needed to re-create components x and y. The document was only stored on that device for security reasons and we think that a disgruntled employee might have erased the file before the meeting. We need to recover this information promptly to meet our development deadlines.

Response from Lead Engineer to Marketing Director

April 15, 1:20 p.m.

I found a project log that provides some crucial details: three months ago, the cost of component x and y amounted to \$50,000. Historical analysis indicates that six months earlier, component x was twice as much, component y was half as much, and the overall development cost was \$10,000 less.

4.1 Consider each of the following statements. Is the statement an assumption on which the marketing director's argument depends?

***Answer YES or NO to each question**

A) The employee was in fact disgruntled and wanted the company to lose the information.

B) The specifications document could not be recovered from any other source within the company.

C) The computer didn't crash because of old age hardware issues.

D) The development cost is directly proportional to the cost of component x and y.

4.2 Consider each of the following statements. Is the inference set forth supported by the information in the two messages? *Answer YES or NO to each question

- A) Accidental damage to a prototype always leads to the loss of all critical specifications.
- B) Components x and y are the primary determinants of the high-tech gadget's success.
- C) The changes in components x and y occurred three months ago.
- D) Failure to recover the complete specifications would result in a minimal impact on the project timeline.

4.3 Based on the information in the two messages, approximately what cost did component x have three months ago?

- (A) \$5,000
- (B) \$10,000
- (C) \$30,000
- (D) \$35,000
- (E) \$40,000

5. Emma and Liam, working together at constant rates, finish a project in 6 hours. Working individually, Liam completes the same project three times as fast as Emma.

In the table below, identify the number of hours it takes Emma and Liam to complete the projects individually.

Emma	Liam
4 hrs	4 hrs
8 hrs	8 hrs
12 hrs	12 hrs
14 hrs	14 hrs
24 hrs	28 hrs

QUANTITATIVE QUESTIONS

1. If k is negative, which of the following must also be negative?

- A. $(-k)^2$
- B. $(-1)k$
- C. $1 - k$
- D. $k + 1$
- E. $k - 1$

2. What is the total value of Company H's stock?

- (1) Investor P owns $\frac{1}{4}$ of the shares of Company H's total stock.
- (2) The total value of Investor Q's shares of Company H's stock is \$16,000.

- 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.

3. If $x < 0$, then $\sqrt{-x|x|}$ is

- A. $-x$
- B. -1
- C. 1
- D. x
- E. $\sqrt{x}$

4. If the length of a certain rectangle is 2 greater than the width of the rectangle, what is the perimeter of the rectangle?

- (1) The length of each diagonal of the rectangle is 10.
- (2) The area of the rectangular region is 48.

- 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.

5. A certain farmer pays \$30 per acre per month to rent farmland. How much does the farmer pay per month to rent a rectangular plot of farmland that is 360 feet by 605 feet? (43,560 square feet = 1 acre)

- A. \$5,330
- B. \$3,360
- C. \$1,350
- D. \$360
- E. \$150

6. If n is a positive integer and r is the remainder when $(n-1)(n+1)$ is divided by 24, what is the value of r ?

- (1) 2 is not a factor of n .
- (2) 3 is not a factor of n .

- 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.

7.

Month	Number of days worked
June	20
July	17
August	19

The table above shows the number of days worked by a certain sales representative in each of three months last year. If the number of sales calls that the representative made each month was proportional to the number of days worked in that month and if the representative made a total of 168 sales calls in the three months shown, how many sales calls did the representative make in August?

- A. 50
- B. 51
- C. 56
- D. 57
- E. 60

8. If every car sold last week at a certain used-car dealership was either a coupe or a sedan, what was the average (arithmetic mean) sale price for all the cars that were sold at the dealership last week?

(1) The average sale price for the sedans that were sold at the dealership last week was \$10,600.

(2) The average sale price for the coupes that were sold at the dealership last week was \$8,400.

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.

