



HUST 周浩

以前考过的提纲一定要复习一遍哦，发现最近几个月的题目有不少是之前没有碰到过的，所以大家注意下没有考过的内容吧。

邮箱: zhouhao15917@126.com

Qq:595338914 多交流哈。

注:

- 1、这个机经绝对是新 gre 的 AW 机经;
- 2、这个机经也绝对是原创的，转载请注明;
- 3、正文中红色背景字是机经频率，越大，频率越高~
- 4、其中有些我标出了对应老 g 的题号，大家有必要可以找找老 g 的资料。

!!! 注意: 给大家提个醒，新 G 的 argument 跟老 g 不一样了，新 g 是写出 6 个攻击点才会给 6 分的，如果大家按照老 g 的思路，写出 3 个，那么只能得 3 分了，所以大家一定要注意!!! 不用谢我哈 😊

Come on everyone !!!!!

@sure&bazick

25 次

60/145/146/150/154/155

The following appeared in a letter from a firm providing investment advice to a client.

"Homes in the northeastern United States, where winters are typically cold, have traditionally used oil as their major fuel for heating. Last year that region experienced twenty days with below-average temperatures, and local weather forecasters throughout the region predict that this weather pattern will continue for several more years. Furthermore, many new homes have been built in this region during the past year. Because of these developments, we predict an increased demand for heating oil and recommend investment in Consolidated Industries, one of whose major business operations is the retail sale of home heating oil."

Write a response in which you discuss what specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument.

在冬季非常寒冷的美国东北部的房屋，一直都使用传统的油料作为采暖的主要燃料。去年该地区经历了 90 天低于往年平均气温的严寒，并且气象预测家们预测这种天气会持续未来数年。而且，去年本地建造了很多的房屋。按此趋势，我们预测对于油料的需求将会增加。所以我们建议对 CI 公司投资，该公司的主要业务之一就是家用采暖油料的零售。

1> 90 多天的冬季看似很久，可以以前的天气情况没有提，要是一般的冬季都比这个时间长的话，那么这个冬天就是暖冬了，自然油料的使用量可能就不会提高，相反还会下降，而且泛泛的指出是在零下，没有说零下多少度，要是很冷的温度只持续了一小段时间，而大多数的时间都是比零度低一点点的话，那么温度总体上还是提高的，油料也是没有用处的>

2> 很多的住宅新建起来，不见得很多人都会立刻搬进去居住，可能是房子的质量不好，也可能是人们的工资负担不起那里昂贵的房价> 又或者交通不便利，环境不好等因素。。。。



3> 这个公司是零售的，而那里的人们，小区什么的都是承包给大的集团公司，他们这样的小公司可能没有市场>

18 次

41/123/125

41 The following appeared in a health newsletter.

"A ten-year nationwide study of the effectiveness of wearing a helmet while bicycling indicates that ten years ago, approximately 35 percent of all bicyclists reported wearing helmets, whereas today that number is nearly 80 percent. Another study, however, suggests that during the same ten-year period, the number of bicycle-related accidents has increased 200 percent. These results demonstrate that bicyclists feel safer because they are wearing helmets, and they take more risks as a result. Thus, to reduce the number of serious injuries from bicycle accidents, the government should concentrate more on educating people about bicycle safety and less on encouraging or requiring bicyclists to wear helmets."

Write a response in which you examine the stated and/or unstated assumptions of the argument. Be sure to explain how the argument depends on these assumptions and what the implications are for the argument if the assumptions prove unwarranted.

一项为期十年的对于在骑自行车时戴头盔的作用的研究显示，10年前，所有骑车人中大约有35%报告说他们戴头盔，现在这个比例接近80%。然而另外一项调查显示在相同的十年期间，因骑车引起的事故数量增加了200%。这些结果说明骑车人因为戴着头盔而感到更安全，因而导致他们面临更大的危险。因此，为减少自行车事故中严重伤害的数量，政府应该更多地对人们加强自行车安全的教育，并提供鼓励或要求骑车人戴头盔的课程。

1> 事故数量上升不能说明现在这个问题比以前严重。因为人口的增加，骑车的人增多，都可能使得相应的事故数目上升。在这个问题上，也许看看事故率是否有上升会更有说服力。

2> 出事故是否与戴头盔有关，论者没有相关资料。首先论者对于戴头盔会使人更容易冒险的结论完全没有根据，他没有提供任何资料证明戴头盔的人都觉得这样很安全。完全有可能戴头盔的人会比不戴的人更加小心。

3> 其次论者也没有提供有多少戴头盔的人出了事故，如果出事故的人大多数都没有戴头盔，这样就不能证明戴头盔会使得容易出现事故。

34/58/94

The vice president of human resources at Climpson Industries sent the following recommendation to the company's president.

"In an effort to improve our employees' productivity, we should implement electronic monitoring of employees' Internet use from their workstations. Employees who use the Internet from their workstations need to be identified and punished if we are to reduce the number of work hours spent on personal or recreational activities, such as shopping or playing games. By installing software to detect employees' Internet use on company computers, we can prevent employees from wasting time, foster a better work ethic at Climpson, and improve our overall profits."



Write a response in which you examine the stated and/or unstated assumptions of the argument. Be sure to explain how the argument depends on these assumptions and what the implications are for the argument if the assumptions prove unwarranted.

16 次

45/49

The following is part of a memorandum from the president of Humana University.

"Last year the number of students who enrolled in online degree programs offered by nearby Omni University increased by 50 percent. During the same year, Omni showed a significant decrease from prior years in expenditures for dormitory and classroom space, most likely because instruction in the online programs takes place via the Internet. In contrast, over the past three years, enrollment at Humana University has failed to grow, and the cost of maintaining buildings has increased along with our budget deficit. To address these problems, Humana University will begin immediately to create and actively promote online degree programs like those at Omni. We predict that instituting these online degree programs will help Humana both increase its total enrollment and solve its budget problems."

Write a response in which you discuss what questions would need to be answered in order to decide whether the prediction and the argument on which it is based are reasonable. Be sure to explain how the answers to these questions would help to evaluate the prediction.

去年报名参加附近 Omni 大学远程教学系统的学生人数上升了 50%。同年, Omni 用于宿舍和教室的开支比前一年显著下降, 很可能是因为远程教学通过互动电脑录像授课。比较而言, 在过去三年中, Humana 学院的报名人数下降了, 而且用于房屋维护的费用和财政赤字都上升。因此, 为解决这些问题, 我们也应该开展并积极推广与 Omni 一样的远程教学系统。我们预计推出这样的在线课程不光可以增加我们的招生也同时可以解决目前的财政赤字危机。

1. 没有证据表明 Omni 大学的宿舍维护费用减少是因为网络授课的缘故
 2. 没有信息表明 Humana 大学和 Omni 是相类似的
 3. 其他因素: 作者没有考虑是什么原因导致 Humana 大学维护建筑的费用上升; 此外, 也没有考虑是否有更好的办法吸引学生报考
- 1> 没有证据表明 Omni 大学的宿舍维护费用减少是因为网络授课的缘故, 可能是学校生源不好, 或者是学费太贵, 学校为了建新的教学楼和宿舍把旧的给拆了, 所以费用就少了, 或者是学校限电。
 - 2> 没有信息表明 Humana 大学和 Omni 是相类似的
 - 3> 其他因素: 作者没有考虑是什么原因导致 Humana 大学维护建筑的费用上升; 此外, 也没有考虑是否有更好的办法吸引学生报考

113/126/127/161 bm180

The following is a recommendation from the personnel director to the president of Acme Publishing Company.



"Many other companies have recently stated that having their employees take the Easy Read Speed-Reading Course has greatly improved productivity. One graduate of the course was able to read a 500-page report in only two hours; another graduate rose from an assistant manager to vice president of the company in under a year. Obviously, the faster you can read, the more information you can absorb in a single workday. Moreover, Easy Read would cost Acme only \$500 per employee—a small price to pay when you consider the benefits. Included in this fee is a three-week seminar in Spruce City and a lifelong subscription to the Easy Read newsletter. Clearly, Acme would benefit greatly by requiring all of our employees to take the Easy Read course."

Write a response in which you examine the stated and/or unstated assumptions of the argument. Be sure to explain how the argument depends on these assumptions and what the implications are for the argument if the assumptions prove unwarranted.

很多其他公司最近指出他们的员工参加了 Easy Read 的速读课程之后生产效率显著提高。这个课程的一名毕业生能够在两个小时之内读完长达 500 页的报告，另一名毕业生在一年内从助理经理上升到了副总裁。显然，你的阅读速度越快，在一天之内所能吸收的信息就越多。而且，Easy Read 的学费只有每人 500 元，当考虑到它给 A 公司带来的效益的时候这就是个小数目。这个费用包括在 S 市举行的为期三周的研讨会和 Easy Read 新闻刊物的终生赠阅。显然，为了提高 A 公司的整体生产效率，它要求所有员工参加 Easy Read 的课程。

- 1> 升职的那个毕业生可能本身就很优秀，即使没有参加这个所谓的速读课程肯定也会有很好的表现，而且即使这个课程真的有那么些须的作用的话，那么仅仅提到两个人的情况是不足以令人信服的，而且另一个例子也有问题，虽然读的快，可是他能记住多少内容，吸收多少精华？
- 2> 可能学费仅仅 500 块，但是还有别费用，像什么阅读资料费，辅导费，或者要求你买什么教材的，再加上公司的人数众多，会是不小的开销，给公司造成巨大的财务负担>
- 3> 给的所谓的资料可能不过是广告性质的宣传资料，真正有作用的才不会免费的给我们，让你们感觉不贵，而且有兴趣去听听才是研讨会的目的所在>

35/52/128/129 bm185

129The following appeared in a letter from the owner of the Sunnyside Towers apartment complex to its manager.

"Last week, all the showerheads in the first three buildings of the Sunnyside Towers complex were modified to restrict maximum water flow to one-third of what it used to be. Although actual readings of water usage before and after the adjustment are not yet available, the change will obviously result in a considerable savings for Sunnyside Corporation, since the corporation must pay for water each month. Except for a few complaints about low water pressure, no problems with showers have been reported since the adjustment. Clearly, modifying showerheads to restrict water flow throughout all twelve buildings in the Sunnyside Towers complex will increase our profits further."

Write a response in which you examine the stated and/or unstated assumptions of the argument. Be sure to explain how the argument depends on these assumptions and what the implications are for the argument if the assumptions prove unwarranted. 一个月前，Sunnyside 塔楼最低的五层的所有淋浴喷头被调节成水压只有以前的大约三分之一。尽管在调节之后用



HUST 周浩

水量的确切读数还没有出来，但这种变革显然将为 Sunnyside 公司节省大量的花费，因为公司必须每月为所用的水付费。除了关于低水压的几起投诉，在调节之后没有发生关于淋浴喷头的问题的报告。我预计在 Sunnyside 塔楼所有的 12 层都限制水压将会增加我们未来的利润。

1> 前提，是否节水了。既然还不知道具体的指数就不排除用水量上升的可能。因为水流变小，用水时间就会加长。另外由于水压的冲洗 **swill** 作用没了，这种时间上的补偿 **compensate** 很有可能会特别长。

2> 前提，没人抱怨。首先刚一个月就有了抱怨。其次楼层越高对水压要求越到。第三楼上的人可能特殊，他们用水特别多，特别喜欢大流量的洗澡。时间长必然引起楼主不高兴。

3> 结论：利润，收入得靠卖房，有可能是租房，水费只是其中很小一部分成本。

14 次

7/98/99(44)

The following is a recommendation from the Board of Directors of Monarch Books.

"We recommend that Monarch Books open a café in its store. Monarch, having been in business at the same location for more than twenty years, has a large customer base because it is known for its wide selection of books on all subjects. Clearly, opening the café would attract more customers. Space could be made for the café by discontinuing the children's book section, which will probably become less popular given that the most recent national census indicated a significant decline in the percentage of the population under age ten. Opening a café will allow Monarch to attract more customers and better compete with Regal Books, which recently opened its own café."

