

## Argument 提纲

1. (题目似老 G37, 自译)

题目原文:

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.

题目翻译:

一种具有独特花纹的编织篮子以前只在史前村庄 Palea 的临近地区发现过, 因而被认为是 Palea 居民所独有的。然而最近, 考古学家在一个与 Palea 隔着一条叫做 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, 但并没有发现 Palea 人使用的船只。这表明那种所谓的 Palea 篮子并不是

那里所独有的。

写一篇 response，在文章中，请你列举出评价此篇 Argu 所需的具体论据，并解释这些论据是如何强化或是削弱此篇 Argu 的说服力的。

### **Argu 提纲（老 G 版本）：**

还需要以下证据：

1. **Palea** 的居民的确没有来过这里。但是论者没有提供任何确切的资料证明这里没有 P 来过的痕迹，虽然 P 无法过河，但论者也没有告诉我们是否只有过河，P 才能到这里。论者指出河很深，而 P 没有船，大船的出现也在 P 之后。但是首先论者没有提供关于史前时代这条河的状况，有可能这条大河在史前时代并不存在，或是很浅。第二虽然没有证据表明 P 有船，而那个时代也没有大船，但 P 有可能使用一些简便的类似船的工具过河，比如木板。这些都可以使 P 达到这里。

2. 篮子出现在 **Brim**，一定是 **Palea** 的居民所为。论者认为 P 没有到过这里，所以这些篮子不是 P 的，篮子也就不只 P 有。但是就算 P 没有到过这里，论者也没有提供证据证明其他人不会把 P 的篮子带到这里来，比如说这里人，比如后人。

3. 除此之外，可以同过 C 同位素标记法来确定遗物年代，进而判断出谁更早些

2.（自译）

**题目原文：**

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.

**题目翻译：**

以下文字摘自一封给某科学期刊编辑的信件。

“出生的顺序会影响到个体的激素水平”，最近，一项针对 18 只猕猴的研究提供了相关的线索。研究显示，当第一个出生的幼猴处在某种刺激性情景中（比如碰到某只陌生的猴子），它的 hormone cortisol

（荷尔蒙皮质醇，这是一种通过提高身体活化程度来改良体质的皮质醇）分泌量会是它那些年幼的兄弟姐妹的两倍。头胎出生的人类也会在刺激性情景（比如父母走开一会儿又返回时）中表现出相对更高的 hormone cortisol 分泌水平。这项研究还发现，在怀孕期间，若母猴是初次怀孕，其皮质醇的分泌水平相较于那些已经有多个后代的母猴会更高。

撰写一篇 response，在文章中，你需要针对上述文章中叙述的事实，提出一种或是多种解释。你所提出的解释必须比已有的解释更有说服力，同时还要说明为什么。

### **Argu 提纲:**

1.孩子激素水平的高低，是来源于刺激性情景，而分泌量的高低，则是源于个体的年龄。因为对照实验现象，这个解释也可能是合理的：刺激会使幼猴和婴儿的激素水平增高，并且因为头胎出生的年龄相对于后来出生的个体更大，分泌量自然更高。因为研究者没有做前测，也就是刚出生时是什么激素水平，长大以后又是什么激素水平。刺激前是什么激素水平，刺激后又是什么激素水平。比如头胎生的猴子年龄大，本来激素水平就高于它的弟妹，等到弟妹们到这个年龄，说不定激素分泌还更高。而受到刺激，就会分泌更多激素，这就可以解释人类婴儿的实验现象。激素水平的影响机制似是而非的。没有形成单条件变量的 control experiment，就不能形成确定的结论。关于母猴的激素分泌水平，完全可能是来源于另一种机制，因为怀孕和刺激性情景并没有可比性，没有任何证据显示两者有相似之处，无法形成类比。

2.这种生理学意义上的“老大更激进”现象，从题目角度可能是由于遗传信息的决定论。如首个婴儿可能会带有更多的细胞质进而应先甲状腺的发育、

3.后天环境的影响，先出生婴儿相比于其他同类型而言，要经历一段“没有同伴的时刻”对反应的影响甚大。

4.关于第一次生产的孕妇来说，激素的增加更可能是有与经验不足所导致的心理因素所致。但是没有直接的证据表明跟头生的猴子激素分泌量更多与之相关。

3.（题目似老 G227，自译）

题目原文：

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.

**题目翻译：**

以下内容来自 Central Plaza 的一位商铺店主给某编辑的一封信。

在过去的两年多时间里，中央广场的商户数量在逐步减少，与此同时，颇有戏剧性的是，当地的滑板运动正变得越来越热门。许多中央广场的店主们认为，他们的生意日渐冷清是广场玩滑板的人越来越多造成的。此外，还有一件颇有趣味的事情就是在整个广场，垃圾的数量和破坏公物事件也在急剧增多。鉴于此，我们提议，应该在广场中心地带禁止滑板运动。如果该区域滑板运动被禁止，我们预计中央广场的商业会重现繁荣。

撰写一篇 response，并讨论文中需要回答哪些问题来决定所给建议可能会有预期的结果。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。

**Argu 提纲：**

- 1.人们为什么不爱去广场的原因是什么？很有可能他把因果关系倒置了，玩滑板的人选择广场，是因为广场上没有人。这样，没有滑冰的人，人们也不会去广场。这样建议禁止滑板运动不一定会有作用。
2. 有直接的证据表明垃圾的数量和破坏公物事件的增加是由玩滑板

的人造成的吗？即使是，那么禁止滑板运动可以减少垃圾数量和保护公物，但是对于商业繁荣有直接的影响吗？两者之间有直接的关系吗？

#### 4. (题目同老 G4)

题目原文：

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.

题目翻译：

以下内容来自一位房主给朋友的一封信。

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。

写一篇 response, 在文章中, 请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立, 会对此篇 Argu 带来什么影响?

**Argu 提纲:**

1. Adam 40 个员工总的工作时间小于 Fitch 25 个员工的总的工作时间的 2 倍, 即 Adam 员工平均工作时间小于 Fitch 兼职员工的工作时间的 1.25 倍, 只有这样, Adam 的总收入是 Fitch 的总收入的 2 倍才能说明 Adam 的员工工作效率, 人均产值更高。
2. 两个公司出售的大多数房子基本属于同一类别, 同一地段, 同样大小的房子, 这样平均价格更高才能说明销售人员更有能力为客户赚钱。
3. 去年房地产市场的销售形势跟十年前相同, 没有变化, 才能说明销



售更快的经纪公司能力强。如果形势不同，如现在是房产牛市，十年前则是熊市，则两者间无可比性。

4.去年和十年前两处房子的房型，地段，面积，销售人群等没有差别。

5.即使去年和十年前的市场一样，房子一样，Fitch 公司经历了十年的发展仍然没有进步，无法再相同情况下跟 adam 竞争。

5.（似老 G20，自译）

题目原文：

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.

**题目翻译：**

以下内容出自给 Balmer 岛公报某编辑的一份信。

Balmer 岛的人口在夏季会达到十万，在这里，助力车是最流行的一种交通工具。为减少由助力车和行人引发的事故，Balmer 岛市委应把本岛助力车出租公司在夏季的助力车出租数量从每天 50 辆限制到每天 25 辆。通过限制出租数量，市委肯定能够实现助力车事故减少 50% 的目标，就像去年邻岛 Torseau 市委实施了类似的对于助力车出租的限制后所达到的那样。

撰写一篇 response，在文章中，你需要指出，为了确定上文中的建议能否如同预期，哪些问题是必须搞清楚的。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。

**Argu 提纲：**

1. 助力车出租数量减少一半无法确保其引起的交通事故数量也同样减少一半，引起交通事故还有其他的一些原因，助力车不是唯一原因。
2. 作者未考虑到 Torseau 岛是否还采用了其他的措施来实现交通事故的数量
3. Balmer 岛与 Torseau 岛是否具有可比性

6. (题目同老 G45)

### 题目原文：

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.

### 题目翻译：

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的植物生长，并且在一年的至少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旅行的地方。然而，根据当地猎人的报告，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它们无法按它们原有的迁移习惯穿越结冰海面的结果。

写一篇 response，在文章中，请你列举出评价此篇 Argu 所需的具体论据，并解释这些论据是如何强化或是削弱此篇 Argu 的说服力的。

**Argu 提纲:**

1. 当地猎人报告的准确性值得怀疑，因为很有可能猎人只是因为打不到鹿，而认为鹿数目在下降。
2. 全球变暖的趋势也许对于作者所提到的特定区域没有影响
3. 对于鹿的数目减少也许还存在其他可能的解释
4. 气候变化不一定会导致鹿的数目减少，鹿也许能够通过其他方式适应新的环境

7. (似老 G44，自译)

**题目原文:**

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.

**题目翻译:**

以下内容摘自 Monarch Books 董事会的一份提案。

我们提议，在 Monarch Books 店里开设一个咖啡厅。Monarch 已经在它的店址上经营了 20 余年，由于其对于各类型图书选择的广泛性而广为人知，并拥有庞大的消费者群体。开设咖啡厅显然能吸引更多的顾客。咖啡厅的空间可以通过撤销儿童书籍的柜台来获得，由于最近的一次全国调查显示 10 岁以下儿童在总人口中所占的比例将显著下降，因而儿童书籍很可能将不再好卖。开设咖啡厅可以吸引更多的顾客并更好和 Regal 书店展开竞争，后者最近刚开设了咖啡厅。

撰写一篇 response，在文章中，你需要指出，为了确定上文中的建议能否如同预期，哪些问题是必须搞清楚的。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。

**Argu 提纲:**

1. 全国调查能代表当地吗？儿童数量的减少一定导致儿童书籍销量减少？（1.当地的儿童数量可能恰恰是增加的；2.如果每个儿童的书籍购买量有所增加，那么即使儿童数量减少了，可能总销量还是不变或者增加）
2. 人们对于将儿童专栏替换为咖啡屋的态度？咖啡屋的成本？（人们可能反对、咖啡成本很高、人们没有在书店喝咖啡的习惯）
3. RE 的咖啡屋效果怎么样？（可能 RE 的咖啡屋惨淡经营，那么不值得模仿）

8.（题目同老 G240）

题目原文：

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.

