



Your GMAT[®] Success Kit

9 out of 10 new MBA enrollments globally are made using a GMAT score.*

*Refers to Top 100 Financial Times full-time MBA programs



Study Guide



Test Tips



Practice Questions

Graduate
Management
Admission
Council[®]

mba.com

“Preparing for the GMAT puts you back in the right mind of being a student and helps you know what it’s going to take to succeed in business school.”

Jay Ramsey, Class of 2013
Mason School of Business
The College of William & Mary

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Introduction

“What if I’m not a good test taker?”

We hear this often from candidates who are worried they may not do as well as they like on the GMAT® exam. We’re here to tell you that good test takers aren’t born that way. They just understand how to study and prepare for the GMAT in a way that enables them to arrive on test day focused, confident, and ready to do their best.

“
If you put the
time in, you’ll
do just fine.”

Matt Rowenczak, Class of 2014

Terry College of Business
University of Georgia



You can become a strong GMAT test taker by following the three Ps:

Preparation:

Be ready, relaxed, and focused on test day by understanding the question types, how you learn, and what to expect on test day.

Practice:

Approach practice tests with purpose to get you in the habit of focusing for an extended period of time.

Pacing:

Practice at an appropriate pace to allow yourself to become accustomed to the pacing of the actual exam and maintain your stamina.

Introduction

Score your best GMAT exam with the right mindset and approach. We put together this kit to help you get GMAT ready the way strong test takers do: by following a study plan, knowing how to get the most out of practice tests, understanding how you learn, and approaching the exam with a positive attitude.

“

**[The GMAT exam]
is the only way
of assessing
candidates.**

Laura Russo

MBA Recruiting and Admissions
SDA Bocconi School of Management
Bocconi University







Get more tips.

If you get stuck on a question during the exam, make an educated guess and move on. The GMAT exam's computer-adaptive algorithm will adjust, even if you guessed wrong. It is better to finish the exam than run out of time.

8-Week Study Plan

How do I get started?

Being a little nervous about taking the GMAT is normal. You'll overcome any test-taking jitters and reach your potential by approaching the exam with a solid study plan. Planning and preparing for the GMAT exam are the foundations of your best score. Use this guide for resources and tips that can help you plan a course toward your best GMAT.

➡ An eight-week study plan is provided below.								
	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5	WEEK 6	WEEK 7	WEEK 8
Objectives 	• Become familiar with the GMAT exam	• Practice and refine your study plan	• Assess progress	• Focus on time management	• Assess progress	• Build confidence	• Assess readiness	• Prepare for test day
Tasks 	• Learn about the GMAT exam in the GMAT® Official Guide and on mba.com • Go to mba.com and access your free GMAT Official Starter Kit + Practice Exams 1 & 2 • Read tips to prepare and take one of the two free practice exams to set a baseline	• Answer the first 1/3 of practice questions in each section of the Official Guide • Identify strengths and weaknesses and create a detailed two-week study plan • Continually review answer explanations and refine your approach to questions	• Create practice sets based on question type and difficulty using your Online Access • Take the second of two free practice exams • Review the test results in full and adjust the two-week study plan accordingly	• Use a timer and practice answering questions under time pressure • Create timed practice sets with the online version of the GMAT® Official Guide	• Continue using timed practice tests and focus on specific areas • Take the first of two practice exams from the GMAT Official Practice Exams 3 & 4 • Review the exam in full and adjust the two-week study plan accordingly	• Review questions you got wrong on practice tests • Use the 90 practice questions in the Starter Kit and additional official practice questions in the GMAT® Official Guide for more targeted practice	• Take the second of two practice exams from the GMAT Official Practice Exams 3 & 4 • Pay attention to pacing throughout the practice exam • Review the exam in full to assess progress and readiness for test day • Review the GMAT® Handbook on mba.com for what to bring to the test center and what to expect	• Review challenging questions and go over answer explanations • Develop a time management strategy based on your strengths and weaknesses • Think through logistics for test day and be sure to rest up!
Materials 	• GMAT® Official Guide • GMAT Official Starter Kit and Practice Exam 1	• GMAT® Official Guide: Book + Online Access at efficientlearning.com/gmat	• GMAT Official Starter Kit and Practice Exam 2	• GMAT® Official Guide	• GMAT® Official Guide • GMAT Official Practice Exam 3	• GMAT® Official Guide • GMAT Official Starter Kit	• GMAT Official Practice Exam 4	• GMAT® Official Guide
Tips 	Don't worry about your score on the first practice exam! The goal is to become familiar with the exam and set a baseline for measuring your progress.	Questions in each section of the GMAT® Official Guide are ordered based on level of difficulty, from easy to hard.	When taking a practice exam, try to simulate a real test experience and minimize the number of distractions that could disrupt your concentration.	Time management is very important on the GMAT exam. Develop a sense of when to work through a question and when to make an educated guess and move on.	Use your code in the GMAT® Official Guide to access the online version, which contains Integrated Reasoning questions not available in the book.	We suggest spending as much time reviewing questions as answering them.	Note that because the GMAT exam is a computer-adaptive test, the questions will get harder as you answer them correctly, so it will feel more difficult as the exam progresses.	Don't try to cram too much in the last week; focus on building confidence and keeping your mind fresh.

