

Technical customer support: study guide

Sales, marketing, customer service, and contact centres · suite apt-299-technical-customer-support · generated 2026-09-15T15:26:10.121Z

Detail	Value
Title	Technical customer support: study guide
Generated	2026-09-15T15:26:10.121Z
Fixture/version	apt-299-technical-customer-support
Sector	Sales, marketing, customer service, and contact centres
Guide version	v2

Private practice result. Not an official exam certificate, employer decision, hiring signal, admissions decision, or guaranteed outcome. Scores stay on this device unless you export them.

Answer keys and scoring logic stay server-side and are never included in any download or export.

How to use this guide

This file contains the whole study outline for this suite: every skill it draws on, the full lesson for each of those skills, worked examples, practice tips, a glossary, and where each piece of material comes from. Nothing here is a summary of a page you still have to visit.

1. Read the skills section end to end once, without timing yourself.
2. Work the guided practice mode for the suite, using the practice tips as a checklist.
3. Move to the mini-test only when guided practice feels unhurried.
4. Sit the full simulation last, once, in the conditions you expect on the day.

Practice attempts are stored on the device you used, never on an account. Exporting a result is the only way anything leaves that device.

Practice modes and durations

Practice modes for Technical customer support

Mode	Duration	What it is for
Guided practice	15 minutes	Untimed, with feedback after every item.
Mini-test	18 minutes	A short timed set for checking pace.
Full simulation	45 minutes	Full length and full time, in one sitting.

- Start guided practice:
<https://learn.novusstreamsolutions.com/aptitude/practice/new?bank=apt-299-technical-customer-support&mode=guided>
- Start mini-test:
<https://learn.novusstreamsolutions.com/aptitude/practice/new?bank=apt-299-technical-customer-support&mode=mini>
- Start full simulation:
<https://learn.novusstreamsolutions.com/aptitude/practice/new?bank=apt-299-technical-customer-support&mode=full>

Skills covered, in full

This suite draws on 5 skill constructs. Each one below carries its complete lesson.

Customer-service judgment

Service recovery, communication, escalation, and policy application.

Learn to recover service without making promises outside your authority: acknowledge the impact, clarify the desired outcome, explain constraints plainly, take an authorized next step, and close the loop.

What you should be able to do after this lesson:

1. Distinguish the customer's stated problem, underlying need, and requested remedy.
2. Choose language that acknowledges impact without admitting unsupported facts or blaming another person.
3. Select an authorized remedy or escalation and communicate ownership, timing, and next contact.

Worked examples and pitfalls

Worked scenario: a refund outside your authority: A customer asks for an immediate refund larger than your approval limit. Acknowledge the delay and confirm what outcome they need, explain the approval boundary without hiding behind jargon, collect the facts the approver needs, and give a realistic update time. Promising the refund may create a second failure; refusing without a route forward leaves the first failure unresolved.

Service-recovery sequence: Use five moves: listen, summarize, acknowledge impact, act within policy, and confirm follow-up. An apology alone is incomplete, while compensation without understanding the issue can be inconsistent or unauthorized.

How to practise this skill

- Prefer specific ownership language such as what you will check and when you will update the customer.
- Do not confuse de-escalation with agreeing to every demand; calm boundaries can still be helpful.
- Escalate with a concise summary so the customer does not have to repeat the full story.

Glossary

Service recovery: Actions taken to resolve a service failure and restore a clear, workable relationship.

De-escalation: Reducing tension through calm listening, clear language, respectful boundaries, and useful next steps.

Authorized remedy: A resolution the role may provide under the applicable policy or delegated limit.

Study this next

- Customer service: <https://learn.novusstreamsolutions.com/search?q=Customer%20service>
- Complaint: <https://learn.novusstreamsolutions.com/search?q=Complaint>
- Escalation: <https://learn.novusstreamsolutions.com/search?q=Escalation>
- Customer-service judgment lesson on Novus Learn:
<https://learn.novusstreamsolutions.com/aptitude/skills/customer-service-judgement/lesson>

Where this material comes from

- Novus Learn original customer-service, complaint-handling, and service-recovery suite scenarios.
- Novus educational framework: listen, clarify, acknowledge, act within authority, and close the loop.

Problem solving

Selecting methods, combining information, troubleshooting, and reaching practical solutions.

Problem solving is the construct that asks you to choose a method, not just execute one: to combine a table with a rule, decide whether an estimate settles the question or an exact calculation is needed, narrow a fault by halving the search space, and check the answer against the constraint that actually binds. It shows up across operations, logistics, manufacturing, technician and analyst selection, and in the situational sections of public-safety batteries. It is also the construct where the marking rewards a defensible route as much as a number. Everything you practise stays on this device unless you export it.