**题目翻译：**

以下内容摘自 Buckingham 学院学生公寓某董事的备忘录。

为满足我们学生的住房需求，Buckingham 学院应该建造一幢新的宿舍。Buckingham 的报名人数正在增加，而且按照现有趋势，报名人数将会在未来 50 年中增加一倍，从而导致现有住宅不能满足要求。而且，我们镇上公寓的平均租金在近几年间上涨了。因此，学生将会越来越发现难于负担校外住宿费用。最后，一幢引人注目的新宿舍将会使未来的学生更愿意报考 Buckingham。

写一篇 response，在文章中，请你列举出评价此篇 Argu 所需的具体论据，并解释这些论据是如何强化或是削弱此篇 Argu 的说服力的。

**Argu 提纲：**

1. 现有宿舍的具体数量和打算住宿舍的学生的具体数量；（如果现在的宿舍数量远远多于学生数量，那么不用现在造，可以等到宿舍快要不够了再造。否则造再多也是浪费）
2. 对于未来学生数量趋势的判断的准确性（如果现有的宿舍数量已经远远多于学生数量，那么可能 50 年后还是足够的。50 年时间有极大的不确定性，可能 50 年后学生数量反而少了）。
3. 学生的每月的生活费、小镇房屋的租金的未来趋势（未来租金可

能会减少;学生的生活费可能有较大的增加(经济形势好,父母有钱),所以学生依旧选择住外面)

9. (似老 G1, 自译)

题目原文:

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.

题目翻译:

Nature's way 会把下一家专卖店开在 Plainsville, 这是一家主营保



健食品和其他相关保健产品的连锁店。这家专卖店一定会很成功,因为这样的店若是开在一个当地居民都拥有健康生活方式的地区,肯定能获得高额的利润。显然, Plainsville 就是这样一个地方。Plainsville 的商家报告说运动鞋和运动衣的销售处于历史高点。当地一家五年前因缺乏客源而濒临倒闭的康体俱乐部现在的会员比以往任何时候都多,减肥训练和体操班总是满员。我们还可以预见到新生代的顾客群: Plainsville 的在校学生被要求参加一个叫做"终生健康"的项目, 它强调从小开始经常锻炼的好处。

写一篇 response, 在文章中, 请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立, 会对此篇 Argu 带来什么影响?

### **Argu 提纲 (老 G):**

赚钱的前提是收益高出成本, 论断没有提供关于在此地开店的成本计算问题 那些参加健身活动的人不一定关心饮食健康, 所以不必然地成为他们的顾客。就算他们关心饮食健康, 那么当地相同商家没有被考虑进去, 竞争以及品牌忠实度的问题 他们在关心健康的地区赢利的原因没有说, 健康也许不是他们的卖点, 而是其它的东西结论: 论断仅凭一个似是而非的经验和该地的一些表面现象就匆忙做出结论, 缺乏说服力。在投资前, 该机构应该做充分的市场调查, 准确找出自己的优势, 并分析当地投资环境、竞争对手、消费习惯等问题。

a.成本 (市场调研、分析报告、招商引资、创意执行 )

b.推广手段 (对内标准手册、对外公关活动)

c.客观经济实验

10. (似老 G36, 自译)

题目原文:

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.

题目翻译:

20 年前著名人类学家 Field 博士访问了 Tertia 岛。通过以观察为主的方式，他研究当地文化并得出结论：Tertia 的儿童是由整个村庄的人抚养长大的而不是由他们的双亲。最近，另外一名人类学家 Karp 博士访问了一系列的岛屿（其中也包括 Tertia 岛），并且以采访为主要方式对这些岛屿上的儿童抚养状况进行了研究。在这些采访活动中，Karp 博士与当地儿童进行了接触，这些孩子谈及他们亲生父母的时间要远远多于谈论村子里其他成年人的时间。Karp 博士认为，Field 博士关于 Tertian 村文化的结论完全是无效的。由此，一些人类学家指出，若是想获得更多更精确的关于 Tertian 儿童抚养活动的信息，将来的研究应采取以采访为主的方式进行。

写一篇 response，在文章中，你需要讨论，若要保证上文 Argu 的论据和建议是合理的，那些问题是必须弄清楚的。请阐述这些问题的答案对于评价上文提案有何作用。

### **Argu 提纲（老 G）：**

论断的前提不被必然保证成立。论断的前提是该村的孩子的确不由全村人抚养。但是论者没有提供任何确切的资料证明这一点。他仅凭自己尚未完成的研究进行猜测，而且也没有提供任何资料以说明他们采用的方法一定更准确。论断的论据没有说服力。论者说采访中发现这一地区的孩子谈论父母比谈论其他成年人更多，但这仅仅能说明孩子与父母的接触更多，比如他们有着天然的血缘关系，比如父母比村里其他成年人更关心自己的孩子，但这都不能排除孩子的抚养是由全村人进行，比如食物喂养，技能传授等等，这并不能说明孩子不由

全村人抚养。另外论者也没有告诉我们他们是否在采访中采取了措施以保证结果准确，比如采访话题是否会引导孩子谈论父母。·论断的结论太武断。就算旧观点是错误的，也不能由此得出他使用的研究方法是无效的。研究的正确与否，除了方法以外还受很多因素制约。比如研究者的能力等等。另外旧观点是在二十年前建立起来的，如果说该村的风俗改变了，则不能证明旧观点是错误的。·论者认为他们采用的采访为中心的研究方法肯定能对此问题得出更准确的理解。这与论断无关，而且论者没有提供资料证明采访中心研究适合该地区，更没有资料证明他们的研究结果是正确的。结论：论者要增加说服力还需要进一步研究当地的风俗传统，得出最终的答案。而不能仅凭孩子的谈论而仓促做出结论。

- a. 证据准确性
- b. 长时间的在当地数据采集、量化分析
- c. 采访可行性和多种情况准备

11(老 G109)

题目原文：

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.”

**题目翻译：**

Maple 县议会就过度开发问题正在讨论一项建议措施，以防止该县现存耕地的开发。但议会也关注这样一种新房供应量的限制可能导致该县的房价大幅增长。这项措施的支持者称 Chestnut 县在十年前采取了类似的措施，其房屋价格仅略有上升。然而，这项措施的反对者称，Pine 县十五年前通过了新住宅开发的限制，其房屋价格已经翻了一番多。议会目前预测该建议措施如果获得通过，将导致 Maple 县房屋价格大幅上涨。

写一篇回应文章，讨论一下本文将试图回答哪些问题以判定该建议及此基础上的论据是否合理，并解释如何用这些问题的答案来评价该建

议";

提纲:

Prediction: The proposed measure, if passed by the council, would lead to the increasing of local house price.

Logical prediction:

1. limitation on house supply would raise house price significantly

Support evident:

1. Analogy: Chestnut Country, Pine Country

Abstract:

It prediction gained in the passage is logically flawed in following reasons.

1. the assumption that limitation on house supply would definitely results in the significant increase in house price is unreasonable. The price of house is decided by many factors, like the local economy development and the growth of local population. Thus supply is just part of those factors and we can not take the relationship between supply and price as cause and effect for granted.大前提错误，减少供给不一定导致房价下降。

2. the analog between cities needs more careful consideration. 错误类比。需要更多的调查和数据证明这两个城市在决定房价的因素上有相似性。可能例子中的两个城市房价本来就很低，以后几年的房价快速

增长与采取限制措施没有直接关系。或者以上城市在这几年经济快速发展，大量的外来人口推高了房价等。

3.结论草率。在缺乏以上证据，没有合理推断的前提下，做出房价将快速上涨的预测是不科学的。

## **12（老 G9）**

**题目原文：**

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.”

**题目翻译：**

十五年前，Omega 大学实施了一项新的措施，鼓励学生评估其所有教

授的教学效果。自那时起，Omega 的教授开始给予学生更高的分数，Omega 学生的整体平均成绩上升了百分之三十。未来的雇主通过急剧上升的成绩，认为 Omega 分数的贬值而不能准确反映学生的成绩；这样一来，Omega 的毕业生在找工作时不如临近的 Alpha 大学毕业生成功。为了使得毕业生找到更好的工作，Omega 大学应该停止学生对教授的评估。

写一篇回应文章，讨论需要什么具体证据来评价上述论据，解释你所用的证据将如何增强或削弱这种论据”；

### 提纲

Conclusion: Omega University should terminate the evaluation procedure in teaching process.

Reason:

1. students grade raise by 30 percent since the evaluation of professor started.
2. grades are thought to be inflated by employers and reduce the employment chances for students .

Evidence: U Alpha

1.首先，教授给予学生更高的分数并不一定是由于教授为了在评估中获得肯定而造假。更大的可能是，由于评估促使教授的教学更加有成效，学生获得了更好的课堂教育，因而取得了更高的 grade。 所以教授分数造假的假设缺乏有力的证据。

2.



1. The conclusion relies on the assumption that students' inflated scores are caused by the procedure of teaching evaluation, which is never supported by any concrete evidence. 论断的前提是评论工程使得学生的分数虚夸，而这是没有证据证明的。因为评论工程的实施本身就是希望教师重视学生的意见，从而提高教学水平，最终提高学生的能力，而分数的提高是一个很重要的参数。而论断武断地将整体提升的分数归结为教师不真诚的行为，对学生和教师都非常不公平
2. There is no cogent evidence provided to back the contention that employers think students' grades are inflated. 论断没有足够的证据。论断说潜在雇主认为分数虚夸，却没有提供任何这方面的证据。而说到没有附近另一所学校被录用率高，论者也没有证据表明这是因分数虚夸而导致，他既没有提供该校学生的分数是否比本校低，也没有证明他们其他的能力是否就不如本校，甚至他没有说该校是不是没有采用评价工程。
3. Then conclusion that terminating student evaluation of professors is not valid and comprehensive. 论断认为这么做学生就能保证找到好工作也非常片面。很多因素都会影响学生是否找到工作，其中很重要的一条是专业是否有市场，另外经济是在萧条期还是繁荣期也会影响到学生找工作。这些都不是学校某项措施就能保证的。

13（老 G18）

题目原文：

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.”