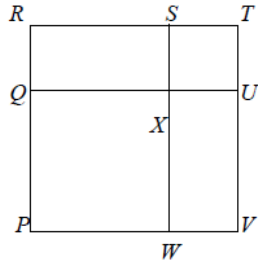
9. If b , c , and d are constants and $x^2 + bx + c = (x + d)^2$ for all values of x , what is the value of c ?

(1) $d = 3$

(2) $b = 6$

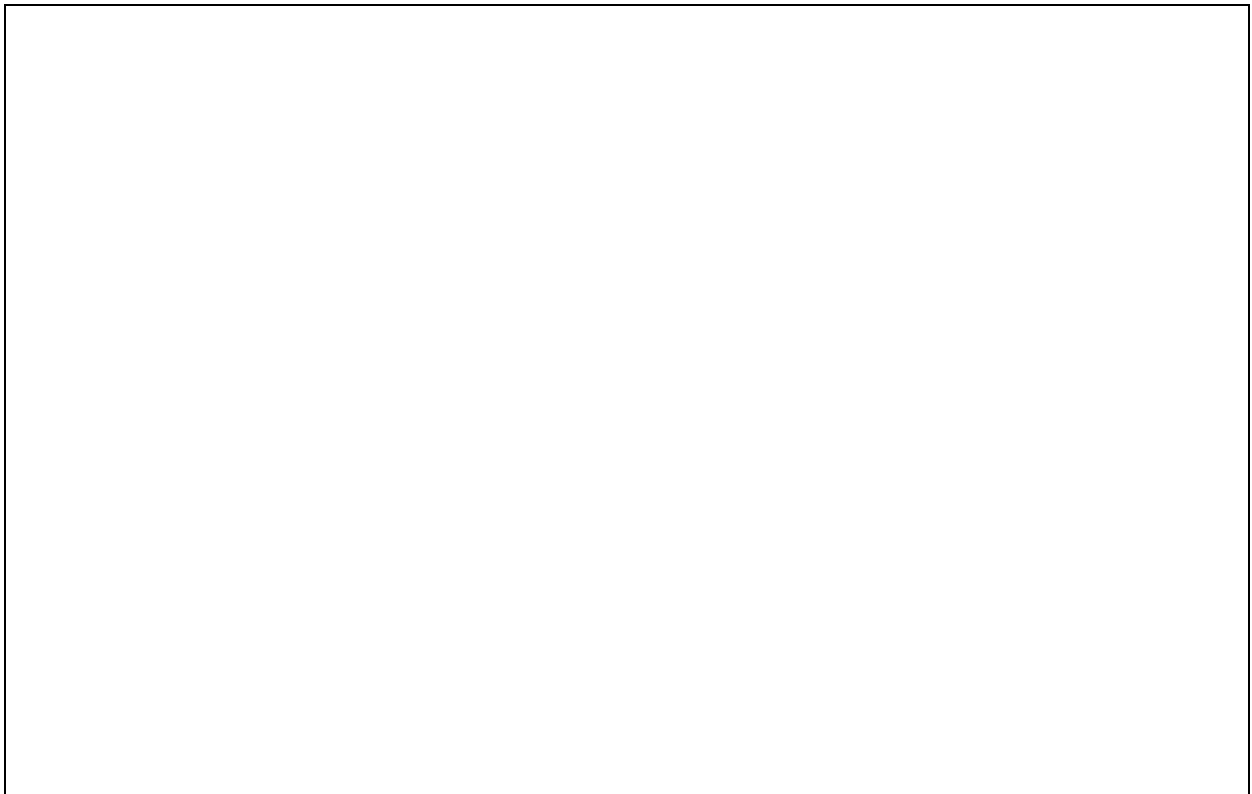
- A. Statement (1) ALONE is sufficient, but statement (2) alone is not sufficient.
- B. Statement (2) ALONE is sufficient, but statement (1) alone is not sufficient.
- C. BOTH statements TOGETHER are sufficient, but NEITHER statement ALONE is sufficient.
- D. EACH statement ALONE is sufficient.
- E. Statements (1) and (2) TOGETHER are NOT sufficient.