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

我们建议 m 书店在电内开设一个咖啡厅。M 书店在目前的店址上已经经营了 20 多年，并由于其广泛的图书种类而拥有了庞大的客户群体。很明显，新开设的咖啡厅会吸引更多的客户，空间可以通过撤出儿童书籍柜台来获得，因为最近一次全国调查显示 10 岁以下儿童的比率显著下降，所以儿童书就可能没以前那么畅销。开设新咖啡厅将会使 m 吸引更多客户并更好的与最近刚开设了咖啡厅的 r 书店展开竞争。

77/169 bm25

77The following recommendation appeared in a memo from the mayor of the town of Hopewell.

"Two years ago, the nearby town of Ocean View built a new municipal golf course and resort hotel. During the past two years, tourism in Ocean View has increased, new businesses have opened



there, and Ocean View's tax revenues have risen by 30 percent. Therefore, the best way to improve Hopewell's economy—and generate additional tax revenues—is to build a golf course and resort hotel similar to those in Ocean View."

Write a response in which you examine the stated and/or unstated assumptions of the argument.

Be sure to explain how the argument depends on these assumptions and what the implications are for the argument if the assumptions prove unwarranted. 两年前 Ocean View 建造了一个新的市立高尔夫球场和度假旅馆。过去两年中, Ocean View 的旅客增加了, 开设了很多新的商业, 而且税收增加了 30%。改 Hopewell 的经济, 产生更多税收的最好途径就是建立一个和 Ocean View 类似的高尔夫球场和度假旅馆。

1. 没有足够的证据表明在 Hopewell 修建地方性的高尔夫球场和度假胜地会和 Ocean View 一样收到更高的税收和促进经济
2. 此外, 作者提供详细的说明 Ocean View 的经济提高是因为修建了市高尔夫球场以及度假酒店的结果
3. 作者还忽略了其他因素: 作者没有提供 Hopewell 居民的信息, 可能当地的风俗习惯排斥旅游; 此外, 作者没有考虑其他更好的提升经济的方法, 可能有更好的方式, 比如厂办企业等来提高当地经济

1> 游客增加和新的商业不一定是这个高尔夫球旅馆的饿原因, 可能是政府的政策, 地方的环境优美, 旅游旺季, 或者是人们生活水平高了, 全国普遍的发展都快,

2> 税收增加的饿原因, 政府的各种措施, 奖励, 或者是别的其他的大企业的发展或者加盟, 自己地方企业的快速成长, 或者是税收本身的力度加大了

3> 作者还忽略了其他因素: 作者没有提供 Hopewell 居民的信息, 可能当地的风俗习惯排斥旅游; 此外, 作者没有考虑其他更好的提升经济的方法, 可能有更好的方式, 比如厂办企业等来提高当地经济

13 次

39/174 bm23

A recent sales study indicates that consumption of seafood dishes in Bay City restaurants has increased by 30 percent during the past five years. Yet there are no currently operating city restaurants whose specialty is seafood. Moreover, the majority of families in Bay City are two-income families, and a nationwide study has shown that such families eat significantly fewer home-cooked meals than they did a decade ago but at the same time express more concern about healthful eating. Therefore, the new Captain Seafood restaurant that specializes in seafood should be quite popular and profitable.

Write a response in which you discuss what specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument.



最近的销量调查显示 Bay City 餐馆的海鲜菜肴的消费量比过去五年增加了 30%。而现在该市还没有专门经营海鲜菜的餐厅。而且, Bay City 的大多数家庭是双收入家庭, 一次国家调查显示这类家庭在家做饭的数量比十年前显著减少, 同时他们更关注健康饮食。因此, 在 Bay City 开设一家新的专营海鲜食品的 C 餐馆将会非常受欢迎而且有利可图。

1. 最近的海鲜食品的需求比去年上升 30%并不意味着海鲜食物的市场变得很大
2. 全国对于双收入家庭的调查并不意味着 Bar City 同样适用
3. 作者同样忽略了其他因素: 比如 Bar City 当地的餐厅数量很多而且对于海鲜食品的供应是否已经足够丰富; 或者是否 Bar City 的居民的饮食习惯

1> 的海鲜食品的需求比去年上升 30%并不意味着海鲜食物的市场变得很大(别的类型餐馆的情况>), 人们的消费增加了可能是由于人们生活的水平提高了, 或者是海鲜的价格贵了, 不代表吃的人多了, 专营和不专营是不一样的概念

2> 对于双收入家庭的调查并不意味着 Bar City 同样适用(而且他们不愿意在家里吃也不代表他们愿意出去吃的是海鲜>), 而且他们的工资即使是双收入或者比较高, 但是不代表他们能够经常吃的起昂贵的海鲜

3> 同样忽略了其他因素: 比如 Bar City 当地的餐厅数量很多而且对于海鲜食品的供应是否已经足够丰富; 或者是否 Bar City 的居民的饮食习惯



10 次

50

An ancient, traditional remedy for insomnia—the scent of lavender flowers—has now been proved effective. In a recent study, 30 volunteers with chronic insomnia slept each night for three weeks on lavender-scented pillows in a controlled room where their sleep was monitored electronically. During the first week, volunteers continued to take their usual sleeping medication. They slept soundly but awakened feeling tired. At the beginning of the second week, the volunteers discontinued their sleeping medication. During that week, they slept less soundly than the previous week and felt even more tired. During the third week, the volunteers slept longer and more soundly than in the previous two weeks. Therefore, the study proves that lavender cures insomnia within a short period of time.

Write a response in which you discuss what specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument.

一种古老的传统治疗失眠的偏方--薰衣草花香, 现在被证明是有效的。在一次最近的调查中, 30 名患有慢性失眠的志愿者在三周之内每晚都在一个受监视的控制室内睡在带薰衣草花香的枕头上。在第一个周, 志愿者继续服用他们常用的安眠药。他们睡得很沉但醒来时很累。在第二周, 他们不服用药物。结果与前一周相比他们睡得不那么沉并且感觉更累。在第三周, 他们睡得比前两周时间长而且更深。这表明薰衣草在短时间内治愈了失眠。



- 1> 推论以研究为基础，但这还只是初步的研究，并不足以得出医学上的结论。因为 30 位以及三个星期都不足以说明问题。
- 2> 但是抛开这些不考虑，论者的推理过程仍有错误。•第三个星期志愿者醒来以后的感觉论者没有提供。是比前两星期更加疲劳还是什么。事实上论者提到了志愿者在停药的第二个星期里睡眠非常不好，这有可能是第三个星期睡的时间长的主要原因，因为他们实在太累。所以没有醒来后的感觉作标准，无法评价志愿者的睡眠质量，因为无法知道熏衣草的作用。
- 3> 研究本身对志愿者有影响,是否有副作用或者不良反应。志愿者三个星期里的睡眠变化与对环境的熟悉有关，第三个星期完全熟悉了，所以不紧张了。•在短期内的概念不清楚。

九次

62/121/122(old98)

62The following appeared in a memo from the director of a large group of hospitals.

"In a laboratory study of liquid antibacterial hand soaps, a concentrated solution of UltraClean produced a 40 percent greater reduction in the bacteria population than did the liquid hand soaps currently used in our hospitals. During a subsequent test of UltraClean at our hospital in Workby, that hospital reported significantly fewer cases of patient infection than did any of the other hospitals in our group. Therefore, to prevent serious patient infections, we should supply UltraClean at all hand-washing stations throughout our hospital system."

Write a response in which you examine the stated and/or unstated assumptions of the argument.

Be sure to explain how the argument depends on these assumptions and what the implications are for the argument if the assumptions prove unwarranted

再一次对于抗菌洗手液的实验研究中，UC 浓缩液比我们医院目前使用的洗手液多杀 40% 的细菌。我们对在 W 的医院做的随后测试中发现，该医院上报的患者感染数量明显少于我们集团的其他医院。因此，为防止严重的患者感染，我们应该在我们的医院系统内的所有洗手站提供 UC 洗手液。

- 1> 前提不一定成立，即使用 N 洗手能减少感染，论者提供的论据不足以支持。
- 2> 首先实验室的结果不证明在现实使用中效果一样显著，因为 N 有可能受到现实环境中其它化学和物理因素的影响，而使其失效。
- 3> 论据没有说服力，关于 S 医院的经验。首先 S 医院的感染病人比其它医院少，但是与它不使用 N 的时候呢？如果不使用 N，S 医院的此类病人也少，就不能证明是 N 防止了病人感染。其次 S 医院对 N 的测试，但未说是如何使用，可能并不只是用于洗手液。结论：首先 N 是否有副作用，
- 4> 其次，N 杀死的细菌是否是能引起严重感染的，还是只是较弱的。

结论：论者应进一步了解 N 用于洗手液在实际情况中的杀菌效果，并进一步了解 S 医院的经验是否值得推广

78/114/117/116

78The following appeared in a memo from the vice president of a food distribution company with food storage warehouses in several cities.



"Recently, we signed a contract with the Fly-Away Pest Control Company to provide pest control services at our fast-food warehouse in Palm City, but last month we discovered that over \$20,000 worth of food there had been destroyed by pest damage. Meanwhile, the Buzzoff Pest Control Company, which we have used for many years, continued to service our warehouse in Winterville, and last month only \$10,000 worth of the food stored there had been destroyed by pest damage. Even though the price charged by Fly-Away is considerably lower, our best means of saving money is to return to Buzzoff for all our pest control services."

Write a response in which you discuss what specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument. 最近我们和 Fly-Away Pest-Control 公司签订了一项合同来为我们在 Palm City 的快餐食品仓库提供杀虫服务,但上个月我们发现,那里有价值超过\$20000 的食品被害虫破坏。同时,我们使用多年的 Buzzoff Pest-Control 公司继续在 Winterville 的仓库服务,上个月那里只有价值\$10000 的食品被害虫破坏。尽管 Fly-Away 的收费低廉的多,我们节省收费的最好方式就是重新使用 Buzzoff 公司来提供我们所有的杀虫服务。

1. 作者没有提供足够的证据证明 Buzzoff 的效果比 Fly-Away Pest-Control Company 好,可能过去 Buzzoff 在这个地区效果更差
2. 作者也没有提供详细的信息说明这两个公司的价格各是多少,如果差价很高,则还是应当选 Buzzoff
3. 其他因素:没有说明这两个公司的其他服务,比如是否会对损害的食物进行补偿,是否有其他增值服务
 - 1> 两个地方的规模不同,储存的东西不同,而且一个月的情况不能说明什么太大的问题
 - 2> 作者没有提供足够的证据证明 Buzzoff 的效果比 Fly-Away Pest-Control Company 好,可能过去 Buzzoff 在这个地区效果更差,作者也没有提供详细的信息说明这两个公司的价格各是多少,如果差价很高,则还是应当选 Buzzoff
 - 3> 其他因素:没有说明这两个公司的其他服务,比如是否会对损害的食物进行补偿,是否有其他增值服务

八次

13

13. In an attempt to improve highway safety, Prunty County last year lowered its speed limit from 55 to 45 miles per hour on all county highways. But this effort has failed: the number of accidents has not decreased, and, based on reports by the highway patrol, many drivers are exceeding the speed limit. Prunty County should instead undertake the same kind of road improvement project that Butler County completed five years ago: increasing lane widths, resurfacing rough highways, and improving visibility at dangerous intersections. Today, major Butler County roads still have a 55 mph speed limit, yet there were 25 percent fewer reported accidents in Butler County this past year than there were five years ago.

为了提升高速公路的安全性,p 市去年把所有高速公路的限速由 55 降到了 45。但是这样的努力尝试失败了,事故发生的数量没有下降,并且根据高速巡警的报告很多司机都超速驾驶。所以 p 市应该采用 b 市 5 年前相同的道路改善计划:增



加车道宽度，重新铺设不平路面以及改善危险交叉路口的能见度。今天，b 市的主要道路依然是 55 限速，但上报的事故率却比 5 年前减少了 25%。

1. The author fails to rule out the possibility that not enough time has passed to determine the effectiveness of this change in reducing the accident rate. (I.E) ★★★
2. The author ignores the possibility that the accident rate on the county's major roads has decreased while on minor roads not subject to the speed-limit reduction it has increased. (I.I) ★★★
3. The argument assumes that all other factors affecting highway accident rates have remained unchanged since the county lowered its speed limit. (P→F) ★★★
4. The fact that most drivers are exceeding the new speed limit does not indicate that the policy is ineffective. (NCR) ★★
5. The author unfairly implies that the higher speed limit in Butler County has not served to increase the incidence of road accidents in that county. (lack of controlled experiment) ★★★
6. The cited statistic involves only "reported" accidents in Butler County, we do not know the percentage of accidents which are going unreported in that county. (I.I) ★★★
7. The situation at Prunty County and Butler County may not be comparable. (F.A) ★★★
8. The author fails to demonstrate that road improvement will be both sufficient and necessary to guarantee fewer accidents in Prunty County. (sufficiency/necessity of the solution) ★★★

46

The following appeared in a health magazine published in Corpora.

