

考满分 GRE 作文系列 ( 5 )

Argument 参考答案  
( 2015-10-28 版 )

# 写在前面的话

## 关于 GRE 写作

新 GRE 写作题库，在约 1 个多月前更新之后，目前 Issue 共 152 篇，Argument 共 177 篇。最好的备考方式，理应是对每道题进行思考、提纲，再精选 20-30 道题进行全文练习。写作部分完整的备考时间以 1-1.5 个月为宜。

遗憾的是，大多数同学留给写作的时间非常短。导致准备不充分，也导致了大多数同学分数不高。所以我整理了这份《Argument 参考答案》，希望能多少给大家点帮助。

## 需要说明的内容

1、本文档里的所有参考答案，都是我自己写的。不是标准答案。你觉得有参考价值，再好不过；你觉得还有更好的见解，欢迎告知。

2、文档里的参考答案比较简洁。但是我相信凡是听过我讲课的同学一定都能理解以及运用。如果你不幸看不懂，抱歉，建议你来上我的课吧。

因为这不是出版物，我多少得考虑到保护自我利益，所以不可能每道题都充分讲解。除非以后我出书。也请大家理解。

3、目前“考满分 GRE 作文系列”共有 5 份文档，QQ 群里都有。其他 4 份为：

《考满分 GRE 作文系列（1）- Issue 题库及翻译》

《考满分 GRE 作文系列（2）- Argument 题库》

《考满分 GRE 作文系列（3）- 最新高频题》

《考满分 GRE 作文系列（4）- 新 G 题库版〈北美范文〉》

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最后，依然祝各位有幸看到这份文档的同学，梦想成真，生活幸福：)

## 参考答案

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1. 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 所独有的。然而最近，考古学家在一个与 Palea 隔着一道叫做 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 Palea 篮子并不是那里 Palea 所独有的。

参考答案：

- 1、偷换概念：没有发现船不代表过去不存在；
- 2、没有船，不代表不能过河；
- 3、不能过河，不代表 L 无法通过其它途径获得 P 篮子。

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2. The following appeared as part of a letter to the editor of a scientific journal.

"A recent study of eighteen rhesus monkeys provides clues as to the effects of birth order on an individual's levels of stimulation. The study showed that in stimulating situations (such as an encounter with an unfamiliar monkey), firstborn infant monkeys produce up to twice as much of the hormone cortisol, which primes the body for increased activity levels, as do their younger siblings. Firstborn humans also produce relatively high levels of cortisol in stimulating situations (such as the return of a parent after an absence). The study also found that during pregnancy, first-time mother monkeys had higher levels of cortisol than did those who had had several offspring."

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.

最近一项对 18 只恒河猴的调查揭示了出生顺序对于个体刺激水平的影响。调查显示在受到刺激的环境下（例如遇到一个不熟悉的猴子），头胎小猴的皮质醇分泌会翻倍，这样增加了它及其兄弟姐妹的身体灵活度。人类的头胎孩子在遇到刺激（例如父母外出回家）时也会分泌出相对高浓度的皮质醇。研究同时还发现在怀孕期间，第一

次为人母的猴子的皮质醇要比生过几次孩子后的猴子水平高很多。

参考答案：

- 1、调查问题：18 只猴子；
- 2、错误类比：猴子 = 人类；
- 3、因果关系：第一次怀孕的母猴皮质醇高 导致 头胎小猴的皮质醇高；

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3. The following appeared as a letter to the editor from a Central Plaza store owner.

"Over the past two years, the number of shoppers in Central Plaza has been steadily decreasing while the popularity of skateboarding has increased dramatically. Many Central Plaza store owners believe that the decrease in their business is due to the number of skateboard users in the plaza. There has also been a dramatic increase in the amount of litter and vandalism throughout the plaza. Thus, we recommend that the city prohibit skateboarding in Central Plaza. If skateboarding is prohibited here, we predict that business in Central Plaza will return to its previously high levels."

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.

在过去的两年里，到中央广场购物的人明显减少，而玩滑板的人增多了。许多中央广场的商店主认为导致生意下滑的原因可以归因于玩滑板的人的人数。同时，中央广场废弃物和损毁公物的行为增加了。因此，我们建议禁止在中央广场玩滑板。如果玩滑板在中央广场受到禁止，那么中央广场的商业就能恢复到原来的水平。

参考答案：

1. 因果关系：玩滑板的人增多 导致 生意下降；
2. 因果关系：玩滑板的人增多 导致 废弃物和毁坏公物的行为增加；
3. 时间外推：即便前 2 个因果关系存在，也是“2 年前”，过去与现在不一样；
4. 条件错误：要恢复商业，也需要其他条件。

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4. 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。

参考答案：

- 1、偷换概念：人多不代表优秀；
- 2、偷换概念：收入高不代表优秀
- 3、时间外推：去年不代表过去、以后；
- 4、平均值问题：平均房价高不代表每一处都高；
- 5、关于卖房速度：
  - A. 房产没有可比性，
  - B. 时间没有可比性，
- 6、条件错误：即便 A 优秀，要卖得更快更好，也不一定要靠 A。

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5. 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，摩托车是 B 岛上一种非常普遍的交通方式。为了减少由摩托车和行人引发的事故，B 岛市政府应该限制岛上夏季摩托车租赁公司的租车数量，从原来的每天 50 辆减少到 25 辆。通过限制摩托车出租的数量，市政府将会实现摩托车事故减少 50% 的目标，就像去年邻近 S 岛市政府在实施了相似的政策后所取得的效果一样。

参考答案：

1、因果关系：人口多、车多 = 事故多

重点：作者认为“车多”导致了“事故多”

2、关于 S 岛

调查错误：50%

时间外推：去年的成功不代表未来也能成功

错误类比：即便是因为数量限制，但是 B 岛、S 岛不同

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6. Arctic deer live on islands in Canada's arctic regions. They search for food by moving over ice from island to island during the course of the year. Their habitat is limited to areas warm enough to sustain the plants on which they feed and cold enough, at least some of the year, for the ice to cover the sea separating the islands, allowing the deer to travel over it. Unfortunately, according to reports from local hunters, the deer populations are declining. Since these reports coincide with recent global warming trends that have caused the sea ice to melt, we can conclude that the purported decline in deer populations is the result of the deer's being unable to follow their age-old migration patterns across the frozen sea.

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.

北极鹿生活在加拿大极地区域的岛屿上。它们全年都通过冰块在岛屿间移动来寻找食物。它们的栖居地局限在那些“温暖得足以维持它们所需植物生长；同时至少在一年的某些时候，冷到足以让岛屿间的海面结冰以使它们能够在岛屿间行走”的地方。然而，根据当地猎人的报告，北极鹿的数量正在下降。由于这一报告正好与最近导致海洋冰面融化的全球变暖趋势同时发生，我们可以得出结论：北极鹿数量的下降是因为它们无法按原有迁移习惯穿越结冰海面的结果。

参考答案：

- 1、数据模糊：鹿的数量下降、猎人报告；
- 2、即便数量少，也不一定是不能吃草；
- 3、即便是不能吃草，也不一定是不能迁徙导致的；
- 4、即便是不能迁徙，也不一定是冰融化导致的；

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7. 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 书店在店内开设一个咖啡厅。M 书店在目前的店址上已经经营了 20 多年，依靠其广泛的图书种类而拥有庞大的客户群体。很明显，新开设的咖啡厅会吸引更多的客户。咖啡厅的空间可以通过取消儿童书籍柜台来获得，因为最近一次全国调查显示 10 岁以下儿童在人口中所占的比率显著下降，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 R 书店展开竞争，R 最近刚开设了咖啡厅。

参考答案：

- 1、条件错误：M 开咖啡厅不一定能吸引更多客户；
- 2、错误类比：M、R 有区别；
- 3、整体推个体：全国不代表当地，
- 4、数据问题：比例下降不代表绝对数下降，
- 5、绝对数下降不代表对生意有影响。

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8. 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，B 学院应该建造一幢新的宿舍。B 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，学生将会发现负担校外住宿的费用变得越来越难。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 B 学院。

参考答案：

- 1、时间外推：人数增加的趋势会变；
- 2、平均值错误：平均租金；
- 3、时间外推：近几年上涨；
- 4、条件问题：新宿舍使招生增加。

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9. 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 NW 连锁商店在那些居民对健康生活高度关注的地区是盈利最多的，并且很明显，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最高点。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，Plainsville 的在校学生代表了新一代的潜在客户群：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。

参考答案：

1. 数据模糊：服装销售到底有多高？
2. 偷换概念：销售高不等于人们关注健康。
3. 数据模糊：会员多，是多多少？
4. 样本质量：减肥、有氧不能代表全部。
5. 偷换概念：俱乐部人多不等于人们关注健康。
6. 偷换概念：儿童被要求参加项目不代表是潜在客户群。
7. 利润问题

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10. Twenty years ago, Dr. Field, a noted anthropologist, visited the island of Tertia. Using an observation-centered approach to studying Tertian culture, he concluded from his observations that children in Tertia were reared by an entire village rather than by their own biological parents. Recently another anthropologist, Dr. Karp, visited the group of islands that includes Tertia and used the interview-centered method to study child-rearing practices. In the interviews that Dr. Karp conducted with children living in this group of islands, the children spent much more time talking about their biological parents than about other adults in the village. Dr. Karp decided that Dr. Field's conclusion about Tertian village culture must be invalid. Some anthropologists recommend that to obtain accurate information on Tertian child-rearing practices, future research on the subject should be conducted via the interview-centered method.

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.

20 年前，人类学家 F 博士访问了 T 岛，用以观察为主的方法来研究 T 岛的文化，并从他的观察中得出结论：T 岛的孩子是由整个村子抚养长大而不是他们的亲生父母。然而，另一位人类学家 K 最近对生活在 T 岛以及周边一些岛屿的儿童进行采访调查，他们在谈话中谈到他们的双亲的时间远远多于谈到村庄里其他成年人。K 博士的这次研究证明 F 博士关于 T 岛乡村文化的结论是错的。一些人类学家建议要想以进一步获取准确的 T 岛的儿童成长规律，在未来的研究中，应该以采访的方法为主。

参考答案：

1. 偷换概念：谈到双亲的时间多，不代表是由双亲抚养长大。
2. 错误类比：F 调查的是 T 岛，K 调查的是 T 岛及其周边岛屿。
3. 时间外推：20 年前与现在。
4. 条件错误（时间外推）：即便 K 是对的，也不代表以后要用 K 的方法。

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11. The council of Maple County, concerned about the county's becoming overdeveloped, is debating a proposed measure that would prevent the development of existing farmland in the county. But the council is also concerned that such a restriction, by limiting the supply of new housing, could lead to significant increases in the price of housing in the county. Proponents of the measure note that Chestnut County established a similar measure ten years ago, and its housing prices have increased only modestly since. However, opponents of the measure note that Pine County adopted restrictions on the development of new residential housing fifteen years ago, and its housing prices have since more than doubled. The council currently predicts that the proposed measure, if passed, will result in a significant increase in housing prices in Maple County.

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.

M 地区的理事会，考虑到城市的过度发展，正在打算采取措施阻止对现有农田的开发。但是理事会也考虑到，土地供应缩减会导致房屋供应缩减，从而会提高价格。而支持者则认为，10 年前，C 地区也采取了类似的措施，但是房屋价格几乎没有变化。但是，反对者也指出 15 年前，P 地区也采取了类似的措施，但是房屋价格翻了 1 倍。M 的理事会因此认为，类似的措施将会使 M 地区房价上升。

参考答案：

1. 因果错误：P 地区房价上涨不一定是因为阻止农田开发；
  2. 时间外推：15 年前后不一样；
  3. 错误类比：P 地区不等于 M 地区。
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12. Fifteen years ago, Omega University implemented a new procedure that encouraged students to evaluate the teaching effectiveness of all their professors. Since that time, Omega professors have begun to assign higher grades in their classes, and overall student grade averages at Omega have risen by 30 percent. Potential employers, looking at this dramatic rise in grades, believe that grades at Omega are inflated and do not accurately reflect student achievement; as a result, Omega graduates have not been as successful at getting jobs as have graduates from nearby Alpha University. To enable its graduates to secure better jobs, Omega University should terminate student evaluation of professors.

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.

15 年前，Omega 大学实施了一项新措施，鼓励学生对所有教授的教学效果进行评价。从那以后，Omega 的教授开始给予学生更高的分数，Omega 的学生成绩总平均上升了 30%。未来的雇主显然认为 Omega 的分数贬值了，无法反映出学生的真实能力。因此，Omega 的毕业生找工作时没有邻近的 Alpha 大学的毕业生成功。为使 Omega 毕业生找到好工作，我们应立即停止学生对教授的评价。

参考答案：

1. 数据模糊：上升了 30%，不一定很多。
2. 因果关系：数据的上升不一定是因为评价体系导致的。
3. 因果关系：工作不好找也不是因为分数高。
4. 错误类比：O 大学与 A 大学没有可比性。
5. 条件错误：为了找好工作，要停止评价。

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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.

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.

为了提升高速公路的安全性，P 市去年把所有高速公路的限制速度由 55 每小时降到了 45 每小时。但是这样的尝试失败了：事故发生的数量没有下降，并且高速公路巡警的报告显示很多司机都超速驾驶。所以 P 市同样应该采用 B 市 5 年前所执行的道路改善计划：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 市的主要道路的限制速度依然是 55mph，但上报的事故率却比 5 年前减少了 25%。

参考答案：

- (1) 数据含糊：25% 。
- (2) 因果关系：B 市事故的下降不是因为之前的措施。
- (3) 时间外推：5 年前成功不代表未来。
- (4) 错误类比：P 与 B 也不存在可比性。
- (5) 偷换概念：P 措施没有生效，不代表着措施错误。

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14. 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.

最近一项对 300 名 M 广告公司男女高管的每天平均睡眠时间的调查显示，高管们所需的睡眠时间与他们公司成功与否之间存在着关联。根据对这些广告公司的研究，那些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，他们必须只雇佣那些每天睡眠不足 6 小时的人员。

参考答案：

- 1. 样本数量：300。同时 executive 不等同于 people；
- 2. 样本质量：M 公司不等同于 business；
- 3. 因果关系：睡眠不足 6 小时使公司发展更好；
- 4. 条件错误：要想发展好，应该只雇佣睡眠不足 6 小时的人；
- 5. 结论可行性。

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

"Recently, butter has been replaced by margarine in Happy Pancake House restaurants throughout the southwestern United States. This change, however, has had little impact on our customers. In fact, 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 do not distinguish butter from margarine or they use the term 'butter' to

refer to either butter or margarine."

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.

最近，Happy Pancake House 在美国西南部的餐厅用人造黄油代替了天然黄油。但是这种改变对顾客的影响非常小，因为只有大约 2% 的顾客投诉，这说明 100 个人中有 98 人对于这种替换是乐于接受的。而且，很多服务生报告说很多要了天然黄油的顾客在被给予人造黄油的时候并没有投诉。显然，这些顾客要么分不清天然黄油和人造黄油，要么是用"天然黄油"这个词汇来指天然黄油或人造黄油。

参考答案：

1. 数据模糊：2% 并不一定少；
2. 偷换概念：只有 2% 的顾客投诉 不等于 100 人中有 98 人满意；
3. 数据模糊：“很多”服务生并不一定多；
4. 调查问题：服务生报告不中立；
5. 非此即彼：要么……要么……。

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16. 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.

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.

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。然而，贯穿 m 市的 M 河很少被用于水上运动，城市公园部门也很少投入资金去维护沿河的活动设施。许多年来，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 河用于水上活动的次数将会增加。所以市政府应该增加对河岸活动设施的资金投入。

参考答案：

- (1) 调查错误
- (2) 因果关系：不用 M 河运动不一定是因为 M 质量差。
- (3) 论据含糊：“计划”不代表“一定”。
- (4) 条件错误：M 河变干净了也不代表活动会增加。

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17. 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."

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居民。我们必须抓住这些新的听众，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，我们可以变为在本地越来越受欢迎的新闻谈话类的节目形式。

参考答案：

1. 偷换概念：销量走低 不代表 不喜欢音乐；
2. 整体个体：谈话类形式在本地受欢迎不代表适合 WWAC 电台；
3. 条件错误：转变节目也不一定能带来人气提升；  
吸引了退休人员也不一定能增加 WWAC 的收听人数。

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18. The following is a memorandum from the business manager of a television station.

"Over the past year, our late-night news program has devoted increased time to national news and less time to weather and local news. During this period, most of the complaints received from viewers were concerned with our station's coverage of weather and local news. In addition, local businesses that used to advertise during our late-night news program have canceled their advertising contracts with us. Therefore, in order to attract more viewers to our news programs and to avoid losing any further advertising revenues, we should expand our coverage of weather and local news on all our news programs."

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.

去年，我们的深夜新闻节目投入了更多的时间播放全国新闻，较少的时间播放天气预报和地方新闻。在同一时期，我们从观众那里获得的投诉大部分是关于电视台对

于天气和地方新闻的报道覆盖面的。而且，曾经在我们深夜新闻节目播放广告的地方企业刚刚取消了和我们的广告契约。因此，为吸引更多的电视观众观看我们的新闻节目并避免失去未来的广告收入，我们应该在我们所有的新闻节目中增加天气和地方新闻的播报。

参考答案：

1. 偷换概念：投诉覆盖面 不代表 投诉时间短。  
——可能观众想看的新闻和播放的总是不一样
2. 因果关系：广告消失 不因为 我们观众减少  
——可能因为企业产品转型；新闻的时间晚
3. 时间外推：即便以上成立，但也是“去年”的事情；
4. 整体个体：在“所有”的新闻节目中增加天气和地方新闻的播报；
5. 条件错误：增加天气和地方新闻的播报能挽回观众和广告。

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19. Two years ago, radio station WCQP in Rockville decided to increase the number of call-in advice programs that it broadcast; since that time, its share of the radio audience in the Rockville listening area has increased significantly. Given WCQP's recent success with call-in advice programming, and citing a nationwide survey indicating that many radio listeners are quite interested in such programs, the station manager of KICK in Medway recommends that KICK include more call-in advice programs in an attempt to gain a larger audience share in its listening 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.

两年前，R 地区的 WCQP 电台决定增加在其广播节目的电话参与节目；此后，其在 R 地区的听众覆盖率急剧增加。鉴于 WCQP 这种措施的成功，同时根据一项在全国范围内的调查，显示很多的观众比较喜欢这样的电话参与节目，M 地区的 Kick 电台经理建议 Kick 也应该增加类似的电话参与节目以来扩大在其地区的听众覆盖率。

参考答案：

1. 数据模糊：R 地区剧增到底是多少；
2. 因果关系：R 听众的增加不一定是因为电话参与节目；
3. 时间外推：即便（2）成立，也是两年前；
4. 整体个体：全国不代表 M 地区；
5. 错误类比：R 与 M 不同。

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20. The following is a memorandum from the business manager of a television station.

"Over the past year, our late-night news program has devoted increased time to national news and less time to weather and local news. During this time period, most of the complaints received from

viewers were concerned with our station's coverage of weather and local news. In addition, local businesses that used to advertise during our late-night news program have just canceled their advertising contracts with us. Therefore, in order to attract more viewers to the program and to avoid losing any further advertising revenues, we should restore the time devoted to weather and local news to its former level."

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.

去年，我们的深夜新闻节目投入了更多的时间播放全国新闻，较少的时间播放天气预报和地方新闻。在同一时期，我们从观众那里获得的投诉大部分是关于电视台对于天气和地方新闻的报道覆盖面的。而且，曾经在我们深夜新闻节目播放广告的地方企业刚刚取消了和我们的广告契约。因此，为吸引更多的电视观众观看我们的新闻节目并避免失去未来的广告收入，我们应该恢复天气和地方新闻的播报到以前的水平。

参考答案：

- 1、偷换概念：投诉覆盖面 不代表 投诉时间短。  
——可能观众想看的新闻和播放的总是不一样
- 2、因果关系：广告消失 不因为 我们观众减少  
——可能因为企业产品转型；新闻的时间晚
- 3、时间外推：即便以上成立，但也是“去年”的事情；
- 4、条件错误：增加天气和地方新闻的播报能挽回观众和广告。

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21. The following appeared in an article written by Dr. Karp, an anthropologist.

"Twenty years ago, Dr. Field, a noted anthropologist, visited the island of Tertia and concluded from his observations that children in Tertia were reared by an entire village rather than by their own biological parents. However, my recent interviews with children living in the group of islands that includes Tertia show that these children spend much more time talking about their biological parents than about other adults in the village. This research of mine proves that Dr. Field's conclusion about Tertian village culture is invalid and thus that the observation-centered approach to studying cultures is invalid as well. The interview-centered method that my team of graduate students is currently using in Tertia will establish a much more accurate understanding of child-rearing traditions there and in other island cultures."