What you should be able to do after this lesson:

1. Combine a pricing or specification table with a written brief to reach an answer neither source contains on its own, and find the break-even point where the better option changes.
2. Narrow a fault on a chain of components by bisection, and state the worst-case number of tests before you begin.
3. Solve a working-backwards problem from a known end state, then verify by running the sequence forwards.
4. Decide whether an order-of-magnitude estimate settles a feasibility question or whether the margin is close enough to require exact arithmetic.
5. Identify the binding constraint in a resource-allocation problem and explain why a per-unit heuristic on the non-binding resource gives the wrong answer.
6. Separate a root cause from a symptom, and describe the test that would confirm the cause rather than merely correlate with it.

Worked examples and pitfalls

Two price structures and the distance where they cross: A delivery of 55 km. Courier A charges 8.00 base plus 0.45 per km. Courier B charges 20.00 flat for the first 40 km, then 0.90 per km beyond that. Which is cheaper? Courier A costs 8 plus 0.45 times 55, which is 8 plus 24.75, giving 32.75. Courier B costs 20 plus 0.90 times 15, which is 20 plus 13.50, giving 33.50. Courier A wins by 0.75. Now the question the item is really testing: is A always cheaper? At 45 km, A costs 8 plus 20.25 which is 28.25, while B costs 20 plus 4.50 which is 24.50. B wins comfortably. So the answer flips somewhere between, and finding where is one line of algebra. Above 40 km, B costs 20 plus 0.9 times distance minus 40, which simplifies to $0.9d$ minus 16. Set that equal to A's 8 plus $0.45d$: 8 plus $0.45d$ equals $0.9d$ minus 16, so 24 equals $0.45d$, so d is about 53.3 km. Below 53.3 km B is cheaper; above it A is. Check at the crossover: A is 8 plus 24 which is 32.00, and B is 48 minus 16 which is also 32.00. The general lesson is that whichever option has the lower per-unit rate always wins eventually, regardless of the base charges, and the base charges only decide where eventually starts. A single quoted distance never answers a which-is-cheaper question for a fleet.

Halving the search space beats walking the chain: Forty sensors sit on a single daisy-chained cable and exactly one connection is broken, cutting off everything downstream. How many tests do you need in the worst case? Walking the chain from one end and testing each sensor in turn takes up to 40 tests and 20 on average. Test the midpoint instead. If sensor 20 responds, the break is in the upper half and you have eliminated 20 candidates in one measurement; if it does not, the break is below and you have eliminated the other 20. Repeat on the surviving half: 40 becomes 20, then 10, then 5, then 3, then 2, then 1. Six tests, worst case, because each test halves what is left and two to the power six is 64, comfortably more than 40. The saving grows as the problem grows: 1,000 candidates need only ten tests. Two conditions have to hold for bisection to be valid, and stating them is part of the answer. The fault must be monotone, meaning

everything on one side of the break behaves differently from everything on the other; and a single test at any point must tell you which side you are on. When there are two independent breaks, or when a test is only meaningful at the ends, bisection does not apply and a different strategy is needed. Candidates who reach for bisection reflexively on a problem that fails those conditions lose more than they save.

Working backwards from the number you were given: A team started a quarter with an unknown budget. In week one it spent half of it. In week two it spent 400 of what remained. In week three it spent a third of what remained after that. It finished with 1,200. How much did it start with? Attempting this forwards means carrying an unknown through three operations. Backwards it is arithmetic. After week three, 1,200 is what is left having spent a third, so 1,200 represents two thirds of the week-three opening balance, which was therefore 1,800. Before week two's spend of 400, the balance was 1,800 plus 400, which is 2,200. That 2,200 is what remained after spending half, so the starting budget was 4,400. Verify forwards, always: 4,400 less half is 2,200; less 400 is 1,800; less a third of 1,800, which is 600, leaves 1,200. Correct. The mechanical rule is to invert each operation and apply the inversions in reverse order. The inverse of spending a third is dividing by two thirds, not multiplying by three, and that specific slip is the most common wrong answer in this family. Working backwards is the right tool whenever the end state is known exactly and the operations are individually invertible, which covers most budget, mixture and journey problems phrased as how much did it start with.

When an estimate is enough, and when it is not: A maintenance window is three hours. Two technicians must service 1,850 units, each taking about 4.5 minutes, plus a shared 20-minute setup and 15-minute teardown. Feasible? Estimate first: 1,850 units at 4.5 minutes is 8,325 technician-minutes; split between two people that is about 4,163 minutes, which is roughly 69 hours. The window is 3 hours. The answer is no by a factor of more than twenty, and no refinement of the setup and teardown figures could change it. Precision here would be wasted effort. Now the same problem with 90 units. Ninety at 4.5 minutes is 405 technician-minutes, halved to 202.5 minutes, plus 35 minutes of setup and teardown, giving 237.5 minutes. That is 3 hours and 57 and a half minutes against a 3-hour window. Still no, but only just, and now every assumption matters: whether the technicians can genuinely work in parallel, whether setup is shared or duplicated, whether 4.5 minutes is a mean or a best case. The judgement being assessed is knowing which regime you are in. If your rough figure misses the target by an order of magnitude, stop and answer. If it lands within a factor of two, the estimate has not settled anything and you must do the exact arithmetic and name your assumptions.