"Medical experts say that only one-quarter of Corpora's citizens meet the current standards for adequate physical fitness, even though twenty years ago, one-half of all of Corpora's citizens met the standards as then defined. But these experts are mistaken when they suggest that spending too much time using computers has caused a decline in fitness. Since overall fitness levels are highest in regions of Corpora where levels of computer ownership are also highest, it is clear that using computers has not made citizens less physically fit. Instead, as shown by this year's unusually low expenditures on fitness-related products and services, the recent decline in the economy is most likely the cause, and fitness levels will improve when the economy does."

Write a response in which you examine the stated and/or unstated assumptions of the argument. Be sure to explain how the argument depends on these assumptions and what the implications are for the argument if the assumptions prove unwarranted

医学专家指出 C 市只有四分之一的市民达到了目前的健康标准，尽管 20 年前，C 的市有一半都达到了那时由国家制定的健康标准。同时专家们认为长时间的使用电脑可能是导致这一现象的原因，但这样的解释可能是错的。由于 C 市是电脑拥有量最高的地区也是总体健康水平最高的地区，显然使用电脑并没有导致市民体质的下降。相反，今年用于健身产品和服务的花费低的异乎寻常，这表明最近经济的衰退最可能是原因，当经济复苏了健康水平也会随之提高。

1. 作者没有提供的信息说明使用电脑并不是导致身体衰退的主要原因



2. 作者没有足够的信息说明是经济衰退导致健身产品和服务消费的下降，并最终导致人们身体的下降
3. 其他因素：作者没有提供标准的信息，可能是标准提高了；没有提供其他可能的导致身体下降的原因，可能是传统饮食习惯
 - 1> 人口增加是比例下降的一个因素，也可能是健康准则的定义发生了变化，
 - 2> 电脑拥有量最多不代表使用的就多，就频繁，而且那里的人可能在那里工作，但是不住人
 - 3> 没有提供其他可能的导致身体下降的原因，可能是传统饮食习惯
 - 4> 作者没有足够的信息说明是经济衰退导致健身产品和服务消费的下降，并最终导致人们身体的下降

152/153 bm171

152The following appeared in a memo to the board of directors of Bargain Brand Cereals.

"One year ago we introduced our first product, Bargain Brand breakfast cereal. Our very low prices quickly drew many customers away from the top-selling cereal companies. Although the companies producing the top brands have since tried to compete with us by lowering their prices and although several plan to introduce their own budget brands, not once have we needed to raise our prices to continue making a profit. Given our success in selling cereal, we recommend that Bargain Brand now expand its business and begin marketing other low-priced food products as quickly as possible."

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation and the argument on which it is based are reasonable. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

一年以前我们推出了第一种产品 Bargain Brand 早餐麦片。我们低廉的价格迅速从一些销量最大的麦片厂商那里吸引了大量客户。尽管这些厂商曾经试图通过降低价格来与我们竞争，并且尽管有一些公司打算推出他们自己的廉价品牌，但我们从未需要通过涨价来持续盈利。基于我们销售麦片的成，Bargain Brand 应该扩展业务，并且尽快开始推出其他的廉价食品。

- 1> 前提是否成功---是否在赢利。没有资料证明在赢利。
- 2> 低价低利润率，而且知名品牌都降价了，如果你提价就会失去顾客。用一个需要证明的，而且可能不存在的原因，解释一个现象。而且这个现象的真实情况有可能会削弱结论。
- 3> 论据：顾客选择 BB，最主要的可能不是因为低价，而是其他因素。不然别人降价，顾客早回去了。
- 4> 结论：一个产品因为低价成功，不保证其他市场低价也能成功。尽快拓展业务，还要考虑大的经济环境，和顾客的状况。

15/51/130/131/133 bm182

The following memorandum is from the business manager of Happy Pancake House restaurants.



"Butter has now been replaced by margarine in Happy Pancake House restaurants throughout the southwestern United States. Only about 2 percent of customers have complained, indicating that an average of 98 people out of 100 are happy with the change. Furthermore, many servers have reported that a number of customers who ask for butter do not complain when they are given margarine instead. Clearly, either these customers cannot distinguish butter from margarine or they use the term 'butter' to refer to either butter or margarine. Thus, to avoid the expense of purchasing butter and to increase profitability, the Happy Pancake House should extend this cost-saving change to its restaurants in the southeast and northeast as well."

Write a response in which you discuss what specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument. 在整个美国西南部的所有 Hp 餐厅都采用人造黄油替代了天然黄油。只有 2% 的顾客投诉，这意味着 100 人中有 98 人对于这次改变都是愉悦的。另外，很多服务生报告说很多投诉要天然黄油的顾客在被给了人造黄油以后便没有了投诉。很明显，要么是这些顾客无法辨清人造或天然黄油，要么是他们用天然黄油来指代人造或天然黄油。因此，为了避免购买天然黄油的花销并且提升利润率，Hp 餐厅应该将这种节约开销的方式推广到美国东南部以及东北部的所有餐厅。

- 1> 前提，顾客没意见。2% 的顾客抱怨，不代表 98% 的就高兴。有人不在乎，有人在乎但不说，但下次会不再光顾。
- 2> 证据，要黄油的顾客拿到人造的不说什么，不表示他们分辨不出来，没资料显示顾客看不出来，或是不在乎。他们怕麻烦，或是不得已。但下次还是不去。
- 3> 结论：各地不一样，有些地方的人特别在乎人造的问题。还有地方不一样，货的成本可能也会有区别。
- 4> 不一定省钱>

132/134/136 old175bm

132The following appeared in a letter to the school board in the town of Centerville.

"All students should be required to take the driver's education course at Centerville High School. In the past two years, several accidents in and around Centerville have involved teenage drivers. Since a number of parents in Centerville have complained that they are too busy to teach their teenagers to drive, some other instruction is necessary to ensure that these teenagers are safe drivers. Although there are two driving schools in Centerville, parents on a tight budget cannot afford to pay for driving instruction. Therefore an effective and mandatory program sponsored by the high school is the only solution to this serious problem."

Write a response in which you examine the stated and/or unstated assumptions of the argument. Be sure to explain how the argument depends on these assumptions and what the implications are for the argument if the assumptions prove unwarranted.

Centerville 高中的所有学生都应该被要求参加驾驶员教育课程。在过去两年中，Centerville 周围有几起交通事故涉及了青少年驾驶者。由于 Centerville 的一些家长抱怨说他们太忙没有时间教他们的孩子驾驶，必须有一些其他的课程来保证这



些孩子成为安全的驾驶者。尽管在 Centerville 已经有两所驾校，手头不宽裕的家长无法负担驾校学费。因此由学校组织的有效的强制性课程是解决这一严重问题的唯一方案。

1> 涉及了青少年不代表是青少年或者该校学生的驾驶责任，可能是他人在驾驶，造成的事故中有学生和青少年，或者是由于其他的原因造成的事故，和驾驶本身没有太大的关联> 例如天气，地形，特殊情况>

2> 一些家长具体是多少？学校组织类似的课程也是需要钱的，如果投资太多的话可能学校也是无法承担>

3> 学习这些课程学生到底愿不愿意，是否必要，可能学生都已经很熟练的驾驶了。

七次

71

The following is a letter to the editor of the *Waymarsh Times*.

"Traffic here in Waymarsh is becoming a problem. Although just three years ago a state traffic survey showed that the typical driving commuter took 20 minutes to get to work, the commute now takes closer to 40 minutes, according to the survey just completed. Members of the town council already have suggested more road building to address the problem, but as well as being expensive, the new construction will surely disrupt some of our residential neighborhoods. It would be better to follow the example of the nearby city of Garville. Last year Garville implemented a policy that rewards people who share rides to work, giving them coupons for free gas. Pollution levels in Garville have dropped since the policy was implemented, and people from Garville tell me that commuting times have fallen considerably. There is no reason why a policy like Garville's shouldn't work equally well in Waymarsh."

Write a response in which you discuss what specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument. W 的交通已经成为

一个大问题。尽管 3 年前一个全国的交通调查显示开车上班族需 20 分钟，而最近调查显示现在却要 40 分钟。市议会已经建议修筑更多的公路来解决这一问题，但这需要很多钱，同时工程也给本地百姓带了一些不便。我们应该效仿临近的 G 市，去年 G 市实施一项政策鼓励人们合伙搭车，并给他们免费的加油卷。政策实施后，G 的污染减轻了，一些 G 的人们告诉我在路上的时间明显的快了很多。因此，我们 W 采用相同的政策也一定会达到相同的效果。

1> 我的上班时间变长和交通问题没有关系可能，例如公司搬家了，或者自己搬家了，路程不好走，或者孩子开始上学了，每天要送孩子，而在校门口早上都是聚集了送孩子的家长，所以才会时间长了，和交通没有关系>

2> 即使和交通有关系，不见得一样的政策在我们城市也适用那些合伙上下班搭车的人可能自己本身没有车，而我们城市的大多数人都有自己的车，而且也不会习惯和别人天天挤一辆车。。。。

3> 没有证据表明污染问题和交通问题挂钩，而且汽车尾气不一定是主要的污染源> 例如化工厂，生活污水等等> 而改善污染的问题是针对这些的

**六次****92/101/103 bm234**

Workers in the small town of Leeville take fewer sick days than workers in the large city of Masonton, 50 miles away. Moreover, relative to population size, the diagnosis of stress-related illness is proportionally much lower in Leeville than in Masonton. According to the Leeville Chamber of Commerce, these facts can be attributed to the health benefits of the relatively relaxed pace of life in Leeville.

Write a response in which you discuss one or more alternative explanations that could rival the proposed explanation and explain how your explanation(s) can plausibly account for the facts presented in the argument. 小城镇 L 的的员工病假天数比 50 英里外的大城市 Mason 要少。而且，相对于人口数量，L 的抑郁类诊断人数也远远少于 M。根据 L 的商业部门总结，这样的健康状态归结于 L 相对比较悠闲的生活节奏。

1> 前提，小镇居民身体好。病假没意义，别忘了有人 goldbrick。小镇居民不需要医生。没证据，医生少可能医生不够，小镇的人还得跑大老远去找医生。而城市里医生多，很方便。

2> 前提，小镇居民长寿。值得怀疑，小镇可能经常会有退休的老人去居住，大城市里都是忙碌的年轻人。

3> 结论：去哪里生活还有很多因素限制，又想长寿和健康，又想事业有成，就得权衡权衡了。

74/147/148/156

The following recommendation was made by the president and administrative staff of Grove College, a private institution, to the college's governing committee.

"Recently, there have been discussions about ending Grove College's century-old tradition of all-female education by admitting male students into our programs. At a recent faculty meeting, a majority of faculty members voted in favor of coeducation, arguing that it would encourage more students to apply to Grove. However, Grove students, both past and present, are against the idea of coeducation. Eighty percent of the students responding to a survey conducted by the student government wanted the school to remain all female, and over half of the alumnae who answered a separate survey also opposed coeducation. Therefore, we recommend maintaining Grove College's tradition of all-female education. We predict that keeping the college all-female will improve morale among students and convince alumnae to keep supporting the college financially."