GMAT Exam Format and Timing

What does the GMAT exam cover?

Now that you've had a chance to get organized, start building your study plan. Check out the next page for a snapshot of what you'll see in each section of the GMAT exam.

Learn more on mba.com



Get more tips.

Worried about doing well on one section that you found particularly hard? It's better to practice taking a full test than just those sections you found difficult.



What You'll See In Each Section

	Analytical Writing	Integrated Reasoning	Quantitative	Verbal
Number of Questions	1 Essay	12 Questions	31 Questions	36 Questions
Question Type	○ Analysis of an Argument	○ Multi-source Reasoning ○ Graphics Interpretation ○ Two-part Analysis ○ Table Analysis	○ Data Sufficiency ○ Problem Solving	○ Reading Comprehension ○ Critical Reasoning ○ Sentence Correction
Timing	30 minutes	30 minutes	62 minutes	65 minutes
What is Measured	Your ability to think critically and communicate your ideas	Your ability to evaluate information presented in multiple formats from multiple sources	Your ability to analyze data and draw conclusions using basic math skills	Your ability to read and understand written material, evaluate arguments, and correct written material
Score	0–6 (in half point intervals)	1–8 (in single digit intervals)	6–51	6–51



Get more tips.

Your GMAT score is about more than how many questions are correct.

Study Smart For Your Best GMAT

How much time should I spend studying?

When it comes to studying for the GMAT exam, there really are no secrets or tricks—just planning and preparation.

The time you should spend preparing is unique to you. However, we can tell you how much time others spend getting ready for the GMAT. Use the information to the right as a guideline.

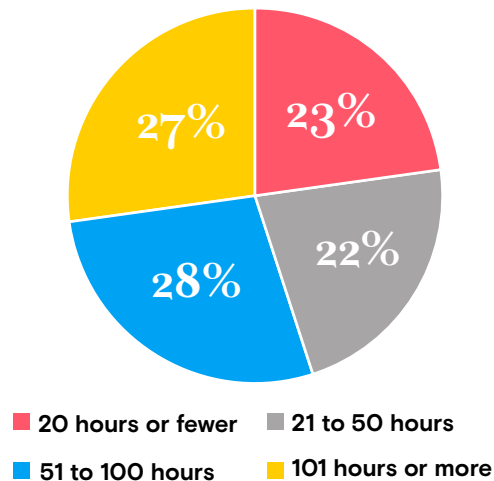
“
**Study well, but
remember that
you’ve probably
always been nervous
for tests, then
probably always
done just fine.**”

Ethan Prostrel, Class of 2015

Crummer Graduate School of Business
Rollins College

Figure 1

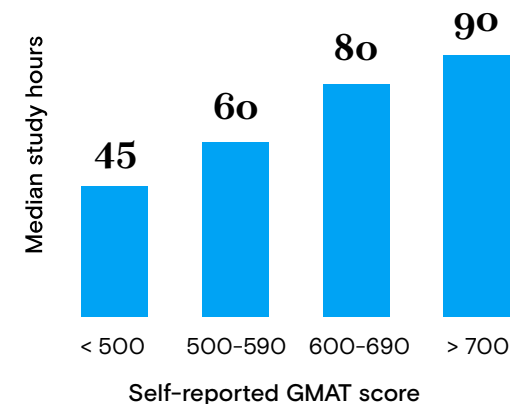
Hours Spent Preparing for the GMAT® Exam*



*N=4,528
Source: GMAC (2017) mba.com Prospective Students Survey. Data collected in 2016.

Figure 2

Median Total Study Hours by Self-Reported GMAT® Score*



*N=4,384
Source: GMAC (2017) mba.com Prospective Students Survey. Data collected in 2016.