**题目翻译：**

为提高高速公路的安全性，去年 Prunty 县将所有县级高速公路的限速从 55 英里每小时降至 45 英里每小时。但这种努力已经失败了：事故数量并没有减少，且根据公路的巡逻报告，许多司机都超过了限速。Prunty 县应采取 Butler 县五年前完成的同样的道路改善工程：增加车道宽度，重铺路面粗糙的公路，在危险的十字路口提高能见度。如今，Butler 县主要公路仍采取 55 英里每小时的限速，但过去一年中报告的交通事故比五年前下降了 25%。

写一篇回应文章，讨论需要什么具体证据来评价上述论据，解释你

所用的证据将如何增强或削弱这种论据";

## 提纲

Conclusion:

Prunty County should instead undertake the same kind of road improvement project that Butler County completed five years ago

Reason:

- 1、the number of accidents has not decreased, and, based on reports by the highway patrol, many drivers are exceeding the speed limit.
- 2、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.

## Abstract:

1. The author ignores a host of other possible reasons for the ineffectiveness of decreasing traffic accidents.

Prunty 县事故数量没有下降不一定和司机超速有关，也许有另外的因素，比如司机酒后驾车，行人不遵守交通规则，作者没有把其他的因素考虑在内。

2. The arguer fails to consider the possible differences between two cities, which might help to bring about a different result for Prunty.

在 Butler 县适用的政策不一定适用于 Prunty 县的情况，作者没有对两县的其他因素进行对比，比如汽车的数量，马路的宽度等等，而且

Butler 五年前的交通环境和 Prunty 县不一样。

3. The author doesn't refer to the effect of Prunty's prior attempt in reducing traffic accidents.

作者没有提及 Prunty 县在增加车道宽度，路面和在危险的十字路口提高能见度方面是否会对交通事故数的减少有作用。

4. More details about the decrease of accidents in Butler is needed.

Butler 县的事故率下降了 25%，作者应该罗列出绝对的事故数，可能之前的事故是 5 起，现在是 4 起。而且报告的数字也不一定准确，即使准确，作者也没有说明是由于增加宽度等原因而改进的。

## 14

题目原文：

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

A recent study rating 300 male and female Mertian 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.”

### 题目翻译：

最近一项研究根据每晚平均睡眠时间对 300 名男性和女性 Mertian 广告经理需要的睡眠总量与他们公司的成功之间的关联。被研究的广告公司中，那些报告每晚需要的睡眠不超过 6 小时的经理有较高的利润率和较快的增长。这些结果表明，如果一个企业想要成功，就应该雇佣那些每晚只需要不超过 6 小时睡眠时间的人。

写一篇回应文章，探讨上述论据中明示和/或隐含的假设，并解释该论据如何建立在这些假设之上；如果这些假设不合理，会对该论据产生什么影响”；

### 结论：

如果一个企业想要成功，就应该雇佣那些每晚只需要不超过 6 小时睡眠时间的人。

### 提纲：

作者想通过这个研究来证明睡眠总量和公司的成功有关联，可是他没有提及研究是谁做的，政府还是个人。而且 300 人的样本数不够大，受访者的男女比例没有提及，他们是否具有代表性。研究的问题也许有很多个，仅仅只有一两个是有关睡眠和成功的，得出的结果不一定具有参考性。

作者没有考虑到一个企业要成功，不是只有靠经理的，没有提及

整个团队的员工在企业成功中发挥的作用。

作者只是调查了广告公司的情况，没有考虑到其他行业，无法令人信服的说所有企业要成功，都要像广告公司这样。

作者没有去调查其他的一些成功的企业，也许他们的经理具有更高的效率，每天睡眠总量超过 6 小时，同时也有很好的收益。

15（老 G182）

题目原文：

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.”

### 题目翻译：

近来遍布美国西南部的幸福饼屋餐厅使用人造奶油替代了黄油。然而这种变化对顾客影响不大。事实上，只有 2% 的顾客抱怨，这表明 100 位顾客中有 98 人对此变化感到高兴。此外，许多服务员报告说众多要求黄油的顾客并不抱怨人造奶油作为替代。显然，这些顾客要么不区分黄油和人造奶油，要么他们所指的术语“黄油”是指黄油或人造奶油。

做出一个回答，在这个回答中讨论一个或者其他的解释，这些解释可能削弱已提出的解释，并解释你给出的解释是如何能够在给该 Argument 中的事实提供依据的”；

### 提纲：

2%的顾客抱怨，不一定能表明其他的顾客都是满意的，作者忽略了可能有一些顾客虽然不是很开心但是没有抱怨。

作者没有说明受访者的总数，也许仅仅只有 100 个人，这对于遍布美国西南部的幸福饼屋餐厅来说样本数是不够的。

服务员报告说众多要求黄油的顾客并不抱怨人造奶油作为替代，这不一定就是因为作者所提到的原因，有可能是顾客有时赶时间，来不及让服务员重新做一份黄油的蛋糕，也可能是顾客本身不大喜欢抱怨。如果作者能排除这些因素，那么可以得出人造奶油替代了黄油。然而这种变化对顾客影响不大的观点。

16 (老 G137)

题目原文:

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."

题目翻译:

调查显示 Mason 市居民将水上运动（游泳、划船和垂钓）列为他们最喜欢的娱乐形式。穿城而过的 Mason 河却很少用于这些追求，然而，城市公园管理部门对维护河沿岸娱乐设施投入的预算却很少。



居民对河水水质和气味的投诉已存在多年。作为回应，国家最近宣布清理 Mason 河的计划。因此一定会增加河流水上运动的用途。出于这个原因市政府今年的预算中应该投入更多资金用于河沿岸娱乐设施。

写一篇回应文章，探讨上述论据中明示和/或隐含的假设，并解释该论据如何建立在这些假设之上；如果这些假设不合理，会对该论据产生什么影响”；

### 提纲：新 G 的 OG 范文

The assumption that people who rank water sports “among their favorite recreation activities” are actually likely to participate in them. (It is possible that they just like to watch them.) This assumption underlies the claim that use of the river for water sports is sure to increase after the state cleans up the Mason River and that the city should for that reason devote more money to riverside recreational facilities.

The assumption that what residents say in surveys can be taken at face value. (It is possible that survey results exaggerate the interest in water sports.) This assumption underlies the claim that use of the river for water sports is sure to increase after the state cleans up the Mason River and that the city should for that reason devote more money to riverside recreational facilities.

The assumption that Mason City residents would actually want to do water sports in the Mason River. (As recreational activities, it is possible

that water sports are regarded as pursuits for vacations and weekends away from the city.) This assumption underlies the claim that use of the river for water sports is sure to increase after the state cleans up the Mason River and that the city should for that reason devote more money to riverside recreational facilities.

The assumption that the park department devoting little of its budget to maintaining riverside recreational facilities means that these facilities are inadequately maintained. This assumption underlies the claim that the city should devote more money in this year's budget to riverside recreational facilities. If current facilities are adequately maintained, then increased funding might not be needed even if recreational use of the river does increase.

The assumption that the riverside recreational facilities are facilities designed for people who participate in water sports and not some other recreational pursuit. This assumption underlies the claim that the city should devote more money in this year's budget to riverside recreational facilities.

The assumption that the dirtiness of the river is the cause of its being little used and that cleaning up the river will be sufficient to increase recreational use of the river. (Residents might have complained about the water quality and smell even if they had no desire to boat, swim, or fish in the river.) This assumption underlies the claim that the state's plan to

clean up the river will result in increased use of the river for water sports.

The assumption that the complaints about the river are numerous and significant. This assumption motivates the state's plan to clean up the river and underlies the claim that use of the river for water sports is sure to increase. (Perhaps the complaints are coming from a very small minority; in which case cleaning the river might be a misuse of state funds.)

The assumption that the state's clean up will occur soon enough to require adjustments to this year's budget. This assumption underlies the claim that the city should devote more money in this year's budget to riverside recreational facilities.

The assumption that the clean up, when it happens, will benefit those parts of the river accessible from the city's facilities. This assumption underlies the claim that the city should devote more money to riverside recreational facilities.

The assumption that the city government ought to devote more attention to maintaining a recreational facility if demand for that facility increases.

The assumption that the city should finance the new project and not some other agency or group (public or private). Should any of the above assumptions prove unwarranted, the implications are: That the logic of the argument falls apart/ is invalid/ is unsound. That the state and city are

spending their funds unnecessarily.

17.

题目原文:

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.”

题目翻译:

以下见于 WWAC 电台经理的备忘录

为了扭转听众数量的下降，我们电台所有者已经决定 WWAC 必须改变现有的摇滚音乐节目。虽然我们的覆盖地区人口增长，但主要

增长的是退休后搬来的人。我们必须使得新居民成为我们的听众。我们应该切换到适合他们口味的音乐，但是本地音乐唱片销售量的持续下降表明对音乐的兴趣有限。相反，我们应该尝试新闻和访谈的形式，这是我们地区日渐流行的电台形式。

写一篇回应文章，讨论需要什么具体证据来评价上述论据，解释你所用的证据将如何增强或削弱这种论据”；

### 提纲：

作者想通过此地区人口增长的大多是退休后的人来表明摇滚音乐节目不再受欢迎，可是没有给出直接的联系。摇滚音乐节目的收听率是否降低了，降低的原因是否是因为播出时间不好，这些均没有提及。

作者想通过本地音乐唱片销售量下降说明居民对音乐兴趣有限，可是没有排除是由于最近唱片发行量比较少，或者没有很好听的专辑问世，还有可能是本地居民的收入减少所导致。

作者想通过播放本地区日渐流行的新闻和访谈的形式来扭转听众的下降，他没有对于新居民的喜好进行调查，也许新居民喜欢这类节目，那么作者的论据是可以提高听众的数目的，相反，也许会让听众的数目更加低。

18（老 G135）

### 题目原文：

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.”