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.

20 年前，人类学家 F 博士访问了 T 岛，用以观察为主的方法来研究 T 岛的文化，并从他的观察中得出结论：T 岛的孩子是由整个村子抚养长大而不是他们的亲生父母。然而，另一位人类学家 K 最近对生活在 T 岛以及周边一些岛屿的儿童采访显示，他们在谈话中谈到他们的双亲的时间远远多于谈到村庄里其他成年人。K 博士的这次研究证明 F 博士关于 T 岛乡



村文化的结论以及 F 博士观察为主的方法是错的，我的学生团队所采用的谈话为主的方法，将能进准确了解的 T 岛的儿童成长情况，和其他岛的情况。

参考答案：

- (1) 偷换概念：谈到双亲的时间多，不代表是由双亲抚养长大；
- (2) 错误类比：F 调查的是 T 岛，K 调查的是 T 岛及其周边岛屿；
- (3) 时间外推：20 年前与现在不一样；
- (4) 条件错误（时间外推）：即便 K 是对的，也不代表以后要用 K 的方法

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22. According to a recent report, cheating among college and university students is on the rise. However, Groveton College has successfully reduced student cheating by adopting an honor code, which calls for students to agree not to cheat in their academic endeavors and to notify a faculty member if they suspect that others have cheated. Groveton's honor code replaced a system in which teachers closely monitored students; under that system, teachers reported an average of thirty cases of cheating per year. In the first year the honor code was in place, students reported twenty-one cases of cheating; five years later, this figure had dropped to fourteen. Moreover, in a recent survey, a majority of Groveton students said that they would be less likely to cheat with an honor code in place than without. Thus, all colleges and universities should adopt honor codes similar to Groveton's in order to decrease cheating among students.

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.

通过最近一次报告，大学作弊现象显著增加。然而 G 大学却通过采取诚信制度的方式使该校学生作弊现象减少。该制度要求同学同意在学业中不作弊，并且当他们怀疑别人作弊时告知老师。G 大学的诚信制度取代了原有的老师严密监管的老体制，在老体制中平均每年有 30 起作弊被上报。而在实施新制度后的第一年，学生上报了 21 起。五年后，这一数字更是下降到 14 起。另外，最近一项调查显示，G 大学绝大多数学生表示有了诚信制度以后比以前更不可能作弊了。因此，所有的大学都应该采取与 G 大学类似的诚信制度来降低学生作弊现象。

参考答案：

- 1. 数据问题：第一年 21 第五年 14 不等于低于 平均每年 30；
- 2. 因果错误：作弊下降未必是因为诚信制度；
- 3. 时间外推：5 年前成功，现在做也未必有用；
- 4. 整体个体：G 大学不能代表其他学校。
- 5. 调查错误

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23. The following appeared in an article written by Dr. Karp, an anthropologist.

"Twenty years ago, Dr. Field, a noted anthropologist, visited the island of Tertia and concluded



from his observations that children in Tertia were reared by an entire village rather than by their own biological parents. However, my recent interviews with children living in the group of islands that includes Tertia show that these children spend much more time talking about their biological parents than about other adults in the village. This research of mine proves that Dr. Field's conclusion about Tertian village culture is invalid and thus that the observation-centered approach to studying cultures is invalid as well. The interview-centered method that my team of graduate students is currently using in Tertia will establish a much more accurate understanding of child-rearing traditions there and in other island cultures."

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.

20 年前，人类学家 F 博士访问了 T 岛，用以观察为主的方法来研究 T 岛的文化，并从他的观察中得出结论：T 岛的孩子是由整个村子抚养长大而不是他们的亲生父母。然而，我（K 博士）最近对生活在 T 岛以及周边一些岛屿的儿童采访显示，他们在谈话中谈到他们的双亲的时间远远多于谈到村庄里其他成年人。我的这次研究证明 F 博士关于 T 岛乡村文化的结论以及 F 博士观察为主的方法是错的，我的学生团队所采用的谈话为主的方法，将能进准确了解的 T 岛的儿童成长情况，和其他岛的情况。

参考答案：

- （1）偷换概念：谈到双亲的时间多，不代表是由双亲抚养长大；
- （2）错误类比：F 调查的是 T 岛，K 调查的是 T 岛及其周边岛屿；
- （3）时间外推：20 年前与现在不一样；
- （4）条件错误（时间外推）：即便 K 是对的，也不代表以后要用 K 的方法

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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 S（水杨酸脂）的潜在治疗作用。S 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

S, 食品加工公司仍然在食品中加入它作为防腐剂。我们发现这种 S 在商业上使用的增加与我们为期 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 S 也可以被用作食品香料, 因此很多公司准备这样添加 S。依据以上的研究, 一些健康专家预期 Mentia 居民患头痛症的数量将会持续稳步下降。

参考答案:

1. 偷换概念: S 和阿司匹林是同一类化合物不代表它也能治疗头痛;
2. 调查错误
3. 平均值问题: 调查中平均头疼下降 不代表 大家都下降;
4. 因果错误: 头痛下降 不一定因为 运用 S;
5. 论据含糊: 商业公司准备更多的利用 S;
6. 条件问题: 结论。

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25. 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.

"A jazz music club in Monroe would be a tremendously profitable enterprise. Currently, the nearest jazz club is 65 miles away; thus, the proposed new jazz club in Monroe, the C-Note, would have the local market all to itself. Plus, jazz is extremely popular in Monroe: over 100,000 people attended Monroe's annual jazz festival last summer; several well-known jazz musicians live in Monroe; and the highest-rated radio program in Monroe is 'Jazz Nightly,' which airs every weeknight at 7 P.M. Finally, a nationwide study indicates that the typical jazz fan spends close to \$1,000 per year on jazz entertainment."

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 Monroe 建立爵士乐俱乐部将会是非常盈利的产业。当前, 最近的爵士俱乐部也在 65 英里以外; 因此, 我们筹建的俱乐部 C Note 将会占有全部的本地市场。而且, 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; 几个知名爵士音乐家居住在 Monroe; 并且 Monroe 获评价最高的广播节目是平时每天播出的 Jazz Nightly。最后, 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。

参考答案:

- 1、偷换概念 (因果关系): 其他俱乐部远 不等于 C 占据全部市场;
- 2、时间外推: 去年夏天;
- 3、数据含糊: 10 万多人;
- 4、因果关系: 参加音乐节 不因为 热爱爵士乐;
- 5、偷换概念: 音乐家住在 M 不等于 热爱爵士乐;
- 6、偷换概念: JN 收听率高 不等于 热爱爵士乐;
- 7、整体个体 (调查): 全国不代表 M;

## 8、利润问题

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26. 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 discuss what specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument.

S 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 S，食品加工公司仍然在食品中加入它作为防腐剂。我们发现这种 S 在商业上使用的增加与我们为期 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。研究结束时，食品加工公司却刚刚发现 S 也可以被用作食品香料，因此很多公司准备这样添加 S。依据以上的研究，我们可以预期 Mentia 居民患头痛症的数量将会持续稳步下降。

参考答案：

- 1、偷换概念：S 和阿司匹林是同一类化合物不代表它也能治疗头痛；
- 2、调查错误
- 3、平均值问题：调查中平均头疼下降 不代表 大家都下降；
- 4、因果错误：头痛下降 不一定因为 运用 S；
- 5、论据含糊：商业公司准备更多的利用 S；
- 6、条件问题：结论。

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27. The following appeared in a letter to the editor of 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. But last year's addition of a lane to the nearby Green Highway was followed by a worsening of traffic jams on it. A better alternative is to add a bicycle lane to Blue Highway. Many area residents are keen bicyclists. A bicycle lane would encourage them to use bicycles to commute, and so would reduce rush-hour traffic rather than fostering an 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.

通勤者们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。一个驾驶协会所提出的建议是拓宽高速公路，修建一条附加机动车道。但去年临近的 G 高速公路增加了一条附加机动车道后交通状况更加恶化。一种更好的建议是在 B 高速公路上修一条自行车道。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，因此与驾驶协会的建议相比，这样的方式会减少而不是延长交通拥堵时间。

参考答案：

1. 因果关系：G 失败不一定因为修附加车道的措施；
2. 时间外推：即便（1）成立，也是去年的事情。
3. 错误类比：即便（2）成立，G、B 也不一样。
4. 偷换概念：爱好骑车不代表愿意骑车出行。
5. 条件错误：修路不一定能促进骑车。
6. 条件错误：修自行车道不一定能减少高峰时间。
7. 可行性。

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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.

S 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 S，食品加工公司仍然在食品中加入它作为防腐剂。我们发现这种 S 在商业上使用的增加与我们为期 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。研究结束时，食品加工公司却刚刚发现 S 也可以被用作食品香料，因此很多公司准备这样添加 S。依据以上的研究，我们可以预期 Mentia 居民患头痛症的数量将会持续稳步下降。

参考答案：

- 1、偷换概念：S 和阿司匹林是同一类化合物不代表它也能治疗头痛；
- 2、调查错误
- 3、平均值问题：调查中平均头疼下降 不代表 大家都下降；
- 4、因果错误：头痛下降 不一定因为 运用 S；
- 5、论据含糊：商业公司准备更多的利用 S；
- 6、条件问题：结论。

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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.

通勤者们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。一个驾驶协会所提出的建议是拓宽高速公路，修建一条附加机动车道。但去年临近的 G 高速公路增加了一条附加机动车道后交通状况更加恶化。一种更好的建议是在 B 高速公路上修一条自行车道。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，从而减少交通拥堵时间。

参考答案：

- 1、因果关系：G 失败不一定因为修附加车道的措施；
- 2、时间外推：即便（1）成立，也是去年的事情。
- 3、错误类比：即便（2）成立，G、B 也不一样。
- 4、偷换概念：爱好骑车不代表愿意骑车出行。
- 5、条件错误：修路不一定能促进骑车。
- 6、条件错误：修自行车道不一定能减少高峰时间。
- 7、可行性。

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30. The following appeared as a recommendation by a committee planning a ten-year budget for the city of Calatrava.

"The birthrate in our city is declining: in fact, last year's birthrate was only one-half that of five years ago. Thus the number of students enrolled in our public schools will soon decrease dramatically, and we can safely reduce the funds budgeted for education during the next decade.

At the same time, we can reduce funding for athletic playing fields and other recreational facilities. As a result, we will have sufficient money to fund city facilities and programs used primarily by adults, since we can expect the adult population of the city to 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.

我们市的出生率正在降低：事实上，去年的出生率只是 5 年前的一半。因此学生的入学人数将会急剧下降，我们可以放心的削减未来 10 年的教育经费。与此同时，我们也可以减少对操场和其他娱乐活动设施的经费。所以，我们可以有充足的费用去扶持城市设施及其他成人使用的项目，因为我们预测在未来城市里面成人的人口将会增加。

参考答案：

1. 数据问题：出生率不代表绝对人数减少；
2. 时间外推：去年只有 5 年前一半，但不代表未来；
3. 条件错误：学生人数下降不代表可以削减经费；
4. 条件错误：削减学生费用不等于有充足费用去扶持成年人设施；
5. 论据含糊：成年人口增加。

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31. 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，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，不论从比例上还是从绝对数上，都是 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 城市居民更加关注公立教育。

参考答案：

1. 偷换概念：花得多 不等于 花在重点；
2. 居民数量相同不代表学生数量相同，意味着人均得到的利益不一样；
3. 考虑问题不全面：开支大部分来自于税收不代表全部都来自税收；  
以及公立教育以外的情况怎么样。

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32. The following appeared in a memo from a vice president of Quiot Manufacturing.

"During the past year, Quiot Manufacturing had 30 percent more on-the-job accidents than at the nearby Panoply Industries plant, where the work shifts are one hour shorter than ours. Experts say that significant contributing factors in many on-the-job accidents are fatigue and sleep deprivation among workers. Therefore, to reduce the number of on-the-job accidents at Quiot and thereby increase productivity, we should shorten each of our three work shifts by one hour so that employees will get adequate amounts of sleep."

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.

在去年，Q 工厂的工伤事故比邻近的 Panoply 工厂多 30%，Panoply 的每班工作时间比我们的短一个小时。专家相信导致很多工伤事故的重要因素就是工人的疲劳和睡眠不足。因此，为减少 Q 的工伤事故数量并提高生产效率，我们应该把我们的三个班次的工作时间每个都减少一小时，从而使得我们的雇员将有充足的睡眠。

参考答案：

1. 数据含糊：30%。
2. 因果关系：事故高，不一定因为疲劳或睡眠不足。
3. 因果关系：疲劳不一定因为工作时间长。

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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。与此同时，生产商现在正在推出很多家用电器，比如冰箱和空调，这些电器要比 10 年前出售的同类电器节约



50%的能量。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取暖所需的能量。因此，我们预计我们地区的用电需求总量不会增加，而且有可能轻微下降。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。

参考答案：

1. 调查错误。
2. 数据模糊：效率提高一倍 可以看成 省电 50%；
3. 偷换概念：采暖新技术不代表会省电；
4. 考虑问题不全面：需求不会增加，忽视其他工业用电；
5. 时间外推：3 座电站过去满足，不代表将来也满足。

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34. 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.

为提高我们的员工的生产效率，我们应该在员工的电脑上安装电子监控来监视员工对互联网的使用。如果我们要减少员工用于私人以及娱乐活动的时间，比如用于购物或玩游戏的工作时间，那些在电脑上不正当使用互联网的员工必须要被识别出来并且受到惩罚。通过在公司电脑上安装检测员工使用互联网的软件，我们可以防止员工浪费时间，并培养 C 公司更好的工作氛围，以及提高我们公司的整体利润。

参考答案：

1. 条件类错误：加装电子监控能减少浪费时间。
2. 条件类错误：加装电子监控能创造好工作氛围。  
且“惩罚员工”不利于创造好的工作氛围。
3. 条件类错误：减少时间、好氛围不一定能提高效率。
4. 条件类错误：提高效率不一定能提高利润。

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



"One month ago, 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. I predict that modifying showerheads to restrict water flow throughout all twelve buildings in the Sunnyside Towers complex will increase our profits even more dramatically."

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.

一个月前，Sunnyside 塔楼中 3 幢的所有淋浴喷头的水压被调节为以前水压的大约三分之一。尽管在调节之前或之后用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 幢楼都限制水压将会增加我们未来的利润。

参考答案：

1. 数据问题：1/3 不一定能省很多，而且读数还没有出来；
2. 考虑问题不全面：没有关于“淋浴喷头”的投诉 不代表 没有关于其他问题的投诉；
3. 时间外推：一个月前的事情；
4. 整体个体：3 幢不能代表 12 幢；
5. 利润问题。

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36. The following report 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. Clearly, eating a substantial amount of fish can prevent colds. Since colds represent the most frequently given reason for absences from school and work, we recommend the daily use of Ichthaid—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 specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument.

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方法。一项研究报告显示在附近的 E 地区，鱼的消费量很高，那里的百姓每年因为感冒去看医生的次数只有一两次。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，我们建议每天服用从鱼油提炼出的 I，以此作为预防感冒和减少缺席的好方法。

参考答案：

1. 数据模糊：鱼销量高。
2. 偷换概念：看医生少不代表生病少。
3. 因果关系：吃鱼防止感冒。
4. 错误类比：吃 I 防止感冒。
5. 错误类比：W 和 E 不一样。
6. 条件类错误：感冒防止缺席。

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37. The following appeared in a recommendation from the planning department of the city of Transopolis.

"Ten years ago, as part of a comprehensive urban renewal program, the city of Transopolis adapted for industrial use a large area of severely substandard housing near the freeway. Subsequently, several factories were constructed there, crime rates in the area declined, and property tax revenues for the entire city increased. To further revitalize the city, we should now take similar action in a declining residential area on the opposite side of the city. Since some houses and apartments in existing nearby neighborhoods are currently unoccupied, alternate housing for those displaced by this action will be readily available."

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.

十年前，作为综合城市改造项目的一部分，T 市为了工业用途在高速公路旁边改造了一大片严重低于标准的住房。随后，那里建立了若干工厂，犯罪率降低了，全市资产税收入增加。为进一步使城市重新繁荣，我们应该在城市另一侧居住程度下降的地区采取类似的行动。因为现有邻近社区存在一些无人居住的住宅和公寓，那么这一行动所产生的搬迁户的住所将有所保障。

参考答案：

- (1) 数据模糊：若干工厂、犯罪率降低、税收增加。
- (2) 因果关系：即便(1)成立，也不一定因为 T 的政策。
- (3) 时间外推：即便(2)成立，也是 10 年前。
- (4) 错误类比：2 个区域不同。
- (5) 条件类错误：房子无人居住不代表搬迁有保障。

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38. 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、高质量羊毛毛料的供应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，所以消费者将会对这种羊毛衫有很迫切的需求。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，因此我们公司的利润将会上升。

参考答案：

1. 偷换概念：五年没有供应不代表销量会上涨。也许已经没有需求了；
2. 错误类比：许多服装价格上涨不代表我们的也上涨；
3. 时间外推：即便（2）成立，也是过去 5 年；
4. 利润问题

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39. 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，一项在全国范围内的调查研究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。

参考答案：

1. 数据模糊 30% 。

2. 时间外推：即便（1）成立，也是过去 5 年。
3. 错误类比：即便（2）也成立，专门经营海鲜的餐厅也不同于普通餐厅。
4. 范围变化：国家调查不代表地区。
5. 偷换概念：在家吃的少、关注健康不代表吃海鲜。
6. 利润问题。

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40. Milk and dairy products are rich in vitamin D and calcium—substances essential for building and maintaining bones. Many people therefore say that a diet rich in dairy products can help prevent osteoporosis, a disease that is linked to both environmental and genetic factors and that causes the bones to weaken significantly with age. But a long-term study of a large number of people found that those who consistently consumed dairy products throughout the years of the study have a higher rate of bone fractures than any other participants in the study. Since bone fractures are symptomatic of osteoporosis, this study result shows that a diet rich in dairy products may actually increase, rather than decrease, the risk of osteoporosis.

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.

牛奶和奶制品富含维生素 D 和钙，这是骨骼生长和维持所必须的物质。因此很多人相信多吃奶制品的饮食可以帮助预防骨质疏松症，这是一种骨骼随年龄而显著弱化，而且与环境 and 基因因素相关联的疾病。但是一项对大量人群的长期研究发现那些在研究期间经常食用奶制品的人骨折发病率比其他参加研究的人要高。由于骨折是骨质疏松症的症状之一，这一研究结果表明富含奶制品的饮食实际上会增加而不是减少患骨质疏松症的危险。

参考答案：

1. 数据模糊：对大量人群的调查。
2. 数据模糊：骨折发病率高，高多少。
3. 因果关系：即便（2）成立，也未必是因为奶制品的原因。
4. 即便（3）成立，也仅是导致骨折而非骨质疏松，骨折另有它因。

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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，因骑车引起的安全事故数量增加了 200%。这些结果说明骑车人因为戴着头盔而感到更安全，因而导致他们去尝试更大的危险。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，而不是鼓励并要求骑车人戴头盔。

参考答案：

1. 数据模糊：35%不一定少于 80%；
2. 数据模糊：200% ；
3. 因果关系：因为头盔所以安全；
4. 因果关系：因为安全所以冒险；
5. 因果关系：因为冒险所以事故增加；

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42. The following is a letter to the head of the tourism bureau on the island of Tria.

"Erosion of beach sand along the shores of Tria Island is a serious threat to our island and our tourist industry. In order to stop the erosion, we should charge people for using the beaches. Although this solution may annoy a few tourists in the short term, it will raise money for replenishing the sand. Replenishing the sand, as was done to protect buildings on the nearby island of Batia, will help protect buildings along our shores, thereby reducing these buildings' risk of additional damage from severe storms. And since beaches and buildings in the area will be preserved, Tria's tourist industry will improve over the long term."

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.

T 岛海岸沙滩的侵蚀严重威胁了我们的岛和我们的旅游业。为阻止侵蚀，我们应该对使用海滩的人收费。尽管这一解决方案会在短期内触怒少量游客，它将会减少使用海滩的人数并增加补充沙子的资金。像临近的 B 岛一样补充沙子将会有助于对我们沿岸建筑的保护，从而减少这些房屋在大风暴中受损的危险。由于房屋和海滩将会受到保护，所以 T 岛地区的旅游业将会得到长远的发展。

参考答案：

1. 条件错误：收费不一定能补充资金；
2. 条件错误：补充沙子不一定能保护建筑；
3. 错误类比：B 岛、T 岛；
4. 条件错误：保护房屋、海滩能使旅游业长久发展。

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43. The following appeared in a memorandum written by the chairperson of the West Egg Town Council.