The binding constraint decides, and it is rarely the obvious one: A van carries at most 900 kg and at most 6 cubic metres. Pallet type X weighs 150 kg, occupies 0.8 cubic metres and is worth 200. Pallet type Y weighs 90 kg, occupies 1.4 cubic metres and is worth 260. What mix maximises value? The instinctive heuristic is value per kilogram: X gives 200 over 150, about 1.33, while Y gives 260 over 90, about 2.89, so load Y. That is wrong, and the reason is that weight is not what runs out. Value per cubic metre tells the opposite story: X gives 250 and Y gives about 186. Enumerate the feasible whole-pallet mixes. Six X uses 900 kg and 4.8 cubic metres, worth 1,200. Five X and one Y uses 840 kg and 5.4 cubic metres, worth 1,260. Four X and two Y uses 780 kg and exactly 6.0 cubic metres, worth 1,320. Three X and three Y needs 6.6 cubic metres and does not fit. Two X and three Y uses 570 kg and 5.8 cubic metres, worth 1,180. Four Y alone uses 5.6 cubic metres and is worth 1,040. The best mix is four X and two Y at 1,320. Look at what binds it: volume is used to the last cubic metre while 120 kg of payload goes unused. Once volume is identified as the binding constraint, X's superior value per cubic metre explains the X-heavy answer, and the spare weight explains why two Y still get on board. The transferable move is to compute the usage of every constraint at your proposed answer and see which one is exhausted; a per-unit ratio computed against a non-binding resource is worse than no heuristic at all.

Cause, symptom, and the test that tells them apart: A pump trips out twice a shift. The obvious fix is to reset it, which works for about four hours. Ask why once and you find the thermal overload relay is tripping. Ask again and the motor is running hot. Again and the bearing is running hot. Again and the grease has dried out.

Again and the lubrication interval was set for a duty cycle far lighter than the pump has actually been running since the line was rebalanced last year. Each level supports a different fix: resetting the trip costs nothing and lasts four hours; replacing the relay costs a part and lasts until the bearing seizes; regreasing lasts weeks; changing the lubrication schedule to match the real duty cycle is the one that stops the fault recurring. Stop asking why when the next answer stops being something you can act on, or when it leaves the boundary of the system you can change. There is one discipline that separates this from storytelling. A correlation is a lead, not a cause: the fact that the trips started after the line was rebalanced is suggestive, not proof. The confirming test is to intervene and observe: restore the original duty cycle, or apply the corrected greasing interval to this pump and not to the identical one on the parallel line, and see which one trips. If a proposed cause cannot be tested by changing it, treat it as a hypothesis and say so rather than closing the investigation.

How to practise this skill

- Write the question you are actually being asked at the top of your working, in your own words. Problem-solving items usually supply more information than the question needs, and the commonest failure is a correct calculation of something nobody asked for.
- Before any comparison of two options, ask where they cross. One quoted quantity never settles which is cheaper or faster, and the break-even is usually a single line of algebra away.
- State the worst-case number of steps before starting a search or a fault trace. If bisection applies, say so and say why; if the fault is not monotone or a test only works at the ends, say that instead and pick a different method.
- Estimate before you compute, then decide explicitly which regime you are in. Missing the target by an order of magnitude ends the question; landing within a factor of two means the estimate proved nothing and the exact numbers are now compulsory.
- Finish every allocation or capacity problem by listing how much of each constraint your answer consumes. The constraint you exhaust is the one that explains the answer, and the one you do not is where a per-unit heuristic will mislead you.
- Always verify a backwards solution by running it forwards. Attempts stay on this device, so the extra minute costs nothing and catches the inverted-fraction error that makes this family's most attractive wrong answer.

Glossary

Break-even point: The value at which two options cost or take the same. Below it one option wins and above it the other does, which is why a single quoted case never answers a comparison question.

Binding constraint: The limit that is fully consumed by the chosen solution. Identifying it explains the answer and reveals which per-unit ratios are relevant and which are noise.

Slack: The unused portion of a constraint at a proposed solution. Spare capacity in one resource is what lets a mix include items that look inefficient on the binding resource.

Bisection: Halving a search space with each test. It reduces a search of n candidates to about $\log$ base two of n tests, but only where the fault is monotone along the chain.

Working backwards: Solving from a known end state by inverting each operation in reverse order. The reliable method whenever the final value is given and every step is individually invertible.

Order-of-magnitude estimate: A rough calculation intended to settle feasibility rather than produce a figure. It is decisive when the answer is off by a factor of ten and useless when the margin is within a factor of two.