**题目翻译：**

以下出自一位电视台业务经理的备忘录。

在过去的一年中，我们的夜间新闻节目致力于增加国家新闻而减少天气预报和本地新闻的时间。在此期间，多数投诉来源于关注我台天气预报和本地新闻的观众。此外，过去在我们夜间新闻节目中投放广告的本地企业取消了和我们的广告合同。因此，为使夜间新闻节目吸引更多的观众，且避免流失更多的广告收益，我们应该在所有新闻节目中增加天气和本地新闻的报道。

写一篇回应文章，探讨上述论据中明示和/或隐含的假设，并解释该论据如何建立在这些假设之上；如果这些假设不合理，会对该论据产生什么影响"；

#### 提纲：

作者没有详述投诉的情况，可能是一两个观众进行了很多次相同内容的投诉，也可能是很多观众对于夜间新闻节目的改变进行投诉，如果是后者，可以支持作者增加天气和本地新闻报道的论点。

本地企业取消了广告合同，原因可能是因为自身公司的财政出现了问题，无力继续投播广告，或者是因为他们在其他的时间段投放了广告，无需在夜间时段继续投放。

夜间新闻要吸引更多的观众，作者就下定论在所有的新闻中增加天气和本地新闻的报道，没有说明其他时段的新闻和夜间新闻是否存在相同的情况。

19.

#### 题目原文：

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.”

### 题目翻译：

两年前，位于 Rockville 的 WCQP 电台决定增加广播节目中呼入咨询环节，从那时起，该电台在 Rockville 覆盖地区的收听率显著上升。鉴于 WCQP 近来在呼入咨询环节取得的成功，且全国范围调查显示众多电台听众对这种环节非常感兴趣，位于 Medway 的 KICK 电台经理建议 KICK 电台应增加更多的呼入咨询环节，以获得在其覆盖地区更高的收听率。

写一篇回应文章，讨论一下本文将试图回答哪些问题以判定该建议及此基础上的论据是否合理，并解释如何用这些问题的答案来评价该建议”；

### 提纲：

作者想证明呼入咨询环节的增加导致了收听率的提高，可是这不一定是收听率提高的原因。可能是该电台在近两年加大了宣传力度，效应吸引了众多的听众，也可能是该电台增加了很多大众喜欢的节目，比如摇滚音乐等等。



全国范围的调查显示众多听众喜欢呼入咨询环节，可能在 Medway 的 KICK 电台的受调查者并不包括在众多的喜欢该环节的人之内，也许是其他大部分地区的大众喜欢。

作者没有说明两市的具体情况，可能受众群的喜好有很大的差别，在 WCQP 电台适用不一定能让 KICK 电台的收听覆盖率增加。

20

题目原文：

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.”

### 题目翻译：

以下出自一位电视台业务经理的备忘录。

在过去的一年中，我们的深夜新闻节目一直致力于增加国家新闻的时间，减少天气和本地新闻的时间。在这段时间里，大部分的投诉来源于关注我台天气和本地新闻的观众。此外，曾经在深夜新闻节目中投放广告的本地企业刚刚取消了与我们的广告合同。因此，为吸引更多的观众，避免广告收入的进一步流失，我们应该将天气和本地新闻的时间恢复到原有水平。

写一篇回应文章，讨论需要什么具体证据来评价上述论据，解释你所用的证据将如何增强或削弱这种论据”；

### 提纲：

感觉同 18

21.

### 题目原文：

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.”

题目翻译：

下面这些文字出现在人类学家 Dr.Karp 的一篇文章里：

20 年前著名人类学家 Field 博士访问了 Tertia 岛，并从他的观察得出结论：Tertia 的儿童是由整个村庄的人抚养长大的而不是由他们的双亲。然而，我最近对包含 Tertia 的一组岛屿上生活的儿童的采访显示，这些儿童的谈话中谈到他们双亲的时间要远多于谈到村庄中其他成年人的时间。这个研究证实了 Field 博士关于 Tertia 村庄文化的结论是错误的，因而这种以观察为中心的研究文化的方法是无效的。由于我在 Tertia 工作的研究生们所用的是以采访为中心的方式，他们将对那里以及其他岛屿文化的儿童抚养传统建立精确的多的了解。\\

写一篇回应文章，讨论需要什么具体证据来评价上述论据，解释你所用的证据将如何增强或削弱这种论据”。（网上对于要求的翻译有另一个版本：写一篇回应，讨论还需要何种具体的证据才能更好的评估上面的论证，并解释这个证据是如何强化/削弱这篇文章的论证的。what specific evidence is needed 是指文章中证明结论的证据，还是为了证明结论需要的额外的证据？

提纲:

1. 需要给出 20 年时间 Tertia 村庄文化的变化信息。文章已经假设该村 20 年间无变化，从而得出可能是由于调查方式不同导致的结论不同的结论。如果该村文化有变化，比如西方文化的冲击使的父母养育方式增多，那么调查结果有差别是正常的，本文结论变得不可信。
2. 文章最好给出 f 博士的具体观察方法，以说明他的观察方法不科学。例如，他的观察到全村共同的风俗习惯，就从共同的行为习惯推出孩子由全村养大。或者他观察时间过于短暂，观察到的只是孩子们走亲戚的现象。如果那么对该文的结论支持力度就更强。
3. 需要给出采访的方式的详细信息，因为孩子们讨论父母的时间长并不不代表孩子是由父母养大：是否采访的是 single child（如果儿童群体采访的话，儿童易于从众，孩子们会集中在某一话题时间很长，造成谈论父母时间很长），其余岛屿上儿童是否会对 tertia 儿童有影响（最好给出 tertia 岛屿单独的调查结果），研究生们对于采访的话题是

否有意引导

22. (题目似老 G242)

题目原文:

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.

### 题目翻译:

根据最近的一项报告，大学和学院学生作弊现象显著增加。然而，Groveton 学院已成功地通过采用诚信制度来减少学生作弊，该制度要求学生同意在学业中不作弊，并且当他们怀疑别人作弊的时候通知老师。Groveton 的诚信制度代替了原有的学生被老师严密监视的老体制，在老体制中平均每年有 30 起作弊被上报。在它实施的第一年，学生上报了 21 起作弊；五年后，这一数值下降到了 14 起。而且，在最近一次由 Groveton 诚信委员会组织的调查中，大部分学生说有了诚信制度他们更加不太可能作弊。因此，所有的学院和大学都应当采纳 Groveton 学院的诚信制度，以减少学生作弊。

撰写一篇 response，并讨论文中需要回答哪些问题来决定所给建议可能会有预期的结果。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。

### 提纲:

1. Groveton 学院对作弊事件报告的减少是否由于其他原因？例如，学生之间是否可能会互相包庇隐瞒不报？学生是否作弊技术有了提高？学校是否总人数变少？新来的学生素质是否变好？如果由于其他原因，而不是由于作弊事件的减少，那么新制度将减少作弊这条结

论就变得可疑，推广该策略也证据不足。

2. 有没有其他学校和大学关于作弊的调查？如果没有其他学院关于学生监督机制预防作弊的调研报告，单凭一家学院的数据很难草率推广某项策略。

3. 该制度是否有负面作用？如果影响学生团结，大规模群体猜疑恐慌，那么推广它利大于弊，不如不推广。 0 ^0 w

23.(貌似是和 21 一样的文章,要求不同)

题目原文：

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.

### 题目翻译：

20年前著名人类学家 Field 博士访问了 Tertia 岛，并从他的观察得出结论：Tertia 的儿童是由整个村庄的人抚养长大的而不是由他们的双亲。然而，我最近对包含 Tertia 的一组岛屿上生活的儿童的采访显示，这些儿童的谈话中谈到他们双亲的时间要远多于谈到村庄中其他成年人的时间。这个研究证实了 Field 博士关于 Tertia 村庄文化的结论是错误的，因而这种以观察为中心的研究文化的方法是无效的。由于我在 Tertia 工作的研究生们所用的是以采访为中心的方式，他们将对那里以及其他岛屿文化的儿童抚养传统建立精确的多的了解。

写一篇回应文章，探讨上述论据中明示和/或隐含的假设，并解释该论据如何建立在这些假设之上；如果这些假设不合理，会对该论据产生什么影响。



## 提纲:

1. Dr karp 已经假设 20 年该村庄抚养儿童的文化未发生变化。但是如果 20 年间西方文化对该村渗透严重, 人们抚养后代的方式发生变化, 那么不能说明 Field 博士的观察结论是错的, 有可能 f 的结论符合 20 年前的情况。因此也不能说明他的观察方法无效

2. 作者假设谈论父母时间长就代表是由父母养大, 因而推断出 F 博士的观察调研法和调研结果都不正确的结论。但是这个假设非常不合理。谈论父母时间长, 可能是非常想念亲生父母, 而不是由父母养大; (让步) 就算儿童是由全村养大, 和村里许多共同抚养的人相比, 也有可能和父母关系更亲近一些。

3. Dr karp 已经假设儿童有足够清晰的表达能力且研究生们对话题导向没有 bias, 而事实上谈话调查法如果未经过合理的设计很容易有失客观, 儿童往往易受话题引导, 如果研究生们在谈话中经常提及父母、可能使儿童谈论父母的时间增加。

24. (旧 G35 题)

## 题目原文:

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.

