

## Analysis of an Issue Questions for the GMAT® Exam

"In some countries, television and radio programs are carefully censored for offensive language and behavior. In other countries, there is little or no censorship."

In your view, to what extent should government or any other group be able to censor television or radio programs? Explain, giving relevant reasons and/or examples to support your position.

"It is unrealistic to expect individual nations to make, independently, the sacrifices necessary to conserve energy. International leadership and worldwide cooperation are essential if we expect to protect the world's energy resources for future generations."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Corporations and other businesses should try to eliminate the many ranks and salary grades that classify employees according to their experience and expertise. A 'flat' organizational structure is more likely to encourage collegiality and cooperation among employees."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Of all the manifestations\* of power, restraint in the use of that power impresses people most."

\*manifestations: apparent signs or indicators

Explain what you think this quotation means and discuss the extent to which you agree or disagree with it. Develop your position with reasons and/or specific examples drawn from history, current events, or your own experience, observations, or reading.

"All groups and organizations should function as teams in which everyone makes decisions and shares responsibilities and duties. Giving one person central authority and responsibility for a project or task is not an effective way to get work done."

To what extent do you agree or disagree with the opinion expressed above? Support your views with reasons and/or specific examples drawn from your own work or school experiences, your observations, or your reading.

"There is only one definition of success—to be able to spend your life in your own way."

To what extent do you agree or disagree with this definition of success? Support your position by using reasons and examples from your reading, your own experience, or your observation of others.

## Analysis of an Issue Questions for the GMAT® Exam

"The best way to give advice to other people is to find out what they want and then advise them how to attain it."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"For hundreds of years, the monetary system of most countries has been based on the exchange of metal coins and printed pieces of paper. However, because of recent developments in technology, the international community should consider replacing the entire system of coins and paper with a system of electronic accounts of credits and debits."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

The primary responsibility of citizens is to obey their nation's civil and criminal laws.

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Employees should keep their private lives and personal activities as separate as possible from the workplace."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"In any enterprise, the process of making or doing something is ultimately more important than the final product."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"When someone achieves greatness in any field—such as the arts, science, politics, or business—that person's achievements are more important than any of his or her personal faults."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Education has become the main provider of individual opportunity in our society. Just as property and money once were the keys to success, education has now become the element that most ensures success in life."

In your opinion, how accurate is the view expressed above? Explain, using reasons and examples based on your own experience, observations, or reading.

## Analysis of an Issue Questions for the GMAT® Exam

"Responsibility for preserving the natural environment ultimately belongs to each individual person, not to government."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Organizations should be structured in a clear hierarchy in which the people at each level, from top to bottom, are held accountable for completing a particular component of the work. Any other organizational structure goes against human nature and will ultimately prove fruitless."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"Nations should cooperate to develop regulations that limit children's access to adult material on the Internet."\*

\*The Internet is a worldwide computer network.

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Public buildings reveal much about the attitudes and values of the society that builds them. Today's new schools, courthouses, airports, and libraries, for example, reflect the attitudes and values of today's society."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Some people believe that the best approach to effective time management is to make detailed daily and long-term plans and then to adhere to them. However, this highly structured approach to work is counterproductive. Time management needs to be flexible so that employees can respond to unexpected problems as they arise."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"If the primary duty and concern of a corporation is to make money, then conflict is inevitable when the corporation must also acknowledge a duty to serve society."

From your perspective, how accurate is the above statement? Support your position with reasons and/or examples from your own experience, observations, or reading.

## Analysis of an Issue Questions for the GMAT® Exam

"Some employers who recruit recent college graduates for entry-level jobs evaluate applicants only on their performance in business courses such as accounting, marketing, and economics. However, other employers also expect applicants to have a broad background in such courses as history, literature, and philosophy."

Do you think that, in the application process, employers should emphasize one type of background—either specialization in business courses or a more varied academic preparation—over the other? Why or why not? Develop your position by using reasons and/or examples from your own experience, observations, or reading.

"In this age of automation, many people complain that humans are becoming subservient to machines. But, in fact, machines are continually improving our lives."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"Job security and salary should be based on employee performance, not on years of service. Rewarding employees primarily for years of service discourages people from maintaining consistently high levels of productivity."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Clearly, government has a responsibility to support the arts. However, if that support is going to produce anything of value, government must place no restrictions on the art that is produced."