"Two years ago, consultants predicted that West Egg's landfill, which is used for garbage disposal, would be completely filled within five years. During the past two years, however, the town's residents have been recycling twice as much material as they did in previous years. Next month the amount of recycled material—which includes paper, plastic, and metal—should further increase, since charges for pickup of other household garbage will double. Furthermore, over 90 percent of the respondents to a recent survey said that they would do more recycling in the future. Because of our town's strong commitment to recycling, the available space in our landfill should last for considerably longer than predicted."

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.

两年前，我们的顾问预言 West Egg 用于投放垃圾的填埋地将在五年内完全充满。然而在过去两年间，市民对于铝和纸张的循环再生的数量比以前翻了一番。由于垃圾收集的费用在下个月将会加倍，循环再生的材料——包括纸、塑料、金属——数量将进一步增加。而且，最近一次调查超过 90% 的回应者表示他们将会在未来做更多的循环再生工作。由于居民对循环再生的有力支持，我们填埋地可利用空间的使用时间将比预期的长得多。

参考答案：

1. 数据模糊：循环数量增加。
2. 时间外推：即便（1）成立，也是过去 2 年。
3. 条件错误：费用增加会增加循环。
4. 调查错误（数据模糊）：90% 没有代表性。

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44. The following appeared in a letter to the editor of a journal on environmental issues.

"Over the past year, the Crust Copper Company (CCC) has purchased over 10,000 square miles of land in the tropical nation of West Fredonia. Mining copper on this land will inevitably result in pollution and, since West Fredonia is the home of several endangered animal species, in environmental disaster. But such disasters can be prevented if consumers simply refuse to purchase products that are made with CCC's copper unless the company abandons its mining plans."

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.

去年，CCC 公司在热带国家 West Fredonia 购买了上万平方英里的土地。在这些地

方进行的采矿工作将会不可避免地导致污染和环境灾害，因为 West Fredonia 是很多濒危物种的栖居地。但如果消费者简单地拒绝购买由 CCC 公司所生产的铜来制造的产品，直到 CCC 放弃它的采矿计划，那么就可以避免这种灾害。

参考答案：

1. 条件错误：购买用于采矿，导致环境污染。
2. 条件错误：污染会导致环境灾害。
3. 可行性（如何联合、是否愿意、怎样抵制）：抵制不可行。

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45. 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.

去年报名参加由附近 Omni 大学提供的远程教学项目的学生人数上升了 50%。同年，Omni 用于宿舍和教室的开支比前一年显著下降，很可能是由于网上远程教学的出现。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 Humana 的招生，同时也可以解决目前的财政赤字危机。

参考答案：

- （1）数据模糊：50% 。
- （2）因果关系：即便（1）成立，也未必因为远程教学。
- （3）时间外推：即便（2）成立，也是去年。
- （4）错误类比：即便（3）成立，O、H 也不同。
- （5）条件错误：采用同样的政策能解决问题。

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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, 但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, 这表明近期经济的衰退最可能是导致健康水平下降的原因, 当经济复苏了健康水平也会随之提高。

参考答案:

- (1) 1/4 达到现在标准, 2/1 到达过去标准。标准可能不同。
- (2) 电脑拥有率高的地区健康水平也最高。(不应横比, 而应纵比)
- (3) 因果关系: 不买健康产品因为经济衰退。
- (4) 因果关系: 健康水平下降因为经济衰退。

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47. The following appeared in a memorandum from the owner of Movies Galore, a chain of movie-rental stores.

"Because of declining profits, we must reduce operating expenses at Movies Galore's ten movie-rental stores. Raising prices is not a good option, since we are famous for our low prices. Instead, we should reduce our operating hours. Last month our store in downtown Marston reduced its hours by closing at 6:00 p.m. rather than 9:00 p.m. and reduced its overall inventory by no longer stocking any DVD released more than five years ago. Since we have received very few customer complaints about these new policies, we should now adopt them at all other Movies Galore stores as our best strategies for improving profits."

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.

由于利润下降, 我们必须压缩 MG 公司的十家录像租赁店的营业开支。涨价并不是一个好选择, 因为我们就是因低价销售而知名的。相反我们应该缩短营业时间。上个月我们位于闹市区 Marston 的店营业时间从以前的 9 点缩减到下午 6 点, 并通过不再保留发行 5 年以上的电影来减少总库存量。由于我们所收到的客户关于这些新



政策的投诉很少，我们应该在所有 MG 公司的商店实施这些政策，并以此作为增加利润的最好策略。

参考答案：

1. 数据模糊：投诉少。
2. 因果关系：即便少，也未必是因为对措施没有意见。
3. 时间外推：即便是没有意见，也是上个月。
4. 范围变化：M 地区与全国有区别。
5. 利润问题。

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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，C 的房价在去年显著下降，房地产税一直比邻近城市低。而且，C 的市长承诺了很多新方案来改善学校、街道和公共的服务。C 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。

参考答案：

1. 条件错误：天然景色和温和气候不一定代表退休人员会来；
2. 数据模糊：房价下降多少；
3. 时间外推：去年。
4. 比邻近地区低不代表低；
5. 论据含糊：承诺。
6. 平均值错误：数量高于平均水平不代表高，同时不代表人均医生数量高。

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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 online instruction 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. Thus,

to increase enrollment and solve the problem of budget deficits at Humana University, we should initiate and actively promote online degree programs like those at Omni."

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.

去年报名参加由附近 Omni 大学提供的远程教学项目的学生人数上升了 50%。同年，Omni 用于宿舍和教室的开支比前一年显著下降，很可能是由于网上远程教学的出现。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。

参考答案：

- (1) 数据模糊：50% 。
- (2) 因果关系：即便 (1) 成立，也未必因为远程教学。
- (3) 时间外推：即便 (2) 成立，也是去年。
- (4) 错误类比：即便 (3) 成立，O、H 也不同。
- (5) 条件错误：采用同样的政策能解决问题。

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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且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，他们睡得没有那么沉并且感觉更累。在第三周，他们睡的时间比前两周更长而且更深。这表明薰衣草在短时间内治愈了失眠。

参考答案：

- 1. 偷换概念：熏衣草不等于枕头，失眠不等于慢性失眠；
- 2. 偷换概念：失眠不等于是否睡得好；

- 3. 样本质量：30；
- 4. 调查类错误

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51. 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 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 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，Happy Pancake House 在美国西南部的餐厅用人造黄油代替了天然黄油。但是这种改变对顾客的影响非常小，因为只有大约 2% 的顾客投诉，这说明 100 个人中有 98 人对于这种替换是乐于接受的。而且，很多服务生报告说很多要了天然黄油的顾客在被给予人造黄油的时候并没有投诉。显然，这些顾客要么分不清天然黄油和人造黄油，要么是用“天然黄油”这个词汇来指天然黄油或人造黄油。所以我们应该将这一措施推广到东南和东北地区。

参考答案：

- 1、数据模糊：2% 并不一定少；
- 2、偷换概念：只有 2% 的顾客投诉 不等于 100 个人中有 98 人满意；
- 3、数据模糊：“很多”服务生并不一定多；
- 4、调查问题：服务生报告不中立；
- 5、非此即彼：要么……要么……；
- 6、错误类比：西南和东南、东北不一样。

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

"One month ago, all the showerheads on the first five floors of Sunnyside Towers were modified to restrict the water flow to approximately one-third of its original flow. 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, restricting water flow throughout all the twenty floors of Sunnyside Towers will increase our profits further."

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.

一个月前，Sunnyside 塔楼中 5 层的所有淋浴喷头的水压被调节为以前水压的大约三分之一。尽管在调节之前或之后用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 20 层楼都限制水压将会增加我们未来的利润。

参考答案：

- 1、数据问题：1/3 不一定能省很多，而且读数还没有出来；
- 2、考虑问题不全面：没有关于“淋浴喷头”的投诉 不代表 没有关于其他问题的投诉；
- 3、时间外推：一个月前的事情；
- 4、整体个体：5 层不能代表 20 层；
- 5、利润问题。

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53. 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.

F 市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食用的食品。

参考答案：

1. 调查错误
2. 数据模糊：增加 4 倍；
3. 偷换概念：含 K 食物销量下降，不等于人们关注健康；
4. 偷换概念：吃 S 少，不代表 S 有害；

S 销量下降，不代表人们关注健康。

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54. 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过多接触。而且，考古学家发现一些含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。

参考答案：

1. 没有发现证据不代表不存在；
2. 没有发现场所不代表不存在；
3. 作者假设了“人猎杀鱼”的前提；
4. 非此即彼：哺乳动物的灭绝要么人导致要么气候导致。

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55. The following appeared in an editorial in a business magazine.

"Although the sales of Whirlwind video games have declined over the past two years, a recent survey of video-game players suggests that this sales trend is about to be reversed. The survey asked video-game players what features they thought were most important in a video game. According to the survey, players prefer games that provide lifelike graphics, which require the most up-to-date computers. Whirlwind has just introduced several such games with an extensive advertising campaign directed at people ten to twenty-five years old, the age-group most likely to play video games. It follows, then, that the sales of Whirlwind video games are likely to increase dramatically in the next few months."

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.

尽管 Whirlwind 游戏公司的游戏销量在过去两年中下降了，最近一次对于电子游戏玩家的调查显示这种销售趋势可能会发生逆转。该调查询问，对于一个游戏来说，游戏玩家所认为的最重要的特征是什么。根据调查结果，玩家倾向于那些需要最先进电脑的、具有生动图象的游戏。Whirlwind 刚刚面向 10—25 岁的人群大力开展了广告活动来推广若干此类游戏，10—25 岁是最喜欢玩游戏的年龄层。这说明 Whirlwind 公司的游戏销量将会在未来几个月猛增。

参考答案：

1. 调查错误
2. 通过广告推广，顾客不一定知道；
3. 知道了游戏，也不一定会买；

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56. 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 使用者的调查研究表明，我们公司用于"Endure"专利生产方式上的钱是浪费的，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，但这次新的调查研究显示，尽管我们的袜子十分耐穿，但 Dura-Sock 的消费者平均每三个月就买一双 Dura-Sock 袜子。而且，在位于美国北部城市，在我们最大商场所调查的 Dura-Sock 消费者说他们最欣赏 Dura-Sock 的时尚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。

参考答案：

1. 调查错误：（第一句话中的）
2. 平均值错误：平均 3 个月买一双袜子；
3. 整体个体：北部城市商场不代表全部地区；
4. 欣赏外观不代表忽视质量。
5. 利润问题。

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57. 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 discuss what specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument.

最近一次对于 Dura-Sock 使用者的调查研究表明,我们公司用于"Endure"专利生产方式上的钱是浪费的,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,但这次新的调查研究显示,尽管我们的袜子十分耐穿,但 Dura-Sock 的消费者每三个月就买一双 Dura-Sock 袜子。而且,在位于美国北部城市,我们最大的市场,所调查的 Dura-Sock 消费者说他们最欣赏 Dura-Sock 的时尚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。

参考答案:

- 1、调查错误:(第一句话中的)
- 2、平均值错误:平均 3 个月买一双袜子;
- 3、整体个体:北部城市不代表全部地区;
- 4、欣赏外观不代表忽视质量。
- 5、利润问题。

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58. The vice president for 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 inappropriately 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. Installing software on company computers to detect employees' Internet use is the best way to prevent employees from wasting time on the job. It will foster a better work ethic at Climpson and improve our overall profits."

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.



为提高我们的员工的生产效率，我们应该在员工的电脑上安装电子监控来监视员工对互联网的使用。如果我们要减少员工用于私人以及娱乐活动的时间，比如用于购物或玩游戏的工作时间，那些在电脑上不正当使用互联网的员工必须要被识别出来并且受到惩罚。通过在公司电脑上安装检测员工使用互联网的软件，我们可以防止员工浪费时间，并培养 C 公司更好的工作氛围，以及提高我们公司的整体利润。

参考答案：

- 1、条件类错误：加装电子监控能减少浪费时间。
- 2、条件类错误：加装电子监控能创造好工作氛围。  
且“惩罚员工”不利于创造好的工作氛围。
- 3、条件类错误：减少时间、好氛围不一定能提高效率。
- 4、条件类错误：提高效率不一定能提高利润。

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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.

一项全国性的调查发现，人们最想拥有的两项家庭设施就是大的房间和大且设备完善的厨房。我们的竞争对手 Domus Construction 在附近开发的新住宅具备这样的特点，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将大房间和大型完善厨房来作为标准配置。此外，我们的大房间和厨房需要的空间可以通过取消餐厅来获得，因为我们许多最近的买家说他们不需要独立的餐厅。

参考答案：

1. 范围变化：全国调查不能代表当地；
2. 因果关系：DC 卖得好，可能是其它原因；
3. 错误类比：DC 和我们不一样；
4. 调查错误：最近买家的意见不一定具备代表性；
5. 利润问题：即便以上成立，也不一定利润增加。



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

"Most homes in the northeastern United States, where winters are typically cold, have traditionally used oil as their major fuel for heating. Last heating season that region experienced 90 days with below-normal temperatures, and climate forecasters predict that this weather pattern will continue for several more years. Furthermore, many new homes are being built in the region in response to recent population growth. Because of these trends, 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 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.

在冬季非常寒冷的美国东北部的房屋里，一直都使用传统的油料作为取暖的主要燃料。去年该地区经历了 90 天低于往年平均气温的天气，并且气象预测家们预测这种天气将会持续数年。而且，去年由于人口增长，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，同时也建议对 CI 公司投资，因为该公司的主要业务之一就是家用采暖油料的零售。

参考答案：

1. 数据含糊：温度低，低多少？
2. 论据含糊：预测低温会持续；
3. 偷换概念：房屋增多不代表需求会增加；
4. 时间外推：油是传统燃料，以后未必用；
5. 即便以上成立，也不代表 C 业绩会好。

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61. The following appeared in an article in the Grandview Beacon.

"For many years the city of Grandview has provided annual funding for the Grandview Symphony. Last year, however, private contributions to the symphony increased by 200 percent and attendance at the symphony's concerts-in-the-park series doubled. The symphony has also announced an increase in ticket prices for next year. Given such developments, some city commissioners argue that the symphony can now be fully self-supporting, and they recommend that funding for the symphony be eliminated from next year's budget."

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.

这么多年来 G 市政府每年都资助 G 的交响乐团。但是去年，个人对乐团的资助增加了 200%，同时乐团公园音乐会的人数翻了一番。另外，乐团还宣布明年的票价将会

提高。鉴于目前的局面，一些 G 市的官员们认为 G 的交响乐团可以独立生存，因此可以取消明年对该乐团的政府资助。

参考答案：

1. 数据问题：200% ；
2. 数据问题：翻一番，以及人们来听音乐可能是因为其他原因；
3. 时间外推：去年不具备代表性；
4. 论据含糊：明年提高票价。

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62. The 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.

在一次对于抗菌洗手液的实验研究中发现，UC 浓缩液比我们医院目前使用的洗手液多杀 40% 的细菌。随后，我们在 W 的医院中所做的测试发现，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，我们应该在我们医院系统内的所有洗手站提供 UC 洗手液。

参考答案：

1. 数据含糊：40%
2. 调查错误：W 医院上报数量少。
3. 错误类比：即便（2）成立，W 也与其他地方不一样。
4. 条件类错误：防止患者感染。

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63. The following appeared in a letter to the editor of the Parkville Daily newspaper.

"Throughout the country last year, as more and more children below the age of nine participated in youth-league sports, over 40,000 of these young players suffered injuries. When interviewed for a recent study, youth-league soccer players in several major cities also reported psychological pressure exerted by coaches and parents to win games. Furthermore, education experts say that long practice sessions for these sports take away time that could be used for academic activities. Since the disadvantages outweigh any advantages, we in Parkville should discontinue organized athletic competition for children under nine."

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.

去年在全国范围内，随着越来越多的 9 岁以下的儿童参加少年团体体育比赛，有超过 40000 的少年选手受伤。在最近一次研究所实施的采访中，很多大城市的少年足球选手报告说存在来自教练和家长要求赢得比赛的心理压力。而且，教育专家指出长时间的训练这些运动项目占据了本应用于学习的时间。由于不利因素明显超过了有利因素，我们 Parkville 应该停止组织 9 岁以下儿童的体育比赛。

参考答案：

1. 范围变化：全国不能推 P 地区；
2. 范围变化：青少年团体体育比赛不等于全部体育比赛；
3. 时间外推：去年；
4. 调查错误：大城市、少年足球选手；
5. 考虑问题不全面：不利、有利。

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.

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 岛的艺术家的如何能够做到如此高的精确度来刻画人体的。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，而不是利用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且风格迥异的：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。

参考答案：

1. 偷换概念：发现模具不代表使用模具，模具可能用于其他用途；
2. 因果关系：微缩雕像风格抽象 不是因为 使用真人模子；

- 3. 因果关系：很少发现雕刻工具 也可能是因为其他原因；
- 4. 条件类错误：即便前面成立，也不代表会贬值、升值。

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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。

参考答案：

- (1) 平均值问题；
- (2) 数据问题：50 辆车不一定少于 150 人；
- (3) 时间外推：上个月
- (4) 因果关系：C 人多不一定是因为椅子
- (5) 错误类比：S 和 C 不一样

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66. 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."

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.

很多年来，我们所有的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，在我们的新店里，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，在我们所有连锁店中，增加盈利的最好方式就是停止贮备很多进口奶酪，并主要集中于贮备国产奶酪。

参考答案：

1. 偷换概念：5 种奶酪销量高不代表其他销量差；
2. 时间外推：去年；
3. 调查类错误
4. 条件类错误：增加利润。

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67. The following appeared as part of a business plan developed by the manager of the Rialto Movie Theater.

"Despite its downtown location, the Rialto Movie Theater, a local institution for five decades, must make big changes or close its doors forever. It should follow the example of the new Apex Theater in the mall outside of town. When the Apex opened last year, it featured a video arcade, plush carpeting and seats, and a state-of-the-art sound system. Furthermore, in a recent survey, over 85 percent of respondents reported that the high price of newly released movies prevents them from going to the movies more than five times per year. Thus, if the Rialto intends to hold on to its share of a decreasing pool of moviegoers, it must offer the same features as Apex."

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.

尽管已成立 50 年，且地处闹市，Rialto 剧院必须采取重大变革，否则就将面临永久停业。它应该借鉴城外商业街上，新开的 Apex 剧院的例子。Apex 去年开业的时候，它拥有视听走廊，豪华地毯和座椅，以及最先进的音响系统。此外，最近一次调查中，超过 85% 的被访者报告说新发行影片的高票价致使他们看电影的次数每年至少减到 5 次。因此，如果 Rialto 想在电影观众减少的情况下保持市场份额，它必须提供和 Apex 相同的设施和服务。

参考答案：

1. 文章并没有指出 A 成功；
2. 因果关系：A 即便成功，未必因为条件好；
3. 时间外推：即便（2）成立，也是去年；
4. 错误类比：A 和 R 不一样；
5. 调查错误

6. 条件类错误：提供服务也未必保持份额。

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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宠物，这将减少整体人群患心脏病的风险。

参考答案：

1. 调查错误
2. 平均值错误：平均；
3. 条件类错误：领养狗不一定会减少医疗；
4. 错误类比：狗和宠物不一样；
5. 条件类错误：领养宠物能降低患病风险。

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69. The 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 所建的楼的 50%。而且，Z 大楼建成以来，每年的能耗都比 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其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。

参考答案：

1. 数据模糊：50%；
2. 时间外推：去年；
3. 数据模糊：能耗少；
4. 范围变化：即便（2）（3）成立，也有地区差异。
5. 偷换概念：员工稳定、流动性小不代表质量高。

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70. The 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. Furthermore, the energy consumption of the Zeta building has been lower than that of the Alpha building every year since its construction. Such data indicate that we should use Zeta rather than Alpha for our contemplated new building project, even though Alpha's bid promises lower construction costs."

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.

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 建的楼的一半。而且，Z 大楼建成以来的能耗每年都比 Alpha 大楼要少。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。

参考答案：

- 1、数据模糊：50%；
- 2、时间外推：去年；
- 3、数据模糊：能耗少；
- 4、范围变化：即便（2）（3）成立，也有地区差异。
- 5、偷换概念：员工稳定、流动性小不代表质量高。



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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，而最近研究调查显示现在却需要 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，同时实施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，花在路上的时间明显减少了很多。因此，我们 W 采用与 G 相同的政策也一定会达到相同的效果。

参考答案：

1. 数据模糊：G 污染减轻，时间缩短。
2. 因果关系：即便（1）成立，也未必因为之前的措施。
3. 时间外推：即便（2）成立，那也是去年。
4. 错误类比：即便（3）成立，G、W 也存在差异。

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72. The following appeared as a letter to the editor of a national newspaper.