10. In the figure below, the area of square region PRTV is 81, and the ratio of the area of square region XSTU to the area of square region PQXW is 1 to 4. What is the length of segment RS?

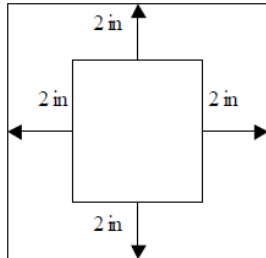


Note: Figure not drawn to scale.

- A. 5
- B. 5.5
- C. 6
- D. 6.5
- E. 7

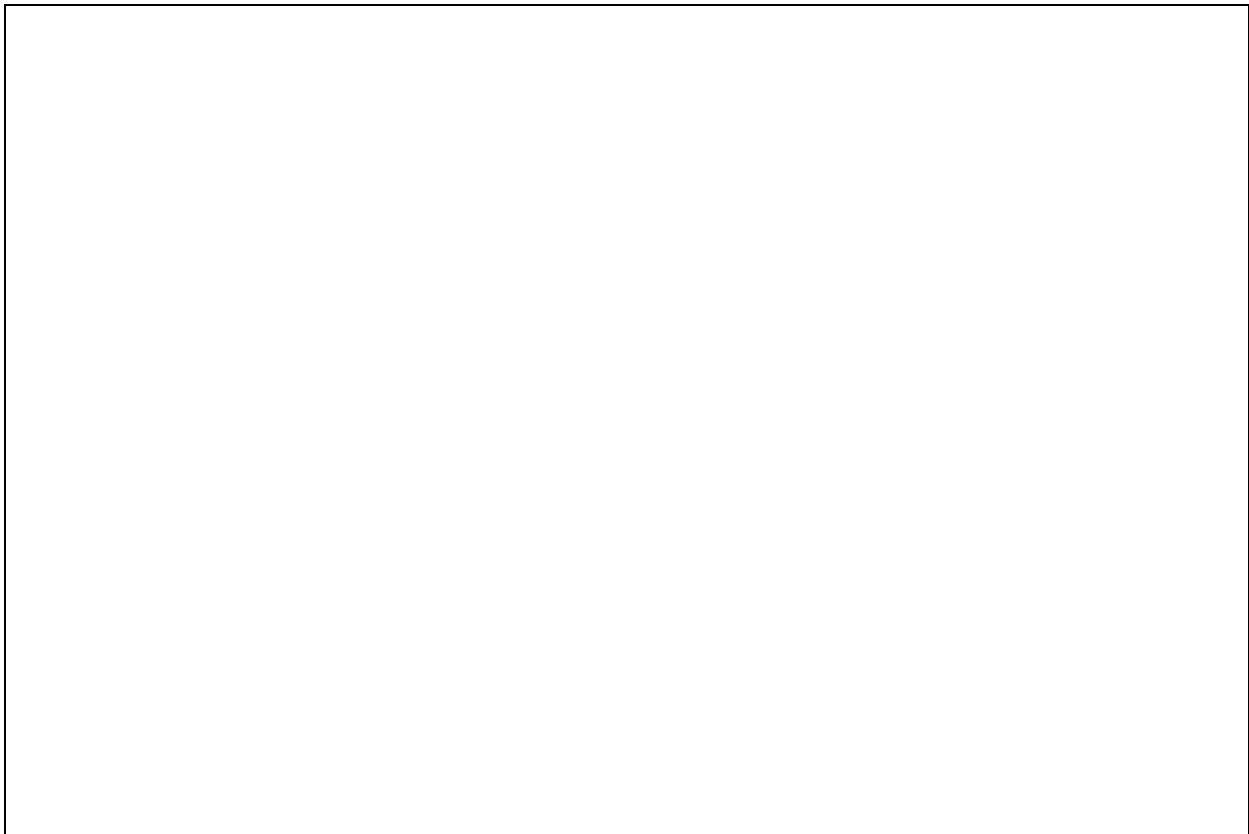


11. A rectangular picture is surrounded by a border, as shown in the figure below. Without the border the length of the picture is twice its width. If the area of the border is 196 square inches, what is the length, in inches, of the picture, excluding the border?