To what extent do you agree or disagree with the opinion expressed above? Develop your position by giving specific reasons and/or examples from your own experience, observations, or reading.

"Schools should be responsible only for teaching academic skills and not for teaching ethical and social values."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"A powerful business leader has far more opportunity to influence the course of a community or a nation than does any government official."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"The best strategy for managing a business, or any enterprise, is to find the most capable people and give them as much authority as possible."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

## Analysis of an Issue Questions for the GMAT® Exam

"Location has traditionally been one of the most important determinants of a business's success. The importance of location is not likely to change, no matter how advanced the development of computer communications and others kinds of technology becomes."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"A company's long-term success is primarily dependent on the job satisfaction and the job security felt by the company's employees."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Because businesses use high-quality advertising to sell low-quality products, schools should give students extensive training in how to make informed decisions before making purchases."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"Too many people think only about getting results. The key to success, however, is to focus on the specific task at hand and not to worry about results."

What do you think this piece of advice means, and do you think that it is, on the whole, worth following? Support your views with reasons and/or examples drawn from your own experience, observations, or reading.

"Companies benefit when they discourage employees from working extra hours or taking work home. When employees spend their leisure time without 'producing' something for the job, they will be more focused and effective when they return to work."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"Financial gain should be the most important factor in choosing a career."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"You can tell the ideas of a nation by its advertisements."

Explain what you think this quotation means and discuss the extent to which you agree or disagree with it. Develop your position with reasons and/or specific examples drawn from history, current events, or your own experience, observations, or reading.

## Analysis of an Issue Questions for the GMAT® Exam

“People are likely to accept as a leader only someone who has demonstrated an ability to perform the same tasks that he or she expects others to perform.”

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

“All citizens should be required to perform a specified amount of public service. Such service would benefit not only the country as a whole but also the individual participants.”

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

“Business relations are infected through and through with the disease of short-sighted motives. We are so concerned with immediate results and short-term goals that we fail to look beyond them.”

Assuming that the term “business relations” can refer to the decisions and actions of any organization—for instance, a small family business, a community association, or a large international corporation—explain the extent to which you think that this criticism is valid. In your discussion of the issue, use reasons and/or examples from your own experience, your observation of others, or your reading.

“Businesses and other organizations have overemphasized the importance of working as a team. Clearly, in any human group, it is the strong individual, the person with the most commitment and energy, who gets things done.”

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

“Since science and technology are becoming more and more essential to modern society, schools should devote more time to teaching science and technology and less to teaching the arts and humanities.”

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

“Courtesy is rapidly disappearing from everyday interactions, and as a result, we are all the poorer for it.”

From your perspective, is this an accurate observation? Why or why not? Explain, using reasons and/or examples from your own experience, observations, or reading.

“It is difficult for people to achieve professional success without sacrificing important aspects of a fulfilling personal life.”

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

## Analysis of an Issue Questions for the GMAT® Exam

“With the increasing emphasis on a global economy and international cooperation, people need to understand that their role as citizens of the world is more important than their role as citizens of a particular country.”

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

“The best way to preserve the natural environment is to impose penalties—whether fines, imprisonment, or other punishments—on those who are most responsible for polluting or otherwise damaging it.”

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

“Scientists are continually redefining the standards for what is beneficial or harmful to the environment. Since these standards keep shifting, companies should resist changing their products and processes in response to each new recommendation until those recommendations become government regulations.”

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

Although most people wish to live long lives, attempting to significantly extend the average human life span would be a mistake. If achieved, this would place an enormous burden on resources, lowering the quality of life for everyone.

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

“The most important reason for studying history is not that knowledge of history can make us better people or a better society but that it can provide clues to solving the societal problems that we face today.”

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

“All companies should invest heavily in advertising because high-quality advertising can sell almost any product or service.”

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

“The most effective way for a businessperson to maximize profits over a long period of time is to follow the highest standards of ethics.”