"Your recent article on corporate downsizing\* in Elthyria maintains that the majority of competent workers who have lost jobs as a result of downsizing face serious economic hardship, often for years, before finding other suitable employment. But this claim is undermined by a recent report on the Elthyrian economy, which found that since 1999 far more jobs have been created than have been eliminated, bringing the unemployment rate in Elthyria to its lowest level in decades. Moreover, two-thirds of these newly created jobs have been in industries that tend to pay above-average wages, and the vast majority of these jobs are full-time."

\*Downsizing is the process whereby corporations deliberately make themselves smaller, reducing the number of their employees.

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.

最近关于 E 国家大量裁员的文章里称，在企业面临严重经济困难的时，遭到裁员的且具有能力的员工，通常要花几年的时间找到另一份合适的工作。但这种观点与最近一次关于 E 国的经济报告相矛盾，报告发现自 1999 年以来新增的就业机会数量远超过被取消的岗位数量，并且使 E 国的失业率达到了近几十年的最低水平。另外，新增的就业机会中有三分之二是那些可以提供高于平均水平薪酬的企业所提供的，而且这些岗位绝大多数是全职工作。

参考答案：

- (1) 偷换概念：新增岗位多，不代表失业工人容易找到工作；
- (2) 时间外推：即便 (1) 成立，也是 1999 年之后，之前情况不明。
- (3) 偷换概念：失业率降低，不代表失业工人容易找到；
- (4) 偷换概念：薪水高、全职，不代表容易找到新工作。

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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的学生的家长的第一选择。首先，Mozart 学校面向所有年龄段和有才能的孩子们进行招生，并且没有任何的面试。其次，学校提供几乎所有的乐器以及广泛的曲风和流派的学习课程，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。

参考答案：

- 1. 偷换概念：面向所有年龄段以及没有面试，不等同于教学质量高。
  - 2. 偷换概念：课程广泛不等同于教学质量高。
  - 3. 关于音乐家：一些属于数据模糊，以及著名音乐家也不等同于教学质量。
  - 4. 关于毕业生：很多属于数据模糊，而且样本是否具有代表性。
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74. The president of Grove College has recommended that the college abandon its century-old tradition of all-female education and begin admitting men. Pointing to other all-female colleges that experienced an increase in applications after adopting coeducation, the president argues that coeducation would lead to a significant increase in applications and enrollment. However, the director of the alumnae association opposes the plan. Arguing that all-female education is essential to the very identity of the college, the director cites annual surveys of incoming students in which these students say that the school's all-female status was the primary reason they selected Grove. The director also points to a survey of Grove alumnae in which a majority of respondents strongly favored keeping the college all female.

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.

G 学校的校长建议 G 学校应该放弃百年女校传统，并开始接受男学生。他指出其他全女校在接受男生后，招生有了很大增长。校长认为男女同校将会使得招生增加。但是校友联合会的负责人反对这一计划。他认为全女校是 G 的重要传统。负责人引用了每年一次的新生调查，在这次调查中，学生说 G 的全女校是她们选择 G 的重要原因。负责人还引用了针对 G 的校友所做的调查，在调查中大多数的回应者强烈要求保留女校传统。

参考答案::

1. 比较类错误：针对校长 - 其他学校成功不代表 G 也能成功。
2. 调查错误：针对负责人 - 2 个调查。

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75. 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\$1.5 每加仑上涨到了\$3.0 每加仑。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。这种规定对于消费者获得公正的物价是所必需的。

参考答案：

- (1) 数据问题：25%
- (2) 时间外推：10 年前；
- (3) 偷换概念：农场数量增加不等同于牛奶供应量增加。
- (4) 整体个体：Excello 市场不具备代表性。
- (5) 利润问题：农民利润不一定增加了。
- (6) 条件类错误：B 政府要管制牛奶零售价，来使消费者获得公正物价。

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76. 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% 的调查对象表达了他们想减少含脂肪和胆固醇食品的愿望，现在很多食品商店都提供很多的低脂食品。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 的持有者应该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。

参考答案：

- 1. 调查错误：调查显示了消费者的偏好；
- 2. 偷换概念：现在食品商店的现状 不能代表 消费者的偏好；
- 3. ODI 公司销量未必会下降，可能有其他原因使得销量得以保持。

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77. The 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 O 建造了一个新的市立高尔夫球场和度假旅馆。此后，O 的游客增加了，新的商业开张了，以及 O 的税收增加了 30%。因此，用来提高 H 经济的最好方式，是建一个相似的高尔夫球场和度假旅馆。

参考答案：

1. 数据问题：30%
2. 因果关系：O 的成功，未必是因为 2 年前的措施。
3. 时间外推：即便上述因果成立，现在这么做，将来未必成功。
4. 错误类比：O 和 H 有差异性。

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78. The 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 Wintervale, 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 Wintervale 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，我们节省花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。

参考错误：

1. 数据问题：损失上，20000 不一定大于 10000；
2. 错误类比：P、W 存在差异性；
3. 时间外推：上个月不能代表过去和将来。
4. 利润问题（相似）：F 收费如果能够弥补损失，还是 F 更便宜。
5. 绝对化词汇错误：best、all。

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79. Since those issues of Newsbeat magazine that featured political news on their front cover were the poorest-selling issues over the past three years, the publisher of Newsbeat has recommended

that the magazine curtail its emphasis on politics to focus more exclusively on economics and personal finance. She points to a recent survey of readers of general interest magazines that indicates greater reader interest in economic issues than in political ones. Newsbeat's editor, however, opposes the proposed shift in editorial policy, pointing out that very few magazines offer extensive political coverage anymore.

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.

鉴于过去三年中 N 报纸销量最低的几期杂志是在封面上刊登了国际新闻故事的那几期，N 报纸出版商建议该杂志减少对政治的关注而应更多的转向经济和个人理财方面。她指出在最近一次关于大众感兴趣的杂志调查中显示，大部分读者对经济问题的关注大于对政治方面的关注。然而，N 报纸的编辑却反对这样的变革，他指出很少有杂志会大量的报道政治内容。

参考错误：

关于出版商

1. 因果关系：杂志销量低不是因为封面，而是其他原因。
2. 时间外推：过去 3 年不能代表将来。

关于编辑

3. 错误类比：其他杂志和我们杂志是不一样的。

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80. The following is taken from a memo from the advertising director of the Super Screen Movie Production Company.

"According to a recent report from our marketing department, during the past year, fewer people attended Super Screen-produced movies than in any other year. And yet the percentage of positive reviews by movie reviewers about specific Super Screen movies actually increased during the past year. Clearly, the contents of these reviews are not reaching enough of our prospective viewers. Thus, the problem lies not with the quality of our movies but with the public's lack of awareness that movies of good quality are available. Super Screen should therefore allocate a greater share of its budget next year to reaching the public through advertising."

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.

最近我们的市场部门报告显示，尽管观众们对 S 的正面评价增加，但去年来 S 影院的人数为近几年的最低。很明显，这些正面评价还未能深入我们未来的观众的心理。因此，目前的问题不在于我们的影片质量，而是大众根本没有意识到我们拥有如此高质量的影片。因此，S 影院明年应该将更多的预算资金用于广告，从而让更多人认识到我们的影片。

参考错误：

1. 调查错误：市场部门的报告有问题；
2. 时间外推：去年；
3. 因果关系：观众少不是因为看到正面评价，而是其他原因导致；
4. 条件类错误：明年投预算不一定能达到预期效果。

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81. The following appeared in a business magazine.

"As a result of numerous complaints of dizziness and nausea on the part of consumers of Promofoods tuna, the company requested that eight million cans of its tuna be returned for testing. Promofoods concluded that the canned tuna did not, after all, pose a health risk. This conclusion is based on tests performed on samples of the recalled cans by chemists from Promofoods; the chemists found that of the eight food chemicals most commonly blamed for causing symptoms of dizziness and nausea, five were not found in any of the tested cans. The chemists did find small amounts of the three remaining suspected chemicals but pointed out that these occur naturally in all canned foods."

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

由于有大量消费者投诉说产生了眩晕和恶心的症状，Promofoods 要求回收 800 万罐金枪鱼罐头做检测。Promofood 得出结论说这些罐头没有问题。这一结论基于这样的事实，即 Promofoods 的化学家测试了回收的罐头样本，并发现在 8 种最常见的导致眩晕和恶心症状的化学物质中，有 5 种化学物质都没有在任何被测试的罐头中发现。化学家确实发现罐头中含有其余 3 种受到怀疑的化学物质，但是量很少，同时他们指出在所有其他罐头中这些化学物质都存在。

参考答案：

1. 数据问题：800 万；
2. 调查错误：P 公司作为问题方和调查者，不够中立客观；
3. 作者指出 8 种化学物质最常见导致眩晕和恶心，相当于排除了其他可能性。
4. 数据问题：3 种物质很少量。“少量”表述含糊，同时其他罐头里也有，但是含量多少不清。

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

"A recent study of Dura-Socks 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 the socks' durability, our customers, on average, actually purchase



new Dura-Socks every three months. Furthermore, 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 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.

最近一次对于 Dura-Sock 使用者的调查研究表明，我们公司用于专利生产方式 "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，但这次新的调查研究显示，尽管我们的袜子十分耐穿，但 Dura-Sock 的消费者每三个月就买一双 Dura-Sock 袜子。而且，在美国东北部城市，我们的最大市场中，所调查的 Dura-Sock 消费者说他们最欣赏 Dura-Sock 的时尚外观和拥有众多颜色的选择。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。

参考答案：

- 1、调查错误：（第一句话中的）
- 2、平均值错误：平均 3 个月买一双袜子；
- 3、整体个体：北部市场不代表全部地区；
- 4、欣赏外观不代表忽视质量。
- 5、利润问题。

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83. The following is a letter to the editor of an environmental magazine.

"In 1975 a wildlife census found that there were seven species of amphibians in Xanadu National Park, with abundant numbers of each species. However, in 2002 only four species of amphibians were observed in the park, and the numbers of each species were drastically reduced. There has been a substantial decline in the numbers of amphibians worldwide, and global pollution of water and air is clearly implicated. The decline of amphibians in Xanadu National Park, however, almost certainly has a different cause: in 1975, trout—which are known to eat amphibian eggs—were introduced into the park."

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.

1975 年，X 国家公园野生动物调查显示，有 7 种两栖动物，每种数量都很充足。然而到了 2002 年，在该公园中只观察到 4 种两栖动物，并且每种动物的数量都在显著下降。同时，全球两栖动物数量也在持续的下降。同时，全球空气和水质的污染也愈加明显。但 X 公园的下降却该是另一种原因所导致的：1975 年在公园水域引入鲑鱼的行为——鲑鱼捕食两栖动物的卵。

参考答案::

1. 调查错误: 1975 年调查和 2002 年调查, 存在差异;
2. 整体个体: 全球两栖动物数量的下降与 X 国家公园没有可比性。
3. 因果关系: 不一定是鲑鱼导致动物数量下降。

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84. The following is a letter to the editor of an environmental magazine.

"Two studies of amphibians in Xanadu National Park confirm a significant decline in the numbers of amphibians. In 1975 there were seven species of amphibians in the park, and there were abundant numbers of each species. However, in 2002 only four species of amphibians were observed in the park, and the numbers of each species were drastically reduced. One proposed explanation is that the decline was caused by the introduction of trout into the park's waters, which began in 1975. (Trout are known to eat amphibian eggs.)"

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.

两次调查显示, X 国家公园的两栖动物数量在显著的下降。1975 年, 有 7 种两栖动物, 每种数量都很充足。然而, 到了 2002 年, 在公园中只观察到 4 种两栖动物, 并且每种动物的数量都在显著的下降。有人认为数量的下降是由该原因导致的: 1975 年在公园水域引入鲑鱼的行为——鲑鱼捕食两栖动物的卵。

参考答案:

1. 调查错误: 1975 年调查和 2002 年调查, 存在差异;
2. 因果关系: 不一定是鲑鱼导致动物数量下降。

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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 居民阅读习惯的调查中发现, 多数被访者说他们倾向于阅读古典文学。然而, 随后由相同的研究人员所引导的调查中发现 W 所有公共图书馆中最常被借阅的书是神秘小说。因此, 我们可以得出结论, 第一次参与调查的对象错误地表达了他们的阅读习惯。

参考答案：

1. 两次调查有差异：调查者、样本、问题设置等；
2. 整体个体：公共图书馆的借阅情况不能代表全部。

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86. The following appeared in a memo at XYZ company.

"When XYZ lays off employees, it pays Delany Personnel Firm to offer those employees assistance in creating résumés and developing interviewing skills, if they so desire. Laid-off employees have benefited greatly from Delany's services: last year those who used Delany found jobs much more quickly than did those who did not. Recently, it has been proposed that we use the less expensive Walsh Personnel Firm in place of Delany. This would be a mistake because eight years ago, when XYZ was using Walsh, only half of the workers we laid off at that time found jobs within a year. Moreover, Delany is clearly superior, as evidenced by its bigger staff and larger number of branch offices. After all, last year Delany's clients took an average of six months to find jobs, whereas Walsh's clients took nine."

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.

当 XYZ 裁员的时候，它雇佣了 Delany 人事公司为有需要的失业员工提供有关写简历和提高面试技巧方面的帮助。失业员工从 Delany 的服务中受益匪浅：去年获得了 Delany 帮助的员工，在找工作时，比没有获得 Delany 帮助的员工快得多。最近，有提案提出用收费较少的 Walsh 人事公司代替 Delany。这将会是一个错误的决策，因为在 8 年前，XYZ 使用的就是 Walsh，我们当时裁减的员工只有一半在一年之内找到了工作。而且，Delany 显然更好，理由是它的员工更多，分支机构也更多。无论如何，去年 Delany 的客户平均用了六个月的时间找到工作，而 Walsh 的客户平均用了 9 个月的时间。

参考答案：

- 1、因果关系：XYZ 员工找工作快慢与 D、W 无关；
- 2、时间外推：去年和 8 年前也不一样；
- 3、平均值错误：D 的客户平均 6 个月，W 平均 9 个月；
- 4、偷换概念：D 的员工更多，分支更多 不能代表 D 的质量高。

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87. In a study of the reading habits of Waymarsh citizens conducted by the University of Waymarsh, most respondents said 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 preferences.

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.

在一次由 W 大学所举行的关于 W 居民阅读习惯的调查中发现，多数被访者说他们倾向于阅读古典文学。然而，随后由相同的研究人员所引导的调查中发现 W 所有公共图书馆中最常被借阅的书是神秘小说。因此，我们可以得出结论，第一次参与调查的对象错误地表达了他们的阅读习惯。

参考答案：

- 1、两次调查有差异：调查者、样本、问题设置等；
- 2、整体个体：公共图书馆的借阅情况不能代表全部。

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88. The following appeared in a memorandum written by the vice president of Health Naturally, a small but expanding chain of stores selling health food and other health-related products.

"Our previous experience has been that our stores are most profitable in areas where residents are highly concerned with leading healthy lives. We should therefore build one of our new stores in Plainsville, which clearly has many such residents. Plainsville merchants report that sales of running shoes and exercise equipment are at all-time highs. The local health club, which nearly closed five years ago due to lack of business, has more members than ever, and the weight-training and aerobics classes are always full. We can even anticipate a new generation of customers: Plainsville's schoolchildren are required to participate in a program called Fitness for Life, which emphasizes the benefits of regular exercise at an early age."

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.

HN 之前的经验表明，我们的商店在那些居民对健康生活高度关注的地区是盈利最多的。因此，我们应该将下一家店铺开在 Plainsville。这家店一定会很成功，因为当地的人关注健康。Plainsville 的商家报告说运动鞋和运动衣的销售处于历史最高点。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，Plainsville 的在校学生代表了新一代的潜在客户群：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。

参考答案：

1. 数据模糊：服装销售到底有多高？
  2. 偷换概念：销售高不等于人们关注健康。
  3. 数据模糊：会员多，是多多少？
  4. 样本质量：减肥、有氧不能代表全部。
  5. 偷换概念：俱乐部人多不等于人们关注健康。
  6. 偷换概念：儿童被要求参加项目不代表是潜在客户群。
  7. 利润问题。
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89. The following appeared in a memo at XYZ company.

"When XYZ lays off employees, it pays Delany Personnel Firm to offer those employees assistance in creating résumés and developing interviewing skills, if they so desire. Laid-off employees have benefited greatly from Delany's services: last year those who used Delany found jobs much more quickly than did those who did not. Recently, it has been proposed that we use the less expensive Walsh Personnel Firm in place of Delany. This would be a mistake because eight years ago, when XYZ was using Walsh, only half of the workers we laid off at that time found jobs within a year. Moreover, Delany is clearly superior, as evidenced by its bigger staff and larger number of branch offices. After all, last year Delany's clients took an average of six months to find jobs, whereas Walsh's clients took nine."

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 XYZ 裁员的时候，它雇佣了 Delany 人事公司为有需要的失业员工提供有关写简历和提高面试技巧方面的帮助。失业员工从 Delany 的服务中受益匪浅：去年获得了 Delany 帮助的员工，在找工作时，比没有获得 Delany 帮助的员工快得多。最近，有提案提出用收费较少的 Walsh 人事公司代替 Delany。这将会是一个错误的决策，因为在 8 年前，XYZ 使用的就是 Walsh，我们当时裁减的员工只有一半在一年之内找到了工作。而且，Delany 显然更好，理由是它的员工更多，分支机构也更多。无论如何，去年 Delany 的客户平均用了六个月的时间找到工作，而 Walsh 的客户平均用了 9 个月的时间。

参考答案：

- 1、因果关系：XYZ 员工找工作快慢与 D、W 无关；
- 2、时间外推：去年和 8 年前也不一样；
- 3、平均值错误：D 的客户平均 6 个月，W 平均 9 个月；
- 4、偷换概念：D 的员工更多，分支更多 不能代表 D 的质量高。

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90. The following appeared in a memorandum written by the vice president of Health Naturally, a small but expanding chain of stores selling health food and other health-related products.

"Our previous experience has been that our stores are most profitable in areas where residents are highly concerned with leading healthy lives. We should therefore build one of our new stores in Plainsville, which clearly has many such residents. Plainsville merchants report that sales of running shoes and exercise equipment are at all-time highs. The local health club, which nearly closed five years ago due to lack of business, has more members than ever, and the weight-training and aerobics classes are always full. We can even anticipate a new generation of customers: Plainsville's schoolchildren are required to participate in a program called Fitness for Life, 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.

HN 之前的经验表明，我们的商店在那些居民对健康生活高度关注的地区是盈利最多的。因此，我们应该将下一家店铺开在 Plainsville。这家店一定会很成功，因为当地的人关注健康。Plainsville 的商家报告说运动鞋和运动衣的销售处于历史最高点。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，Plainsville 的在校学生代表了新一代的潜在客户群：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。

参考答案：

1. 数据模糊：服装销售到底有多高？
2. 偷换概念：销售高不等于人们关注健康。
3. 数据模糊：会员多，是多多少？
4. 样本质量：减肥、有氧不能代表全部。
5. 偷换概念：俱乐部人多不等于人们关注健康。
6. 偷换概念：儿童被要求参加项目不代表是潜在客户群。
7. 利润问题。

91. Three years ago, because of flooding at the Western Palean Wildlife Preserve, 100 lions and 100 western gazelles were moved to the East Palean Preserve, an area that is home to most of the same species that are found in the western preserve, though in larger numbers, and to the eastern gazelle, a close relative of the western gazelle. The only difference in climate is that the eastern preserve typically has slightly less rainfall. Unfortunately, after three years in the eastern preserve, the imported western gazelle population has been virtually eliminated. Since the slight reduction in rainfall cannot be the cause of the virtual elimination of western gazelle, their disappearance must have been caused by the larger number of predators in the eastern preserve.

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.

3 年前，由于发生在 P 西部野生动物保护区的洪水，100 只狮子和 100 只西部羚羊被转移到了东部，东部也是与很多西部物种属相同种族的家——尽管数量更大，但同时也是西部羚羊的近亲——东部羚羊的家。气候上唯一的区别就是东部雨量稍微少一些。不幸的是，3 年后，东部保护区的外来西部羚羊几乎绝迹。因为雨量的细微差别不可能是导致西部羚羊灭绝的原因，其灭绝原因一定是因为东部保护区内大量食肉动物的存在。

参考答案：

1. 错误类比：物种相似、气候相近不代表地区环境无差异。
2. 西部羚羊灭绝的事实缺乏足够证据支持。
3. 非此即彼：西部羚羊灭绝的原因不一定是因为食肉动物。

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92. 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 的员工病假天数比 50 英里外的大城市 M 要少。而且，相对于人口数量，L 患抑郁症的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。

参考答案：

- (1) 偷换概念：病假天数少不等同于身体健康；
- (2) 偷换概念：抑郁类诊断人数少不等同于身体健康。
- (3) 因果关系：健康不一定是因为悠闲的生活节奏。

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93. 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.