**题目翻译：**

一项近期发表的对 Mentia 患有头痛病的居民进行为期 20 年的研究，调查了服用水杨酸酯可能的治疗功效。水杨酸酯和用来治疗头痛的药物——阿司匹林是同一类化合物。尽管很多食品天然富含水杨酸酯，过去几十年中食品加工公司仍然在食品中加入它来作为防腐剂。这种水杨酸酯在商业上的使用被发现与我们为期 20 年研究的参加者所报告

的头痛发病的平均数量下降是相关的。在这项调研做出结论的同时，食品加工公司发现水杨酸酯也可以被用作食品香料，因此很多公司计划付诸实践。根据该调研结论，一些健康专家预测 Mentia 的居民将来会更少地患头痛症。

写一篇回应文章，讨论一下需要回答哪些问题才能判定该预测及此基础上的论据是否合理，并解释如何用这些问题的答案来评价该预测。

### 提纲：

本文根据一项调研预测 Mentia 的居民将来患头痛症会更少。

1) Salicylates 是否能治疗头疼？虽然已知 Salicylates 是有效药物阿司匹林的同系物，但是关于 salicylate 的确切药理效果（pharmacological effect）仍需要更多的研究支持。事实上，化学结构上很小修饰（a small chemical modification）也可能会导致完全不同的药理效果。

2) 头疼下降和 salicylates 在商业上的应用是否有关系？同时需要排除环境改善、生活习惯变化等等因素，最好给出统计学上相关性的数据以证明 salicylates 的应用和头痛下降有直接关系。最好是 Randomized clinical trial。

3) salicylates 作为食品香料前景如何？虽然 salicylates 可以作为香料，但是口味如何？成本如何？做出来的食品是否受欢迎？销量是否大？这些都是未知滴。目前许多公司只是计划将 salicylates 用作食品

香料，但是如果最终 salicylates 作为食品香料没有得到成功推广，那么 mentia 居民摄入的 salicylate 不一定会增多，也不一定会减少头痛症。

25.

题目原文：

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.

### 题目翻译:

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，若干知名爵士音乐家居住在 Monroe，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。显然 C Note 将会赚钱。

写一篇回应文章，讨论需要什么具体证据来评价上述论据，解释你

### 提纲

1. 作者需要更确切的证据来证明 jazz 在 monroe 很流行。

1.1 参加音乐节的人数不能说明 monroe 居民喜欢 jazz。文章最好给出十万人中当地人的比例。另外，也许他们只是喜欢参加节日热闹的活动，而不是爵士乐本身。

1.2 若干知名爵士音乐家居住在 Monroe 也不能说明 monroe 城 jazz 流行，也许该城环境优美宜居，音乐家们才搬过来。而且音乐家也不是在 jazz club 消费的主力，作者最好提供本市爵士爱好者的数目。另外，如果提及在 monroe 办 jazz club 会邀请当地知名音乐家，也许会吸引

更多的顾客，提高盈利的机会。

2. 作者需要更确切的证据来证明 c note 在 monroe 会有市场，会有人去 jazz club 消费。文中给出的爵士爱好者的调查是全国的调查，不能代表 monroe 的情况。而且爵士乐爱好者花的钱可能是购买唱片，订购偶像传记，参加演唱会等等，而不是去 jazz club 消费。如果 monroe 居民很喜欢 jazz，但不会去 c note 花钱，那么 c note 根本不会盈利。一项关于当地的居民在 jazz club 消费数目和频率的调查可能会更有说服力。

3. C note 是否会盈利不仅仅和 c note 是否有市场有关，作者仍需补充的是关于 c note 的预算。建立一个 jazz 俱乐部投入的成本预算，包括场地费用、维持费用、请大牌演员费用、雇佣人员等等。也许 Monroe 城寸土寸金，租借场地非常贵。C note 需要盈利，需要考虑成本。

26.

题目原文：

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.

**题目翻译：**

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

写一篇回应文章，讨论需要什么具体证据来评价上述论据，解释你所用的证据将如何增强或削弱这种论据。

提纲：与 24 题一样

27.(old gre 55)

题目原文：

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.



## 题目翻译:

乘客抱怨说郊区和市中心之间的 Blue Highway 高峰时期的交通拥堵使他们在路上所花的时间多了一倍。驾车者团体提出的一项有利提案是拓宽高速公路,修建一条附加机动车道。但去年在附近的 Green Highway 所修建的类似车道却带来了交通事故的恶化。一个更好的替代选择是在 Blue highway 修建一条自行车道。许多居民都是积极的自行车爱好者;一条自行车道会鼓励他们骑车上下班,从而带来高峰时期交通堵塞的减少而非增加。

写一篇回应文章,讨论需要什么具体证据来评价上述论据,解释你所用的证据将如何增强或削弱这种论据。

## 提纲:

本文认为为了改善交通拥堵, Blue highway 不应道修建机动车道,而改修建自行车道。我们必须找出具体的证据,这是题意.

1. blue 高速公路一定修正吗? 作者并未提供出合适的理由。首先这些人都是什么工作,每天什么时候上下班没有说,有可能只是因为某一天时间长了就抱怨,作者应该进行全面而细致的调查,确定 blue 高速公路是否一定需要整治。

2.也没有充足的理由说自行车道就一定好。虽然论者说 S 村的人热衷于骑车,但也许他们只是拿它当娱乐和运动,自行车并不是主流的

交通工具，并不表示他们愿意骑车上班。而关于在当地做的调查，论者没能提供资料证明被访者具有代表性，如果接受访问的都是坐公交车而没有车的人，或是距离近的人，那么这个前提就不会成立，。另外骑车的人受所候影响，如果遇到恶劣天气，人们是否还会骑车而不开车，这些都是不一定能保证的。 •

3. .交通堵塞赖于很多方面，如果设计不合理，路况不好，经常发生车祸，都无法保证论者的办法会很成功。

28.（文章同 26 题）

题目原文：

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.

#### 题目翻译：

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

写一篇回应文章，探讨上述论据中明示和/或隐含的假设，并解释该论据如何建立在这些假设之上；如果这些假设不合理，会对该论据产生什么影响。

#### 提纲

这题与 24 换汤不换药，可以把 24 的提纲相应改成假设

1)Salicylates 是否能治疗头疼？虽然已知 Salicylates 是有效药物阿司匹林的同系物，但是关于 salicylate 的确切药理效果（pharmacological effect）仍需要更多的研究支持。事实上，化学结构上很小修饰（a small chemical modification）也可能会导致完全不同的药理效果。（假如可以治疗）

2) 头疼下降和 salicylates 在商业上的应用是否有关系？同时需要排除环境改善、生活习惯变化等等因素，最好给出统计学上相关性的数据以证明 salicylates 的应用和头痛下降有直接关系。最好是 Randomized clinical trial。 假如有关系

3) salicylates 作为食品香料前景如何？虽然 saicylates 可以作为香料，但是口味如何？成本如何？做出来的食品是否受欢迎？销量是否大？这些都是未知滴。目前许多公司只是计划将 salicylates 用作食品香料，但是如果最终 salicylates 作为食品香料没有得到成功推广，那么 mentia 居民摄入的 salicylate 不一定会增多，也不一定会减少头痛症。

29.( 与 27 类似 适当转换)

题目原文:

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.

题目翻译:

乘客抱怨说郊区 and 市中心之间的 Blue Highway 高峰时期的交通拥堵使他们在路上所花的时间多了一倍。驾车者团体提出的一项有利提案是拓宽高速公路，修建一条附加机动车道。反对者提醒说去年在

附近的 Green Highway 所修建的类似车道却带来了交通事故的恶化。他们建议的替代选择是在 Blue highway 修建一条自行车道。许多居民都是积极的自行车爱好者；一条自行车道会鼓励他们骑车上下班，从而减少高峰时期交通堵塞。

写一篇回应文章，讨论一下本文将试图回答哪些问题以判定该建议及此基础上的论据是否合理，并解释如何用这些问题的答案来评价该建议。

30.

题目原文：

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.

**题目翻译：**

下面是 Calatrava 城委员会提出的 10 年预算中的建议：

我们城市的出生率正在降低：事实上，去年的出生率只有五年前的一半。因此公立学校招收的学生数量将会大量减少，并且我们能在今后十年无风险地减少教育的专款预算。同时，我们能减少体育运动场地和其他娱乐设施的专款。因此，由于我们可预料城市的成年人口将会增长，我们将有充足的钱为主要被成年人使用的城市设施和活动提供资金，

写一篇回应文章，讨论需要什么具体证据来评价上述论据，解释你所用的证据将如何增强或削弱这种论据。

**提纲：**

本文结论(1.由于我们可预料城市的成年人口将会增长 2.我们将有充足的钱为主要被成年人使用的城市设施和活动提供资金)

- 1.如果说人口数额的绝对值，那未必有充分的论据来说明他增长(老年人会死去反驳成年人口会增长)

2. 成年人口在人口总数中占的百分比增长 然后青少年的教育和投资，由于低出生率这种对社会或者政府来说的固定成本可以减少 (**reduce the fixed cost of the society**) 所以就可以导出可以将这部分钱，甚至是超过这部分由于青少年减少而减少的开支省下来的钱（10 年内，很多青少年变成年人，由社会的消耗者，变为财富贡献者） 可以投入到别的项目中

31.（类似老 G214，自译）

题目原文：

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.”



### 题目翻译：

以下这段话出自一封给 Parson 市当地报纸的编辑的信。

“在我们的 Trillura 地区，学生最多的市公立学校的花销主要来自各政府所征得的税收。然而，该地区不同城市对公共教育的预算优先权是不同的。举例而言，每年 Parson 市用于公立学校的预算数目—无论是相对于总税收数的比例还是绝对数几乎都是 Blue 市的两倍，尽管两城市居民数量基本相同。因此，Parson 市的居民显然比 Blue 市居民更关注公立学校的教育。

写一篇回应文章，讨论需要什么具体证据来评价上述论据，并解释你所用的证据将如何增强或削弱上述论据。

### Argu 提纲：

1. 市政府给当地公立学校的预算并不能精确反映其对公立学校教育的重视程度。

2. 作者并没有提及总预算中具体多少用于了公立学校，因此我们不能评价其重视程度。

3. Parson 市和 Blue 市的许多其他不同特征也许会导致两城市对公立学校预算数目的不等。

4. 居民数相同并不表明学生数目相同，因此我们无法进行评价。

5. 市政府对公立学校预算的数量并不代表居民对公立学校教育的重视程度。

32. (同老 G12, 修改)

题目原文:

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.”