Root cause: The condition whose removal stops the fault recurring, as opposed to a symptom whose treatment suppresses it temporarily. A candidate cause that cannot be tested by changing it remains a hypothesis.

Monotone fault: A fault where everything on one side of a break behaves differently from everything on the other. The precondition that makes bisection valid, and the assumption most often left unstated.

Study this next

- Problem solving skill hub: <https://learn.novusstreamsolutions.com/aptitude/skills/problem-solving>
- Problem solving practice bank: <https://learn.novusstreamsolutions.com/cognitive-skills/problem-solving>
- Diagrammatic reasoning lesson: <https://learn.novusstreamsolutions.com/aptitude/skills/diagrammatic-reasoning/lesson>
- Maintenance technician suite: <https://learn.novusstreamsolutions.com/aptitude/tests/maintenance-technician>
- Supply chain planner suite: <https://learn.novusstreamsolutions.com/aptitude/tests/supply-chain-planner>
- Problem solving lesson on Novus Learn: <https://learn.novusstreamsolutions.com/aptitude/skills/problem-solving/lesson>

Where this material comes from

- Every figure above was computed and checked for Novus Learn: the courier break-even at about 53.3 km, the six-test bisection bound for 40 candidates, the 4,400 starting budget verified forwards, and the four-X-two-Y loading enumerated across all feasible whole-pallet mixes.
- Terminology checked against the public Wikipedia articles 'Binary search algorithm', 'Break-even', 'Shadow price' and 'Root cause analysis'. Definitions only; every scenario above is original.
- Novus Learn aptitude construct registry (catalog seed) for the construct scope and related suite mapping.
- Public educational framing only: not affiliated with any official exam board, publisher or employer, and no copyrighted test item is reproduced.

Educational preparation only. Novus Learn does not administer official exams and does not guarantee scores or hiring outcomes.

Technical reasoning

Applied technical principles, diagrams, tools, systems, measurements, and troubleshooting.

Technical reasoning is what sits above any single trade: reading a system diagram for what it actually does, isolating a fault by measurement instead of by guesswork, and taking the governing number off a drawing or a nameplate without importing assumptions. It is assessed in HVAC, instrumentation, mechatronics, process-operator and engineering-technician selection, and it is the construct that best predicts whether someone can diagnose an unfamiliar machine. Employers care about it because part-swapping is expensive and half-splitting is not. Practice sessions here stay on your device unless you choose to export them.

What you should be able to do after this lesson:

1. Trace a process or signal diagram end to end and state, for a given symptom, which components could physically cause it and which could not.
2. Isolate a fault by half-splitting a chain of stages, and say how many measurements a chain of a given length should take.
3. Convert a dimension with asymmetric tolerance into an acceptance window and decide whether a measured part passes, can be reworked, or is scrap.
4. Match a measuring instrument to a required resolution, and distinguish an instrument's resolution from its accuracy.
5. Describe a closed control loop as sensor, controller, setpoint, actuator and feedback, then design the one measurement that separates a sensor fault from an actuator fault.
6. Read the qualifier attached to a rated number (duty cycle, working load limit, working pressure, nominal

versus maximum), and apply it correctly.

Worked examples and pitfalls

Half-splitting beats swapping parts: A conveyor will not stop when its photo-eye is blocked. The chain is: sensor, field cable, junction box, PLC input card, PLC program, output card, interposing relay, contactor. Eight places the signal can die. Swapping parts one at a time means four or five attempts on average, since the culprit is equally likely to sit anywhere in the eight, and every attempt costs a part. Half-splitting starts in the middle instead: watch the PLC input LED while a colleague blocks the beam. If it toggles, the sensor, field cable, junction box and input card are all proven good in a single observation, and eight candidates become four. Force the output in the PLC and watch the contactor: if it pulls in, the output card, interposing relay and contactor are good as well, so the fault is in the program logic rather than the hardware. Three checks resolve eight stages, because each check halves the remaining suspects. The trap is starting at whichever end is easiest to reach, which resolves one stage per check instead of half of them. The second trap is the sentence 'I replaced the sensor and it still fails', that proves only that the sensor was not the fault, at the price of a part and an hour.

Tolerance: in spec, or scrap?: A drawing calls a shaft 25.00 mm with a tolerance of plus 0.05 and minus 0.10. That is an asymmetric tolerance, so the acceptance window runs from 24.90 mm to 25.05 mm and the nominal is not at its centre. A part measuring 24.92 mm is inside the window and passes, even though it is below nominal: the most common wrong rejection on this style of item, made by anyone who silently reads the tolerance as plus or minus 0.05. A part at 25.06 mm fails by 0.01 mm, but it fails oversize, so material can still be removed and it is rework rather than scrap. A part at 24.85 mm fails undersize and there is no recovering it. One more layer the better items include: if you took that 25.06 reading on a caliper with 0.02 mm resolution, the reading is at the very limit of what the instrument can resolve, and the honest next step is to re-measure with a micrometer before anyone scraps or reworks anything.