Get more tips.

Perfect can be the enemy of the good...and even the great. Finishing the GMAT exam is far more important to a good score than getting every answer correct—and risking running out of time.

Test Prep Products For Your Best GMAT

Rise to the challenge

Did you know? People who complete at least one full-length GMAT Official Practice Exam score, on average, 80 points higher than those who don't.

Enhance your study plan with these and other prep tools available on mba.com.

AWA: GMAT Write®

Gain confidence in your writing abilities with this web-based essay writing practice tool. With real GMAT writing prompts and instant feedback on your essays, you'll quickly learn to think critically and communicate ideas.

Integrated Reasoning: IR Prep Tool

The official GMAT Integrated Reasoning Prep Tool features 48 IR items and answer explanations, unlimited practice sessions, customizable question sets, and tools to practice pacing.

Quant: GMAT Focus®

Using real GMAT questions, the GMAT Focus® diagnostic evaluates your performance in critical testing categories, provides you with a highly accurate score, and ranks you in relation to previous GMAT examinees. By knowing your strengths and weaknesses, you can better prepare for success.

GMAT® Official Guide Series: e/Books + Online Portal

The GMAT® Official Guide provides an overview of the exam format and 900 real GMAT questions from past exams. Gain additional practice with the GMAT® Official Guide Verbal and Quantitative Review. Each Guide grants access to our online portal to build your unique practice sets and help improve your performance.

On Demand GMAT® Study Collection

Need a deep dive into the GMAT exam? Gain instant access to five products featuring 13 complete GMAT exams and 1,100 real GMAT questions. With questions covering the Verbal, Quantitative, and Integrated Reasoning sections of the exam, this collection is our most comprehensive set of online GMAT study products available.

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The GMAT exam has been a very solid predictor of academic success and it is certainly one of our most important factors in the admissions process.

Amanda Barth

Director of MBA Admissions
Mason School of Business
The College of William & Mary



Get more tips.

A little more Spock, and a little less Einstein: You don't need to be a math whiz to do well on the GMAT exam. Instead, like Spock, you need to be able to think logically.

Ready, Set, Go!

8 Exclusive GMAT Practice Test Questions

Here's what you've really been waiting for, right?

Whether you feel a little nervous or fully confident, practicing each question type will make you a stronger GMAT test taker.

Learn how others conquered the GMAT on mba.com



Get more tips.

The best thing you can do during the GMAT exam is to focus on the question at hand. Don't waste time trying to guess the difficulty level of the question.





Analytical Writing Assessment

Be prepared for the Analytical Writing Assessment (AWA)! All AWA topics are available as a **downloadable pdf**.

For this exam question, you will discuss how well reasoned you find these arguments and will be asked to analyze the line of reasoning and the use of evidence in the argument.



Integrated Reasoning

The four types of Integrated Reasoning (IR) questions measure how well you integrate data to solve complex problems and test the following skills:

- Synthesizing information presented in graphics, text, and numbers
- Evaluating relevant information from different sources
- Organizing information to see relationships and to solve multiple, interrelated problems
- Combining and manipulating information from multiple sources to solve complex problems

View sample questions here.



Why focus on Integrated Reasoning?

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Being able to digest volumes of information and make recommendations based upon what you see is critical for Intel's future success.

Melissa Evers-Hood

Intel Corporation

Verbal Reasoning

1. Question

Select the best of the answer choices given.

The interview is an essential part of a successful hiring program because, with it, job applicants who have personalities that are unsuited to the requirements of the job will be eliminated from consideration.

The argument above logically depends on which of the following assumptions?

Answer Choices:

- A. A hiring program will be successful if it includes interviews.
- B. The interview is a more important part of a successful hiring program than is the development of a job description.
- C. Interviewers can accurately identify applicants whose personalities are unsuited to the requirements of the job.
- D. The only purpose of an interview is to evaluate whether job applicants' personalities are suited to the requirements of the job.
- E. The fit of job applicants' personalities to the requirements of the job was once the most important factor in making hiring decisions.

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**My remedy for
pre-test nerves?
Listen to calming music,
take deep breaths,
and visualize yourself
doing great on
the test!**

Jeremy Sage, Class of 2014

Atkinson Graduate School of Management
Willamette University

Verbal Reasoning

2. Question

This question presents a sentence, part of which is underlined. Beneath the sentence you will find five ways of phrasing the underlined part. The first of these repeats the original; the other four are different. If you think the original is best, choose the first answer; otherwise choose one of the others.