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation. 最近，人们一直讨论关于结束 G 大学一个世纪以来的女校传统，开始接受男学生。在最近的一次学院会议上，有大部分员工投票赞成男女同校，认为这会使更多的学生申请 Grove。但是 G 的学生，不论现在还是已经毕业的，都反对同校教育。由学生会



所组织的一次调查中，有 80% 的被访学生要求学校维持女校形式，并且在回应了一次单独调查的校友中超过一半的人也反对男女同校。因此，我们建议继续维持 G 的女校形式。我们预计保持女校的形式将促进学生的精神状态并且让校友继续对学院进行财政资助。

- 1> 前提，联合教育会降低士气减少校友支持，没有证据。
- 2> 论据，两校调查都没有具体的总数，调查本身的可信度不高。而且可能会有其他问题使得他们没有说实话，比如女生可能都比较害羞。而且同意改变就意味着对现状不满意，有人会影响这种心理而不说实话。
- 3> 比较扩大申请带来的收入和校友捐资减少。
- 4> 结论：尽管学生真不喜欢联合教育，学校也应该从教育的目的考虑，不能一味顺从学生。社会是男女共存的，联合教育可能比全女生教育更合适。有可能 80% 就已经说明学生有问题了。

五次

69/70/115 (93)

69The following appeared in a memo from a vice president of a large, highly diversified company.

"Ten years ago our company had two new office buildings constructed as regional headquarters for two regions. The buildings were erected by different construction companies—Alpha and Zeta. Although the two buildings had identical floor plans, the building constructed by Zeta cost 30 percent more to build. However, that building's expenses for maintenance last year were only half those of Alpha's. In addition, the energy consumption of the Zeta building has been lower than that of the Alpha building every year since its construction. Given these data, plus the fact that Zeta has a stable workforce with little employee turnover, we recommend using Zeta rather than Alpha for our new building project, even though Alpha's bid promises lower construction costs."

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation and the argument on which it is based are reasonable. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

10 年以前我们公司在两个不同地区拥有两座地方办公建筑。它们由两家建筑公司—Alpha 和 Zeta 分别建造。尽管两座建筑的平面布局基本相同，由 Zeta 所建造的建筑造价高出了 30%，但去年的维护费用是由 Alpha 建的楼的 50%。而且，Z 大楼建成以来的能耗每年都比 Alpha 大楼要少。这些数据，再加上 Z 公司拥有稳定的员工队伍且雇员流动性很小的事实，表明我们应该使用 Z 建筑公司而不是 A 公司来建造未来的建筑工程，尽管 A 的标书承诺造价会更低。

- 1> 尽管格局一样，造价高> 维修费高> 但是这些都没有有力的论证，因为两个楼的其他信息没有提，如果两个楼的大小差了很多，那么这些略高一点的花费就变的合理了，而且还可能更划算，在平均看来>
- 2> 两个楼的用途不一样，或者地理位置等其他因素造成他们的能耗不同，开销不同>
- 3> 可能 A 公司比较大，他的人员流动大也不奇怪，这样的竞争机制有利于公司的发展保证了他们的高效率和质量，而 Z 公司的人员比较少，质量也差，所以人员稳定也是正常的> 何况没有证据表明我们的新的建筑工程到底是比较适合哪个公司来做>



四次

25/100/102/164 bm6

The following was written as a part of an application for a small-business loan by a group of developers in the city of Monroe.

"Jazz music is extremely popular in the city of Monroe: over 100,000 people attended Monroe's annual jazz festival last summer, and the highest-rated radio program in Monroe is 'Jazz Nightly,' which airs every weeknight. Also, a number of well-known jazz musicians own homes in Monroe. Nevertheless, the nearest jazz club is over an hour away. Given the popularity of jazz in Monroe and a recent nationwide study indicating that the typical jazz fan spends close to \$1,000 per year on jazz entertainment, we predict that our new jazz music club in Monroe will be a tremendously profitable enterprise."

Write a response in which you discuss what questions would need to be answered in order to decide whether the prediction and the argument on which it is based are reasonable. Be sure to explain how the answers to these questions would help to evaluate the prediction.

爵士乐在 Monroe 非常流行：去年夏天 10 万多人参加了 Monroe 的爵士音乐节。而且 Monroe 获评价最高的广播节目是平时每天播出的 Jazz Nightly。同时，若干知名爵士音乐家居住在 Monroe。但是当前，最近的爵士俱乐部也在 65 英里以外。鉴于目前 M 地区爵士音乐的流行以及一项全国性研究表明典型的爵士爱好者每年花费近 1000 元用于爵士娱乐。因此，在 Monroe 建立爵士乐俱乐部将会是非常盈利的产业。

1. 去年夏天的爵士节的详细信息没有提供，可能 100,000 都是外地来的人 样本有问题
2. 全国性的调查不一定适用于 Monroe，可能根本就不会花那么多 错误类比
3. 其他因素：收听 'Jazz Nightly,' 的人多不意味着他们愿意花钱去买唱片 purchase the Compact Disc 错误因果关系（推论）
4. 此外，不一定 C Note 能够赢得全部的本地市场 结论 市场营销

- 1> 流行？10 万人来看可能是因为这里的交通方面或者历史悠久等原因，大多数都是外地人，而且 JAZZ 的音乐家住在这里不代表这里 JAZZ 会受欢迎，他们来这里不能带来音乐的流行，而是因为自己个人的其他原因，这里环境好，或者什么
- 2> 节目的观众多不代表他们愿意买唱片或者去现场看 JAZZ 的演出，人们欣赏的方式有很多种，而且即使交通很方便，也不能否认昂贵的价格是一个障碍。
- 3> 全国不等于地方，典型不等于大众，1000 块可能不是看音乐会或者现场的演出，而是买乐器或者其他的一些纪念品。

4 bm4

The following appeared in a letter from a homeowner to a friend.

"Of the two leading real estate firms in our town—Adams Realty and Fitch Realty—Adams Realty is clearly superior. Adams has 40 real estate agents; in contrast, Fitch has 25, many of whom work only part-time. Moreover, Adams' revenue last year was twice as high as that of Fitch and included



home sales that averaged \$168,000, compared to Fitch's \$144,000. Homes listed with Adams sell faster as well: ten years ago I listed my home with Fitch, and it took more than four months to sell; last year, when I sold another home, I listed it with Adams, and it took only one month. Thus, if you want to sell your home quickly and at a good price, you should use Adams Realty."

Write a response in which you examine the stated and/or unstated assumptions of the argument. Be sure to explain how the argument depends on these assumptions and what the implications are for the argument if the assumptions prove unwarranted.

在本市的两家最大的房地产经纪公司--Adams Realty 和 Fitch Realty--之中, Adams 显然更优秀一些。Adams 有 40 名房地产经纪^人, 而 Fitch 只有 25 个, 且很多是兼职工作。而且, Adams 去年的收入是 Fitch 的两倍, 其平均房价为\$168000, 而 Fitch 仅为\$144000。在 Adams 销售的房屋卖得也更快: 十年前, 我把我的房产交给 Fitch, 它用了四个多月才卖出去; 去年, 我在 Adams 卖了另一处房产, 仅用一个月就售出了。因此, 要想让你的房产卖的更快更好, 你应该选择 Adams。

1. 作者没有说明 Adams 的详细情况。他虽然有 40 名房地产经纪^人, 但是否都是兼职, 此外, Adams 是否经营的房子和 Fitch 一样, 可能经营的是豪华的房子, 可能 168,000 算便宜的好房子, 而 144,000 是贵的差房子

2. 作者没有足够的信息说明 Adams 买房子比 Fitch 慢, 可能是季节不同

3. 其他因素: 收入是两倍不一定利润高, 可能 Fitch 的经营情况更好; 没有考虑费用是否相同

1> 40 对 25 的比较存在问题, 首先虽然多了 15 个人, 可是他们也可能都不是全工, 而且他们的水平有待怀疑, 能力, 资历, 阅历, 客户源, 公司的信誉问题。

2> 经营的房产不同, 168000 都是贵的差房子, 144000 都是便宜的好房子, 虽然他们依靠贵的房子卖的多, 可是这样的质量隐患确实存在。

3> 快慢的问题, 10 年前和 1 年前的房产市场的不同, 而且可能这个人买的两次房产不同, 而且不能排除偶然的因素, 因为其他人的情况没有提到。

56/57/82

The following appeared in a memo from the vice president of marketing at Dura-Sock, Inc.

"A recent study of our customers suggests that our company is wasting the money it spends on its patented Endure manufacturing process, which ensures that our socks are strong enough to last for two years. We have always advertised our use of the Endure process, but the new study shows that despite our socks' durability, our average customer actually purchases new Dura-Socks every three months. Furthermore, our customers surveyed in our largest market, northeastern United States cities, say that they most value Dura-Socks' stylish appearance and availability in many colors. These findings suggest that we can increase our profits by discontinuing use of the Endure manufacturing process."

Write a response in which you examine the stated and/or unstated assumptions of the argument.

Be sure to explain how the argument depends on these assumptions and what the implications are

for the argument if the assumptions prove unwarranted. 最近一次对于 Dura-Sock 使用者的调查表明我们公司用于其专利生产方式"Endure"上的钱是浪费的, 这种方式使我们生产的袜子足以使用两年。Dura-Sock 一直在做广告宣传它使用"Endure"方式, 但这次新调查显示尽管我们的袜子十分耐穿, 但 Dura-Sock 的消费者每三个月就



HUST 周浩

买一双 Dura-Sock 袜子。而且，在位于美国北部城市我们最大的商场回应调查的 Dura-Sock 消费者说他们最欣赏 Dura-Sock 时尚的外观和众多颜色的选择。这些事实说明 Dura-Sock 可以通过停止使用"Endure"生产方式来增加盈利。

1> 前提我们的顾客不再重视耐用性

2> 论者没有提供有关顾客对于耐用性看法的直接资料，而它提供的销售研究又不足以说明这个可能。首先，顾客平均每三个月就买新袜子，但并不说明顾客每双袜子只打算穿三个月，也不证明他们就此放弃了在耐用性上的苛刻要求。他们完全有可能在买了新袜子以后，仍然继续使用旧袜子，而且希望能用很长时间

3> 其次顾客看中式样和颜色多样，并不意味着他们就不被耐用性吸引，完全有可能是因为广告中对于耐用性的强调吸引了顾客，频繁光顾我们，然后才发现我们的式样新颜色多。

4> 论据没有说服力。首先该调查是在某地进行的，还不足以说明全国的情况，完全有可能在其他地方有更多的顾客看重我们的耐用性，而不被式样和颜色吸引。其次这个调查是如何进行的，它是否能代表该地区各种顾客的看法。如果接受调查的主要是年轻女性顾客，那么放弃耐用性很可能就失去了妇女、老人以及男性顾客。

5> 结论，如果耐用性真不像以前那样受到顾客重视，放弃它也不会带来利润上升。因为式样和颜色都是容易被竞争对手模仿的，唯有耐用和高质量是我们品牌的保证。如果放弃耐用性，我们就会失去竞争优势。结论：要得出正确的结论，论者还应该进一步了解顾客对于耐用性的看法。

9/88/90(O1/24)

Nature's Way, a chain of stores selling health food and other health-related products, is opening its next franchise in the town of Plainsville. The store should prove to be very successful: Nature's Way franchises tend to be most profitable in areas where residents lead healthy lives, and clearly Plainsville is such an area. Plainsville merchants report that sales of running shoes and exercise clothing are at all-time highs. The local health club has more members than ever, and the weight training and aerobics classes are always full. Finally, Plainsville's schoolchildren represent a new generation of potential customers: these schoolchildren are required to participate in a fitness-for-life program, which emphasizes the benefits of regular exercise at an early age.

Write a response in which you examine the stated and/or unstated assumptions of the argument.

Be sure to explain how the argument depends on these assumptions and what the implications are for the argument if the assumptions prove unwarranted.

NW 是一家专卖保健食品及其他相关产品的连锁店，准备将其下一家店铺开在 Plainsville。这家店一定会很成功：因为我们的商店在那些居对健康生活高度关注的地区是盈利最多的。很明显，Plainsville 就是这样的地方。Plainsville 的商家报告说运动鞋和运动衣的销售处于历史高点。当地一家康体俱乐部现在的会员比以往任何时候都多，减肥训练和有氧运动班总是满员。另外，我们还可以预见到新生代的顾客群：Plainsville 的在校学生被要求参加一个叫做"终生健康"的项目，它强调从小开始经常锻炼的好处。

1. 作者没有提供足够的证据表明 Plainsville 的居民喜爱运动，运动鞋和运动衣的销售好不能说明这个问题，此外，健康俱乐部也一样



2. 作者同样没有表明 **Plainsville** 一定能够成为 **Nature's Way** 的用户，学校让学生运动，不意味着要学生买 **Nature's Way** 的产品
3. 忽略了其他因素：是否有什么 **eating habit**；当地的运动水平的竞争是否激烈
 - 1> 商品的畅销不代表居民也喜欢运动，买这些东西可能有其他原因：潮流，时尚，品质的衣服。
 - 2> 学校要求不代表学生会买，他们可能有自己的运动计划和设施。
 - 3> 他因影响计划，运动水平，食物习惯。

53/144/151

The following appeared in a health magazine.