题目翻译:

以下这段话出自 Quiot 制造公司的一位副总经理的备忘录。

在过去的一年里, Quiot 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 的工伤事故数并因此提高产量，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，从而我们的雇员将有充足的睡眠。

写一篇回应文章，探讨上述论据中明示和/或隐含的假设，并解释该论据如何建立在这些假设之上；如果这些假设不合理，会对该论据产生什么影响。

**Argu 提纲：**

1.30%比较的是绝对数字，文中没有提及员工总数和受伤人数之间的关系。

2. Q 出事故的原因没有明确指出，是由于疲劳和睡眠不足还是由其他原因所致。

3.Q 的工人们不一定会在多出的一小时自由时间睡觉或休息。

4.工伤事故下降和总产量提高没有确定的关系。

5.Q 和 P 可能存在差异而致使两者无法比较。

33.（同老 G208，修改）

**题目原文：**

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.”

#### 题目翻译：

以下的这段话出自一个电力公司企划部的备忘录。

一些最近的调查表明，房主越来越希望能够节省能源，与此同时生产商正在推出很多比十年前的所买的产品几乎节能两倍的家用电器，比如冰箱和空调。而且，更好的房屋隔热和被动式太阳能采暖的新技术已经可以用于减少家庭采暖所需的能源。因此，我们地区的用电需求总量不会增加，而且可能有轻微下降。由于我们已经运作了20年的三座发电站总能够满足需求，因此我们无需再建造新的发电厂。

写一篇回应文章，探讨上述论据中明示和/或隐含的假设，并解释该论据如何建立在这些假设之上；如果这些假设不合理，会对该论

据产生什么影响

**Argu 提纲:**

- 1.渴望节省能源的房主不一定回去买节能产品。
- 2.文中没有提及节能产品的价格，居民们不一定能买起且愿意去买。
- 3.将来会有许多因素导致用电量的上升。
- 4.居民增多，节能电器使用增多可能会使总用电量上升。
- 5.旧的电厂效率低下且有可能对环境和经济有负面影响。
- 6.调查可能会有问题。

34. (题目同老 G127)

**题目原文:**

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.”

**题目翻译：**

Climpson 公司人力资源部的副董事长向公司的董事长提出了如下的建议。

为提高我们的员工的生产效率，我们应该在员工的终端上加装电子监控来监视员工对互联网的使用。如果我们要减少用于私人以及娱乐活动，比如购物或玩游戏的工作时间，在终端上使用互联网的员工必须要被确认并且受到惩罚。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 Climpson 更好的工作氛围，以及提高我们的整体利润。

写一篇回应文章，探讨上述论据中明示和/或隐含的假设，并解释该论据如何建立在这些假设之上；如果这些假设不合理，会对该论据产生什么影响。

**Argu 提纲：**

1.文中没有提及现在员工的表现情况和生产效率，说“提高”还有待商榷。

2.员工们使用互联网不一定是为了私人及娱乐活动。

3.有的员工可能在工作中需要用到互联网。

4.软件未必能有效防止；即使可以，也不能保证其他方面不浪费时间。

5.副董事长忽略了这样做所产生的负面影响，更好的工作氛围不一定能达到。

6. 工作效率及利润的提高只依靠增加工作时间不一定能够实现。

35.（题目同老 G185）

题目原文：

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.”

**题目翻译：**

以下这段话出自 Sunnyside Towers 公寓大楼的业主给他经理的一封信。

一个月之前，Sunnyside Towers 最低的 3 层的所有淋浴喷头被调节成以前最大水流量的大约三分之一。尽管在调节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。我预测在 Sunnyside Towers 公寓大楼的所有 12 层都调节喷头以限制水流将会更显著地增加我们的利润。

写一篇回应文章，讨论一下本文将试图回答哪些问题以判定该预测及支持其的论据是否合理，并解释如何用这些问题的答案来评价该预测”

**Argu 提纲：**

- 1.改变是在一个月前做的，许多负面效果可能还没出现。
2. 没有证据能够证明水压小了用水量也会小。
- 3.一些抱怨并不能表明其他人是对调节满意的。
- 4.样本存在差异，这一做法在其他楼层不一定能成功。



36. (题目同老 G38)

题目原文:

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.”

题目翻译:

以下这篇报道出自 West Meria 公共健康委员会的时事通讯。

我们注意到一种保证可以显著减少学校和工作岗位的缺席的革新疗法。一项研究报告说在附近的 East Meria, 鱼的消费量很高, 那里的人们每年因为治感冒而去看医生的次数只有一或两次。显然, 吃大量的鱼可以预防感冒。由于感冒是学校 and 单位缺席的最常见原因,

我们建议每天服用 Ichthaid，一种从鱼油中提炼的营养物质，作为预防感冒和减少缺席率的有效措施。

写一篇回应文章，讨论需要什么具体证据来评价上述论据，解释你所用的证据将如何增强或削弱这种论据。

**Argu 提纲:**

- 1.因感冒去看医生的次数少并不能说明患感冒的次数少。
- 2.没有确切的证据表明鱼的高消费量和低感冒发病率有因果关系。
- 3.West 和 East 有差异，不能模仿。
- 4.我们需要知道因感冒而缺席的确切数目。
- 5.就算吃鱼有用，吃 Ichthaid 也不一定有用。
6. Ichthaid 价格情况没有提及，可能还会有许多副作用。

37. (题目同老 G230)

**题目原文:**

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.

**题目翻译：**

以下这段话出自 Transopolis 市规划部的一个提案。

“十年前，作为一项综合城市改造项目的一部分，Transopolis 市为了工业用途在高速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的正在衰落的居住区采取类似的行动。由于现有邻近社区的一些住宅和公寓无人居住，这一行动产生的搬迁户的住所将有所保障。”

写一篇回应文章，讨论需要什么具体证据来评价上述论据，解释你所用的证据将如何增强或削弱这种论据。

**Argu 提纲：**

- 1.地区的繁荣不一定是由于工业化。
- 2.全市资产税收入增加不一定表明高速路旁的税收增加。
- 3.作者没有证明城市的另一侧适合工业用途。
- 4.两个地区有差异，高速公路旁和居住区。采用相同的改造手段不一定会得到好的结果。
- 5.十年时间会有许多因素导致情况发生变化。
- 6.无人居住的公寓和住房不一定适合居住且搬迁户门愿意居住。

38. (题目同老 G21)

题目原文:

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 deluxe alpaca overcoats. 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 risen 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.

**题目翻译：**

以下这段文字出自从事男装生产的 Sartorian 公司新的副董事长的备忘录。

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

写一篇回应文章，讨论需要什么具体证据来评价上述论据，解释你所用的证据将如何增强或削弱这种论据。

**Argu 提纲：**

- 1.新的供应商能否供应好的毛料。
- 2.竞争对手不再生产可能恰恰是由于没有需求，应做调查。
- 3.五年时间许多因素会改变。
- 4.多种服装价格上涨，羊毛外衣不一定上涨。
- 5.消费者会出更高的价格并不能保证。
- 6.没有考虑到再生产的成本等问题，利润上升也不能得到保障。

39. (题目同老 G23)

题目原文:

A recent sales study indicated that consumption of seafood dishes in Bay City restaurants has increased by 30 percent over the past five years. Yet there are no currently operating city restaurants that specialize in 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 eating healthily. Therefore, a new Bay City restaurant specializing in seafood will 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.

题目翻译:

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

有利可图。

写一篇回应文章，讨论需要什么具体证据来评价上述论据，解释你所用的证据将如何增强或削弱这种论据。

**Argu 提纲:**

- 1.30%不一定多，并不知道五年前的具体数目。
- 2.过去消费量在涨并不表明将来也会涨。
- 3.国家的调查并不能代表 Bay City 的情况。
- 4.不在家做饭且关注饮食健康不代表就去外面吃且吃海鲜。
- 5.喜欢吃海鲜不一定喜欢专营海鲜的餐馆，应做调查。
- 6.文中没有提及建造餐馆及运营的成本，有利可图得不到保证。

40. (题目同老 G34)

**题目原文:**

Milk and dairy products are rich in vitamin D and calcium, substances essential for building and maintaining bones. Many people therefore believe that a diet rich in dairy products can help prevent osteoporosis, a disease in which the bones weaken significantly with age and that is linked to both environmental and genetic factors. But a long-term study of a large number of people has found that those who have 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 a symptom 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.

**题目翻译：**

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生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。

写一篇回应文章，讨论需要什么具体证据来评价上述论据，解释你所用的证据将如何增强或削弱这种论据。

**Argu 提纲：**

- 1.骨折不一定是由于骨质疏松症，有可能是其他原因所致。
- 2.经常食用奶制品的人可能就是因为他们有骨质疏松症才会经常食用。
- 3.作者并没有给出调查的具体信息，调查不一定有效。
4. 如果乳制品真的提高骨质疏松症，其他症状应该表现，而不只是骨折。



## Argu 原文

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.”;

## Argu 翻译

一项为期十年的对于在骑自行车时戴头盔的作用的研究显示，10 年前，所有骑车人中大约有 35% 报告说他们戴头盔，现在这个比例接

近 80%。然而另外一项调查显示在相同的十年期间，因骑车引起的事故数量增加了 200%。这些结果说明骑车人因为戴着头盔而感到更安全，因而导致他们面临更大的危险。因此，为减少自行车事故中严重伤害的数量，政府应该更多地对人们加强自行车安全的教育，并提供鼓励或要求骑车人戴头盔的课程。

写一篇 response，在文章中，请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立，会对此篇 Argu 带来什么影响？

Augu 提纲:

42（同老 G）

**Augu 原文**

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. “;

**Argu 翻译:**

Tria 岛海岸沙滩的侵蚀对于我们岛和我们的旅游业是个严重的威胁。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。象临近的 Batia 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。并且由于这会导致沿岸地区更具吸引力，海滩将会受到保护，本地区的旅游业将会在长远得到发展。