Executives and federal officials say that the use of crack and cocaine is growing rapidly among workers, significantly compounding the effects of drug and alcohol abuse, which already are a cost to business of more than \$100 billion a year.

Answer Choices:

- A. significantly compounding the effects of drug and alcohol abuse, which already are a cost to business of
- B. significantly compounding the effects of drug and alcohol abuse, which already cost business
- C. significantly compounding the effects of drug and alcohol abuse, already with business costs of
- D. significant in compounding the effects of drug and alcohol abuse, and already costing business
- E. significant in compounding the effects of drug and alcohol abuse, and already costs business

Verbal Reasoning

3. Question

After reading the passage, choose the best answer to each question. Answer the question on the basis of what is stated or implied in the passage.

The number of patents granted to inventors by the United States Patent Office dropped from 56,000 in 1971 to 45,000 in 1978. Spending on research and development, which peaked at 3 percent of the gross national product (GNP) in 1964, was only 2.2 percent of the GNP in 1978. During this period, when the United States percentage was steadily decreasing, West Germany and Japan increased the percentage of their GNP's spent on research and development to 3.2 percent and 1.6 percent, respectively.

Which of the following conclusions is best supported by the information above?

Answer Choices:

- A. There is a direct relationship between the size of a nation's GNP and the number of inventions it produces.
- B. Japan and West Germany spent more money on research and development in 1978 than did the United States.
- C. The amount of money a nation spends on research and development is directly related to the number of inventions patented in that nation.
- D. Between 1964 and 1978 the United States consistently spent a larger percentage of its GNP on research and development than did Japan.
- E. Both West Germany and Japan will soon surpass the United States in the number of patents granted to inventors.

Verbal Reasoning

4. Question

This question presents a sentence, part of which is underlined. Beneath the sentence you will find five ways of phrasing the underlined part. The first of these repeats the original; the other four are different. If you think the original is best, choose the first answer; otherwise choose one of the others.

Like Auden, the language of James Merrill is chatty, arch, and conversational—given to complex syntactic flights as well as to prosaic free-verse strolls.

Answer Choices:

- A. Like Auden, the language of James Merrill
- B. Like Auden, James Merrill's language
- C. Like Auden's, James Merrill's language
- D. As with Auden, James Merrill's language
- E. As is Auden's the language of James Merrill

Quantitative Reasoning

5. Question

On a 3-day fishing trip, 4 adults consumed food costing \$60. For the same food costs per person per day, what would be the cost of food consumed by 7 adults during a 5-day fishing trip?

Answer Choices:

- A. \$300
- B. \$175
- C. \$105
- D. \$100
- E. \$84

“
Going in with a
sense of calm is
what made that
last run successful.”

Jessica Galimore, Class of 2013

Robert H. Smith School of Business
University of Maryland

GMAT® Official Guide 2019



More practice questions than ever before

Whether you have three days or three months until your exam date, we have products that fit your needs.

Quantitative Reasoning

6. Question

The number of rooms at Hotel G is 10 less than twice the number of rooms at Hotel H. If the total number of rooms at Hotel G and Hotel H is 425, what is the number of rooms at Hotel G?

Answer Choices:

- A. 140
- B. 180
- C. 200
- D. 240
- E. 280

7. Question

Is the average (arithmetic mean) of x and y greater than 20?

- (1) Is the average (arithmetic mean) of $2x$ and $2y$ is 48
- (2) $x = 3y$

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

8. Question

Can the positive integer p be expressed as the product of two integers, each of which is greater than 1?

- (1) $31 < p < 37$
- (2) p is odd

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 Key

Verbal Reasoning

1. Answer: C

Explanation:

- A. The interview is an essential part, but not the only part of a successful hiring program.
- B. The argument does not address the importance of developing a job description.
- C. Correct.** The interview can only eliminate those unsuited to the job if the personalities can be accurately identified.
- D. The argument states one thing that can be done with the interview, but does not imply that is its only purpose.
- E. The argument identifies a way to find people who are not a fit, but does not imply who will be the best fit. Furthermore, there is no information about past data on hiring decisions.