"The citizens of Forsythe have adopted more healthful lifestyles. Their responses to a recent survey show that in their eating habits they conform more closely to government nutritional recommendations than they did ten years ago. Furthermore, there has been a fourfold increase in sales of food products containing kiran, a substance that a scientific study has shown reduces cholesterol. This trend is also evident in reduced sales of sulia, a food that few of the most healthy citizens regularly eat."

Write a response in which you discuss what specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument. Forsythe 的居民选择了更健康的生活方式。他们对于最近一项调查的回答显示，他们的饮食习惯比十年前更加贴近政府的营养建议。而且，含有 kiran 的食品销量增长了四倍，在一次科学研究中发现 kiran 是一种能够降低胆固醇水平的物质。这种趋势同样也被 sulia 的销量下降所证实，sulia 是那些最健康的居民极少经常食用的食品

76 bm15

The following appeared in a newsletter offering advice to investors.

"Over 80 percent of the respondents to a recent survey indicated a desire to reduce their intake of foods containing fats and cholesterol, and today low-fat products abound in many food stores. Since many of the food products currently marketed by Old Dairy Industries are high in fat and cholesterol, the company's sales are likely to diminish greatly and company profits will no doubt decrease. We therefore advise Old Dairy stockholders to sell their shares, and other investors not to purchase stock in this company."

Write a response in which you discuss what questions would need to be answered in order to decide whether the advice and the argument on which it is based are reasonable. Be sure to explain how the answers to these questions would help to evaluate the advice.

最近一次调查中超过 80% 的回应者表达了他们想减少含脂肪和胆固醇的食品的愿望，现在很多食品商店都提供丰富的低脂肪食品。由于 Old Dairy Industries 当前生产的很多产品都有很高的脂肪和胆固醇含量，该公司的销量有可能严重下降，其盈利无疑会减少。因而我们建议 Old Dairy 的股东抛出他们所持的股份，其他投资者也不应购买该公司的股份。



1. 作者没有说明调查的具体信息：调查对象等
2. 没有支持详细的证据证明 Old Dairy 的价格会下降以及盈利会减少
3. 作者没有考虑其他因素：Old Dairy 近期的发展计划；
 - 1> 调查的问题，全面否，充分否，80%的数字问题，调查对象，愿望不代表会去做，可能意志薄弱，最终抗拒不了
 - 2> 没有支持详细的证据证明 Old Dairy 的价格会下降以及盈利会减少（食品业只是这个公司众多产业中的一个分支），而且别家的情况。。。
 - 3> 作者没有考虑其他因素：Old Dairy 近期的发展计划；价格上的差异，本公司的比较便宜，且容量比较大>

66/107/108

The following appeared in a memo from the owner of a chain of cheese stores located throughout the United States.

"For many years all the stores in our chain have stocked a wide variety of both domestic and imported cheeses. Last year, however, all of the five best-selling cheeses at our newest store were domestic cheddar cheeses from Wisconsin. Furthermore, a recent survey by Cheeses of the World magazine indicates an increasing preference for domestic cheeses among its subscribers. Since our company can reduce expenses by limiting inventory, the best way to improve profits in all of our stores is to discontinue stocking many of our varieties of imported cheese and concentrate primarily on domestic cheeses."

很多年来我们的所有连锁店都储备了很多种类的国产奶酪和进口奶酪。然而去年，我们的最新店里五种销量最高的奶酪都是威斯康星出产的 cheddar 奶酪。而且，最近一次由 Cheese of the World 杂志所举行的调查显示，其订阅者对于国产奶酪的倾向性越来越高。由于我们公司可以通过限制库存来减少开支，在我们所有连锁店增加盈利的最好方式就是停止贮备很多进口奶酪而主要集中于国产奶酪。

1. The situation last year may be unusual, it does not indicate that domestic cheddar cheeses will also be popular in the future. (P→F) ★★★
2. The situation at the newest store might not be representative of all stores. (selective sample/C.S) ★★★
★
3. The president does not provide any information about the subscribers of Cheese of the World, thus they may not be representative of United States consumers. (are the respondents representative?) ★★★
4. Many other better ways might be available to improve profits of our stores. (necessity of the solution) ★★★
5. The president fails to consider the negative effects of discontinuing the inventory of imported cheeses. (adv:disadv) ★★★
6. The president does not provide any information about the actual profit of domestic and imported cheese respectively, thus we cannot evaluate the president's conclusion. (I.I) ★★★★★

1 (O37)

Woven baskets characterized by a particular distinctive pattern have previously been found only in the immediate vicinity of the prehistoric village of Palea and therefore were believed to have been



made only by the Palean people. Recently, however, archaeologists discovered such a "Palean" basket in Lithos, an ancient village across the Brim River from Palea. The Brim River is very deep and broad, and so the ancient Paleans could have crossed it only by boat, and no Palean boats have been found. Thus it follows that the so-called Palean baskets were not uniquely Palean.

Write a response in which you discuss what specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument.

一种具有独特花纹的编织篮子以前只在史前村庄 Palea 的临近地区发现过，因而被认为是 Palea 居所独有的。然而最近，考古学家在一个与 Palea 隔着一條叫做 Brim 河的村庄 Lithos 发现了一个这样的 Palea 篮子。Brim 河很深很宽，所以古代 Palea 人只能坐船穿过它，但没有证据表明 Palea 人拥有船只。这表明那种所谓的 Palea 篮子并不是那里所独有的。

1> 作者忽略了其他能够导致 Palean people 过河的因素。可能游泳；或者古代的 Brim 河没有现在那样深，或者是篮子自己飘过去的，而且没有发现不代表船没有存在过> ~

2> 作者还没有考虑到其他的可能性，导致 Palean baskets 到达河的另一边，可能是飘过来的

3> 其他因素：比如现在河边有的 nuts, berries and small game 可能在过去没有；或者可能 Palean 人有船只，只不过后人没有发现证据

24

A recently issued twenty-year study on headaches suffered by the residents of Mentia investigated the possible therapeutic effect of consuming salicylates. Salicylates are members of the same chemical family as aspirin, a medicine used to treat headaches. Although many foods are naturally rich in salicylates, food-processing companies also add salicylates to foods as preservatives. The twenty-year study found a correlation between the rise in the commercial use of salicylates and a steady decline in the average number of headaches reported by study participants. At the time when the study concluded, food-processing companies had just discovered that salicylates can also be used as flavor additives for foods, and, as a result, many companies plan to do so. Based on these study results, some health experts predict that residents of Mentia will suffer even fewer headaches in the future.

Write a response in which you discuss what questions would need to be answered in order to decide whether the prediction and the argument on which it is based are reasonable. Be sure to explain how the answers to these questions would help to evaluate the prediction.

最近一项 20 年关于 M 地区百姓头痛的研究正在探寻水杨酸的潜在治疗作用。水杨酸酯和用来治疗头痛的药物--阿司匹林是同一类化合物。尽管很多食品天然富含水杨酸酯，食品加工公司仍然在食品中加入它来作为防腐剂。这种水杨酸酯在商业上的使用被发现与我们为期 20 年研究的参加者所报告的头痛发病的平均数量下降是相关的。但研究结束时，食品加工公司却刚刚发现水杨酸酯也可以被用作食品香料，因此很多公司准备这样添加。依据以上的研究，一些健康专家预期 Mentia 居患头痛症的数量将会持续稳步下降。

65

When Stanley Park first opened, it was the largest, most heavily used public park in town. It is still the largest park, but it is no longer heavily used. Video cameras mounted in the park's parking lots



last month revealed the park's drop in popularity: the recordings showed an average of only 50 cars per day. In contrast, tiny Carlton Park in the heart of the business district is visited by more than 150 people on a typical weekday. An obvious difference is that Carlton Park, unlike Stanley Park, provides ample seating. Thus, if Stanley Park is ever to be as popular with our citizens as Carlton Park, the town will obviously need to provide more benches, thereby converting some of the unused open areas into spaces suitable for socializing.

Write a response in which you examine the stated and/or unstated assumptions of the argument.

Be sure to explain how the argument depends on these assumptions and what the implications are for the argument if the assumptions prove unwarranted. 当 Stanley 公园第一次开放的时候，它是本市最大，使用频率最高的公园。现在它仍是最大的，但使用频率已经不再高了。上个月在公园停车场架设的摄像机发现公园的受欢迎度下降了：录像显示平均每天只有 50 辆车。与之相比，位于商业区中心地带的 Carlton 小公园在工作日每天游客超过 150 人。一个很明显的差异就是 Carlton 公园与 Stanley 公园不同，它提供充足的座椅。因此，如果 Stanley 公园想要和 Carlton 获得同等的受欢迎度的话，显然应该提供更多的长椅，从而把一些未加利用的开阔地转化成适于人们交往的空间。

1> 这个公园本身就没有停车厂，人们开车去的也很少，基本上都是徒步去。。。没有证据表明它的使用率下降了

2> CARLTON 位于市中心，虽然有停车场，但是人们把听听在那里完全有可能是因为他们上班的地方没有停车的地方，他的游客有 150，可是 STANLEY 的游客人数没有写，所以也无法比较>

3> 还有就是座椅的问题，两个公园的主题不同，前者是自然，后者是为城市生活的人们凭添绿色，给人们一个小小的休息的地方，长椅的数量不能衡量>

三次

64

Collectors prize the ancient life-size clay statues of human figures made on Kali Island but have long wondered how Kalinese artists were able to depict bodies with such realistic precision. Since archaeologists have recently discovered molds of human heads and hands on Kali, we can now conclude that the ancient Kalinese artists used molds of actual bodies, not sculpting tools and techniques, to create these statues. This discovery explains why Kalinese miniature statues were abstract and entirely different in style: molds could be used only for life-size sculptures. It also explains why few ancient Kalinese sculpting tools have been found. In light of this discovery, collectors predict that the life-size sculptures will decrease in value while the miniatures increase in value.

Write a response in which you discuss what questions would need to be answered in order to decide whether the prediction and the argument on which it is based are reasonable. Be sure to explain how the answers to these questions would help to evaluate the prediction.



HUST 周浩

收藏家很欣赏 Kali 岛出产的古代等身泥土雕像，但长期以来不清楚 Kali 的艺术家如何能够以如此高的精确度刻画人体。由于考古学家最近在 Kali 发现了人类头部和手的模具，我们现在可以得出结论：古代 Kali 艺术家使用真人的模子，而不是雕刻工具和技艺来塑造这些雕像。这一发现解释了为什么 Kali 的缩微雕像是抽象的而且风格迥异：模子只能被用于等身雕像。它同样也解释了为什么很少发现 Kali 的雕刻工具。由于有了这一研究进展，收藏家应预见到等身雕像的贬值以及缩微雕像的升值。

1. 发现 Kali 的头和手的磨具，不足以排除 kali 人不用雕刻工具来制作 statue
2. 发现头和手的磨具不能说明 Kali 人只在等身大小的雕塑身上使用磨具，更不能解释小雕塑抽象和形态各异的特点（这点不太好说）
3. 其他因素：作者没有考虑其他可能导致小雕塑贬值的因素，可能小雕塑多，大的少；或者大的更有意义，使君主的雕像，小的什么都不是

36/163/166 old38

The following memo appeared in the newsletter of the West Meria Public Health Council.

"An innovative treatment has come to our attention that promises to significantly reduce absenteeism in our schools and workplaces. A study reports that in nearby East Meria, where fish consumption is very high, people visit the doctor only once or twice per year for the treatment of colds. This shows that eating a substantial amount of fish can clearly prevent colds. Furthermore, since colds are the reason most frequently given for absences from school and work, attendance levels will improve. Therefore, we recommend the daily use of a nutritional supplement derived from fish oil as a good way to prevent colds and lower absenteeism."