写一篇 response，在文章中，请你列举出评价此篇 Argu 所需的具体论据，并解释这些论据是如何强化或是削弱此篇 Argu 的说服力的。

Augu 提纲:

- (1) 旅游业的发展光靠建筑的完整性是不够的，还需要一系列的政策及营销手段。
- (2) Batia 岛上的情况并不适用于 Tria 岛，毕竟两者的形状、位置等地理条件存在差距。
- (3) 文章没有指明腐蚀一定导致建筑受损，建筑的受损可能是人为等因素造成的。

43 （同老 G）

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.”;

### Argu 翻译

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，市对于纸张、塑料和金属的回收再生的数量比以前翻了一番。由于垃圾收集的收费在下个月将会加倍，回收再生的材料数量将进一步增加。而且，最近一次调查超过 90% 的受访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。

写一篇 response，在文章中，请你列举出评价此篇 Argu 所需的具体论据，并解释这些论据是如何强化或是削弱此篇 Argu 的说服力的。

## Argument 提纲

1. 没有说明，人口等其他因素是否会导致垃圾数量的增多，可能 offset the decrease of 垃圾，由于循环和回收的增多导致的
2. 没有说明会因为垃圾收集费用的提高导致循环数量的增加，更愿意花钱
3. 其他因素：调查的详细信息没有说明，比一定所有的人都会那样做；  
其外，没有证据说明垃圾总量的信息，可能现在的总数比过去多很多，  
而循环在回收的数量翻倍不能说明总量的情况

## 44（同老 G141）

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.”;

### Argument 翻译

去年，Crust Copper Company (CCC) 在热带国家 West Fredonia 购买了上百万平方英里的土地。在这些地方采矿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用 CCC 所生产的铜而制造的产品，直到 CCC 放弃它的采矿计划就可以避免这种灾害。

写一篇 response，在文章中，请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立，会对此篇 Argument 带来什么影响？

Argument 提纲：

没有直接说明 CCC 购买土地是用于开采铜矿

老 G 提纲

1. The author fails to demonstrate the critical assumption that most consumers can reliably distinguish products that are made with CCC's copper. (*feasibility of the conclusion*) ★★★★★
2. The author fails to consider if most consumers are willing to cooperate in the boycott. (*feasibility of the conclusion*) ★★★★★
3. CCC's mining activities do not necessarily lead to pollution and

environmental disaster. (*NCR/I.I*) ★★★★★

4. We do not know what portion of CCC's land is inhabited by endangered animals. (*I.I*) ★★★

5. We do not know what fraction of the one hundred square miles of land will be used for CCC's mining activities. (*V.D*) ★★★

6. The author ignores the possibility that other measures could also be taken to prevent the harmful result. (*necessity of the solution*) ★★★

7. The author hastily assumes that the proposed boycott will sufficiently prevent pollution and environmental disaster. (*sufficiency of the solution*) ★★★

8. The definition of the term disaster is very vague, thus we cannot evaluate if the disastrous results will necessarily emerge. (*definition of the term 'disaster'*) ★★

45 (同老 **G39** 及新 **G48**,语序略有改动)

**Argument** 原文

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.”;

**Argu 翻译:**

去年报名参加 Omni 大学远程教学系统的学生人数上升了 50%。同年, Omni 用于宿舍和教室的开支比前一年显著下降, 很可能是因为远程教学通过互动电脑录像授课。比较而言, 在过去三年中, Humana 学院的报名人数下降了, 而且用于房屋维护的费用上升。因此, 为增加报名数量并解决 Humana 学院财政赤字问题, 我们也应该开展并积极

推广与 Omni 一样的远程教学系统。

写一篇 response，在文章中，你需要讨论，若要保证上文 Argu 的论据和建议是合理的，那些问题是必须弄清楚的。请阐述这些问题的答案对于评价上文提案有何作用。

老 G 提纲：

1. We do not know the actual number of students who enrolled in long-distance program at Omni University last year, thus the 50% increase might be insignificant. *(V.D)* ★★★

2. We do not know the total number of enrollment, and actual tuition income at Omni last year. *(I.I)* ★★★

3. Other factors may well explain the decrease in expenditures for dormitory and classroom space at Omni. *(NCR)* ★★★

4. Possibly Omni and Humana are not comparable at many aspects. *(F.A)*  
★★★★

5. The president does not provide any information about the cost and any possible requirements of installing such a program. *(adv:disadv/feasibility of the conclusion)* ★★★★★

6. The president does not consider other possible causes that may result in budget deficits. *(NCR)* ★★★

7. The president overlooks other methods that could be applied to solve the problem. *(necessity of the solution)* ★★★

46 (同老G，语序略有改动)

### **Augu**原文

The following appeared in a health magazine published in Corpora.\n”+  
“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.”;

### **Argument** 翻译

按照 20 年前对完全健康的定义当时 Corpora 一半的居民是完全健康的。今天，医学专家指出全市只有四分之一的市民达到完全健康水平，

并指出长时间的使用电脑导致健康状况下降。但是由于在 Corpora 电脑拥有量最高的地区居民的总体健康水平却是最高的，显然使用电脑并没有导致市民体质的下降。相反，今年用于健身产品和服务的花费低的异乎寻常，这表明最近经济的衰退是最可能的原因，当经济复苏了健康水平也会随之提高。

写一篇 response，在文章中，你需要讨论，若要保证上文 Argu 的论据和建议是合理的，那些问题是必须弄清楚的。请阐述这些问题的答案对于评价上文提案有何作用。

### Argu 提纲

1. 作者没有提供的信息说明使用电脑并不是导致身体衰退的主要原因
2. 作者没有足够的信息说明是经济衰退导致健身产品和服务消费的下降，并最终导致人们身体的下降
3. 其他因素：作者没有提供对健康标准的定义，可能是标准提高了；没有提供其他可能的导致身体下降的原因，可能是传统饮食习惯

### 47（同老 G213）

The following appeared in a memorandum from the owner of Movies Galore, a chain of movie-rental stores.\n”+

“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.\n”+

“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.”;

Argument\_Trans<sup>47</sup>="";由于利润下降，我们必须压缩 Movies Galore's 十家录像租赁店的营业开支。涨价并不是一个好选择，因为我们就是因特价销售而知名的。因此我们应该缩短营业时间。上个月我们位于闹市区 Marston 的店的停止营业时间从以前的 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 Movies Galore's 的商店实施这些政策作为增加利润的最好策略。

写一篇 response，在文章中，请你列举出评价此篇 Argu 所需的具体论据，并解释这些论据是如何强化或是削弱此篇 Argu 的说服力的。

老 G 213

213, (经营/对策/类比) The following appeared in a memorandum from

the owner of Armchair Video, a chain of video rental stores

*"Because of declining profits, we must reduce operating expenses at Armchair Video's ten video rental stores. Raising prices is not a good option(1), since we are famous for our special bargains. **Instead, we should reduce our operating hours.** Last month(3) our store in downtown Marston(4) 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 film released more than two years ago. Since we have received very few customer complaints about these new policies(2,5), **we should now adopt them(6) at all other Armchair Video stores as our best strategies for improving profits(7).**"*

★★★182,185

老G提纲

1. The owner fails to sufficiently illustrate that why raising prices would not be a good solution for improving profits. *(I.E)* ★★★
2. The fact that few customer complaints were received does not indicate that most customers are satisfied with these policies. *(F.D)* ★★★
3. The new policies were implemented only one month ago, the situation of this month might not be representative of that of the whole year, or the negative effects might not have emerged yet. *(P→F /reliability of the survey)* ★★★
4. The success of the new policies at one store does not ensure that

adopting them would necessarily be successful at all other Armchair stores. *(C.S)* ★★★★★

5. The owner fails to provide any information concerning the possible change in the profit of the store in Marston after the policies were adopted, thus we cannot evaluate if we should adopt them at all other stores. *(I.I)* ★★★★★

6. The owner fails to consider many negative effects of the new policies. *(adv:disadv)* ★★★★★

7. There are many other possible measures we can adopt to improve profits. *(necessity of the solution)* ★★★★★

48 (同老 G216)

The following appeared in a magazine article about planning for retirement.\n”+

“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.\n”+

“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.”;

### **argu 翻译**

由于 Clearview 的天然景色和温和气候，它应该成为那些为退休后寻找生活地的人的首选。另一项好处是，Clearview 的房价在去年显著下降，**税赋**一直比邻近城市低。而且，Clearview 的市长承诺了很多新方案来**改善**学校、街道和公共服务。最好的一点是，Clearview 的退休人员也可以在老年时享受到出色的医疗服务，因为该地区的医生数量高于全国平均水平。

写一篇 response，在文章中，请你列举出评价此篇 Argu 所需的具体论据，并解释这些论据是如何强化或是削弱此篇 Argu 的说服力的。

### **老 G 原题及提纲**

"Because of its spectacular natural beauty and consistent climate, **Clearview should be a top choice for anyone seeking a place to retire(4).** As a bonus, housing costs in Clearview have fallen(1) significantly during the past year(2), and real estate taxes remain lower than those in neighboring towns(3). Nevertheless, Clearview's mayor



promises(5) many new programs to improve schools, streets, and public services(6). *Retirees in Clearview can also expect excellent health care as they grow older*, since the number of physicians(7) in the area is far greater than the national average(8)." ★

1. The variation in the housing costs does not indicate that Clearview has advantage in housing costs. *(confusing comparison and variation)*  
★★★★★

2. We cannot guarantee that housing costs in Clearview will not increase in the future. *( $P \rightarrow F$ )* ★★

3. We need to know the average real estate taxes of the whole nation, non-neighboring cities might enjoy even lower real estate taxes. *(I.C)*  
★★★★★

4. We do not know other conditions in Clearview which would influence retirees' decisions, such as commodity price, transportation, etc. *(I.I)*  
★★★★★