2. Answer: B

Explanation:

- A. *are a cost to business* is passive and not preferred.
- B. Correct.**
- C. *already with business costs of* is awkward and wordy.
- D. *significant in compounding should modify effects of drug and alcohol abuse* so is awkward and wordy; use of *and* suggests it refers to the *use of crack and cocaine* when it should refer to the *effects*.
- E. *significant in compounding should modify effects of drug and alcohol abuse* so is awkward and wordy; use of *and* suggests it refers to the *use of crack and cocaine* when it should refer to the *effects*.

Answer Key

Verbal Reasoning

3. Answer: D

Explanation:

From 1964 to 1978, spending on research and development never fell below 2.2 percent of the GNP in the United States and never rose above 1.6 percent in Japan. Therefore, choice D follows from the information given and is the best answer.

Since no information is provided about the size of the GNP of any of the countries mentioned, neither choice A nor choice B is supported. The amount of information given about numbers of patents granted is insufficient to establish any general relation between spending and numbers of patents, so choice C is unsupported; and given that there is no information about the number of inventions patented in Japan and West Germany, choice E is not supported either.

4. Answer: C

Explanation:

- A. *Like Auden* modifies *language* rather than the intended *Merrill*.
- B. *Like Auden* modifies *language* rather than the intended *Merrill*.
- C. **Correct.** With *Like Auden's* the *language* is implied. It correctly modifies *Merrill's language*.
- D. *Auden* needs to be in the possessive form to match with *Merrill's*.
- E. Lack of parallel structure; *Auden's* does not match of *James Merrill*.

Answer Key

Quantitative Reasoning

5. Answer: B

Explanation:

Determine the food costs per person per day by dividing the total food cost of \$60 by 4 adults and 3 days, $(60/4)/3=(15)/3=\$5$. Then, multiply the food costs by the number of adults and days of the new trip,

$$\$5 \times 7 \times 5 = \$175.$$

6. Answer: E

Explanation:

If g is the number of rooms at Hotel G and h is the number of rooms at Hotel H, then the first part of the problem can be represented by the equation $g = 2h - 10$ and the second part can be represented by $g + h = 425$.

Solve the system of equations by substituting for g in the second equation:

$$g = 2h - 10$$

$$g + h = 425$$

$$(2h - 10) + h = 425$$

$$3h - 10 = 425$$

$$3h = 435$$

$$h = 145$$

Then find g :

$$g = 2h - 10$$

$$g = 2(145) - 10$$

$$g = 290 - 10$$

$$g = 280$$

Answer Key

Quantitative Reasoning

7. Answer: A

Explanation:

The arithmetic mean of x and y can be represented as the sum divided by 2. Then, the problem can be written as:

Is $(x + y)/2 > 20$, which can also be expressed as $x + y > 40$.

1. Express the average as an equation and simplify:

$$(2x + 2y)/2 = 48 \quad 2x/2 + 2y/2 = 48 \quad x + y = 48$$

$48 > 40$; SUFFICIENT

2. Substituting for x in the inequality yields:

$$x + y > 40 \quad 3y + y > 40 \quad 4y > 40 \quad y > 10$$

If $y > 10$, then the answer to the question is yes; if $y < 10$, then the answer to the question is no. Without additional information, the question cannot be answered. NOT sufficient.

Alternatively, you can substitute values of x and y that satisfy the condition $x = 3y$, and see if you find solutions that give you conflicting results:

If $y = 5$ and $x = 15$, then $(x + y)/2 = 10$, which is NOT greater than 20. If $y = 20$ and $x = 60$, then $(x + y)/2 = 40$, which IS greater than 20.

The correct answer is A; Statement (1) ALONE is sufficient, but statement (2) alone is not sufficient.

8. Answer: A

Explanation:

For this problem, it is not necessary to determine the value of p , but merely whether p is prime (answer to the question is no) or not prime (answer to the question is yes).

1. Possible values of p are 32, 33, 34, 35, and 36, all of which are not prime. SUFFICIENT.

2. There are several possible values of p that are prime and others that are not prime. NOT sufficient.

The correct answer is A; Statement (1) ALONE is sufficient, but statement (2) alone is not sufficient.

Good Luck!

You got this!



A solid study plan and positive attitude are the keys to achieving your best GMAT. And with your best score, the next step is to find the best school for you.

The path to business school doesn't stop with the GMAT. Schools are looking for you and we can help you connect with them by signing up for the GMASS® Search Service. The GMASS tool lets you learn about business programs that highlight your background and match your interests. It only takes a few minutes of your time and it's free!

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GMAT[™]

mba.com

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**The GMAT really
does set you
apart and make
a difference.**

Sakhi, Class of 2014

IE Business School