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

## Analysis of an Issue Questions for the GMAT® Exam

"Businesses are as likely as are governments to establish large bureaucracies, but bureaucracy is far more damaging to a business than it is to a government."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"The primary responsibility for preventing environmental damage belongs to government, not to individuals or private industry."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"In matching job candidates with job openings, managers must consider not only such variables as previous work experience and educational background but also personality traits and work habits, which are more difficult to judge."

What do you consider essential in an employee or colleague? Explain, using reasons and/or examples from your work or work-like experiences, or from your observations of others.

"Ask most older people to identify the key to success, and they are likely to reply 'hard work.' Yet, I would tell people starting off in a career that work in itself is not the key. In fact, you have to approach work cautiously—too much or too little can be self-defeating."

To what extent do you agree or disagree with this view of work? Develop your position by using reasons and/or examples from your reading, experience, or observations.

"How far should a supervisor go in criticizing the performance of a subordinate? Some highly successful managers have been known to rely on verbal abuse and intimidation. Do you think that this is an effective means of communicating expectations? If not, what alternative should a manager use in dealing with someone whose work is less than satisfactory?"

Explain your views on this issue. Be sure to support your position with reasons and/or examples from your own experience, observations, or reading.

"The presence of a competitor is always beneficial to a company. Competition forces a company to change itself in ways that improve its practices."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Successful individuals typically set their next goal somewhat—but not too much—above their last achievement. In this way, they steadily raise their level of aspiration."

In your opinion, how accurate is this statement? Explain, using specific reasons and examples from your reading, your own experience, or your observation of others.



## Analysis of an Issue Questions for the GMAT® Exam

"The term 'user friendly' is usually applied to the trouble-free way that computer software moves people from screen to screen, function to function. However, the term can also refer to a government office, a library, public transportation, or anything designed to provide information or services in an easy, friendly way. Just as all societies have many striking examples of user-friendly services, so do they abound in examples of user-unfriendly systems."

Identify a system or service that you have found to be either "user-friendly" or "user-unfriendly." Discuss, from the user's perspective, in what way the system either is or is not easy to use and explain the consequences or effect of such a system.

"Popular entertainment is overly influenced by commercial interests. Superficiality, obscenity, and violence characterize films and television today because those qualities are commercially successful."

Discuss the extent to which you agree or disagree with this opinion. To support your position, use reasons and/or examples from your reading, your observations, or your experiences as a consumer of popular entertainment.

"Never tell people how to do things. Tell them what to do, and they will surprise you with their ingenuity."

To what extent do you agree or disagree with the opinion expressed above?

Explain your point of view by giving reasons and/or examples from your own experience, observations, or reading.

"The secret of business is to know something that nobody else knows."

Explain what you think the above quotation means and discuss the extent to which you agree or disagree with it. Support your position with relevant reasons and/or examples from your own experience, observations, or reading.

"Everywhere, it seems, there are clear and positive signs that people are becoming more respectful of one another's differences."

In your opinion, how accurate is the view expressed above? Use reasons and/or examples from your own experience, observations, or reading to develop your position.

"What is the final objective of business? It is to make the obtaining of a living—the obtaining of food, clothing, shelter, and a minimum of luxuries—so mechanical and so little time-consuming that people shall have time for other things."  
— A business leader, circa 1930

Explain what you think the quotation above means and discuss the extent to which you agree or disagree with the view of business it expresses. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Juvenile crime is a serious social problem, and businesses must become more involved in helping to prevent it."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

## Analysis of an Issue Questions for the GMAT® Exam

"Employers should have no right to obtain information about their employees' health or other aspects of their personal lives without the employees' permission."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Even at its best, a government is a tremendous burden to business, though a necessary one."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"What education fails to teach us is to see the human community as one. Rather than focus on the unique differences that separate one nation from another, education should focus on the similarities among all people and places on Earth."

What do you think of the view of education expressed above? Explain, using reasons and/or specific examples from your own experience, observations, or reading.

"As government bureaucracy increases, citizens become more and more separated from their government."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

Lying should be avoided primarily because it harms people's ability to live together in society.

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"The goal of business should not be to make as big a profit as possible. Instead, business should also concern itself with the well-being of the public."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"The rise of multinational corporations is leading to global homogeneity.\* Because people everywhere are beginning to want the same products and services, regional differences are rapidly disappearing."