因为听众下降，WWAC 必须要改变目前的摇滚乐风格。尽管我们广播区域内人口增加，收听人数依然下降。增加的人口主要是一些退休后移居本地的居民。我们必须抓住这些新的听众，最近本地几家音乐店的关门表明他们对音乐没什么兴趣。所以只转变音乐风格没什么用。所以，我们可以变为在本地越来越受欢迎的新闻谈话类的节目形式。

参考答案：

- 1、偷换概念：销量走低 不代表 不喜欢音乐；



- 2、整体个体：谈话类形式在本地受欢迎不代表适合 WWAC 电台；
- 3、条件错误：转变节目也不一定能带来人气提升；  
吸引了退休人员也不一定能增加 WWAC 的收听人数。

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

"A recent national survey found that the majority of workers with access to the Internet at work had used company computers for personal or recreational activities, such as banking or playing games. In an effort to improve our employees' productivity, we should implement electronic monitoring of employees' Internet use from their workstations. Using electronic monitoring software is the best way to reduce the number of hours Climpson employees spend on personal or recreational activities. We predict that installing software to monitor employees' Internet use will allow us to prevent employees from wasting time, thereby increasing productivity and improving overall profits."

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.

一个最近的全国范围内的调查显示，大部分员工在上班时间用公司电脑在网络上处理个人事情，例如处理银行业务和玩游戏。为提高我们的员工的生产效率，我们应该在员工的电脑上安装电子监控来监视员工对互联网的使用。使用电子监控是最好的方式来减少 C 公司员工使用电脑办私事。通过在公司电脑上安装检测员工使用互联网的软件，我们可以防止员工浪费时间，以及提高我们公司的整体利润。

参考答案：

- 1、调查错误
- 2、整体个体：全国不代表 C 公司
- 3、条件类错误：加装电子监控能减少浪费时间。
- 4、条件类错误：加装电子监控能创造好工作环境。  
且“惩罚员工”不利于创造好的工作环境。
- 5、条件类错误：减少时间、好环境不一定能提高效率。
- 6、条件类错误：提高效率不一定能提高利润。

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95. 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 difficulty obtaining reliable supplies of high-quality wool fabric, we discontinued production of our popular alpaca overcoat. Now that we have a new fabric supplier, we should resume production. Given the outcry from our customers when we discontinued this product and the fact that none of our competitors offers a comparable product,

we can expect pent-up consumer demand for our alpaca coats. This demand and the overall increase in clothing prices will make Sartorian's alpaca overcoats more profitable than ever before."

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.

五年前，当我们在获取可靠、高质量羊毛毛料的供应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，所以消费者将会对这种羊毛衫有很迫切的需求。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，因此我们公司的利润将会上升。

参考答案：

1. 偷换概念：五年没有供应不代表销量会上涨。
2. 错误类比：许多服装价格上涨不代表我们的也上涨。
3. 时间外推：即便（2）成立，也是过去 5 年。
4. 利润问题。

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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 difficulty obtaining reliable supplies of high-quality wool fabric, we discontinued production of our popular alpaca overcoat. Now that we have a new fabric supplier, we should resume production. Given the outcry from our customers when we discontinued this product and the fact that none of our competitors offers a comparable product, we can expect pent-up consumer demand for our alpaca coats. Due to this demand and the overall increase in clothing prices, we can predict that Sartorian's alpaca overcoats will be more profitable than ever before."

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.

五年前，当我们在获取可靠、高质量羊毛毛料的供应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，所以消费者将会对这种羊毛衫有很迫切的需求。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，因此我们公司的利润将会上升。

参考答案：

1. 偷换概念：五年没有供应不代表销量会上涨。
2. 错误类比：许多服装价格上涨不代表我们的也上涨。
3. 时间外推：即便（2）成立，也是过去 5 年。
4. 利润问题。

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97. The following appeared in an e-mail sent by the marketing director of the Classical Shakespeare Theatre of Bardville.

"Over the past ten years, there has been a 20 percent decline in the size of the average audience at Classical Shakespeare Theatre productions. In spite of increased advertising, we are attracting fewer and fewer people to our shows, causing our profits to decrease significantly. We must take action to attract new audience members. The best way to do so is by instituting a 'Shakespeare in the Park' program this summer. Two years ago the nearby Avon Repertory Company started a 'Free Plays in the Park' program, and its profits have increased 10 percent since then. If we start a 'Shakespeare in the Park' program, we can predict that our profits will increase, too."

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.

在过去的 10 年间，CS 剧院的平均观众人数下降了 20%。尽管广告的力度加大，但却越来越难以吸引观众来看我们的演出，结果导致我们的利润明显下滑。我们必须采取行动来吸引新的观众，最好的方式就是在今年夏天举办一个叫“Shakespeare in the park”的活动。因为 2 年前，临近的 A 公司开展了一次“free play in the park”的活动后，利润上涨了 10%。如果我们开展一次“Shakespeare in the park”活动，预计我们的利润也会上涨。

参考答案：

1. 数据问题：A 开展了活动，利润上涨 10%；
2. 因果关系：A 利润上升的原因是因为活动；
3. 时间外推：2 年前这么做，现在也要这么做；
4. 错误类比：CS 和 A 不一样。
5. 过去 10 年间，CS 观众下降 20%，导致利润下滑：  
20%未必很多，  
过去 10 年不代表未来的趋势，  
利润下滑未必是因为观众下降。

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98. The following is a recommendation from the business manager of Monarch Books.

"Since its opening in Collegeville twenty years ago, Monarch Books has developed a large customer base due to its reader-friendly atmosphere and wide selection of books on all subjects.

Last month, Book and Bean, a combination bookstore and coffee shop, announced its intention to open a Collegeville store. Monarch Books should open its own in-store café in the space currently devoted to children's books. Given recent national census data indicating a significant decline in the percentage of the population under age ten, sales of children's books are likely to decline. By replacing its children's books section with a café, Monarch Books can increase profits and ward off competition from Book and Bean."

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.

自从 20 年前在 C 开张后，M 书店依靠其友善的氛围和广泛的图书种类而拥有庞大的客户群体。上个月，BB（书店、咖啡厅综合店）宣布也要在 C 开店。所以 M 书店也要在店内通过撤出儿童书籍柜台来开设一个咖啡厅。因为在最近一次全国调查中，显示 10 岁以下儿童的比率显著下降，所以儿童书销量可能会下降。开设新咖啡厅将会使 M 增加利润，并更好的与 BB 书店展开竞争。

参考答案：

- 1、条件错误：M 开咖啡厅不一定能吸引更多客户；
- 2、错误类比：M、BB 有区别；
- 3、整体推个体：全国不代表当地，
- 4、数据问题：比例下降不代表绝对数下降，
- 5、绝对数下降不代表对生意有影响。

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99. The following is a recommendation from the business manager of Monarch Books.

"Since its opening in Collegeville twenty years ago, Monarch Books has developed a large customer base due to its reader-friendly atmosphere and wide selection of books on all subjects. Last month, Book and Bean, a combination bookstore and coffee shop, announced its intention to open a Collegeville store. Monarch Books should open its own in-store café in the space currently devoted to children's books. Given recent national census data indicating a significant decline in the percentage of the population under age ten, sales of children's books are likely to decline. By replacing its children's books section with a café, Monarch Books can increase profits and ward off competition from Book and Bean."

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.

自从 20 年前在 C 开张后，M 书店依靠其友善的氛围和广泛的图书种类而拥有庞大的客户群体。上个月，BB（书店、咖啡厅综合店）宣布也要在 C 开店。所以 M 书店也要在店内通过撤出儿童书籍柜台来开设一个咖啡厅。因为在最近一次全国调查中，显示 10 岁以下儿童的比率显著下降，所以儿童书销量可能会下降。开设新咖啡厅将会使 M 增加利润，并更好的与 R 书店展开竞争。

参考答案：

- 1、条件错误：M 开咖啡厅不一定能吸引更多客户；
- 2、错误类比：M、BB 有区别；
- 3、整体推个体：全国不代表当地，
- 4、数据问题：比例下降不代表绝对数下降，
- 5、绝对数下降不代表对生意有影响。

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100. 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, a jazz music club in Monroe would be tremendously profitable."

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.

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；并且 Monroe 获评价最高的广播节目是平时每天播出的 Jazz Nightly；几个知名爵士音乐家居住在 Monroe。最后，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。所以在 M 建一家爵士乐俱乐部会利润很高。

参考答案：

- 1、时间外推：去年夏天；
- 2、数据含糊：10 万多人；
- 3、因果关系：参加音乐节 不因为 热爱爵士乐；
- 4、偷换概念：JN 收听率高 不等于 热爱爵士乐；
- 5、偷换概念：音乐家住在 M 不等于 热爱爵士乐；
- 6、整体个体（调查）：全国不代表 M；
- 7、利润问题。

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101. There is now evidence that the relaxed pace of life in small towns promotes better health and greater longevity than does the hectic pace of life in big cities. Businesses in the small town of Leeville report fewer days of sick leave taken by individual workers than do businesses in the nearby large city of Masonton. Furthermore, Leeville has only one physician for its one thousand residents, but in Masonton the proportion of physicians to residents is five times as high. Finally, the average age of Leeville residents is significantly higher than that of Masonton residents. These

findings suggest that people seeking longer and healthier lives should consider moving to small communities.

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.

现有证据表明，小城市的悠闲生活方式比大城市的快节奏生活方式更有利于健康和长寿。小城镇 Leeville 的商业公司所上报的员工病假天数比邻近大城市 Mason 的要少。而且，Leeville 中每一千人只有一名医生为他们工作，而 Mason 市医生的比例是 Leeville 的五倍。Leeville 居民的平均年龄显著高于 Mason 的居民。这些数据表明，寻求更健康更长寿的生活方式的人应该考虑移居到小型社区。

参考错误：

1. 偷换概念：病假天数少不等同于身体健康，且商业行业不一定具有代表性。
2. 偷换概念：医生比例低不等同于身体健康。
3. 偷换概念：平均年龄高不等同于身体健康。且平均年龄也有问题。
4. 因果关系：健康不一定是因为悠闲的生活节奏。
5. 条件错误：移居到小型社区会更健康长寿。

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102. 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；并且 Monroe 获评价最高的广播节目是平时每天播出的 Jazz Nightly；几个知名爵士音乐家居住在 Monroe。最后，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。所以在 M 建一家爵士乐俱乐部会利润很高。

参考答案：

- 1、时间外推：去年夏天；
- 2、数据含糊：10 万多人；

- 3、因果关系：参加音乐节 不因为 热爱爵士乐；
- 4、偷换概念：JN 收听率高 不等于 热爱爵士乐；
- 5、偷换概念：音乐家住在 M 不等于 热爱爵士乐；
- 6、整体个体（调查）：全国不代表 M；
- 7、利润问题。

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103. There is now evidence that the relaxed pace of life in small towns promotes better health and greater longevity than does the hectic pace of life in big cities. Businesses in the small town of Leeville report fewer days of sick leave taken by individual workers than do businesses in the nearby large city of Masonton. Furthermore, Leeville has only one physician for its one thousand residents, but in Masonton the proportion of physicians to residents is five times as high. Finally, the average age of Leeville residents is significantly higher than that of Masonton residents. These findings suggest that the relaxed pace of life in Leeville allows residents to live longer, healthier lives.

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.

现有证据表明，小城市的悠闲生活方式比大城市的快节奏生活方式更有利于健康和长寿。小城镇 Leeville 的商业公司所上报的员工病假天数比邻近大城市 Mason 的要少。而且，Leeville 中每一千人只有一名医生为他们工作，而 Mason 市医生的比例是 Leeville 的五倍。Leeville 居民的平均年龄显著高于 Mason 的居民。这些数据表明，寻求更健康更长寿的生活方式的人应该考虑移居到小型社区。

参考错误：

- 1. 偷换概念：病假天数少不等同于身体健康，且商业行业不一定具有代表性。
- 2. 偷换概念：医生比例低不等同于身体健康。
- 3. 偷换概念：平均年龄高不等同于身体健康。且平均年龄也有问题。
- 4. 因果关系：健康不一定是因为悠闲的生活节奏。
- 5. 条件错误：移居到小型社区会更健康长寿。

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104. The following appeared in a memo from a vice president of a manufacturing company.

"During the past year, workers at our newly opened factory reported 30 percent more on-the-job accidents than workers at nearby Panoply Industries. Panoply produces products very similar to those produced at our factory, but its work shifts are one hour shorter than ours. Experts say that fatigue and sleep deprivation among workers are significant contributing factors in many on-the-job accidents. Panoply's superior safety record can therefore be attributed to its shorter work shifts, which allow its employees to get adequate amounts of rest."

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.

在去年，我们工厂的工伤事故比邻近的 Panoply 工厂多 30%。Panoply 的产品和我们很相似，但是它的每班工作时间比我们的短一个小时。专家相信导致很多工伤事故的重要因素就是工人的疲劳和睡眠不足。所以 P 的更好的生产安全性是归功于他们的工作时间，使得员工有充足的休息。

参考答案：

1. 数据含糊：30%。
2. 因果关系：事故高，不一定因为疲劳或睡眠不足。
3. 因果关系：疲劳不一定因为工作时间长。

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105. The following appeared in a memo from the vice president of Butler Manufacturing.

"During the past year, workers at Butler Manufacturing reported 30 percent more on-the-job accidents than workers at nearby Panoply Industries, where the work shifts are one hour shorter than ours. A recent government study reports that fatigue and sleep deprivation among workers are significant contributing factors in many on-the-job accidents. If we shorten each of our work shifts by one hour, we can improve Butler Manufacturing's safety record by ensuring that our employees are adequately rested."

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.

在去年，B 工厂的工伤事故比邻近的 Panoply 工厂多 30%，Panoply 的每班工作时间比我们的短一个小时。一个最近的政府调查报告认为导致很多工伤事故的重要因素就是工人的疲劳和睡眠不足。如果我们把我们的三个班次的工作时间每个都减少一小时，从而使得我们的雇员将有充足的睡眠，我们可以提高安全性。

参考答案：

1. 数据含糊：30%。
2. 因果关系：事故高，不一定因为疲劳或睡眠不足。
3. 因果关系：疲劳不一定因为工作时间长。

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106. The following appeared in a memo from the Board of Directors of Butler Manufacturing.

"During the past year, workers at Butler Manufacturing reported 30 percent more on-the-job accidents than workers at nearby Panoply Industries, where the work shifts are one hour shorter than ours. A recent government study reports that fatigue and sleep deprivation among workers are significant contributing factors in many on-the-job accidents. Therefore, we recommend that Butler Manufacturing shorten each of its work shifts by one hour. Shorter shifts will allow Butler

to improve its safety record by ensuring that its employees are adequately rested."

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.

在去年，B 工厂的工伤事故比邻近的 Panoply 工厂多 30%，Panoply 的每班工作时间比我们的短一个小时。一个最近的政府调查报告认为导致很多工伤事故的重要因素就是工人的疲劳和睡眠不足。我建议把我们的三个班次的工作时间每个都减少一小时，从而使得我们的雇员将有充足的睡眠，我们可以提高安全性。

参考答案：

1. 数据含糊：30%。
2. 因果关系：事故高，不一定因为疲劳或睡眠不足。
3. 因果关系：疲劳不一定因为工作时间长。

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107. The following appeared in a memo from the business manager 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."

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.

很多年来，我们所有的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，在我们的新店里，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，在我们所有连锁店中，增加盈利的最好方式就是停止贮备很多进口奶酪，并主要集中于贮备国产奶酪。

参考答案：

- 1、偷换概念：5 种奶酪销量高不代表其他销量差；
- 2、时间外推：去年；
- 3、调查类错误
- 4、条件类错误：增加利润。

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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."

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.

很多年来，我们所有的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，在我们的新店里，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，在我们所有连锁店中，增加盈利的最好方式就是停止贮备很多进口奶酪，并主要集中于贮备国产奶酪。

参考答案：

- 1、偷换概念：5 种奶酪销量高不代表其他销量差；
- 2、时间外推：去年；
- 3、调查类错误
- 4、条件类错误：增加利润。

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109. The following appeared in a memorandum from the general manager of KNOW radio station.

"Several factors indicate that radio station KNOW should shift its programming from rock-and-roll music to a continuous news format. Consider, for example, that the number of people in our listening area over fifty years of age has increased dramatically, while our total number of listeners has declined. Also, music stores in our area report decreased sales of recorded music. Finally, continuous news stations in neighboring cities have been very successful. The switch from rock-and-roll music to 24-hour news will attract older listeners and secure KNOW radio's future."

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.

若干因素表明 KNOW 电台应该把它的节目从摇滚乐转变成连续的新闻节目。举例来说，我们电台覆盖范围内的老年人数量在显著增加，而总的听众人数最近却减少了。

而且，我们地区音像店中音乐的销量在下降。最后，邻近城市的连续新闻节目非常成功。因此，将电台内容从摇滚乐转变到 24 小时新闻节目将会吸引更多的老年听众，并会保障 KNOW 电台的未来发展。

参考答案：

1. 老年人增加，听众减少，不代表 KNOW 要转换风格；
2. 因果关系：音像店销量下降 不是因为 老年人不喜欢音乐；
3. 错误类比：邻近城市与 KNOW 所在地区有差异性；
4. 条件类错误：KNOW 电台转型也不一定成功。

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

"Several factors indicate that KNOW radio can no longer succeed as a rock-and-roll music station. Consider, for example, that the number of people in our listening area over fifty years of age has increased dramatically, while our total number of listeners has declined. Also, music stores in our area report decreased sales of rock-and-roll music. Finally, continuous news stations in neighboring cities have been very successful. We predict that switching KNOW radio from rock-and-roll music to 24-hour news will allow the station to attract older listeners and make KNOW radio more profitable than ever."

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.

若干因素表明 KNOW 电台如果摇滚乐将不会成功。举例来说，我们电台覆盖范围内的 50 岁以上的人数量在显著增加，而总的听众人数最近却减少了。而且，我们地区音像店中音乐的销量在下降。最后，邻近城市的连续新闻节目非常成功。因此，将电台内容从摇滚乐转变到 24 小时新闻节目将会吸引更多的老年听众，并会保障 KNOW 电台的未来发展。

参考答案：

- 1、老年人增加，听众减少，不代表 KNOW 要转换风格；
- 2、因果关系：音像店销量下降 不是因为 老年人不喜欢音乐；
- 3、错误类比：邻近城市与 KNOW 所在地区有差异性；
- 4、条件类错误：KNOW 电台转型也不一定成功。

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111. The following appeared in a memorandum from the owner of Movies Galore, a chain of movie-rental stores.

"In order to stop the recent decline in our profits, we must reduce operating expenses at Movies Galore's ten movie-rental stores. Since we are famous for our special bargains, raising our rental prices is not a viable way to improve profits. Last month our store in downtown Marston

significantly decreased its operating expenses by closing at 6:00 P.M. rather than 9:00 P.M. and by reducing its stock by eliminating all movies released more than five years ago. By implementing similar changes in our other stores, Movies Galore can increase profits without jeopardizing our reputation for offering great movies at low prices."

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.

为了阻止利润下降，我们必须压缩 MG 公司的十家录像租赁店的营业开支。涨价并不是一个好选择，因为我们就是因低价销售而知名的。上个月我们位于闹市区 Marston 的店营业时间从以前的 9 点缩减到下午 6 点，并通过不再保留发行 5 年以上的电影来减少总库存量。我们应该在所有 MG 公司的商店实施这些政策，并以此作为增加利润的最好策略。

参考答案：

1. M 地区的店是否成功不知道。
2. 时间外推：上个月。
3. 范围变化：M 地区与全国有区别。
4. 利润问题。

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112. The following appeared in a memorandum from the owner of Movies Galore, a chain of movie-rental stores.

"In order to reverse the recent decline in our profits, we must reduce operating expenses at Movies Galore's ten movie-rental stores. Since we are famous for our special bargains, raising our rental prices is not a viable way to improve profits. Last month our store in downtown Marston significantly decreased its operating expenses by closing at 6:00 p.m. rather than 9:00 p.m. and by reducing its stock by eliminating all movies released more than five years ago. Therefore, in order to increase profits without jeopardizing our reputation for offering great movies at low prices, we recommend implementing similar changes in our other nine Movies Galore stores."