Reading a system diagram: what can actually cause this?: A tank fill line is drawn as supply, isolation valve V1, strainer, pump P1, check valve, control valve CV1, tank. A high-level switch LSH-1 is wired to close CV1. The reported symptom is that the tank overfilled. Work the path between the measurement and the element that stops flow: a CV1 that has stuck open, an LSH-1 that never actuated, and a broken wire in the LSH-1 loop are all consistent with the symptom. A blocked strainer is not: restricting the inlet reduces flow, and no amount of restriction causes an overfill. Nor is the check valve, whose function is to prevent reverse flow, not forward flow. Candidates pick the strainer because it is the component they know fouls in service, which is a memory of maintenance history rather than a reading of the diagram. The discipline that earns the mark is directional: a component can only be responsible if it lies on the causal path AND its failure mode pushes the system in the direction of the symptom.

Instrument choice: resolution is not accuracy: A steel rule resolves to roughly 0.5 mm. A vernier caliper marked 0.02 mm resolves to 0.02 mm. A 0 to 25 mm micrometer resolves 0.01 mm on the thimble, or 0.001 mm if it carries a vernier. A dial indicator reads 0.01 mm of relative movement but tells you nothing about absolute size without a reference. Asked to verify a 25.00 mm shaft with a tolerance of plus or minus 0.02 mm, the tolerance band is 0.04 mm wide: two divisions on that caliper, which is not enough to judge anything reliably. The workshop convention is that the instrument should resolve to about a tenth of the tolerance band, here 0.004 mm, so even the micrometer is marginal and comparison against gauge blocks is the defensible answer. The trap the item is built around is a digital display: showing four decimal places is a statement about resolution, not accuracy. An uncalibrated digital caliper will report 25.0000 mm with total confidence and be 0.03 mm out.

Closed loop: which element failed?: A room is meant to hold 21 degrees Celsius. A thermostat containing the sensor and the controller drives a valve on a radiator. The symptom: the room reaches 28 degrees Celsius and the valve stays open. Three explanations survive first inspection. The sensor reads low so the controller still believes the room is cold, the valve is mechanically jammed open, or the controller output has failed in

the on state. One measurement separates them. Put an independent thermometer beside the thermostat. If the thermostat displays 17 degrees while the thermometer reads 28, the sensor is lying and everything downstream is behaving correctly. If the thermostat displays 28 and is still calling for heat, the sensor is fine and the fault is in the controller or the valve, which you then split by checking whether the valve actuator is being energised. The tempting non-answer is 'the room is too hot, so lower the setpoint'. That treats the symptom, and if the sensor reads seven degrees low the loop will simply settle seven degrees high again at the new setpoint.

Nameplates: read the qualifier, not just the number: A welding machine is rated 200 A at 40 percent duty cycle over a ten-minute period. That means four minutes of arc time and six minutes of cooling in every ten, at the full 200 A. It does not mean 40 percent of 200 A, and it does not mean 40 percent of an hour. Both wrong readings feel entirely natural, which is why they make good distractors. Run the machine continuously at 200 A and the thermal cut-out will open. The same discipline transfers across the whole trade: a hoist's working load limit is not its breaking load, a hose's working pressure is not its burst pressure, a motor's service factor describes a short-term overload allowance and not a continuous rating, and a pump curve's flow figure is quoted at a stated head. Whenever an item hands you a number in a table or on a plate, underline the qualifier printed next to it before you calculate anything; the wrong options are usually built by dropping exactly one qualifier.

How to practise this skill

- Trace every diagram with a pencil from input to output and name each block as you pass it. Technical items punish skimming far harder than they punish slow arithmetic.
- Rehearse half-splitting on systems you already know (a home network that has dropped out, a car that will not crank), and count the checks. The habit transfers to the test intact.
- Underline the qualifier beside every number a question supplies: per hour, at 20 degrees Celsius, at 40 percent duty, nominal, maximum. That single mark-up defuses most distractors.
- Convert the whole question to one unit system in one pass before calculating, rather than converting each intermediate result and accumulating rounding.
- Train yourself to state what a measurement PROVES rather than what it reads. '12 V present at the coil' proves the supply and the whole upstream path; it says nothing about whether the coil itself is good.
- Keep a running list of the schematic symbols and component names you personally keep getting wrong, and drill only those. Five focused minutes beats another full untargeted set, and your attempt history stays local to this device so the list is yours alone.

Glossary

Half-split fault finding: Testing at the midpoint of a chain of stages so that each measurement eliminates half the remaining suspects. A chain of eight stages resolves in about three checks rather than four swaps.

Tolerance band: The distance between the upper and lower acceptance limits of a dimension. A tolerance written as plus 0.05 and minus 0.10 has a 0.15 mm band that is not centred on the nominal.