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation and the argument on which it is based are reasonable. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

我们注意到一种新的可以保证显著减少学校和工作岗位缺席的疗法。一项研究显示在附近的 EM，鱼的消费量很高，那的百姓每年因为感冒去看医生的次数每年只有一两次。这表明吃大量的鱼很明显可以预防感冒。另外，由于感冒是缺课和缺席的最常见原因，所以出席率也将会提升。因此，我们建议每天服用从鱼油提炼出的营养物以来有效的预防感冒和减少缺席。

作者论证：

吃鱼---看病少---鱼能治病---病是借口---鱼的 xx 能减少借口---I 药来自鱼油----吃 I 药防感冒----降缺席

1. 作者没有提供充足的证据证明吃鱼能故防治感冒，可能 East Meria 人体好，或者有什么好习惯
 2. 作者也没有提供充足的证据证明感冒导致了大多数的缺席：有的人可能是装病；或者误以为感冒
 3. 其他因素：即便是吃鱼能够防治感冒，也没有证据证明吃从鱼油中提炼出来的 Ichthaid 也能够防治感冒；此外，Ichthaid 是否有其他不好的作用，没有说明
- 1> 作者没有提供充足的证据证明吃鱼能故防治感冒，可能 East Meria 人体好，或者有什么好习惯，或者是气候好，平时预防的好
- 2> 作者也没有提供充足的证据证明感冒导致了大多数的缺席：有的人可能是装病；或者误以为感冒



3> 其他因素：即便是吃鱼能够防治感冒，也没有证据证明吃从鱼油中提炼出来的 Ichthaid 也能够防治感冒；此外，Ichthaid 是否有其他不好的作用，没有说明

8(O240)

The following appeared in a memo from the director of student housing at Buckingham College.

"To serve the housing needs of our students, Buckingham College should build a number of new dormitories. Buckingham's enrollment is growing and, based on current trends, will double over the next 50 years, thus making existing dormitory space inadequate. Moreover, the average rent for an apartment in our town has risen in recent years. Consequently, students will find it increasingly difficult to afford off-campus housing. Finally, attractive new dormitories would make prospective students more likely to enroll at Buckingham."

Write a response in which you discuss what specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument.

为满足我们学生的住房需求，Buckingham 学院应该建造一幢新的宿舍。

Buckingham 的报名人数正在增加，而且按照现有趋势，报名人数将会在未来 50 年中增加一倍，从而导致现有住宅不能满足要求。而且，我们镇上公寓的平均租金在近几年间上涨了。因此，学生将会越来越发现难于负担校外住宿费用。最后，一幢引人注目的新宿舍将会使未来的学生更愿意报考 Buckingham。

1> 前提，现在需要一个新宿舍。没有证据证明现在宿舍不够。论者说五十年后，太多虑了。不足对目前的行为给予任何参考。每年也就增长 2%。

2> 前提，房租上涨学生会愿意在学校住宿舍。房租上涨是很正常的，比如说存在通货膨胀，当地经济发展比较快。而且一般房租上涨说明该地各方面的工资和特价水平都在上涨，包括学费和住宿费。所以，学生可能还是愿意住在校外。

3> 结论：宿舍怎么可能是吸引学生的主要原因呢。

14/118

The following appeared as part of an article in a business magazine.

"A recent study rating 300 male and female Mentian advertising executives according to the average number of hours they sleep per night showed an association between the amount of sleep the executives need and the success of their firms. Of the advertising firms studied, those whose executives reported needing no more than 6 hours of sleep per night had higher profit margins and faster growth. These results suggest that if a business wants to prosper, it should hire only people who need less than 6 hours of sleep per night."

Write a response in which you examine the stated and/or unstated assumptions of the argument.

Be sure to explain how the argument depends on these assumptions and what the implications are for the argument if the assumptions prove unwarranted.

最近一项根据每天平均睡眠时间，对 300 名 m 市广告公司男女高管调查显示出了高管们所需的睡眠时间与他们公司成功与否的关联。根据对这些广告公司的研究，那些公司高管报告说每天睡眠不足 6 小时的公司利润更高并且发展更快。这



些结果表明如果公司想蓬勃发展,他们就必须只雇佣那些每天睡眠不足 6 小时的管理人员。

48

The following appeared in a magazine article about planning for retirement.

"Clearview should be a top choice for anyone seeking a place to retire, because it has spectacular natural beauty and a consistent climate. Another advantage is that housing costs in Clearview have fallen significantly during the past year, and taxes remain lower than those in neighboring towns. Moreover, Clearview's mayor promises many new programs to improve schools, streets, and public services. And best of all, retirees in Clearview can also expect excellent health care as they grow older, since the number of physicians in the area is far greater than the national average."

Write a response in which you discuss what specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument.

由于 Clearview 的天然景色和温和气候, 它应该成为那些为退休后寻找生活地的人的首选。另一项好处是, Clearview 的房价在去年显著下降, 房地产税一直比邻近城市低。而且, Clearview 的市长承诺了很多新方案来改学校、街道和公共服务。Clearview 的退休人员也可以在老年时享受到出色的医疗服务, 因为该地区的医生数量高于全国平均水平。

- 1> 房价下降但是还是很高, 因为那里的环境和温和的气候, 人们还是负担不起, 而且可能是自然的因素多了一些, 别的社区的服务, 尤其是针对退休的老年人, 可能有很多的疾病或者需求不能满足> 而且那里可能因为环境好而是旅游区, 去的游客比较多, 不适合老年人居住, 因为他们喜欢安静>
- 2> 改学校和街道什么的对于退休的人没有什么太大的意义, 首先他们可能没有孩子, 所以不需要学校这样的设施, 而且, 建设那么多的设施可能会破坏那里的自然资源, 使得他更不适合居住>
- 3> 医生数量多, 这个前提没有直接证明, 因为全国的情况并不知道, 而且即使确实多, 不代表医生的水平就高, 而且医疗服务不单单是医生一个因素就可以决定的>

两次

33

The following appeared in a memorandum from the planning department of an electric power company.

"Several recent surveys indicate that home owners are increasingly eager to conserve energy. At the same time, manufacturers are now marketing many home appliances, such as refrigerators and air conditioners, that are almost twice as energy efficient as those sold a decade ago. Also, new technologies for better home insulation and passive solar heating are readily available to reduce the



energy needed for home heating. Therefore, the total demand for electricity in our area will not increase—and may decline slightly. Since our three electric generating plants in operation for the past twenty years have always met our needs, construction of new generating plants will not be necessary."

Write a response in which you examine the stated and/or unstated assumptions of the argument. Be sure to explain how the argument depends on these assumptions and what the implications are for the argument if the assumptions prove unwarranted.

一些最近的调查表明，房主越来越强烈地希望节省能源，并且生产商现在正在推出很多比十年前的电器几乎节能两倍的家用电器，比如冰箱和空调，这些电器要比 10 年前出售的节能 50%。而且，更好的房屋隔热和被动式太阳能采暖的新技术已经可以用于减少家庭采暖所需的能源。因此，我们预计我们地区的用电需求总量不会增加，而可能有轻微下降。由于我们的已经运作了 20 年的三座发电站总能够满足需求，我们无需建造新的发电厂。

1> 调查的权威性和代表性>

2> 生产商虽然推出了那样的节能产品，但是不代表大多数的消费者会购买，可能因为价格太过昂贵，或者是家里已经都有了电器了，没有必要再买新的，而且新的隔热和太阳能采暖不见能得到广泛的运用>

3> 用电量不一定会下降，人口的总数增加了，可能每个人的用电量减少，但是还是会整个的用电量上升，而且用电时间的增长和其他的大功耗的家用电器可能会加大用电量>



75 old10 北美

The following appeared in a letter to the editor of a Batavia newspaper.

"The department of agriculture in Batavia reports that the number of dairy farms throughout the country is now 25 percent greater than it was 10 years ago. During this same time period, however, the price of milk at the local Excello Food Market has increased from \$1.50 to over \$3.00 per gallon. To prevent farmers from continuing to receive excessive profits on an apparently increased supply of milk, the Batavia government should begin to regulate retail milk prices. Such regulation is necessary to ensure fair prices for consumers."

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

Batavia 的农业部门报告说全国奶牛农庄的数量比 10 年前增加了 25%。然而就在同一时期，当地 Excello Food Market 牛奶的价格从每加仑\$1.5 上涨到了\$3.0。为防止农场主在牛奶供应量明显增加的情况下获取过多的利润，Batavia 的政府应限制牛奶的零售价。这种规定对于稳定物价是必需的。

1. 没有信息表明牛奶受到了很高的利润，可能是别的原因导致牛奶价格升高，成本等
2. 没有信息说明牛奶在过去十年的时间里产量增加了，可能是农场增加，但规模小了



3. 其他因素：没有信息表明这样的限制和规定能够提供低价供应量充足的牛奶；此外，没有考虑到牛奶农场之间的竞争会导致牛奶价格的降低，以及是否有更好的办法
- 1> 没有信息表明牛奶受到了很高的利润，可能是别的原因导致牛奶价格升高，成本等
- 2> 没有信息说明牛奶在过去十年的时间里产量增加了，可能是农场增加，但规模小了
- 3> 其他因素：没有信息表明这样的限制和规定能够提供低价供应量充足的牛奶；此外，没有考虑到牛奶农场之间的竞争会导致牛奶价格的降低，以及是否有更好的办法

17/93/109/110

The following appeared in a memorandum from the manager of WWAC radio station.

"WWAC must change from its current rock-music format because the number of listeners has been declining, even though the population in our listening area has been growing. The population growth has resulted mainly from people moving to our area after their retirement, and we must make listeners of these new residents. But they seem to have limited interest in music: several local stores selling recorded music have recently closed. Therefore, just changing to another kind of music is not going to increase our audience. Instead, we should adopt a news-and-talk format, a form of radio that is increasingly popular in our area."

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation and the argument on which it is based are reasonable. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

为了扭转观众流失的局面，WWAC 的老板们决定必须要摒弃目前的摇滚乐风格。尽管我们广播区域内人口增加，收听人数依然下降。但增加的人口主要是一些退休后移居本地的。我们必须抓住这些新的听众。但最近很多本地音乐店的销量持续走低表明他们对音乐没什么兴趣。因此，转换另外一种风格的音乐想不能增加听众人数。所以，我们可以采用一种最近本地十分流行的新闻谈话类形式。

1> 前提，没什么人听音乐节目了。没有证据表明。老年观众上升和听众人数下降都不说明问题，因为我们不知道基数是多少。另外观众人数下降有可能跟近期节目做得不好有关系，电台应该努力把音乐节目质量提高，吸引对音乐感兴趣的人。而对于老年人，他们也许不爱听摇滚乐，但也没有证据说他们会喜欢政治新闻。

2> 前提，没有听音乐了。音乐商店和电台不一样，一个花钱买片子，一个免费听歌曲。商店销售下降可能跟经济萧条购买力下降以及最近没有什么新唱片发行有关系，而这种情况可能正好会使听电台音乐的人增加。

3> 前提，滚动新闻节目好。没有证据说明新闻的观众比音乐的观众多，而且选举前情况特殊这种形势可能会很快改变。

4> 结论：电台还是应该尽量按照现有的路子发展，因为毕竟积累了一定的经验和影响力，转变动静太大。

54/165

Humans arrived in the Kaliko Islands about 7,000 years ago, and within 3,000 years most of the large mammal species that had lived in the forests of the Kaliko Islands had become extinct. Yet humans cannot have been a factor in the species' extinctions, because there is no evidence that the humans had any significant contact with the mammals. Further, archaeologists have discovered



numerous sites where the bones of fish had been discarded, but they found no such areas containing the bones of large mammals, so the humans cannot have hunted the mammals. Therefore, some climate change or other environmental factor must have caused the species' extinctions.