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.

为了阻止利润下降，我们必须压缩 MG 公司的十家录像租赁店的营业开支。涨价并不是一个好选择，因为我们就是因低价销售而知名的。上个月我们位于闹市区 Marston 的店营业时间从以前的 9 点缩减到下午 6 点，并通过不再保留发行 5 年以上的电影来减少总库存量。我们应该在所有 MG 公司的商店实施这些政策，并以此作为增加利润的最好策略。

参考答案：

- 1、M 地区的店是否成功不知道。
- 2、时间外推：上个月。
- 3、范围变化：M 地区与全国有区别。
- 4、利润问题。

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113. 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, to improve productivity, Acme should require all of our employees to take the Easy Read course."

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.

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 500 页的报告，另一名毕业生在一年内从助理经理上升到副总裁。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 500 元每人，当考虑到它给 A 公司带来的效益时，这显然是个小数目。这个费用包括在 S 市举行为期三周的研讨会和 Easy Read 新闻刊物的终生赠阅。所以，A 公司应该要求所有员工参加 Easy Read 的课程，这将受益匪浅。

参考答案：

1. 偷换概念：“两小时内读完 500 页”不代表阅读速度快，同时不能说明培训课程有效果。
2. 偷换概念：“一年内从助理经理上升到副总裁”不能说明培训课程有效果。
3. 样本数量：只有 2 个例子不具备代表性；
4. “每人只收 500 元”不代表价格便宜。
5. 绝对化词汇：所有员工。

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114. The 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 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 in Palm City, 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 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.

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，我们节省花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。

参考错误：

- 1、数据问题：损失上，20000 不一定大于 10000；
- 2、错误类比：P、W 存在差异性；
- 3、时间外推：上个月不能代表过去和将来。
- 4、利润问题（相似）：F 收费如果能够弥补损失，还是 F 更便宜。
- 5、绝对化词汇错误：best、all。

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115. The 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 different regions. The buildings were erected by two different construction companies—Alpha and Zeta. Even though the two buildings had identical floor plans, the building constructed by Zeta cost 30 percent more to build, and its expenses for maintenance last year were twice those of the building constructed by Alpha. Furthermore, the energy consumption of the Zeta building has been higher than that of the Alpha building every year since its construction. Such data, plus the fact that Alpha has a stable workforce with little employee turnover, indicate that we should use Alpha rather than Zeta for our contemplated new building project."

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.

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%，去年的维护费用是 Alpha 建的楼的 2 倍。而且，Z 大楼建成以来每年的能耗都比 Alpha 大楼要多。这些数据，再加上 A 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 A 建筑公司而不是 Z 公司来建造未来的建筑工程。

参考答案：

1. 数据模糊：30%。
2. 时间外推：即便（1）成立，也是 10 年前。
3. 数据模糊：50%。
4. 时间外推：即便（3）成立，也是去年。
5. 数据模糊：能耗多。
6. 范围变化：即便（2）（3）成立，也有地区差异。
7. 偷换概念：员工稳定、流动性小不代表质量高。

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116. The 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 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 in Palm City, 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. This difference in pest damage is best explained by the negligence of Fly-Away."

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.

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。不同的损失是因为 F 的疏忽。

参考错误：

- 1、数据问题：损失上，20000 不一定大于 10000；
- 2、错误类比：P、W 存在差异性；
- 3、时间外推：上个月不能代表过去和将来。

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117. The 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 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 in Palm City, continued to service our warehouse in Wintervale, 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 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 Wintervale 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，我们节省花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。

参考错误：

- 1、数据问题：损失上，20000 不一定大于 10000；
- 2、错误类比：P、W 存在差异性；
- 3、时间外推：上个月不能代表过去和将来。
- 4、利润问题（相似）：F 收费如果能够弥补损失，还是 F 更便宜。
- 5、绝对化词汇错误：best、all。

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

"A recent study rating 300 male and female 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 six hours of sleep per night had higher profit margins and faster growth. On the basis of this study, we recommend that businesses hire only people who need less than six hours of sleep per night."

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.

最近一项对 300 名 M 广告公司男女高管的每天平均睡眠时间的调查显示，高管们所需的睡眠时间与他们公司成功与否之间存在着关联。根据对这些广告公司的研究，那些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。基于这项调查研究，我们建议这些公司应只雇佣那些每天睡眠不足 6 小时的人员。

参考答案：

1. 样本数量：300。同时 executive 不等同于 people；
2. 样本质量：M 公司不等同于 business；
3. 因果关系：睡眠不足 6 小时使公司发展更好；
4. 条件类问题：要想发展好，应该只雇用睡眠不足 6 小时的人；
5. 结论可行性。

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119. Evidence suggests that academic honor codes, which call for students to agree not to cheat in their academic endeavors and to notify a faculty member if they suspect that others have cheated, are far more successful than are other methods at deterring cheating among students at colleges and universities. Several years ago, Groveton College adopted such a code and discontinued its old-fashioned system in which teachers closely monitored students. Under the old system, teachers reported an average of thirty cases of cheating per year. In the first year the honor code was in place, students reported twenty-one cases of cheating; five years later, this figure had dropped to fourteen. Moreover, in a recent survey, a majority of Groveton students said that they would be less likely to cheat with an honor code in place than without.

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.

有证据表明，要求同学同意在学业中不作弊，并要求当他们怀疑别人作弊时告知老师的制度，比传统等有老师严密监管的老体制有效。几年前，G 大学就这么做，并且取得了成功，在老体制中平均每年有 30 起作弊被上报。而在实施新制度后的第一年，学生上报了 21 起作弊。五年后，这一数字更是下降到 14 起。另外，最近一项调查显示，G 大学中，绝大多数学生表示在有了诚信制度以后，他们比以前更不可能作弊了。

参考答案：

- 1、数据问题：第一年 21 第五年 14 不等于低于 平均每年 30；
- 2、因果错误：作弊下降未必是因为诚信制度；
- 3、调查错误

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120. Several years ago, Groveton College adopted an honor code, which calls for students to agree not to cheat in their academic endeavors and to notify a faculty member if they suspect that others have cheated. Groveton's honor code replaced a system in which teachers closely monitored students. Under that system, teachers reported an average of thirty cases of cheating per year. The honor code has proven far more successful: in the first year it was in place, students reported twenty-one cases of cheating; five years later, this figure had dropped to fourteen. Moreover, in a recent survey, a majority of Groveton students said that they would be less likely to cheat with an honor code in place than without. Such evidence suggests that all colleges and universities should adopt honor codes similar to Groveton's. This change is sure to result in a dramatic decline in

cheating among college students.

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.

几年前，G 大学通过采取诚信制度的方式使该校学生作弊现象减少。该制度要求同学同意在学业中不作弊，并要求当他们怀疑别人作弊时告知老师。G 大学的诚信制度取代了原有老师严密监管的老体制，在老体制中平均每年有 30 起作弊被上报。而在实施新制度后的第一年，学生上报了 21 起作弊。五年后，这一数字更是下降到 14 起。另外，最近一项调查显示，G 大学绝大多数学生表示在有了诚信制度以后，他们比以前更不可能作弊了。因此，所有的大学都应该采取与 G 大学类似的诚信制度来降低学生的作弊现象。

参考答案：

- 1、数据问题：第一年 21 第五年 14 不等于低于 平均每年 30；
- 2、因果错误：作弊下降未必是因为诚信制度；
- 3、时间外推：5 年前成功，现在做也未必有用；
- 4、整体个体：G 大学不能代表其他学校。
- 5、调查错误

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

"In a controlled laboratory study of liquid hand soaps, a concentrated solution of extra strength UltraClean hand soap produced a 40 percent greater reduction in harmful bacteria than did the liquid hand soaps currently used in our hospitals. During our recent test of regular-strength UltraClean with doctors, nurses, and visitors at our hospital in Worktown, the hospital reported significantly fewer cases of patient infection (a 20 percent reduction) 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, including those used by visitors, 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.

在一次对于抗菌洗手液的实验研究中发现，UC 浓缩液比我们医院目前使用的洗手液多杀 40% 的细菌。随后，我们在 W 的医院所做的测试中发现，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（少 20%）。因此，为防止严重的患者感染，我们应该在我们医院系统内的所有洗手站提供 UC 洗手液。

参考答案：

- 1、数据含糊：40%

- 2、调查错误：W 医院上报数量少。
- 3、错误类比：即便（2）成立，W 也与其他地方不一样。
- 4、条件类错误：防止患者感染。

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

"In a controlled laboratory study of liquid hand soaps, a concentrated solution of extra strength UltraClean hand soap produced a 40 percent greater reduction in harmful bacteria than did the liquid hand soaps currently used in our hospitals. During our recent test of regular-strength UltraClean with doctors, nurses, and visitors at our hospital in Worktown, the hospital reported significantly fewer cases of patient infection (a 20 percent reduction) than did any of the other hospitals in our group. The explanation for the 20 percent reduction in patient infections is the use of UltraClean soap."

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.

在一次对于抗菌洗手液的实验研究中发现，UC 浓缩液比我们医院目前使用的洗手液多杀 40% 的细菌。随后，我们在 W 的医院中所做的测试发现，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（少 20%）。这少的 20% 是因为 W 医院使用了 UC 洗手液。

参考答案：

- 1、数据含糊：40%
- 2、调查错误：W 医院上报数量少。
- 3、因果关系：W 医院数量少，是因为 UC。

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123. 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 accidents caused by bicycling 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, there is clearly a call for the government to strive to reduce the number of serious injuries from bicycle accidents by launching an education program that concentrates on the factors other than helmet use that are necessary for bicycle safety."

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.

一项为期十年的对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，因骑车引起的安全事故数量增加了 200%。这些结果说明骑车人因为戴着头盔而感到更安全，因而导致他们去尝试更大的危险。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，而不是鼓励并要求骑车人戴头盔。

参考答案：

1. 数据模糊：30% 不一定少于 80%；
2. 数据模糊：200% ；
3. 因果关系：因为头盔所以安全。
4. 因果关系：因为安全所以冒险。
5. 因果关系：因为冒险所以事故增加。

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

"In a controlled laboratory study of liquid hand soaps, a concentrated solution of extra strength UltraClean hand soap produced a 40 percent greater reduction in harmful bacteria than did the liquid hand soaps currently used in our hospitals. During our recent test of regular-strength UltraClean with doctors, nurses, and visitors at our hospital in Worktown, the hospital reported significantly fewer cases of patient infection (a 20 percent reduction) 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, including those used by visitors, throughout our hospital system."

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.

在一次对于抗菌洗手液的实验研究中发现，UC 浓缩液比我们医院目前使用的洗手液多杀 40% 的细菌。随后，我们在 W 的医院中所做的测试发现，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（少 20%）。因此，为防止严重的患者感染，我们应该在我们医院系统内的所有洗手站提供 UC 洗手液。

参考答案：

- 1、数据含糊：40%
- 2、调查错误：W 医院上报数量少。
- 3、错误类比：即便（2）成立，W 也与其他地方不一样。
- 4、条件类错误：防止患者感染。

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125. 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 accidents caused by bicycling 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 there is clearly a call for the government to strive to reduce the number of serious injuries from bicycle accidents by launching an education program that concentrates on the factors other than helmet use that are necessary for bicycle safety."

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.

一项为期十年的对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，因骑车引起的安全事故数量增加了200%。这些结果说明骑车人因为戴着头盔而感到更安全，因而导致他们去尝试更大的危险。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，而不是鼓励并要求骑车人戴头盔。

参考答案：

1. 数据模糊：30%不一定少于80%；
2. 数据模糊：200%；
3. 因果关系：因为头盔所以安全。
4. 因果关系：因为安全所以冒险。
5. 因果关系：因为冒险所以事故增加。

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126. 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 discuss what specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument.

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 500 页的报告，另一名毕业生在一年内从助理经理上升到副总裁。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 500 元每人，当考虑到它给 A 公司带来的效益时，这显然是个小数目。这个费用包括在 S 市举行为期三周的研讨会和 Easy Read 新闻刊物的终生赠阅。所以，A 公司应该要求所有员工参加 Easy Read 的课程，这将受益匪浅。

参考答案：

- 1、偷换概念：“两小时内读完 500 页”不代表阅读速度快，  
同时不能说明培训课程有效果。
- 3、偷换概念：“一年内从助理经理上升到副总裁”不能说明培训课程有效果。
- 3、样本数量：只有 2 个例子不具备代表性；
- 4、“每人只收 500 元”不代表价格便宜。
- 5、绝对化词汇：所有员工。

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127. 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, to improve overall productivity, Acme should require all of our employees to take the Easy Read course."

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.

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 500 页的报告，另一名毕业生在一年内从助理经理上升到副总裁。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 500 元每人，当考虑到它给 A 公司带来的效益时，这显然是个小数目。这个费用包括在 S 市举行为期三周的研讨会和 Easy Read 新闻刊物的终生赠阅。所以，A 公司应该要求所有员工参加 Easy Read 的课程，这将受益匪浅。

参考答案：

1. 偷换概念：“两小时内读完 500 页”不代表阅读速度快，  
同时不能说明培训课程有效果。

- 偷换概念：“一年内从助理经理上升到副总裁”不能说明培训课程有效果。
- 样本数量：只有 2 个例子不具备代表性；
- “每人只收 500 元”不代表价格便宜。
- 绝对化词汇：所有员工。

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

"One month ago, 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 discuss what specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument.

一个月前，Sunnyside 塔楼中 3 幢的所有淋浴喷头的水压被调节为以前水压的大约三分之一。尽管在调节之前或之后用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 幢楼都限制水压将会增加我们未来的利润。

参考答案：

- 数据问题：1/3 不一定能省很多，而且读数还没有出来；
- 考虑问题不全面：没有关于“淋浴喷头”的投诉 不代表 没有关于其他问题的投诉；
- 时间外推：一个月前的事情；
- 整体个体：3 幢不能代表 12 幢；
- 利润问题。

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129. The 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 塔楼中 3 幢的所有淋浴喷头的水压被调节为以前水压的大约三分之一。尽管在调节之前或之后用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 幢楼都限制水压将会增加我们未来的利润。

参考答案：

1. 数据问题：1/3 不一定能省很多，而且读数还没有出来；
2. 考虑问题不全面：没有关于“淋浴喷头”的投诉 不代表 没有关于其他问题的投诉；
3. 时间外推：一个月前的事情；
4. 整体个体：3 幢不能代表 12 幢；
5. 利润问题。

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130. 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 filed a formal complaint, 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, the Happy Pancake House should extend this cost-saving change to its restaurants throughout the rest of the country."

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，Happy Pancake House 在美国西南部的餐厅用人造黄油代替了天然黄油。只有大约 2% 的顾客投诉，这说明 100 个人中有 98 人对于这种替换是乐于接受的。而且，很多服务生报告说很多要了天然黄油的顾客在被给予人造黄油的时候并没有投诉。显然，这些顾客要么分不清天然黄油和人造黄油，要么是用“天然黄油”这个词来指天然黄油或人造黄油。所以为了避免购买天然黄油的巨大开支，我们应该将

这一措施推广到全国其他地区。

参考答案：

1. 数据模糊：2% 并不一定少；
2. 偷换概念：只有 2% 的顾客投诉 不等于 100 人中有 98 人满意；
3. 数据模糊：“很多”服务生并不一定多；
4. 调查问题：服务生报告不中立；
5. 非此即彼：要么……要么……；
6. 整体个体：西南地区不等于其他地区。

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131. 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, we predict that Happy Pancake House will be able to increase profits dramatically if we extend this cost-saving change to all our restaurants in the southeast and northeast as well."

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，Happy Pancake House 在美国西南部的餐厅用人造黄油代替了天然黄油。只有大约 2% 的顾客投诉，这说明 100 个人中有 98 人对于这种替换是乐于接受的。而且，很多服务生报告说很多要了天然黄油的顾客在被给予人造黄油的时候并没有投诉。显然，这些顾客要么分不清天然黄油和人造黄油，要么是用“天然黄油”这个词来指天然黄油或人造黄油。所以我们应该将这一措施推广到东南和东北地区。

参考答案：

1. 数据模糊：2% 并不一定少；
2. 偷换概念：只有 2% 的顾客投诉 不等于 100 人中有 98 人满意；
3. 数据模糊：“很多”服务生并不一定多；
4. 调查问题：服务生报告不中立；
5. 非此即彼：要么……要么……。
6. 整体个体：西南地区不等于其他地区。

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132. The 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员。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，因此必须有一些其他的课程来保证这些孩子成为安全的驾驶员。尽管在 Centerville 已经有两所驾校，但预算不足的家长无法负担驾校学费。因此由学校组织的有效且具有强制性的课程是解决这一严重问题的唯一方案。

参考答案：

1. 因果关系：一些交通事故 不一定是由 青少年驾驶者导致。
2. 时间外推：“过去 2 年”不代表未来的情况。
3. 条件错误：由学校提供项目也不一定能解决问题。
4. 整体个体：部分驾驶员 不代表 全部学生都要参加培训。

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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，Happy Pancake House 在美国西南部的餐厅用人造黄油代替了天然黄油。只有大约 2% 的顾客投诉，这说明 100 个人中有 98 人对于这种替换是乐于接受的。而

且，很多服务生报告说很多要了天然黄油的顾客在被给予人造黄油的时候并没有投诉。显然，这些顾客要么分不清天然黄油和人造黄油，要么是用"天然黄油"这个词来指天然黄油或人造黄油。所以我们应该将这一措施推广到东南和东北地区。

参考答案：

1. 数据模糊：2% 并不一定少；
2. 偷换概念：只有 2% 的顾客投诉 不等于 100 人中有 98 人满意；
3. 数据模糊：“很多”服务生并不一定多；
4. 调查问题：服务生报告不中立；
5. 非此即彼：要么……要么……；
6. 整体个体：西南地区不等于其他地区。

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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.

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员。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，因此必须有一些其他的课程来保证这些孩子成为安全的驾驶员。尽管在 Centerville 已经有两所驾校，但预算不足的家长无法负担驾校学费。因此由学校组织的有效且具有强制性的课程是解决这一严重问题的唯一方案。

参考答案：

- 1、因果关系：一些交通事故 不一定是由 青少年驾驶者导致。
- 2、时间外推：“过去 2 年”不代表未来的情况。
- 3、条件错误：由学校提供项目也不一定能解决问题。
- 4、整体个体：部分驾驶员 不代表 全部学生都要参加培训。

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135. 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.

对高校数学、科学老师的调查数据显示，S 地区许多老师每天都布置作业，而 M 地区，大多数科学和数学老师报告每周布置 2、3 次作业。虽然作业少，但是 Marlee 地区的学生综合成绩更好，而且比起 Sanlee 的学生来说，更不容易留级。这对每天布置家庭作业的作用提出了疑问。也许 M 的学生有更多时间集中于个人的事情，而 S 的学生每天要做作业。所以我们高中所有教师每周布置的作业都不应该超过两次。

参考答案：

1. 数据问题：M 地区老师的报告不一定准确；
2. 错误类比：数学科学老师不代表其他老师；
3. 地区差异：S、M 地区不一样；
4. 因果关系：成绩好坏与布置作业多少无关；

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136. The 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 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.

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员。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，因此必须有一些其他的课程来保证这些孩子成为安全的驾驶员。尽管在 Centerville 已经有两所驾校，但预算不足的家长无法负担驾校学费。因此由学校组织的有效且具有强制性的课程是解决这一严重问题的唯一方案。

参考答案：



- 1、因果关系：一些交通事故 不一定是由 青少年驾驶者导致。
- 2、时间外推：“过去 2 年”不代表未来的情况。
- 3、条件错误：由学校提供项目也不一定能解决问题。
- 4、整体个体：部分驾驶员 不代表 全部学生都要参加培训。

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137. While the Department of Education in the state of Attra recommends that high school students be assigned homework every day, the data from a recent statewide survey of high school math and science teachers give us reason to question the usefulness of daily homework. In the district of Sanlee, 86 percent of the teachers reported assigning homework three to five times a week, whereas in the district of Marlee, less than 25 percent of the teachers reported assigning homework three to five times a week. Yet the students in Marlee earn better grades overall and are less likely to be required to repeat a year of school than are the students in Sanlee. Therefore, all teachers in our high schools should assign homework no more than twice a week.

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.

Attra 州的教育部建议高中学生应该每天都被布置家庭作业。然而最近一项对全州高中数学和科学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 的学生来说，更不容易留级。因此，我们高中所有教师每周布置的作业都不应该超过两次。

参考答案：

1. 数据问题：86%与 25%不具备可比性。  
同时“报告”不一定客观。
2. 因果关系：成绩好坏与布置作业多少无关。
3. 样本质量：S、M 地区不能代表 A 州。
4. 整体个体：数学、科学老师不能代表所有老师。

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138. The following appeared as an editorial in the student newspaper of Groveton College.