Resolution: The smallest change an instrument can display. A four-decimal readout has fine resolution and may still be inaccurate if the instrument is out of calibration.

Accuracy: How close a reading is to the true value, established by calibration against a traceable standard. Independent of resolution, and the property that decides whether a part passes.

Interlock: A condition wired or programmed to inhibit an action until it is satisfied, such as a guard-door switch that prevents a motor start while the door is open.

Closed-loop control: A control arrangement where a sensor measures the process, a controller compares that measurement to a setpoint, and an actuator drives the process until the difference closes.

Duty cycle: The proportion of a stated period during which equipment may operate at a stated output, for

example 40 percent of a ten-minute period, after which it must cool.

Schematic versus pictorial diagram: A schematic shows function and connection logic with no regard to physical layout; a pictorial or exploded view shows physical arrangement and assembly order but hides the logic.

Root cause: The condition whose removal stops a failure recurring, as opposed to the symptom, which is only what became visible.

Study this next

- Technical reasoning skill hub: <https://learn.novusstreamsolutions.com/aptitude/skills/technical-reasoning>
- HVAC and refrigeration suite: <https://learn.novusstreamsolutions.com/aptitude/tests/hvac-and-refrigeration>
- Instrumentation and control suite:
<https://learn.novusstreamsolutions.com/aptitude/tests/instrumentation-and-control>
- Engineering and technical design careers:
<https://learn.novusstreamsolutions.com/careers/families/engineering-and-technical-design>
- Encyclopedia search: troubleshooting: <https://learn.novusstreamsolutions.com/search?q=Troubleshooting>
- Technical reasoning lesson on Novus Learn:
<https://learn.novusstreamsolutions.com/aptitude/skills/technical-reasoning/lesson>

Where this material comes from

- Diagnostic and metrology examples written for Novus Learn from general maintenance practice: binary-search fault isolation, asymmetric dimensional tolerance, and the ten-to-one instrument selection convention.
- Terminology checked against the public Wikipedia articles 'Troubleshooting', 'Engineering tolerance', 'Accuracy and precision' and 'Control loop'. Definitions only; every scenario above is original.
- Novus Learn aptitude construct registry (catalog seed) for the construct scope and related suite mapping.
- Public educational framing only: not affiliated with any official exam board, publisher or employer. Ratings and limits described here are illustrative and never override the equipment documentation in front of you.

Educational preparation only. Novus Learn does not administer official exams and does not guarantee scores or hiring outcomes.

Situational judgment

Evaluating workplace responses against role-relevant principles.

Learn a repeatable way to compare workplace responses: establish the facts, identify duties and risks, respect role boundaries, then choose a proportionate first action. This is educational preparation, not an official scoring guide.

What you should be able to do after this lesson:

1. Separate facts stated in a scenario from assumptions that the scenario does not support.
2. Rank response options by immediate risk, policy or role obligations, proportionality, and follow-through.
3. Explain why a strong first action is better than passive, punitive, or unauthorized alternatives.

Worked examples and pitfalls

Worked scenario: an unverified safety concern: A colleague reports a possible equipment fault while a deadline is approaching. First distinguish the known fact, the report, from the unverified cause. A strong response protects people and affected work, checks the concern through the right channel, tells the relevant lead, and records what was done. Ignoring the report underreacts; shutting down unrelated work or accusing

someone before checking the facts overreacts.

Method: facts, duties, risks, response: Write four short notes before ranking options: what is known, who may be affected, which duty or boundary applies, and what safe next step is available now. Prefer an action that addresses the immediate issue and creates useful follow-through. Do not reward an option merely because it sounds decisive.

How to practise this skill

- Answer the question asked: best first action, worst action, or complete response are different tasks.
- Check whether an option acts within the person's authority and escalates only as far as the risk requires.
- When two options look reasonable, prefer the one that gathers missing facts and communicates ownership.

Glossary

Proportionality: Matching the urgency and scope of a response to the evidence, likely impact, and authority available.

Role boundary: The limit of what a person may decide or do without approval, specialist help, or escalation.

Follow-through: Confirming ownership, recording the decision, and checking that the issue was actually resolved.

Study this next

- Situational judgement test:
<https://learn.novusstreamsolutions.com/search?q=Situational%20judgement%20test>
- Workplace ethics: <https://learn.novusstreamsolutions.com/search?q=Workplace%20ethics>
- Decision-making: <https://learn.novusstreamsolutions.com/search?q=Decision-making>
- Situational judgment lesson on Novus Learn:
<https://learn.novusstreamsolutions.com/aptitude/skills/situational-judgement/lesson>

Where this material comes from

- Novus Learn original situational-judgment suite scenarios and published construct mapping.
- Novus educational framework: facts, duties, risks, role boundaries, proportional action, and follow-through.

Educational preparation only. Novus Learn does not administer official exams and does not guarantee scores or hiring outcomes.