\* homogeneity: sameness, similarity

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

## Analysis of an Issue Questions for the GMAT® Exam

"Manufacturers are responsible for ensuring that their products are safe. If a product injures someone, for whatever reason, the manufacturer should be held legally and financially accountable for the injury."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"Work greatly influences people's personal lives—their special interests, their leisure activities, even their appearance away from the workplace."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"Since the physical work environment affects employee productivity and morale, the employees themselves should have the right to decide how their workplace is designed."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"The most important quality in an employee is not specific knowledge or technical competence. Instead, it is the ability to work well with other employees."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"So long as no laws are broken, there is nothing unethical about doing whatever you need to do to promote existing products or to create new products."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"Commercialism has become too widespread. It has even crept into schools and places of worship. Every nation should place limits on what kinds of products, if any, can be sold at certain events or places."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"Companies should not try to improve employees' performance by giving incentives—for example, awards or gifts. These incentives encourage negative kinds of behavior instead of encouraging a genuine interest in doing the work well."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

## Analysis of an Issue Questions for the GMAT® Exam

“People often give the following advice: “Be yourself. Follow your instincts and behave in a way that feels natural.”

Do you think that, in general, this is good advice? Why or why not? Develop your point of view by giving reasons and/or examples from your own experience, observations, or reading.

“The people we remember best are the ones who broke the rules.”

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

“There are essentially two forces that motivate people: self-interest and fear.”

Discuss the extent to which you agree or disagree with the opinion stated above. Support your position with reasons and/or examples from your own experience, observations, or reading.

“For a leader there is nothing more difficult, and therefore more important, than to be able to make decisions.”

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

“Although ‘genius’ is difficult to define, one of the qualities of genius is the ability to transcend traditional modes of thought and create new ones.”

Explain what you think the above statement means and discuss the extent to which you agree or disagree with this definition of genius. In your discussion, be sure to include at least one example of someone who, in your opinion, exemplifies genius or a particular characteristic of genius.

Each generation’s cultural achievements—such as those in music, art, or literature—represent improvements on the cultural achievements of previous generations.

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

“Most people would agree that buildings represent a valuable record of any society’s past, but controversy arises when old buildings stand on ground that modern planners feel could be better used for modern purposes.”

In your opinion, which is more important—preserving historic buildings or encouraging modern development? Explain your position, using reasons and examples based on your own experiences, observations, or reading.

## Analysis of an Issue Questions for the GMAT® Exam

"The ability to deal with people is as purchasable a commodity as sugar or coffee, and it is worth more than any other commodity under the sun."

Explain what you think the above quotation means and discuss the extent to which you agree or disagree with it.

Support your position with relevant reasons and/or examples from your own experience, observations, or reading.

"As individuals, people save too little and borrow too much."

From your perspective, how accurate is the view expressed above? In your discussion, be sure to consider the conditions under which it is appropriate to save money and the conditions under which it is appropriate to borrow.

Develop your position using reasons and/or examples from your own experience, observations, or reading.

"No one can possibly achieve any real and lasting success or 'get rich' in business by conforming to conventional practices or ways of thinking."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Business and government must do more, much more, to meet the needs and goals of women in the workplace."

What do you think of the opinion expressed above? In your discussion, be sure to use reasons and/or examples from your own experience, observations, or reading.

"We shape our buildings and afterward our buildings shape us."

Explain what you think this statement means and discuss the extent to which you do or do not agree with it. Support your views with reasons and/or specific examples from your experience, observations, or reading.

"A business should not be held responsible for providing customers with complete information about its products or services; customers should have the responsibility of gathering information about the products or services they may want to buy."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Advertising is the most influential and therefore the most important artistic achievement of the twentieth century."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

## Analysis of an Issue Questions for the GMAT® Exam

"Whether promoting a product, an event, or a person, an advertising campaign is most effective when it appeals to emotion rather than to reason."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"As technologies and the demand for certain services change, many workers will lose their jobs. The responsibility for those people to adjust to such change should belong to the individual worker, not to government or to business."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your position with specific reasons and/or examples drawn from your reading, your observations, or your own experience.

"Each generation must accept blame not only for the hateful words and actions of some of its members but also for the failure of other members to speak out against those words and actions."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"The study of history is largely a waste of time because it prevents us from focusing on the challenges of the present."