Write a response in which you examine the stated and/or unstated assumptions of the argument. Be sure to explain how the argument depends on these assumptions and what the implications are for the argument if the assumptions prove unwarranted. 大约 7000 年前人类到达了 Kaliko 岛, 在 3000 年内曾经生活在 Kaliko 岛的树林中的大型哺乳动物绝大多数已经灭绝了。然而人类并不是导致这些物种灭绝的因素, 因为没有证据表明人类与这些哺乳动物有很多接触。而且, 考古学家发现一些有大量鱼骨被抛弃的场所, 而他们并没有发现存在大型哺乳动物骨头的类似场所, 因而人类并没有猎杀这些哺乳动物。因此, 一定是一些气候上的变化或其他环境因素导致了这些物种的灭绝。

73

The following appeared on the Mozart School of Music Web site.

"The Mozart School of Music should be the first choice for parents considering enrolling their child in music lessons. First of all, the Mozart School welcomes youngsters at all ability and age levels; there is no audition to attend the school. Second, the school offers instruction in nearly all musical instruments as well a wide range of styles and genres from classical to rock. Third, the faculty includes some of the most distinguished musicians in the area. Finally, many Mozart graduates have gone on to become well-known and highly paid professional musicians."

Write a response in which you examine the stated and/or unstated assumptions of the argument. Be sure to explain how the argument depends on these assumptions and what the implications are for the argument if the assumptions prove unwarranted. Mozart 音乐学校显然应该是所有学音乐学生家长的第一选择。首先, Mozart 学校面向所有年龄段和能力的孩子们进行招生, 并且没有任何的面试。其次, 学校提供几乎所有的乐器以及范围广泛的曲风和流派学习课程, 从古典到摇滚。第三, 学校员工包括一些本地最著名的音乐家。最后, 很多 Mozart 的毕业生已经成为著名而且较高收入的音乐家。

- 1> 学校好, 学费贵不贵? 另外给出的三个原因都有问题。
- 2> 早期开始大量练习。首先这样不一定好, 比如抑制学生想象力等等, 这是教育界一直比较争论的。
- 3> 其次对于学生来说, 严格的训练可能会吓着他们而不愿去。
- 4> 第三, 很早期开始训练, 多早, 年纪稍大的岂不是不行了。坦率说, 这是一条 weaken。
- 5> 先进设备和好的老师。先进设备给不给学生用, 好的老师还教不教学。
- 6> 音乐家的问题, 没给数字和证据, 无法想信其客观。

59



The following appeared in a memo from the president of Bower Builders, a company that constructs new homes.

"A nationwide survey reveals that the two most-desired home features are a large family room and a large, well-appointed kitchen. A number of homes in our area built by our competitor Domus Construction have such features and have sold much faster and at significantly higher prices than the national average. To boost sales and profits, we should increase the size of the family rooms and kitchens in all the homes we build and should make state-of-the-art kitchens a standard feature. Moreover, our larger family rooms and kitchens can come at the expense of the dining room, since many of our recent buyers say they do not need a separate dining room for family meals."

Write a response in which you examine the stated and/or unstated assumptions of the argument. Be sure to explain how the argument depends on these assumptions and what the implications are for the argument if the assumptions prove unwarranted. 一项全国性调查发现人们最想拥有的两项家庭设施就是具备冲浪浴缸的浴室和大厨房。我们的竞争对手 Domus Construction 在附近开发的新住宅安装了冲浪浴缸，这些住宅的销售速度和售价显著高于平均水平。为增加我们的销售和利润，我们应该在所有新住宅中设置冲浪浴缸和大型厨房作为标准配置。由于我们的新客户没有提出对小型庭院的任何投诉，我们也可以通过减小庭院的尺寸来增加盈利。

- 1> 调查的问题> 例如调查的人员构成，是否是整体人们的需求，是否和我们的销售情况相吻合>
- 2> 销售速度和水平高于平均水平的他因> 像，地理上的优势，政策上的优势（孩子上学就近。。。）或者价格上的优势，贷款什么的/////
- 3> 我们的楼盘销售和他们的类型还可能不同，在我们建的房子中可能格局不适合这两样东西，而且，没有证据表明我们不安装这些东西我们的销售情况就不好，可能我们的销售情况一直就很好，因为我们长久以来的口碑和风格，服务等等>

68

A recent study reported that pet owners have longer, healthier lives on average than do people who own no pets. Specifically, dog owners tend to have a lower incidence of heart disease. In light of these findings, Sherwood Hospital should form a partnership with Sherwood Animal Shelter to institute an adopt-a-dog program. The program would encourage dog ownership for patients recovering from heart disease, which should reduce these patients' chance of experiencing continuing heart problems and also reduce their need for ongoing treatment. As a further benefit, the publicity about the program would encourage more people to adopt pets from the shelter. And that will reduce the incidence of heart disease in the general population.

Write a response in which you examine the stated and/or unstated assumptions of the argument. Be sure to explain how the argument depends on these assumptions and what the implications are for the argument if the assumptions prove unwarranted.

一项最近的研究报告说养宠物的人平均而言比不养宠物的人活得更长更健康。特别是，养狗的人心脏病发病率更低。根据这些发现，Sherwood 医院应该和 Sherwood 动物收养所合作建立一个“收养狗”的计划。这一计划将会鼓励正在治疗心脏病的患者养狗，这将通过减少这些患者接受治疗的次数而减少医疗费用。



而且，对于这一计划的宣传将鼓励更多的人从收养所领养宠物，这将减少整体人群患心脏病的危险。

1> 不一定成立的前提，收养狗能降低心脏病或是帮助康复。论者没有提供任何资料直接证明收养宠物对身体有什么样的好处，尤其是收养狗是否能帮助降低心脏病发生。要知道这是比较难以让人置信的，考虑到要多担心宠物，这是有可能增加人们心理压力的。

2> 论据不足信，论据引用最近一项研究，但研究仅说有狗的人中得心脏病的人少，但并没说养够使得人们患心脏病少。另外这项研究也存在一些值得怀疑的地方。首先，没有提供关于宠物主人的其他特征，比如年龄、职业、性别我们不能判断这项研究是否有代表性。其次，研究没有排除其他可能降低发病的可能，比如养宠物的人是否经济条件好，生活比较悠闲等等这些都会影响健康。要知道，有心情有能力关心宠物的人，一般都已经把自己照顾得很好了。

3> 结论，即使能够帮助心脏病病人康复，医药费也不一定降低。比如收养所的宠物身上很可能带有细菌，它们会把病菌传染给病人，这样其它疾病的增多使得医药费不一定降低。同样，对这项工程的宣传也不一定会让更多的人去收养所收养宠物。有人不愿意养宠物，所以普遍下降不被保证。结论：论者应该再进一步提供关于宠物如何或为什么可以帮助人们健康的资料，这样我们才能考虑是否应该开展这样的活动。

31/105/106/167

The following appeared in a letter to the editor of Parson City's local newspaper.

"In our region of Trillura, the majority of money spent on the schools that most students attend—the city-run public schools—comes from taxes that each city government collects. The region's cities differ, however, in the budgetary priority they give to public education. For example, both as a proportion of its overall tax revenues and in absolute terms, Parson City has recently spent almost twice as much per year as Blue City has for its public schools—even though both cities have about the same number of residents. Clearly, Parson City residents place a higher value on providing a good education in public schools than Blue City residents do."

Write a response in which you discuss what specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument.

在我们 t 地区，政府用于公立学校教育的开支大部分都是从各地市政府征收的税收而来的。然而，依据总体税收比率及相关政策来看，该地区不同城市对于公立教育的重视程度是不同的。例如，p 城市用于公立学校的预算是 b 市的 2 倍，尽管两个城市居民的数量基本相同。所以，p 城市百姓显然比 b 市居民更加关注公立教育。

1> B 城收入可能比 P 城少五倍，这样他的教育经费所占的比例是 P 城的近三倍。

2> P 城的学生是 B 城的四倍，每个学生摊到的是只有 B 城的一半。

3> 钱花得多不一定就更关心，政府的态度与居民的态度不一定一致。

4> 居民多不代表孩子多，学生多。

一次



In surveys Mason City residents rank water sports (swimming, boating, and fishing) among their favorite recreational activities. The Mason River flowing through the city is rarely used for these pursuits, however, and the city park department devotes little of its budget to maintaining riverside recreational facilities. For years there have been complaints from residents about the quality of the river's water and the river's smell. In response, the state has recently announced plans to clean up Mason River. Use of the river for water sports is, therefore, sure to increase. The city government should for that reason devote more money in this year's budget to riverside recreational facilities.

调查显示 m 市的老百姓把水上运动（游泳，划船及垂钓）作为最受欢迎的娱乐活动。贯穿 m 市的 M 河很少被用于水上运动，然而城市公园部门很少投入资金去维护沿河的活动设施。这么多年居民们一直投诉河水的质量及味道。为了回应这一投诉，当局最近宣布了清理 M 河的计划，因此 M 河的水上活动使用将会增加。所以市政府应该增加对河岸活动设施的资金投入。

1. The author simply assumes that it is the quality of the water in Mason River that prevents residents from using it for recreational activities. (NCR) ★★★★★
2. No evidence could illustrate the effectiveness of the proposed plan, and how much time would it take for the plan to be effective, thus we cannot ensure that recreational use of the river will automatically increase. (I.I) ★★★★★
3. The author fails to consider if Mason River is suitable for those water sports favored by residents in Mason, and if residents are willing to use the river for recreational activities. (feasibility of the conclusion) ★★★
★
4. Granted that recreational use of the river is to increase, we are not convinced that the use of the publicly owned lands along the river will also increase. (U.A/H.G) ★★★
5. The author does not provide evidence to illustrate the necessity of increasing budget for improvements to the public lands. (necessity of the solution) ★★★

17/93

The following appeared in a memorandum from the manager of WWAC radio station.

"To reverse a decline in listener numbers, our owners have decided that WWAC must change from its current rock-music format. The decline has occurred despite population growth in our listening area, but that growth has resulted mainly from people moving here after their retirement. We must make listeners of these new residents. We could switch to a music format tailored to their tastes, but a continuing decline in local sales of recorded music suggests limited interest in music. Instead we should change to a news and talk format, a form of radio that is increasingly popular in our area."

为了扭转观众流失的局面，WWAC 的老板们决定必须要摒弃目前的摇滚乐风格。尽管我们广播区域内人口增加，收听人数依然下降。但增加的人口主要是一些退休后移居本地的。我们必须要抓住这些新的听众，我们可以转变音乐风格来迎合



他们，但最近本地音乐销量的持续走低表明他们对音乐没什么兴趣。所以，我们可以变为新闻谈话类的形式来提升我们电台在本地的人气。

1. The arguer falsely assumes that older people do not prefer rock-and-roll but favor all-news programming. (U.A) ★★★
2. Several other factors may also contribute to the decline in the number of listeners. (NCR) ★★★★★
3. The sales of recorded music are not a good indication of whether people prefer rock-and-roll. (U.C) ★★★★★
4. We do not know what types of music recordings actually experienced sales decline in the music stores, thus cannot evaluate if the decline results from decreasing popularity of rock-and-roll. (I.I) ★★★
5. The manager fails to illustrate that people who buy music recordings are basically the same group of people who listen to music on the radio. (are the respondents representative?) ★★★
6. The fact that news stations in neighboring cities have been successful does not indicate that KNOW could also be successful through shifting its programming to a continuous news format. (F.A) ★★★★★
7. The fact that citizens are interested in becoming better informed about politics before the election does not necessarily imply that they will also be interested in continuous news program all the time. (When was the survey conducted?) ★★★★★

38/95/96

The following appeared in a memo from the new vice president of Sartorian, a company that manufactures men's clothing.

"Five years ago, at a time when we had difficulties in obtaining reliable supplies of high quality wool fabric, we discontinued production of our alpaca overcoat. Now that we have a new fabric supplier, we should resume production. This coat should sell very well: since we have not offered an alpaca overcoat for five years and since our major competitor no longer makes an alpaca overcoat, there will be pent-up customer demand. Also, since the price of most types of clothing has increased in each of the past five years, customers should be willing to pay significantly higher prices for alpaca overcoats than they did five years ago, and our company profits will increase."

Write a response in which you discuss what specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument.