Verbal reasoning

Drawing conclusions from written information without relying on outside assumptions.

Verbal reasoning is the discipline of answering strictly from a passage: deciding whether a statement is True, False, or Cannot Say on the evidence given, and refusing to import anything you happen to know about the topic. It is the workhorse construct in graduate and civil-service screening, banking and consulting sifts, and language-focused public-service batteries, where a passage about parcel volumes or grant conditions is followed by four statements to classify. The same discipline is what stops a contract review, a grant assessment or an incident summary from quietly acquiring facts nobody wrote down. Practice here is device-local: no account, and nothing leaves this device unless you export it.

What you should be able to do after this lesson:

1. Classify a statement as True, False, or Cannot Say, and state in one sentence which words in the passage force the classification.
2. Explain the difference that costs the most marks: 'Cannot Say' means undetermined by the passage, while 'False' means contradicted by it.
3. Spot quantifier drift between passage and statement (all, some, most, only, none) and show why 'all A are B' never licenses 'all B are A'.
4. Refuse a causal upgrade: recognise when a passage reports co-occurrence or sequence and a statement claims cause.
5. Separate what a passage asserts from what it reports somebody else asserting, and classify statements about each correctly.
6. Do the small arithmetic hidden inside verbal items - percentage changes, fractions of a stated total - without leaving the passage for outside data.

Worked examples and pitfalls

The three-way rule on one short passage: Passage: 'The Riverton depot handled 4,200 parcels in March, a 12 percent increase on February. A night shift was introduced in January; in March it processed 40 percent of the parcels the depot handled.' Now take four statements. (1) 'The depot handled 3,750 parcels in February.' February is March divided by 1.12: $4,200 / 1.12 = 3,750$ exactly, so this is True - the passage determines it even though the number is not printed. (2) 'The night shift caused the March increase.' Cannot Say. The passage puts the night shift and the increase in the same depot in the same period; it never claims one produced the other, and it never denies it either. Most candidates mark this False, reasoning correctly that correlation is not causation but then choosing the wrong label: False is reserved for statements the passage contradicts. (3) 'The night shift processed more than 1,700 parcels in March.' Forty percent of 4,200 is 1,680, which is not more than 1,700, so this is False - contradicted by arithmetic on the passage's own figures. (4) 'The depot handled more parcels in March than in January.' Cannot Say: January is mentioned only as the month the shift started, and no January volume is given.

Quantifier drift and illicit conversion: Passage: 'All accredited suppliers submit quarterly audits. Some suppliers in the northern region are accredited.' Statement A: 'Some suppliers in the northern region submit quarterly audits.' True, and it is worth seeing why the chain holds: at least one northern supplier is accredited, and every accredited supplier submits, so at least one northern supplier submits. Statement B: 'Every supplier that submits quarterly audits is accredited.' This reverses the first sentence. 'All accredited suppliers submit' leaves the door wide open for unaccredited suppliers to submit as well - perhaps voluntarily, perhaps under another rule - so the answer is Cannot Say. Turning 'all A are B' into 'all B are A' is called illicit conversion and it is the single most productive trap in this format, because the reversed sentence sounds like a paraphrase. Statement C: 'No unaccredited supplier submits quarterly audits' is the same reversal wearing a negative coat, and it is Cannot Say for the same reason. Statement D: 'All northern suppliers submit quarterly audits' is also Cannot Say: 'some are accredited' says nothing about the rest.

Asserted versus reported: Passage: 'The committee's report claims that the scheme cut waiting times by a third. Two of the four regional boards have disputed that figure.' Statement A: 'The scheme cut waiting times by a third.' Cannot Say. What the passage asserts is that a report claims this; the claim's truth is never settled, and the dispute does not settle it either. Statement B: 'At least two regional boards disagree with the report's waiting-time figure.' True, and note 'at least' - the passage says two disputed it, and two of four disputing is consistent with 'at least two'. Statement C: 'All four regional boards accept the figure.' False, directly contradicted. Statement D: 'The report is wrong.' Cannot Say. This item type appears constantly in policy and diplomacy passages, where a paragraph stacks a claim, a source, and a reaction, and the reader has to keep three different truth-conditions apart. The reliable habit is to underline the reporting verb - claims, argues, estimates, alleges, projects - and remember that everything downstream of it belongs to the source, not to the passage.

Percentages are not symmetric: Passage: 'Membership fell from 8,000 to 6,000 over two years, then recovered by 25 percent in the third year.' Statement: 'Membership at the end of year three was higher than at the start.' The fall is 2,000 on a base of 8,000, which is 25 percent. The recovery is 25 percent of the new base: $6,000 \times 1.25 = 7,500$. That is below 8,000, so the statement is False. The trap is elegant, because a 25 percent fall followed by a 25 percent rise feels like it should cancel. It does not: to get back from 6,000 to 8,000 you need a 33.3 percent rise, since $2,000 / 6,000 = 0.333$. Whenever a verbal item states a change as a percentage, write down what the percentage is a percentage of before you touch it. A related version supplies the recovery as an absolute number instead - 'recovered by 2,000 members' - which does return the total to 8,000, and candidates who answered the first version from memory get the second one wrong.