Discuss the extent to which you agree or disagree with the opinion expressed above. Support your point of view with reasons and/or examples from your own experience, observations, or reading.

"People often complain that products are not made to last. They feel that making products that wear out fairly quickly wastes both natural and human resources. What they fail to see, however, is that such manufacturing practices keep costs down for the consumer and stimulate demand."

Which do you find more compelling: the complaint about products that do not last or the response to it? Explain your position using relevant reasons and/or examples drawn from your own experience, observations, or reading.

"Government should establish regulations to reduce or eliminate any suspected health hazards in the environment, even when the scientific studies of these health hazards are incomplete or contradictory."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Employees should show loyalty to their company by fully supporting the company's managers and policies, even when the employees believe that the managers and policies are misguided."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

## Analysis of an Issue Questions for the GMAT® Exam

"To be successful, companies should trust their workers and give them as much freedom as possible. Any company that tries to control employees' behavior through a strict system of rewards and punishments will soon find that such controls have a negative effect on employee morale and, consequently, on the company's success."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"If parents want to prepare their children to succeed in life, teaching the children self-discipline is more important than teaching them self-esteem."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

Public figures should avoid expressing opinions about things that they have not personally experienced or been directly affected by.

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Companies are never justified in employing young children, even if the child's family would benefit from the income."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"In order to understand a society, we must examine the contents of its museums and the subjects of its memorials. What a society chooses to preserve, display, and commemorate is the truest indicator of what the society values."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"In business, more than in any other social arena, men and women have learned how to share power effectively."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"In order to accommodate the increasing number of undergraduate students, colleges and universities should offer most courses through distance learning, such as videotaped instruction that can be accessed through the Internet or cable television. Requiring students to appear at a designated time and place is no longer an effective or efficient way of teaching most undergraduate courses."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

## Analysis of an Issue Questions for the GMAT® Exam

"If a nation is to ensure its own economic success, it must maintain a highly competitive educational system in which students compete among themselves and against students from other countries."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"In order to force companies to improve policies and practices considered unethical or harmful, society should rely primarily on consumer action—such as refusal to buy product—rather than legislative action."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"The automobile has caused more problems than it has solved. Most societies would probably be much better off if the automobile had never been invented."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"An advanced degree may help someone get a particular job. Once a person begins working, however, the advanced degree and the formal education it represents are rarely relevant to success on the job."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Most people today place too much emphasis on satisfying their immediate desires. The overall quality of life would be greatly improved if we all focused instead on meeting our long-term needs."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"The value of any nation should be measured more by its scientific and artistic achievements than by its business successes."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"All archaeological treasures should remain in the country in which they were originally discovered. These works should not be exported, even if museums in other parts of the world are better able to preserve and display them."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.



## Analysis of an Issue Questions for the GMAT® Exam

"The most effective way for managers to assign work is to divide complex tasks into their simpler component parts. This way, each worker completes a small portion of the task but contributes to the whole."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"People are overwhelmed by the increasing amount of information available on the computer. Therefore, the immediate goal of the information technology industry should be to help people learn how to obtain the information they need efficiently and wisely."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

The increasing popularity of video games and the Internet suggests that consumers now want a more interactive entertainment experience than books, movies, and television can provide.

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Employees should not have full access to their own personnel files. If, for example, employees were allowed to see certain confidential materials, the people supplying that information would not be likely to express their opinions candidly."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"All personnel evaluations at a company should be multidirectional—that is, people at every level of the organization should review not only those working 'under' them but also those working 'over' them."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"The most effective business leaders are those who maintain the highest ethical standards."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Because of recent advancements in business and technology, the overall quality of life in most societies has never been better than at the present time."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

## Analysis of an Issue Questions for the GMAT® Exam

Only by traveling outside the country of one's birth can one understand the world and its people.