五年前，当我们在获取可靠的高质量羊毛毛料的渠道方面存在困难的时候，我们停止了高档羊毛外衣的生产。现在有了新的毛料供应商，我们应该重新开始生产。这种外衣应该会卖的很好：因为我们已经五年没有供应羊毛外衣了，而且由于我们的主要竞争对手已不再生产羊毛外衣，消费者将有很迫切的需求。而且，由于过去五年中多数种类的服装价格每年都在上涨，消费者应该愿意花比五年前高的多的价格购买羊毛外衣，从而我们公司的利润将会上升。

1. 作者的结果基于没有其它客户生产驼羊毛大衣，这是没有根据的，没有说明真正原因
 2. 此外，作者没有提供证据证明用户愿意用更昂贵的钱来购买衣服
 3. 作者没有考虑许多其它因素：比如人们越来越重视动物的保护，因此即便是有钱也不一定会购买驼羊毛的大衣；此外，新的材料供应商购买的价格是多少，如果抬高同样会影响盈利
- 1> 作者的结果基于没有其它客户生产驼羊毛大衣，这是没有根据的，没有说明真正原因，可能正是因为好长时间市场没有这样的衣服了，潮流变了，人们的品位变了，而且被的厂家可能有充足的货源



但是销售情况还是不好，而且他们以前的销售比我们好，更说明我们没有人家实力强，所以更不可能成功

2> 此外，作者没有提供证据证明用户愿意用更昂贵的钱来购买衣服，别的衣服价格上涨，不代表所有，这类的衣服可能没有人关注

3> 作者没有考虑许多其它因素：比如人们越来越重视动物的保护，因此即便是有钱也不一定会购买驼羊毛的大衣；此外，新的材料供应商购买的价格是多少，如果抬高同样会影响盈利

135/137/140

The data from a survey of high school math and science teachers show that in the district of Sanlee many of these teachers reported assigning daily homework, whereas in the district of Marlee, most science and math teachers reported assigning homework no more than two or three days per week. Despite receiving less frequent homework assignments, Marlee students earn better grades overall and are less likely to be required to repeat a year of school than are students in Sanlee. These results call into question the usefulness of frequent homework assignments. Most likely the Marlee students have more time to concentrate on individual assignments than do the Sanlee students who have homework every day. Therefore teachers in our high schools should assign homework no more than twice a week.

Write a response in which you discuss what specific evidence is needed to evaluate the argument

and explain how the evidence would weaken or strengthen the argument. Attr 州的教育部建议高中学生应该每天都被布置家庭作业。然而最近一项对于全州的数学和理化高中教师的调查却对每天布置家庭作业的作用提出了疑问。在 Sanlee 地区，86% 的教师报告说他们每周布置 3—5 次家庭作业，而在 Marlee 地区，只有少于 25% 的教师报告说每周布置 3—5 次作业。而 Marlee 地区的学生综合成绩更好，而且比起 Sanlee 的学生更不容易留级。因此，我们高中的所有教师每周布置作业都不应该超过两次。

1> 前提，留级的少教学效果就好。留级是个极端现象，不能说明教学效果，它与各校的政策有关系。有可能 M 在这方面的标准比较松。

2> 论据有问题：首先两个学校的老师和学生的能力没有考虑进来，如果说这方面的差异很大，教学效果就不是作业多少带来的。

3> 其次，数学和理科两门功课不能代表所有课程。

4> 第三，M 的作业数目不确定，有可能 M 有很多功课是要学生长期完成的。

5> 结论，各校情况都不一样。不超过两次的概念是怎么来的，不一定就好。

71

The following is a letter to the editor of the *Waymarsh Times*.

"Traffic here in Waymarsh is becoming a problem. Although just three years ago a state traffic survey showed that the typical driving commuter took 20 minutes to get to work, the commute now takes closer to 40 minutes, according to the survey just completed. Members of the town council already have suggested more road building to address the problem, but as well as being expensive,



HUST 周浩

the new construction will surely disrupt some of our residential neighborhoods. It would be better to follow the example of the nearby city of Garville. Last year Garville implemented a policy that rewards people who share rides to work, giving them coupons for free gas. Pollution levels in Garville have dropped since the policy was implemented, and people from Garville tell me that commuting times have fallen considerably. There is no reason why a policy like Garville's shouldn't work equally well in Waymarsh."

Write a response in which you discuss what specific evidence is needed to evaluate the argument

and explain how the evidence would weaken or strengthen the argument. W 的交通已经成为一个大问题。尽管 3 年前一个全国的交通调查显示开车上班族需 20 分钟，而最近调查显示现在却要 40 分钟。市议会已经建议修筑更多的公路来解决这一问题，但这需要很多钱，同时工程也给本地百姓带了一些不便。我们应该效仿临近的 G 市，去年 G 市实施一项政策鼓励人们合伙搭车，并给他们免费的加油卷。政策实施后，G 的污染减轻了，一些 G 的人们告诉我在路上的时间明显的快了很多。因此，我们 W 采用相同的政策也一定会达到相同的效果。

1> 我的上班时间变长和交通问题没有关系可能，例如公司搬家了，或者自己搬家了，路程不好走，或者孩子开始上学了，每天要送孩子，而在校门口早上都是聚集了送孩子的家长，所以才会时间长了，和交通没有关系>

2> 即使和交通有关系，不见得一样的政策在我们城市也适用那些合伙上下班搭车的人可能自己本身没有车，而我们城市的大多数人都有自己的车，而且也不会习惯和别人天天挤一辆车。。。。

3> 没有证据表明污染问题和交通问题挂钩，而且汽车尾气不一定是主要的污染源> 例如化工厂，生活污水等等> 而改善污染的问题是针对这些的

零次

5/159/173(O20)

The following appeared in a letter to the editor of the *Balmer Island Gazette*.

"On Balmer Island, where mopeds serve as a popular form of transportation, the population increases to 100,000 during the summer months. To reduce the number of accidents involving mopeds and pedestrians, the town council of Balmer Island should limit the number of mopeds rented by the island's moped rental companies from 50 per day to 25 per day during the summer season. By limiting the number of rentals, the town council will attain the 50 percent annual reduction in moped accidents that was achieved last year on the neighboring island of Seaville, when Seaville's town council enforced similar limits on moped rentals."

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.



b 岛的人口在夏季达到了 100000，而**助力车**则是岛上一种非常普遍的交通方式。为了减少由助力车和行人引发的事故，b 岛市政府应该限制岛上夏季助力车**租赁公司**的租车数量，从原来的每天 50 量减少到 25 量。通过限制出租数量，市政府将会实现助力车事故减少 50% 的目标，就像去年邻近 s 岛市政府在实施了同样的政策后所取得的效果。

1. 作者没有提供足够的证据证明减少出租的数量事故就会减少，人们可能会自己购买自行车
 2. 作者也没有提供任何临近岛屿的情况，可能和 Balmer Island Gazette 完全不同
 3. 作者还忽略了其它因素：比如，考虑其它能够减少事故的因素是否比限制租车数量更好；此外，Torseau 去年事故的减少是否是因为限制出租的结果
- 1> 作者没有提供足够的证据证明减少出租的数量事故就会减少，人们可能会自己购买自行车，而且事故的原因不能全都归咎于人力车和行人
 - 2> 作者也没有提供任何临近岛屿的情况，可能和 Balmer Island Gazette 完全不同
 - 3> 作者还忽略了其它因素：比如，考虑其它能够减少事故的因素是否比限制租车数量更好；此外，Torseau 去年事故的减少是否是因为限制出租的结果



28

The following appeared in the summary of a study on headaches suffered by the residents of Mentia.

"Salicylates are members of the same chemical family as aspirin, a medicine used to treat headaches. Although many foods are naturally rich in salicylates, for the past several decades, food-processing companies have also been adding salicylates to foods as preservatives. This rise in the commercial use of salicylates has been found to correlate with a steady decline in the average number of headaches reported by participants in our twenty-year study. Recently, food-processing companies have found that salicylates can also be used as flavor additives for foods. With this new use for salicylates, we can expect a continued steady decline in the number of headaches suffered by the average citizen of Mentia."

Write a response in which you examine the stated and/or unstated assumptions of the argument. Be sure to explain how the argument depends on these assumptions and what the implications are for the argument if the assumptions prove unwarranted.

水杨酸酯和用来治疗头痛的药物--阿司匹林是同一类化合物。尽管很多食品天然富含水杨酸酯，过去几十年中食品加工公司仍然在食品中加入它来作为防腐剂。这种水杨酸酯在商业上的使用被发现与我们为期 20 年研究的参加者所报告的头痛发病的平均数量下降是相关的。最近，食品加工公司发现水杨酸酯也可以被用作食品香料。根据这种水杨酸酯的新用途，我们可以预期 Mentia 居患头痛症的数量将会持续稳步下降。

1. 作者没有考虑其他可能过去导致头痛的原因，不一定是缺少 Salicylates
 2. 作者也错误的认为头痛减少是因为事务处理公司把 Salicylates 用作防腐剂的缘故，可能有别的因素
 3. 其他因素：调查的具体信息，对象；Salicylates 又没有危害
- 1> 作者没有考虑其他可能过去导致头痛的原因，不一定是缺少 Salicylates



2> 作者也错误的认为头痛减少是因为事务处理公司把 Salicylates 用作防腐剂的缘故，可能有别的因素

3> 其他因素：调查的具体信息，对象；Salicylates 又没有危害

29

The following appeared in an editorial in a local newspaper.

"Commuters complain that increased rush-hour traffic on Blue Highway between the suburbs and the city center has doubled their commuting time. The favored proposal of the motorists' lobby is to widen the highway, adding an additional lane of traffic. Opponents note that last year's addition of a lane to the nearby Green Highway was followed by a worsening of traffic jams on it. Their suggested alternative proposal is adding a bicycle lane to Blue Highway. Many area residents are keen bicyclists. A bicycle lane would encourage them to use bicycles to commute, it is argued, thereby reducing rush-hour traffic."

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation and the argument on which it is based are reasonable. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

乘客抱怨在郊区与市中心的 B 高速公路的更长交通高峰期使他们在路上的时间多花了一倍。一个驾驶协会的不错建议是拓宽高速公路，修建一条附加机动车道。但反对者却说去年临近的 G 高速采用了相同的方法后交通状况更加恶化。他们建议一种更好的建议是在 B 高速上修一条自行车道。很多的当地人都是自行车爱好者。一条新的自行车道将会激励他们骑自行车外出，这样的方式会减少高峰时间的交通流量。

逻辑关系：

乘客抱怨 SV-BC 的 BH 路堵车 要求修建 additional traffic lane

新修的 GH 吸引更多车，也堵

SV 很多人爱骑车

应该修自行车道

1. 作者没有提供足够的证据说明新秀的 lane 吸引了更多的 commuters。可能 rush hour 减少了

2. 没有提供调查的详细信息，可能只有一部分喜欢运动的人参加了，而其实没有那么多

3. 其他因素：没有考虑其他可能的方法减少交通拥挤；出台新的政策，法规，限制汽车的使用

1> 错误的比较，两个城市情况不同，车流量，高峰时段，长度，

2> 调查的问题>

3> 自行车爱好者不代表他们愿意骑车上班，时间晚，污染，长度长，疲劳

4> 交通拥挤的原因不是道路，政府政策，人们生活规律，或者考虑其他的减少交通问题的方法

85

In a study of the reading habits of Waymarsh citizens conducted by the University of Waymarsh, most respondents said that they preferred literary classics as reading material. However, a second study conducted by the same researchers found that the type of book most frequently checked out



of each of the public libraries in Waymarsh was the mystery novel. Therefore, it can be concluded that the respondents in the first study had misrepresented their reading habits.

Write a response in which you discuss what specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument. 在一次由 W 大学所举行的关于 W 居阅读习惯的调查中，多数被访者说他们倾向于阅读古典文学。然而，由相同的研究人员随后进行的调查发现 W 所有公共图书馆中最经常被借阅的书是神秘小说。因此，我们可以得出结论，第一次调查的被访者错误地表达了他们的阅读习惯

- 1> 古典文学里有很多都是神话小说。奥德赛，希望神话都是古典小说。
- 2> 公共图书馆不是唯一的书源。可以买，可以去私人图书馆。有可能是因为公共图书馆里古典小说藏量不丰富，或是神话小说过多而造成的。人们只是顺便借来看看。
- 3> 第二次研究时间多长，有可能只是暂时现象。比如流行。