Verbal analogies: name the relation as a sentence: Item: 'ANTISEPTIC is to INFECTION as ____ is to ____.' Options: (a) vaccine : immunity, (b) insulation : heat loss, (c) medicine : illness, (d) bandage : wound. Write the stem relation as a full sentence first: 'An antiseptic is applied in order to prevent an infection from occurring.' Now test each option against that exact sentence. Option (a) runs the other way - a vaccine is given to produce immunity, not to prevent it. Option (c) is the right family but the wrong specificity: medicine typically treats an illness that has already started. Option (d) is applied after the wound exists. Option (b) fits precisely: insulation is applied in order to prevent heat loss from occurring. The general method is the same on the simpler item types. 'BOOK is to LIBRARY as PAINTING is to ____' has canvas (the material), artist (the maker), and gallery (the place a collection is kept and shown) among its options; all three are genuine relations to 'painting', and only the third matches the stem sentence. Options in analogy items are chosen to be true statements about the words, just not the stated relation.

Two premises with 'some' prove nothing: Argument: 'Some depot managers are qualified engineers. Some qualified engineers hold a rigging certificate. Therefore some depot managers hold a rigging certificate.' This is invalid, and the way to prove it is a counter-model rather than an argument. Let the depot managers be Ana and Ben; let the qualified engineers be Ben and Cara; let the certificate holders be Cara alone. Premise one holds: Ben is a manager and an engineer. Premise two holds: Cara is an engineer with the certificate. The conclusion fails: neither Ana nor Ben holds the certificate. Since a single consistent world makes both premises true and the conclusion false, the argument cannot be valid, so in a True / False / Cannot Say framing the conclusion is Cannot Say. Two premises that both begin 'some' never combine into a conclusion, because 'some' gives you an overlap without telling you where the overlap sits. Contrast a valid pair: 'All accredited labs are inspected annually. No inspected facility is exempt from the fee.' Every accredited lab is inspected, and no inspected facility is exempt, so no accredited lab is exempt - True.

How to practise this skill

- Answer from the passage even when you know the subject. Candidates with a background in the topic score worse on verbal items than they expect, because their own knowledge quietly supplies the missing premise that turns a Cannot Say into a True.
- Run the two-worlds test on every candidate 'Cannot Say': can you imagine a world where all the passage's sentences hold and the statement is true, and another where they hold and it is false? If both, it is Cannot Say. If only the false world exists, it is False.
- Underline the quantifiers and hedges in the statement (all, some, only, most, may, must, likely) and find their counterparts in the passage. Roughly half of the wrong answers in this construct come from a single word swapped between the two.
- Budget about 25 to 30 seconds per statement rather than per passage, and read the passage once for structure before touching the statements. Re-reading the whole passage for each statement is what causes candidates to run out of time on the last set.
- Keep a wrong-answer log with one label per error: quantifier, causation, reported-versus-asserted, arithmetic, outside knowledge. A clear pattern almost always emerges within about forty items, and it is usually a single label.
- Work untimed until the three-way rule is automatic, then add the clock. Attempts are stored on this device

only, so a slow first pass through a passage set costs you nothing but the time you spend on it.

Glossary

Entailment: A statement is entailed by a passage when it cannot be false while every sentence of the passage is true. Entailment is the only thing that earns a 'True' in this format; being plausible, likely, or well known does not.

Cannot Say: The verdict for a statement the passage neither entails nor contradicts. It is a claim about the passage, not about the world, which is why a statement you know to be true in real life can still be Cannot Say.

Quantifier: A word fixing how much of a group a claim covers: all, most, some, few, none, only. Swapping one quantifier for another changes the logical content completely while barely changing how the sentence reads.

Illicit conversion: The invalid move from 'all A are B' to 'all B are A', or from 'if P then Q' to 'if Q then P'. It preserves the words and destroys the logic, which is why converted sentences make such effective wrong answers.

Counter-model: A concrete, consistent scenario in which the premises hold and the conclusion fails. Producing one is the fastest possible proof that an argument is invalid, and it takes two or three named individuals.

Hedge: A qualifier such as may, could, is expected to, or is associated with. A hedged sentence in a passage cannot support an unhedged statement, and an unhedged passage sentence is not weakened by a hedged statement.

Reporting verb: A verb such as claims, argues, estimates, or alleges that attributes the following content to a source. Everything downstream of it is the source's assertion, and the passage takes no position on it.

Analogy relation: The specific link between the two stem words in an analogy item - tool and user, item and container, action and purpose. Naming it as a full sentence before reading the options removes almost all of the guesswork.

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