Note: Not drawn to scale.

- A. 10
- B. 15
- C. 30
- D. 40
- E. 60



12. A total of 30 percent of the geese included in a certain migration study were male. If some of the geese migrated during the study and 20 percent of the migrating geese were male, what was the ratio of the migration rate for the male geese to the migration rate for the female geese?

[Migration rate for geese of a certain sex = (number of geese of that sex migrating) / (total number of geese of that sex)]

- A. $\frac{1}{4}$
- B. $\frac{7}{12}$
- C. $\frac{2}{3}$
- D. $\frac{7}{8}$
- E. $\frac{8}{7}$

13. Raymond purchased a package of ground beef at a cost of \$1.98 per pound. If, for the same amount of money, Raymond could have purchased a piece of steak that weighed 40 percent less than the package of ground beef, what was the cost per pound of the steak?

- A. \$4.95
- B. \$4.20
- C. \$3.60
- D. \$3.30
- E. \$3.10

14. If $2x + 2x + 2x + 2x = 2n$, what is x in terms of n ?

- A. $n/4$
- B. $4n$
- C. $2n$
- D. $n - 2$
- E. $n + 2$

15. If $wz < 2$, is $z < 1$?

- (1) $w > 2$
- (2) $z < 2$

- 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.

16. Sue's monthly earnings consist of a monthly salary and a 4 percent commission on the portion of her monthly sales that is in excess of \$2,000. If Sue's monthly salary was the same in July as in August, how much greater were her sales in July than in August?

- (1) Sue's monthly earnings were \$3,620 in July and \$3,580 in August.
(2) Sue's monthly salary was \$3,500 in July and in August.

- 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.

17. In an art gallery, 25 percent of the art pieces on display were photographs. If 12 percent of the photographs were black-and-white photographs, what percent of the art pieces on display were black-and-white photographs?

- A. 3%
B. 7%
C. 13%
D. 30%
E. 37%

18. From Leland's gross pay of p dollars last week, t percent was deducted for taxes and then s dollars was deducted for savings. What amount of Leland's gross pay last week remained after these two deductions?

- (1) $p - s = 244$
(2) $pt = 7,552$

- 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.

19. The average (arithmetic mean) of the 5 positive integers k , m , r , s , and t is 16, and $k < m < r < s < t$. If t is 40, what is the greatest possible value of the median of the 5 integers?

- A. 16
B. 18
C. 19
D. 20
E. 22

20. In isosceles triangle PQR, if the measure of angle P is 80° , which of the following could be the measure of angle R?

- I. 20°
- II. 50°
- III. 80°

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



FINAL NOTE

CONGRATULATIONS!

You've reached the end of the workbook, which means you're one step closer to mastering your consulting readiness.

We now recommend continuing with the NextStep MBB journey. In the **Additional Resources** section, you'll find other books and workbooks designed to help you prepare for the remaining key areas of the consulting selection process.

Additionally, if you join **our FlashTips**, you'll receive short, practical insights focused on helping you improve every day—straight to the point and easy to apply.

Scan the QR code to join and start receiving them.



FEEDBACK

If you also have **any constructive feedback** that you think we should include in future editions, feel free to share it using the QR code below.



Thank you, and best of luck with the rest of your preparation.

ADDITIONAL RESOURCES

CRACK THE TEST WORKBOOK

Crack the Test is the most practical tool for preparing for GMAT-type tests that many consultants use before moving on to interviews.