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"In most fields—including education, politics, and business—the prevailing philosophy never stays in place very long. This pattern of constantly shifting from one theoretical position to another is an inevitable reflection of human nature: people soon tire of the status quo."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"It is essential that the nations of the world increase spending on the building of space stations and on the exploration of other planets, even if that means spending less on other government programs."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Technology ultimately separates and alienates people more than it serves to bring them together."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"All employees should help decide how the profits of their company or business should be used."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"A government should provide funding for the arts, but only for those artistic works that reflect the values and attitudes of the majority of the population."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"The well-being of a society depends more on the success of small businesses than on the success of a few large, high-profile corporations."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

## Analysis of an Issue Questions for the GMAT® Exam

"People's loyalty to political parties and political leaders significantly hinders their ability to form their own opinions about an issue."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"It makes no sense for people with strong technological skills to go to college if they know that they can earn a good salary without a college degree."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

Because it is in the best interest of a society to promote integrity and moral behavior, governments should censor television and radio programs for offensive language and behavior.

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Companies should not allow the trend toward informality in dress and conduct at the workplace to continue; formality in dress and behavior helps create a more disciplined and productive work environment."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Whether people accept or reject an idea depends more on the way it is presented to them than on the merits of the idea itself."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Schools should not teach specialized information and techniques, which might soon become outdated. Instead, schools should encourage a more general approach to learning."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"The current trend of moving frequently from company to company has negative consequences: it causes instability in the workplace and, as a result, instability in society. Therefore, companies should require employees to make a long-term commitment to the organization."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

## Analysis of an Issue Questions for the GMAT® Exam

"The most effective leaders are those who can solve complex problems by finding simple, immediate solutions."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Formal education should not come to an end when people graduate from college. Instead, people should frequently enroll in courses throughout their lives."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

Despite the violence and stereotypes present in many popular forms of entertainment created for children (such as books, movies, and video games), we should still allow children to experience this kind of entertainment.

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Laws pertaining to relatively minor crimes must be vigorously enforced if a society hopes to stop more serious crimes."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"In general, a company's most valuable employees are those who are concerned more with efficiency than with quality."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Instead of relying on the advice of outside experts, organizations should place greater value on the advice that can come only from their own highly experienced employees."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"When judging the qualifications of potential employees, business employers should rely solely on objective information, such as a candidate's résumé and education. Personal interviews are much too subjective and are therefore not a valid basis on which to judge a person's qualifications for a job."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

## Analysis of an Issue Questions for the GMAT® Exam

"We can learn more about a society by observing how its people spend their leisure time than by observing them at work."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Governments should not be responsible for regulating businesses and other organizations. Instead, society would benefit if the organizations themselves assumed most of the responsibility for establishing and enforcing their own standards and regulations."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"In any business or other organization, it is better to have managers with strong leadership skills than managers with expertise and work experience in a particular field."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Employees should not be asked to provide formal evaluations of their supervisor because they have little basis for judging or even understanding their supervisor's performance."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"Although many people object to advertisements and solicitations that intrude into their lives through such means as the telephone, the Internet, and television, companies and organizations must have the right to contact potential customers and donors whenever and however they wish."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"In business courses, professors should teach only factual information and skills, not ethics."

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

"In some companies, employees are allowed to express their feelings and opinions about the company by sending electronic messages to everyone in the company. In other companies, this type of communication is strictly prohibited."

What restrictions, if any, do you think companies should place on employees' electronic communications? Support your views with reasons and/or examples from your own experience, observations, or reading.

## Analysis of an Issue Questions for the GMAT® Exam

“Some people claim that in order to protect national parks and historical sites, public access to them should be greatly restricted. Others argue that there should be few restrictions, if any, because such places were intended for everyone to use.”

Explain your position on this issue. Support your views with reasons and/or examples from your own experience, observations, or reading.

Portrayals of violence have proven commercially successful in television programs, movies, songs, and other forms of popular entertainment. Therefore, those who create popular entertainment should continue to incorporate violence into their products.

Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading.

“Some people claim that the growth of mass media has stifled intellectual curiosity. Others, however, argue that the availability of so much information and entertainment has encouraged individuals to expand their intellect and creativity.”

Explain your position on this issue. Support your views with reasons and/or examples from your own experience, observations, or reading.

“Some experts maintain that students learn best in a highly structured environment, one that emphasizes discipline, punctuality, and routine. Others insist that educators, if they are to help students maximize their potential, ought to maintain an atmosphere of relative freedom and spontaneity.”

Explain your position on the issue of structure versus freedom in an ideal learning environment. Support your views with reasons and/or examples from your own experience, observations, or reading.