"To combat the recently reported dramatic rise in cheating among college students, colleges and universities should adopt honor codes similar to Groveton's, which calls for students to agree not to cheat in their academic endeavors and to notify a faculty member if they suspect that others have cheated. Groveton's honor code replaced an old-fashioned system in which teachers closely monitored students. Under that system, teachers reported an average of thirty cases of cheating per year. The honor code has proven far more successful: in the first year it was in place, students reported twenty-one cases of cheating; five years later, this figure had dropped to fourteen. Moreover, in a recent survey conducted by the Groveton honor council, a majority of students said

that they would be less likely to cheat with an honor code in place than without."

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.

为了有效应对大学作弊现象显著增加的局面。大学应该采取 G 大学的措施。G 大学制度要求同学同意在学业中不作弊，并要求当他们怀疑别人作弊时告知老师。G 大学的诚信制度取代了原有老师严密监管的老体制，在老体制中平均每年有 30 起作弊被上报。而在实施新制度后的第一年，学生上报了 21 起作弊。五年后，这一数字更是下降到 14 起。另外，最近一项调查显示，G 大学绝大多数学生表示在有了诚信制度以后，他们比以前更不可能作弊了。

参考答案：

1. 数据问题：第一年 21 第五年 14 不等于低于 平均每年 30；
2. 因果错误：作弊下降未必是因为诚信制度；
3. 时间外推：5 年前成功，现在做也未必有用；
4. 整体个体：G 大学不能代表其他学校。
5. 调查错误

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139. The following appeared in a memo from a budget planner for the city of Grandview.

"Our citizens are well aware of the fact that while the Grandview Symphony Orchestra was struggling to succeed, our city government promised annual funding to help support its programs. Last year, however, private contributions to the symphony increased by 200 percent, and attendance at the symphony's concerts-in-the-park series doubled. The symphony has also announced an increase in ticket prices for next year. Such developments indicate that the symphony can now succeed without funding from city government and we can eliminate that expense from next year's budget. Therefore, we recommend that the city of Grandview eliminate its funding for the Grandview Symphony from next year's budget. By doing so, we can prevent a city budget deficit without threatening the success of the symphony."

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.

这么多年来 G 市政府每年都资助 G 的交响乐团。但是去年，个人对乐团的资助增加了 200%，同时乐团公园音乐会的人数翻了一番。另外，乐团还宣布明年的票价将会提高。鉴于目前的局面，G 的交响乐团可以独立生存，因此可以取消明年对该乐团的政府资助，因此 women 建议城市政府取消明年对乐队的资助，这样有助于降低财政赤字，同时也不会危害乐团。

参考答案：

- 1、数据问题：200% ；

- 2、数据问题：翻一番，以及人们来听音乐可能是因为其他原因；
- 3、时间外推：去年不具备代表性；
- 4、论据含糊：明年提高票价。

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140. While the Department of Education in the state of Attra suggests that high school students be assigned homework every day, the data from a recent statewide survey of high school math and science teachers give us reason to question the usefulness of daily homework. In the district of Sanlee, 86 percent of the teachers reported assigning homework three to five times a week, whereas in the district of Marlee, less than 25 percent of the teachers reported assigning homework three to five times a week. Yet the students in Marlee earn better grades overall and are less likely to be required to repeat a year of school than are the students in Sanlee. Therefore, we recommend that all teachers in our high schools should assign homework no more than twice a week.

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.

Attra 州的教育部建议高中学生应该每天都被布置家庭作业。然而最近一项对全州高中数学和科学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 的学生来说，更不容易留级。因此，我们高中所有教师每周布置的作业都不应该超过两次。

参考答案：

- 1、数据问题：86%与 25%不具备可比性。  
同时“报告”不一定客观。
- 2、因果关系：成绩好坏与布置作业多少无关。
- 3、样本质量：S、M 地区不能代表 A 州。
- 4、整体个体：数学、科学老师不能代表所有老师。

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141. The following appeared in a memo to the board of the Grandview Symphony.

"The city of Grandview has provided annual funding for the Grandview Symphony since the symphony's inception ten years ago. Last year the symphony hired an internationally known conductor, who has been able to attract high-profile guest musicians to perform with the symphony. Since then, private contributions to the symphony have doubled and attendance at the symphony's concerts-in-the-park series has reached new highs. Now that the Grandview Symphony is an established success, it can raise ticket prices. Increased revenue from larger audiences and higher ticket prices will enable the symphony to succeed without funding from the city government."

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.

10 年来 G 市政府每年都资助 G 的交响乐团。但是去年，乐团招聘了一个新的指挥，这能够带来许多知名音乐家的合作。并且自从那时开始，对于 G 乐团的个人资助翻倍了，同时乐团公园音乐会的人数也增加了。既然乐团很成功，所以可以增加票价。因此，G 交响乐团可以需要资助而独立生存了。

参考答案：

1. 偷换概念：许多音乐家来合作不代表收入高；
2. 数据问题：个人资助翻倍  
音乐会人数增加；
3. 时间外推：未来情况会有变化
4. 条件错误：即便情况好，也未必能独立生存。

142. Hospital statistics regarding people who go to the emergency room after roller-skating accidents indicate the need for more protective equipment. Within that group of people, 75 percent of those who had accidents in streets or parking lots had not been wearing any protective clothing (helmets, knee pads, etc.) or any light-reflecting material (clip-on lights, glow-in-the-dark wrist pads, etc.). Clearly, the statistics indicate that by investing in high-quality protective gear and reflective equipment, roller skaters will greatly reduce their risk of being severely injured in an accident.

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.

医院对那些因滑板事故而来医院进行急救的人进行调查，结果显示他们需要更具保护性的设备。在那群调查人员中，75%在大街或停车场发生事故的人没有穿着任何防护衣服（头盔，护膝等等）或任何的反光物质（小手电，或者夜光护腕等等）。很明显，该数据表明投资高质量的防护工具及反光设备，会大大减少滑板玩家们在事故中受伤的机率。

参考答案：

1. 调查错误：包括 75%、样本等问题。
2. 因果关系：玩家受伤不一定是因为没有防护。
3. 条件错误：投资设备不一定能减少受伤几率。

143. The following appeared in a memo from a budget planner for the city of Grandview.

"When the Grandview Symphony was established ten years ago, the city of Grandview agreed to

provide the symphony with annual funding until the symphony became self-sustaining. Two years ago, the symphony hired an internationally known conductor, who has been able to attract high-profile guest musicians to perform with the symphony. Since then, private contributions to the symphony have tripled and attendance at the symphony's outdoor summer concert series has reached record highs. Now that the symphony has succeeded in finding an audience, the city can eliminate its funding of the symphony."

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.

自从 10 年前 G 交响乐团建立起来，G 市政府同意每年都资助 G 的交响乐团直到 G 交响乐团能够独立生存。两年前，乐团招聘了一个国际知名的指挥，这能够带来许多知名音乐家的合作。自那时起，对于 G 乐团的个人资助增加了，同时乐团公园音乐会的人数也增加了个人对乐团的资助增加了两倍，同时参与乐团公园音乐会的人数也增加了。由于 G 交响乐团有了固定的观众，我们可以取消对 G 交响乐团的资助。

参考答案：

- 1、偷换概念：许多音乐家来合作不代表收入高；
- 2、数据问题：个人资助翻倍  
音乐会人数增加；
- 3、时间外推：未来情况会有变化
- 4、条件错误：即便情况好，也未必能独立生存。

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144. 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 healthiest citizens regularly eat.

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.

F 市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食用的食品。

参考答案：

- 1、调查错误
- 2、数据模糊：增加 4 倍；
- 3、偷换概念：含 K 食物销量下降，不等于人们关注健康；

- 4、偷换概念：吃 S 少，不代表 S 有害；  
S 销量下降，不代表人们关注健康。

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145. The following appeared in a memo to the board of directors of a company that specializes in the delivery of heating oil.

"Most homes in the northeastern United States, where winters are typically cold, have traditionally used oil as their major fuel for heating. Last heating season, that region experienced 90 days with below-normal temperatures, and climate forecasters predict that this weather pattern will continue for several more years. Furthermore, many new homes are being built in the region in response to recent population growth. Because of these trends, we can safely predict that this region will experience an increased demand for heating oil during the next five years."

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.

在冬季非常寒冷的美国东北部的房屋里，一直都使用传统的油料作为取暖的主要燃料。去年该地区经历了 90 天低于往年平均气温的严寒天气，并且气象预测家们预测这种天气将会持续数年。而且，去年由于人口增长，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。

参考答案：

- 1、数据含糊：温度低，低多少？
- 2、论据含糊：预测低温会持续；
- 3、偷换概念：房屋增多不代表需求会增加；
- 4、时间外推：油是传统燃料，以后未必用；

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146. The following appeared in a memo to the board of directors of a company that specializes in the delivery of heating oil.

"Most homes in the northeastern United States, where winters are typically cold, have traditionally used oil as their major fuel for heating. Last heating season, that region experienced 90 days with below-normal temperatures, and climate forecasters predict that this weather pattern will continue for several more years. Furthermore, many new homes are being built in the region in response to recent population growth. Because of these trends, we can safely predict that this region will experience an increased demand for heating oil during the next five years."

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里，一直都使用传统的油料作为取暖的主要燃

料。去年该地区经历了 90 天低于往年平均气温的严寒天气，并且气象预测家们预测这种天气将会持续数年。而且，去年由于人口增长，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。

参考答案：

- 1、数据含糊：温度低，低多少？
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- 3、偷换概念：房屋增多不代表需求会增加；
- 4、时间外推：油是传统燃料，以后未必用；

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

"We recommend that Grove College preserve its century-old tradition of all-female education rather than admit men into its programs. It is true that a majority of faculty members voted in favor of coeducation, arguing that it would encourage more students to apply to Grove. But 80 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. 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 specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument.

我们建议 G 学校保留百年女校传统，而不是接受男学生。确实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。但是由学生会所组织的一次调查显示，有 80% 的被访学生要求学校维持女校形式，并且超过一半参与独立调查的女校友也反对男女同校。因此，维持女校的办学形式将促进学生的精神状态并且让女校友继续对该学院进行财政资助。

参考答案：

1. 调查错误：学生会的调查，包括 80% 等问题。
2. 调查错误：校友调查有问题。
3. 条件错误：保持女校将促进学生精神状态及继续获得资助。

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

"We recommend that Grove College preserve its century-old tradition of all-female education rather than admit men into its programs. It is true that a majority of faculty members voted in favor of coeducation, arguing that it would encourage more students to apply to Grove. But 80 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. 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 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.

我们建议 G 学校保留百年女校传统，而不是接受男学生。确实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。但是由学生会所组织的一次调查显示，有 80% 的被访学生要求学校维持女校形式，并且超过一半参与独立调查的女校友也反对男女同校。因此，维持女校的办学形式将促进学生的精神状态并且让女校友继续对该学院进行财政资助。

参考答案：

- 1、调查错误：学生会的调查，包括 80% 等问题。
- 2、调查错误：校友调查有问题。
- 3、条件错误：保持女校将促进学生精神状态及继续获得资助。

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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 G 学校保留百年女校传统，而不是接受男学生。确实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。但是由学生会所组织的一次调查显示，有 80% 的被访学生要求学校维持女校形式，并且超过一半参与独立调查的女校友也反对男女同校。因此，维持女校的办学形式将促进学生的精神状态并且让女校友继续对该学院进行财政资助。

参考答案：

- 1、调查错误：学生会的调查，包括 80% 等问题。
- 2、调查错误：校友调查有问题。

3、条件错误：保持女校将促进学生精神状态及继续获得资助。

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150. 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 90 days with below-average temperatures, and climate forecasters at Waymarsh University 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 these developments will certainly result in an increased demand for heating oil, we 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 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.

在冬季非常寒冷的美国东北部的房屋里，一直都使用传统的油料作为取暖的主要燃料。去年该地区经历了 90 天低于往年平均气温的严寒天气，并且气象预测家们预测这种天气将会持续数年。而且，去年由于人口增长，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，同时也建议对 CI 公司投资，因为该公司的主要业务之一就是家用取暖油料的销售。

参考答案：

- 1、数据含糊：温度低，低多少？
- 2、论据含糊：预测低温会持续；
- 3、偷换概念：房屋增多不代表需求会增加；
- 4、时间外推：油是传统燃料，以后未必用；
- 5、即便以上成立，也不代表 C 业绩会好。

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151. Benton City residents have adopted healthier lifestyles. A recent survey of city residents shows that the eating habits of city residents conform more closely to government nutritional recommendations than they did ten years ago. During those ten years, local sales of food products containing kiran, a substance that a scientific study has shown reduces cholesterol, have increased fourfold, while sales of sulia, a food rarely eaten by the healthiest residents, have declined dramatically. Because of these positive changes in the eating habits of Benton City residents, we predict that the obesity rate in the city will soon be well below the national average.

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.

B 市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食用的食品。因此我们预计 B 市的肥胖率将会低于全国平均水平。

参考答案：

- 1、调查错误
- 2、数据模糊：增加 4 倍；
- 3、偷换概念：含 K 食物销量下降，不等于人们关注健康；
- 4、偷换概念：吃 S 少，不代表 S 有害；  
S 销量下降，不代表人们关注健康。
- 5、条件错误：肥胖率能降到比平均水平低。

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152. The 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名为 Bargain Brand 的早餐麦片产品。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，但我们从不需要通过涨价来维持盈利。基于我们销售麦片的成功，我们建议 Bargain Brand 应该扩展业务，并且尽快推出其他的廉价食品。

参考答案：

1. 因果关系：早餐麦片的成功不一定因为低廉的价格。
2. 时间外推：1 年前的情况在未来不一定能够保持。
3. 因果关系：我们能够赢得与其他公司的竞争不是因为低价，而是其他因素。
4. 比较错误：麦片的成功模式，不代表其他产品也能成功。

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153. The 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 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.

一年以前我们推出了第一种名为 Bargain Brand 的早餐麦片产品。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，但我们从不需要通过涨价来维持盈利。基于我们销售麦片的成功，我们建议 Bargain Brand 应该扩展业务，并且尽快推出其他的廉价食品。

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1. 因果关系：早餐麦片的成功不一定因为低廉的价格。
2. 时间外推：1 年前的情况在未来不一定能够保持。
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4. 比较错误：麦片的成功模式，不代表其他产品也能成功。

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154. 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. Based on these developments, we predict a large increase in the demand for heating oil. Therefore, we 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 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.

在冬季非常寒冷的美国东北部的房屋里，一直都使用传统的油料作为取暖的主要燃料。去年该地区经历了 20 天低于往年平均气温的严寒天气，并且气象预测家们预测这种天气将会持续数年。而且，去年由于人口增长，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，同时也建议对 CI 公司投资，因为该公司的主要业务之一就是家用取暖油料的销售。

参考答案：

- 1、数据含糊：温度低，低多少？
- 2、论据含糊：预测低温会持续；
- 3、偷换概念：房屋增多不代表需求会增加；
- 4、时间外推：油是传统燃料，以后未必用；
- 5、即便以上成立，也不代表 C 业绩会好。

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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里，一直都使用传统的油料作为取暖的主要燃料。去年该地区经历了 20 天低于往年平均气温的严寒天气，并且气象预测家们预测这种天气将会持续数年。而且，去年由于人口增长，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，同时也建议对 CI 公司投资，因为该公司的主要业务之一就是家用取暖油料的销售。

参考答案：

- 1、数据含糊：温度低，低多少？
- 2、论据含糊：预测低温会持续；
- 3、偷换概念：房屋增多不代表需求会增加；
- 4、时间外推：油是传统燃料，以后未必用；
- 5、即便以上成立，也不代表 C 业绩会好。

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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，人们一直对结束G 大学的百年女校传统，并开始接受男学生的决定进行讨论。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，不论现在在校的还是已经毕业的，都反对同校教育。由学生会所组织的一次调查显示，有80%的被访学生要求学校维持女校形式，并且超过一半参与独立调查的女校友也反对男女同校。因此，我们建议维持女校的办学形式，这将促进学生的精神状态并能让女校友继续对该学院进行财政资助。

参考答案：

- 1、调查错误：学生会的调查，包括 80%等问题。
- 2、调查错误：校友调查有问题。
- 3、条件错误：保持女校将促进学生精神状态及继续获得资助。

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157. The following appeared in a memo from the marketing director of Top Dog Pet Stores.

"Five years ago Fish Emporium started advertising in the magazine Exotic Pets Monthly. Their stores saw sales increase by 15 percent after their ads began appearing in the magazine. The three Fish Emporium stores in Gulf City saw an even greater increase than that. Because Top Dog Pet Stores is based in Gulf City, it seems clear that we should start placing our own ads in Exotic Pets Monthly. If we do so, we will be sure to reverse the recent trend of declining sales and start making a profit again."

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.

五年前，F 商店开始在 EP 月刊杂志上做广告，此后其销售额上涨了 15%。G 市的三家 F 商店增长得更为明显。因为 TD 宠物商店就座落在 G 市，这看起来很明显我们也应该在 EP 月刊上做广告了。如果这样做，我们一定会扭转最近销售低迷的趋势，并且由此开始盈利。

参考答案：

1. 数据问题：15%。
2. 因果关系：F 销售的上涨因为广告。
3. 时间外推：5 年前不等同于未来。
4. 错误类比：TD 与 F 存在差异性。

5. 条件错误：TD 做广告不一定能扭转销售颓势。

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158. The following appeared in a memo from the marketing director of Top Dog Pet Stores.

"Five years ago, Fish Emporium started advertising in the magazine Exotic Pets Monthly. Their stores saw sales increase by 15 percent. The three Fish Emporium stores in Gulf City saw an even greater increase than that. Because Top Dog has some of its largest stores in Gulf City, it seems clear that we should start placing our own ads in Exotic Pets Monthly. If we do so, we will be sure to reverse the recent trend of declining sales and start making a profit again."

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，F 商店开始在 EP 月刊杂志上做广告，此后其销售额上涨了 15%。G 市的三家 F 商店增长得更为明显。因为 TD 宠物商店就座落在 G 市，这看起来很明显我们也应该在 EP 月刊上做广告了。如果这样做，我们一定会扭转最近销售低迷的趋势，并且由此开始盈利。

参考答案：

1. 数据问题：15%。
2. 因果关系：F 销售的上涨因为广告。
3. 时间外推：5 年前不等同于未来。
4. 错误类比：TD 与 F 存在差异性。
5. 条件错误：TD 做广告不一定能扭转销售颓势。

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

"The population on Balmer Island increases to 100,000 during the summer months. To reduce the number of accidents involving mopeds and pedestrians, the town council of Balmer Island plans to limit the number of mopeds rented by each of the island's six moped rental companies from 50 per day to 30 per day during the summer season. Last year, the neighboring island of Torseau enforced similar limits on moped rentals and saw a 50 percent reduction in moped accidents. We predict that putting these limits into effect on Balmer Island will result in the same reduction in moped accidents."

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.

B 岛的人口在夏季达到了 100000。摩托车是岛上一种非常普遍的交通方式。为了减少由摩托车和行人引发的事故，B 岛市政府应该限制岛上 6 家夏季摩托车租赁公司的租车数量，从原来的 50 辆每天减少到 30 辆每天。去年邻近的 T 岛市政府在实施



了同样的政策后，T 市政府实现了摩托车事故减少 50% 的目标。我们预计在 B 岛实施了这样的限制政策后，B 岛也将会减少相同程度的摩托车事故。

参考答案：

- 1、因果关系：人口多、车多 = 事故多  
重点：作者认为“车多”导致了“事故多”
- 2、关于 S 岛  
调查错误：50%  
时间外推：去年的成功不代表未来也能成功  
错误类比：即便是因为数量限制，但是 B 岛、S 岛不同

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160. The following appeared in a recommendation from the President of the Amburg Chamber of Commerce.

"Last October, the city of Belleville installed high-intensity lighting in its central business district, and vandalism there declined almost immediately. The city of Amburg, on the other hand, recently instituted police patrols on bicycles in its business district. However, the rate of vandalism here remains constant. Since high-intensity lighting is clearly the most effective way to combat crime, we recommend using the money that is currently being spent on bicycle patrols to install such lighting throughout Amburg. If we install this high-intensity lighting, we will significantly reduce crime rates in Amburg."

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.