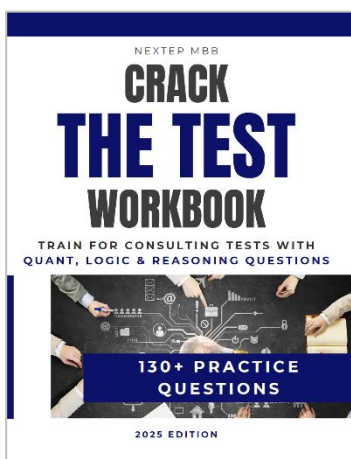
The vast majority of firms use numerical, logical, or critical reasoning evaluations to filter candidates in the early stages. Although they are not always given the importance they deserve, passing these tests is essential to moving forward in the process.

This book helps you practice exactly what you need: multiple-choice problems, very similar to the real ones, with clear explanations and tips to gain speed and accuracy.

It is designed to help you train efficiently, understand the most common mistakes, and arrive prepared for the test day.

What will you find inside?

- 12 business case questions that will test your decision-making with limited information.
- 30 integrated reasoning exercises with graphs, tables, and verbal-quant questions.
- More than 90 GMAT-style quantitative problems, covering arithmetic, percentages, ratios, and data sufficiency.



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CRACK THE FRAMEWORKS

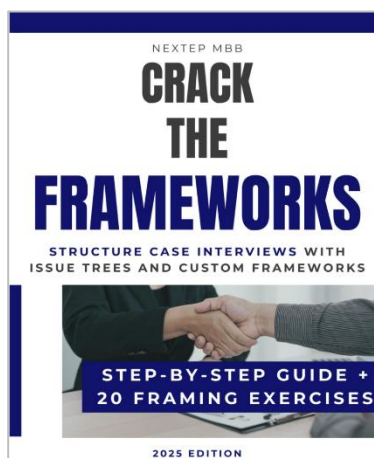
Crack the Frameworks is the most practical guide to help you master the most critical step of the case interview: the beginning.

The first minutes of a case are when interviewers decide whether you can think clearly, generate a solid hypothesis, and build a structured plan to solve the problem. That moment is called framing — and most candidates get it wrong.

This book teaches you how to structure your thinking from scratch using issue trees and custom frameworks. Whether you're just starting or already practicing live cases, this workbook helps you improve clarity, logic, and confidence when opening any case.

What will you find inside?

- A step-by-step guide to build issue trees and structure your analysis.
- Visual breakdowns of consulting frameworks: Profitability, Market, Pricing, Investment.
- Practical explanations of when and how to use each approach.
- 20 exercises to practice the case opening and sharpen your framing.
- Sample solutions to help you reflect and improve your logic.



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CRACK THE CASE INTERVIEW

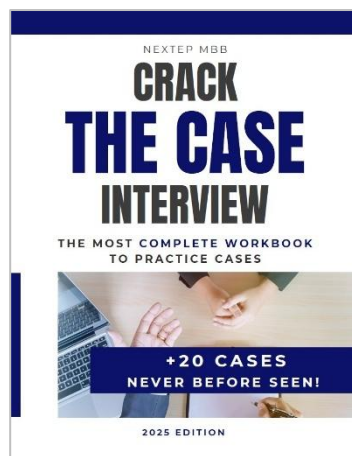
Crack the Case is the best workbook for preparing and practicing complete interview cases for consulting.

Case interviews are demanding, and the only way to master them is by practicing. That's why we've created this workbook with 20 original cases that will allow you to train in depth, both on your own and with other candidates.

Each case is designed to help you better structure your ideas, gain fluency in framing, and advance safely in the analyses. Whether you're just starting or want to fine-tune the last details before your interviews, here you'll find exercises that realistically simulate what you'll encounter in the process.

What will you find inside?

- 20 original and complete cases, ready to practice.
- A clear and realistic statement in each case.
- Guide to practicing alone or with other candidates.
- Graphics and exhibits like the ones you will see in real interviews.
- Notes and insights after each step to improve.
- An ideal complete solution at the end of each case.



*Buy on **AMAZON***

CRACK THE FIT INTERVIEW

Crack the Fit is the ultimate guide to help you confidently prepare for and overcome personal consulting interview questions.

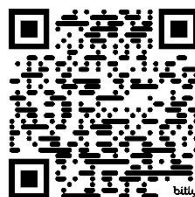
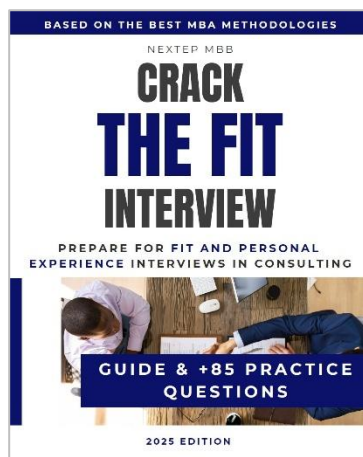
Fit interviews aren't just about "breaking the ice": they're a central part of the process. This is where interviewers value your ability to communicate, your experience, and your alignment with the role of a consultant.

This book provides a structured approach, high-level examples, and practical tips for crafting your answers without sounding rehearsed. It is designed to allow you to work on your personal story from scratch or refine the answers you already have.

Whether you're faced with questions about your journey, your motivations, or your accomplishments, this book will help you answer with confidence, authenticity, and focus.

What will you find inside?

- A transparent methodology for preparing personal interviews.
- Examples of robust responses, with the level expected by firms.
- Templates and outlines to structure your stories with impact.
- Frequently asked questions and how to address them without sounding generic.
- Tips to practice, gain naturalness, and avoid common mistakes.



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CRACK THE MATH

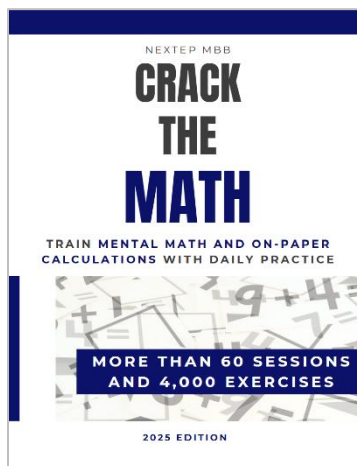
Crack the Math is our most intensive tool for training your speed, accuracy, and mental agility — all essential skills for high-pressure problem-solving.

Whether you're preparing for consulting tests, business school assessments, or want to improve your quantitative reflexes, this workbook offers a structured system to sharpen your thinking with time-bound challenges.

It doesn't teach theory — it helps you build real stamina and precision through repetition, benchmarks, and a clear structure you can follow daily.

What will you find inside?

- 60 sessions of high-intensity practice.
- In every session: 50 mental math drills and 10 on-paper problems.
- A total of 3,600+ exercises to help you build speed and accuracy.
- Benchmarks, space to track time and errors, and structured layouts to measure your progress.



Buy on AMAZON

ANSWER KEY

BUSINESS PROBLEM

1. B
2. C
3. B
4. A
5. B
6. D
7. D
8. A
9. C
- 10.D
- 11.B

DATA INSIGHTS

- 1.1- 16, 25
- 2.1- C- 10 to 9
- 2.2- False, false, true, true
- 2.3- No, no, no, yes
- 3.1- C
- 3.2- C
- 3.3- D
- 4.1- Yes, Yes, Yes, Yes
- 4.2- No, No, Yes, No
- 4.3- B-\$10,000
- 5.1- 24 hrs, 8 hrs

QUANTITATIVE QUESTIONS

- | | |
|-------|-------|
| 1. E | 11. C |
| 2. E | 12. B |
| 3. A | 13. D |
| 4. D | 14. D |
| 5. E | 15. A |
| 6. C | 16. A |
| 7. D | 17. A |
| 8. E | 18. C |
| 9. D | 19. B |
| 10. C | 20. E |

NextEp MBB

Shaping your Next Episode

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