去年 10 月，Belleville 市在其中央商业区安装了高照明度的灯光设备，发生在那里的破坏公物行为几乎立即减少。Amburg 市最近开始在其中央商业区安排警察骑自行车巡逻，但破坏公物的发生率并没有发生变化。由于高照明度灯光设备显然是震慑犯罪行为最有效的途径，我们建议应该把原来花在巡逻上的开销用来在 Amburg 全市安装这种灯光设备。如果我们安装这样的高照明度灯光设备，那么 Amburg 市的犯罪率将会大幅度降低。

参考答案：

1. 因果关系：B 破坏公务行为减少不是因为灯光。
2. 时间外推：去年 10 月的成功不代表未来也能成功。
3. 错误类比：A 与 B 有差异性。
4. 偷换概念：A 的破坏公物行为没有减少不代表失败。
5. 偷换概念：破坏公物与犯罪是不一样的。

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161. 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 500 页的报告，另一名毕业生在一年内从助理经理上升到副总裁。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 500 元每人，当考虑到它给 A 公司带来的效益时，这显然是个小数目。这个费用包括在 S 市举行为期三周的研讨会和获得 Easy Read 新闻刊物的终生赠阅。所以，A 公司应该要求所有员工参加 Easy Read 的课程，这将受益匪浅。

参考答案：

- 1、偷换概念：“两小时内读完 500 页”不代表阅读速度快，同时不能说明培训课程有效果。
- 2、偷换概念：“一年内从助理经理上升到副总裁”不能说明培训课程有效果。
- 3、样本数量：只有 2 个例子不具备代表性；
- 4、“每人只收 500 元”不代表价格便宜。
- 5、绝对化词汇：所有员工。

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162. The following appeared in a memo from a budget planner for the city of Grandview.

"It is time for the city of Grandview to stop funding the Grandview Symphony Orchestra. It is true that the symphony struggled financially for many years, but last year private contributions to the symphony increased by 200 percent and attendance at the symphony's concerts-in-the-park series doubled. In addition, the symphony has just announced an increase in ticket prices for next year. For these reasons, we recommend that the city eliminate funding for the Grandview Symphony Orchestra from next year's budget. We predict that the symphony will flourish in the years to come even without funding from the city."

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.

G 城市应该要停止对于 G 交响乐团的资助。确实交响乐团在过去存在很大的经济问题，但是在去年，个人对乐团的资助增加了 200%，同时参与乐团公园音乐会的人数翻了一番。另外乐团还宣布明年的票价将会提高。鉴于目前局面，我们认为 G 的交响乐团可以独立生存，所以 G 市政府明年可以取消对该乐团进行政府资助。

参考答案：

- 1、数据问题：200% ；
- 2、数据问题：翻一番，以及人们来听音乐可能是因为其他原因；
- 3、时间外推：去年不具备代表性；
- 4、论据含糊：明年提高票价。

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163. 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 consumption of the plant beneficia is very high, people visit the doctor only once or twice per year for the treatment of colds. Clearly, eating a substantial amount of beneficia can prevent colds. Since colds are the reason most frequently given for absences from school and work, we recommend the daily use of nutritional supplements derived from beneficia. We predict this will dramatically reduce absenteeism in our schools and workplaces."

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方法。一项研究报告显示在附近的 E 地区，鱼的消费量很高，那里的百姓每年因为感冒去看医生的次数只有一两次。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最常见的原因，我们建议每天服用从鱼油提炼出的 I，以此作为预防感冒和减少缺席的好方法。

参考答案：

1. 数据模糊：鱼销量高。
2. 偷换概念：看医生少不代表生病少。
3. 因果关系：吃鱼防止感冒。
4. 错误类比：W 吃鱼防止感冒。
5. 错误类比：吃 I 防止感冒。
6. 条件类错误：感冒防止缺席。

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164. The following was written by a group of developers in the city of Monroe.

"A jazz music club in Monroe would be a tremendously profitable enterprise. At present, the nearest jazz club is over 60 miles away from Monroe; thus, our proposed club, the C Note, would have the local market all to itself. In addition, there is ample evidence of the popularity of jazz in Monroe: over 100,000 people attended Monroe's jazz festival last summer, several well-known jazz musicians live in Monroe, and the highest-rated radio program in Monroe is 'Jazz Nightly.' Finally, a nationwide study indicates that the typical jazz fan spends close to \$1,000 per year on jazz entertainment. We therefore predict that the C Note cannot help but make money."

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.

在 Monroe 建立爵士乐俱乐部将会是非常盈利的产业。当前，最近的爵士俱乐部也在 65 英里以外；因此，我们筹建的俱乐部 C Note 将会占有全部的本地市场。而且，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；几个知名爵士音乐家居住在 Monroe；并且在 Monroe 获评价最高的广播节目是平时每天播出的 Jazz Nightly。最后，一项全国性的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。

参考答案：

- 1、偷换概念（因果关系）：其他俱乐部远 不等于 C 占据全部市场；
- 2、时间外推：去年夏天；
- 3、数据含糊：10 万多人；
- 4、因果关系：参加音乐节 不因为 热爱爵士乐；
- 5、偷换概念：音乐家住在 M 不等于 热爱爵士乐；
- 6、偷换概念：JN 收听率高 不等于 热爱爵士乐；
- 7、整体个体（调查）：全国不代表 M；
- 8、利润问题

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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 were extinct. Previous archaeological findings have suggested that early humans generally relied on both fishing and hunting for food; since archaeologists have discovered numerous sites in the Kaliko Islands where the bones of fish were discarded, it is likely that the humans also hunted the mammals. Furthermore, researchers have uncovered simple tools, such as stone knives, that could be used for hunting. The only clear explanation is that humans caused the extinction of the various mammal species through excessive hunting.

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.

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。之前的考古发现早期的人类依靠捕鱼和打猎来维持生计；因为考古学家发现一些有大量鱼骨被抛弃的场所，所以这些人也有可能捕杀那些哺乳动物。此外，研究人员还挖掘出了一些简单的工具，如一些可用来捕猎的石制刀子。因此唯一可用来解释各种哺乳动物灭绝的原因便是早期人类的过度捕猎。

参考答案：

1. 因果关系：鱼骨被抛弃与人无关；
2. 偷换概念：发现刀子 也不意味 这人会用刀捕猎；
3. 因果关系：不一定是人类导致了动物灭绝。

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166. 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方法。一项研究报告显示在附近的 E 地区，鱼的消费量很高，那里的百姓每年因为感冒去看医生的次数只有一两次。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最常见的原因，我们建议每天服用从鱼油提炼出的营养物质，以此作为预防感冒和减少缺席的好方法。

参考答案：

1. 数据模糊：鱼销量高。
2. 偷换概念：看医生少不代表生病少。
3. 因果关系：吃鱼防止感冒。
4. 错误类比：W 吃鱼防止感冒。
5. 错误类比：吃营养物质防止感冒。
6. 条件类错误：感冒防止缺席。

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167. The following appeared in a memo from a vice president of Alta Manufacturing.

"During the past year, Alta Manufacturing had thirty percent more on-the-job accidents than nearby Panoply Industries, where the work shifts are one hour shorter than ours. Experts believe that a significant contributing factor in many accidents is fatigue caused by sleep deprivation among workers. Therefore, to reduce the number of on-the-job accidents at Alta, we recommend shortening each of our three work shifts by one hour. If we do this, our employees will get adequate amounts of sleep."

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.

在过去，A 工厂的工伤事故比邻近的 Panoply 工厂多 30%，Panoply 的每班工作时间比我们的短一个小时。专家相信导致很多工伤事故发生的重要因素就是工人的疲劳程度和睡眠不足。因此，为减少 A 的工伤事故数量并提高生产效率，我们建议应该把我们三个班次的工作时间每个都减少一小时，从而使得我们的雇员将拥有充足的睡眠。

参考答案：

1. 数据含糊：30%。
2. 因果关系：事故高，不一定因为疲劳或睡眠不足。
3. 因果关系：疲劳不一定因为工作时间长。

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168. The following is a letter that recently appeared in the Oak City Gazette, a local newspaper.

"The primary function of the Committee for a Better Oak City is to advise the city government on how to make the best use of the city's limited budget. However, at some of our recent meetings we failed to make important decisions because of the foolish objections raised by committee members who are not even residents of Oak City. People who work in Oak City but who live elsewhere cannot fully understand the business and politics of the city. After all, only Oak City residents pay city taxes, and therefore only residents understand how that money could best be used to improve the city. We recommend, then, that the Committee for a Better Oak City vote to restrict its membership to city residents only. We predict that, without the interference of non-residents, the committee will be able to make Oak City a better place in which to live and work."

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.

O 城市改善委员会的主要责任就是对如何更好地使用有限预算的方面给予其建议。但是，在最近的会议上，我们没有做出任何的重要的决定，这是因为在会议上一些非 O 市居民的委员们提出了愚蠢的反对意见。那些只在 O 市工作而不居住的人是根本不可能完全了解这里的政治和经济。总而言之，只有 O 市的居民缴税，因此只有他们才知道如何使用这笔钱才能更好的改善本市。所以我们的建议是城市改善委员

会的委员们只有 O 市的居民才可以参与投票。我们预计在没有外地人的干预下，这个委员会会使我们的 O 市变成更适宜工作和居住的城市。

参考答案：

1. 因果关系：没有做出重要决定可能是因为其他原因。
2. 偷换概念：在 O 工作而不生活不等于不了解 O 的政治、经济。
3. 条件类错误：只有 O 市民才能投票也不意味着一定可以改善城市。

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169. The following appeared in a memo from the mayor of Brindleburg to the city council.

"Two years ago, the town of Seaside Vista opened a new municipal golf course and resort hotel. Since then, the Seaside Vista Tourism Board has reported a 20% increase in visitors. In addition, local banks reported a steep rise in the number of new business loan applications they received this year. The amount of tax money collected by Seaside Vista has also increased, allowing the town to announce plans to improve Seaside Vista's roads and bridges. We recommend building a similar golf course and resort hotel in Brindleburg. We predict that this project will generate additional tax revenue that the city can use to fund much-needed public improvements."

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.

两年前，SV 建造了一个新的市立高尔夫球场和度假旅馆。此后，SV 旅游局报告说该地的旅客增加了 20%，另外当地的银行报告说申请新的商业贷款的数量在大幅提升，同时 SV 的税收也增加了，并使得 SV 的当局宣布要计划改善当地的道路和桥梁。我们建议 B 也应该建立一个和 SV 类似的高尔夫球场和度假旅馆。我们预计该项目会提升我们的税收，且该税收可用来去扶持当地公共设施的改善。

参考答案：

1. 数据问题：20%。
2. 因果关系：SV 的成功，未必是因为 2 年前的措施。
3. 时间外推：即便上述因果成立，现在这么做，将来未必成功。
4. 错误类比：SV 和 B 有差异性。

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170. The following appeared in a memo from the vice president of a company that builds shopping malls around the country.

"The surface of a section of Route 101, paved just two years ago by Good Intentions Roadways, is now badly cracked with a number of dangerous potholes. In another part of the state, a section of Route 40, paved by Appian Roadways more than four years ago, is still in good condition. In a demonstration of their continuing commitment to quality, Appian Roadways recently purchased state-of-the-art paving machinery and hired a new quality-control manager. Therefore, I



recommend hiring Appian Roadways to construct the access roads for all our new shopping malls. I predict that our Appian access roads will not have to be repaired for at least four years."

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.

两年前，由 G 筑路公司修筑的一段 101 公路，表面现已严重开裂，并出现危险的坑洼。在同一州的另一个地区，四年多以前由 Appian 筑路公司修筑的一段 66 公路现在依然状况良好。Appian 公司最近购买了最先进的筑路机械，并雇佣了一名新的质量监控经理。由于 Appian 公司更为优秀的工作表现和质量担保，我们应该和 A 公司而不是 G 公司签订合同来修筑我们新商业街前面的通道。我们预计这条有 A 公司修筑的通道至少有 4 年不需要维修。

参考答案：

1. 因果关系：101 的一段不如 40 的一段不是因为 G 不如 A，而是因为其他原因。
2. 时间外推：即便上述因果成立，也是 2 年前或者 4 年前的事情，不代表未来。
3. 偷换概念：A 有了新的设备 and 质量管理经理不代表质量高。
4. 错误类比：route 和 access roads 是不一样的。
5. 条件错误：即便 A 修通道，也不一定 4 年内不需要维修。

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171. The following appeared as a letter to the editor from the owner of a skate shop in Central Plaza.

"Two years ago the city voted to prohibit skateboarding in Central Plaza. They claimed that skateboard users were responsible for the litter and vandalism that were keeping other visitors from coming to the plaza. In the past two years, however, there has only been a small increase in the number of visitors to Central Plaza, and litter and vandalism are still problematic. Skateboarding is permitted in Monroe Park, however, and there is no problem with litter or vandalism there. In order to restore Central Plaza to its former glory, then, we recommend that the city lift its prohibition on skateboarding in the plaza."

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.

两年前，城市投票禁止在中央广场玩滑板。他们认为玩滑板的人要为导致游客数量的下降的废弃物和损毁公物的行为负责。但是在过去的两年中，来中央广场的游客增加仍然有限，而且废弃物和损毁公物的行为依然严重。玩滑板在 M 公园是被允许的，但那里不存在废弃物和损毁公物的行为。为了使中央广场恢复到之前的繁荣，我们建议城市废除禁止玩滑板的这条条例。

参考答案：

1. 偷换概念：过去两年，废弃物和损坏公物问题严重不代表条例失败。
2. 因果关系：M 公园没有 废弃物和毁坏公物的问题 不是因为 同意玩滑板。
3. 错误类比：中央广场和 M 不一样。
4. 条件错误：要恢复商业，也需要其他条件。

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172. The following appeared in a recommendation from the president of Amburg's Chamber of Commerce.

"Last October the city of Belleville installed high-intensity lighting in its central business district, and vandalism there declined within a month. The city of Amburg has recently begun police patrols on bicycles in its business district, but the rate of vandalism there remains constant. We should install high-intensity lighting throughout Amburg, then, because doing so is a more effective way to combat crime. By reducing crime in this way, we can revitalize the declining neighborhoods in our city."

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.

去年 10 月，Belleville 市在其中央商业区安装了高照明度的灯光设备，发生在那里的破坏公物行为几乎立即减少。Amburg 市最近开始在其中央商业区安排警察骑自行车巡逻，但破坏公物的发生率并没有发生变化。由于高照明度灯光设备显然是震慑犯罪行为最有效的途径，我们建议应该把原来花在巡逻上的开销用来在 Amburg 全市安装这种灯光设备。如果我们安装这样的高照明度灯光设备，那么 Amburg 市的犯罪率将会大幅度降低。

参考答案：

6. 因果关系：B 破坏公务行为减少不是因为灯光。
7. 时间外推：去年 10 月的成功不代表未来也能成功。
8. 错误类比：A 与 B 有差异性。
9. 偷换概念：A 的破坏公物行为没有减少不代表失败。
10. 偷换概念：破坏公物与犯罪是不一样的。

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

"The population on Balmer Island doubles during the summer months. During the summer, then, the town council of Balmer Island should decrease the maximum number of moped rentals allowed at each of the island's six moped and bicycle rental companies from 50 per day to 30 per day. This will significantly reduce the number of summertime accidents involving mopeds and pedestrians. The neighboring island of Torseau actually saw a 50 percent reduction in moped accidents last year when Torseau's town council enforced similar limits on moped rentals. To help reduce moped accidents, therefore, we should also enforce these limitations during the summer months."

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.

B 岛的人口在夏季达到了 100000。摩托车是岛上一种非常普遍的交通方式。为了减少由摩托车和行人引发的事故，B 岛市政府应该限制岛上 6 家夏季摩托车租赁公司的租车数量，从原来的 50 辆每天减少到 30 辆每天。去年邻近的 T 岛市政府在实施了同样的政策后，T 市政府实现了摩托车事故减少 50% 的目标。我们预计在 B 岛实施了这样的限制政策后，B 岛也将会减少相同程度的摩托车事故。

参考答案：

1、因果关系：人口多、车多 = 事故多

重点：作者认为“车多”导致了“事故多”

2、关于 T 岛

调查错误：50%

时间外推：去年的成功不代表未来也能成功

错误类比：即便是因为数量限制，但是 B 岛、T 岛不同

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174. 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 questions would need to be addressed in order to decide whether the conclusion and the argument on which it is based are reasonable. Be sure to explain how the answers to the questions would help to evaluate the conclusion.

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，一项在全国范围内的调查研究显示这类家庭在家做饭的数量比十年前显著减少，同时他们更关注饮食的健康。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。

参考答案：

1. 数据模糊 30% 。

2. 时间外推：即便（1）成立，也是过去 5 年。

3. 错误类比：即便（2）也成立，专门经营海鲜的餐厅也不同于普通餐厅。

4. 范围变化：国家调查不代表地区。

5. 偷换概念：在家吃的少、关注健康不代表吃海鲜。

## 6. 利润问题。

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175. The following appeared as a letter to the editor from the owner of a skate shop in Central Plaza.

"Two years ago the city council voted to prohibit skateboarding in Central Plaza. They claimed that skateboard users were responsible for litter and vandalism that were keeping other visitors from coming to the plaza. In the past two years, however, there has been only a small increase in the number of visitors to Central Plaza, and litter and vandalism are still problematic. Skateboarding is permitted in Monroe Park, however, and there is no problem with litter or vandalism there. In order to restore Central Plaza to its former glory, then, we recommend that the city lift its prohibition on skateboarding in the plaza."

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.

两年前，城市投票禁止在中央广场玩滑板。他们认为玩滑板的人要为导致游客数量的下降的废弃物和损毁公物的行为负责。但是在过去的两年中，来中央广场的游客增加仍然有限，而且废弃物和损毁公物的行为依然严重。玩滑板在 M 公园是被允许的，但那里不存在废弃物和损毁公物的行为。为了使中央广场恢复到之前的繁荣，我们建议城市废除禁止玩滑板的这条条例。

参考答案：

- 1、偷换概念：过去两年，废弃物和损坏公物问题严重不代表条例失败。
- 2、因果关系：M 公园没有 废弃物和毁坏公物的问题 不是因为 同意玩滑板。
- 3、错误类比：中央广场和 M 不一样。
- 4、条件错误：要恢复商业，也需要其他条件。

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176. The following appeared as part of an article in a Dillton newspaper.

"In an effort to bring new jobs to Dillton and stimulate the city's flagging economy, Dillton's city council voted last year to lower the city's corporate tax rate by 15 percent; at the same time, the city began offering generous relocation grants to any company that would move to Dillton. Since these changes went into effect, two new factories have opened in Dillton. Although the two factories employ more than 1,000 people, the unemployment rate in Dillton remains unchanged. The only clear explanation for this is that the new factories are staffed with out-of-town workers rather than Dillton residents."

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.

为了给 D 带来新的工作机会以及振兴经济，D 市理事会去年投票，降低了 15% 的公司税收，同时，城市给愿意搬来的公司提供搬迁费用。这些措施使得两家新公司在 D 开张了。虽然这两家公司雇佣了超过 1000 人，D 的失业率没变。唯一的解释是新工厂雇佣的不是本地人。

参考答案：

- 1、因果关系：新工厂的到来不是因为 D 市的措施；
- 2、数据问题：1000 人在当地人中占比很少；
- 3、因果关系：D 的失业率没变是因为其他原因。

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177. The following appeared in a memo from New Ventures Consulting to the president of HobCo, Inc., a chain of hobby shops.

"Our team has completed its research on suitable building sites for a new HobCo hobby Shop in the city of Grilldon. We discovered that there are currently no hobby shops in southeastern Grilldon. When our researchers conducted a poll of area residents, 88 percent of those who responded indicated that they would welcome the opening of a hobby shop in southeastern Grilldon. Grilldon is in a region of the nation in which the hobby business has increased by 300 percent during the past decade. In addition, Grilldon has a very large population of retirees, a demographic with ample time to devote to hobbies. We therefore recommend that you choose southeastern Grilldon as the site for your next HobCo Hobby Shop. We predict that a shop in this area will draw a steady stream of enthusiastic new HobCo customers."

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.

我们团队完成了在 G 为 H 商店新选址的工作。在 G 的东南地区还没有专门的兴趣商店。我们在居民中的调查，有 88% 的人说希望在 G 东南开一家店。过去 10 年 G 所在的大地区也是兴趣消费增长了 300%。此外，G 有很多退休人口，他们有充足的时间给兴趣爱好。我们所以推荐选择 G 的东南地区开心的 H 商店。我们预测这家店会有很多顾客。

参考答案：

- 1、偷换概念：G 东南没有专门的店 不代表 没有竞争对手；
- 2、调查错误
- 3、数据问题：300%
- 4、时间外推：过去 10 年；
- 5、偷换概念：退休人员多 不代表 会是 H 的顾客；