5. We do not know if the mayor can keep his promise, and how long does it take to finish those improvements. *(U.A)* ★★★

6. The mayor's promise might just indicate that those facilities are in bad condition now. *(negative evidence)* ★★★

7. The number of physicians does not necessarily indicate the quality of health care. *(U.C)* ★★★★★

8. Although the number of physicians in Clearview is relatively high, the

per capita number might be relatively low. (V.D) ★★★

49 (同老 G)

The following is part of a memorandum from the president of Humana University.\n”+

“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.\n”+

“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. “;

翻译

去年报名参加 Omni 大学远程教学系统的学生人数上升了 50%。同年, Omni 用于宿舍和教室的开支比前一年显著下降, 很可能是因为远程

教学通过互动电脑录像授课。比较而言，在过去三年中，Humana 学院的报名人数下降了，而且用于房屋维护的费用上升。因此，为增加报名数量并解决 Humana 学院财政赤字问题，我们也应该开展并积极推广与 Omni 一样的远程教学系统。

写一篇 response，在文章中，请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立，会对此篇 Argu 带来什么影响？

### 提纲

1. 没有证据表明 Omni 大学的宿舍维护费用减少是因为网络授课的缘故
2. 没于信息表明 Humana 大学和 Omni 是相类似的
3. 其他因素：作者没有考虑是什么原因导致 Humana 大学维护建筑的费用上升；此外，也没有考虑是否有更好的办法吸引学生报考

50 (同老 G167)

### Argu 原文

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 wakened 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.”;

### **Argument 翻译**

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

\*偏方通常是一种在传统医药中常见的植物治疗形式，这些传统医药是在现代医药服务和科技出现之前发展起来的。

写一篇 response，在文章中，请你列举出评价此篇 Argu 所需的具体论据，并解释这些论据是如何强化或是削弱此篇 Argu 的说服力的。

## Argu 提纲(老 G 提纲)

\*A folk remedy is usually a plant-based form of treatment common to traditional forms of medicine, ones that developed before the advent of modern medical services and technology.

1. 30 volunteers are too small a sample that can hardly be representative.

*(quantity of the sample)*★★★

2. We do not have any detailed information about the 30 volunteers, e.g. the severity of their insomnia, their physique, etc., thus we could not evaluate if they are representative. *(are the respondents representative?)*

★★★★

3. The author does not inform us about the volunteers' sleep patterns prior to the experiment. *(I.C/ex parte information)* ★★★

4. How soundly or long a person sleeps, or how tired a person feels after sleep, is irrelevant to whether the person suffers from insomnia. *(U.C/definition of the term 'insomnia')* ★★★

5. The study fails to inform us how the volunteers felt after sleep during the third week, thus we could not evaluate the actual effect of lavender flowers on sleep. *(I.I)* ★★★

6. Granted that the volunteer's sleep was improved through the three weeks, we cannot ensure it is the lavender that caused the result, other factors could also account for the improvement. *(NCR)*★★★

7. The study should include another group of people who do not sleep on

such pillows as counterparts. (*lack of controlled experiment*) ★★★★★

8. The author cannot hastily conclude that the volunteers' insomnia has been thoroughly cured without any follow-up studies. ( $C \rightarrow F$ ) ★★★★★

51. (题目同老 G182)

题目原文:

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.

### 题目翻译:

以下备忘录来自一位 Happy Pancake House 餐厅的经理。

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% 的顾客曾经投诉，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仍然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。因此，为避免购买天然黄油的花费，Happy Pancake House 应该把这项节省措施推广到在东南部以及东北部的餐厅。

撰写一篇 response，在文章中，你需要指出，为了确定上文中的建议能否如同预期，哪些问题是必须搞清楚的。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。

### Argu 提纲（老 G）:

需要进一步求证的问题:

**1. 顾客真的没意见？** 2% 的顾客抱怨，不代表 98% 的就高兴。有

人不在乎，有人在乎但不说，但下次也许就不会再光顾。**2.对服务生的回馈的分析是否全面客观？**要黄油的顾客拿到人造的不说什么，不表示他们分辨不出来，没资料显示顾客看不出来，或是不在乎。他们怕麻烦，或是不得已。但下次还是不去。了。**3.会不会存在这样一个额问题？**各地不一样，有些地方的人特别在乎人造的问题。还有地方不一样。**4.各地货的成本可能会有差别？**推广到全国范围，是否能保证各地使用人工黄油都能取得更低的成本？

52.（题目同老 G185）

题目原文：

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.

**题目翻译：**

以下内容摘自 Sunnyside Towers 公寓大楼的所有者给 Sunnyside Towers 经理的一封信。

一个月之前，Sunnyside 塔楼最低的五层的所有淋浴喷头被调节成水压只有以前的大约三分之一。尽管在调节之后用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。显然，在 Sunnyside 塔楼所有的 20 层都限制水压将会增加我们未来的利润。

撰写一篇 response，并讨论文中需要回答哪些问题来决定所给建议可能会有预期的结果。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。

### **Argu 提纲（老 G）:**

需要进一步明确的问题:

**1.是否真的节水了？** 既然还不知道具体的指数就不排除用水量上升的可能。因为水流变小，用水时间就会加长。另外由于水压的冲洗强度减弱，这种时间上的补偿很有可能会特别长。**2.真的不会人抱怨？** 首先刚一个月就有了投诉，这是一个很不妙的兆头。其次楼层越高对水压要求越高，会不会楼上的住户还没有意识到这是水压调整的结果，而以为是暂时性的水压波动，所以没有投诉？**3.是否减少水费的支出真能提高利润？** 水费占公司成本的份额有多大？如果很小，那么为了节省这一部分的开支而得罪住户，影响公司评价和市场号召力，是不是会适得其反？如果主业是卖房而不是租房，这样的举措值得商榷。

53. （题目同老 G201）

题目原文:

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.

**题目翻译：**

以下内容出自一本健康杂志。

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

撰写一篇 response，并讨论文中需要回答哪些问题来决定所给建议可能会有预期的结果。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。

**Argu 提纲（老 G）：**

需要进一步明确的问题：

**1.更贴近政府建议就一定更健康？** 由于不知道这个建议的具体

内容，所以无法判断这种建议真的就更健康，政府建议的科学性还需要进一步求证。**2.含有 kiran 的食品销量上升一定是因为人们关心健康的结果吗？**这类食品也许存在其他特征吸引人们，而且这类食品中也可能还含有其他不健康的成分。**3.sulia 的食用量真的和人的健康程度相关？**没有证据证明食用它会导致不健康。况且用于证明这种似是而非的联系的是一个模糊的结论：“sulia 是那些最健康的居民极少经常食用的食品。”这些所谓“最健康的居民”是哪个地区的？有没有什么共同特征？也许他们不食用 sulia 仅仅是因为口味不合，而他们身体健康却另有原因。证据的信息太不全面细致。

54.（题目同老 G202）

题目原文：

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.

**题目翻译：**

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

写一篇 response，在文章中，请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立，会对此篇 Argu 带来什么影响？

**Argu 提纲（老 G）：**

Author's conclusion: some climate change or other environmental factor must have caused the species' extinctions.

1. A lack of evidence that the humans had any significant contact with

the mammals does not necessarily mean such contact never exists.

2. Another assumption on which the argument relies suggests that humans cannot have hunted mammals. However, this assumption is unwarranted because ancient people may not have habits of bring back those mammal bones.
3. Granted ancient humans have no direct contact with large mammals and simultaneously have not hunted them, mammals can also be badly infulenced by human behaviours.

55. (题目同老 G147)

题目原文:

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.

**题目翻译：**

以下内容来自一篇商业杂志的评论。

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逆转。该调查询问游戏玩家对于一个游戏来说他们所认为的最重要特征是什么。根据调查结果，玩家倾向于那些需要最先进的电脑的，具有活灵活现图象的游戏。Whirlwind 刚刚面向 10—25 岁的人群开展了大力的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中猛增。

写一篇 response，在文章中，请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立，会对此篇 Argu 带来什么影响？

**Argu 提纲（老 G）:**

The author's conclusion: the sales of Whirlwind video games are likely to increase dramatically in the next few months.

1. The sample of its survey which conclude video game players of all ages is not valid and reliable enough. Since it is not consistent with the advertising campaign's main target ranging from 10 to 25 years old according to the arguer.
2. The author overlooks other possible factors of computer games that attract people.
3. The fact that its advertising campaign directed to people ranging from 10 to 25 years old may not be so effective.

56. （题目同老 G111）

**题目原文:**

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.

### 题目翻译：

以下内容摘自 Dura-Sock,Inc 市场部副总监的备忘录。

最近针对顾客做的一项调查显示，我们的公司用于使产品更耐用的生产专利上的钱是一种浪费，这种专利能够保证我们生产的袜子能够使用两年。我们一直对我们使用的使产品耐用的加工过程做广告，但是新的调查显示，尽管我们的袜子耐用，但是实际上我们的普通顾客每三个月就会购买新的 Dura-Socks（杜拉牌袜子）。此外，在美国东北部城市的大商场中接受调查的顾客说，他们看中的是 Dura-Socks（杜拉牌袜子）的时尚外观和多种颜色的可选择性。这些调查说明我们可以放弃使用使产品更耐用的生产专利，以此来增加利

润。

写一篇 response，在文章中，请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立，会对此篇 Argu 带来什么影响？

**Argu 提纲（老 G）：**

Author's conclusion: we can increase our profits by discontinuing use of the Endure manufacturing process.

1. The sample of the survey is not representative and valid enough to accurately reflect customers' attitude.
2. The fact that the colour and appearance of our socks are appreciated by customs may benefit from the advertising of our use of the Endure process.
3. Granted durability is not so much valued by customers as before, the conclusion that discontinuing use of the Endure manufacturing process could not be reached. As we know, properties like colour and appearance are likely to be simulated by other companies. Giving up durability we may lose our main character and advantage.

57.（题目同新 G56，要求不同）

题目原文：

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.

**题目翻译:**

写一篇 response, 在文章中, 请你列举出评价此篇 Argu 所需的具体论据, 并解释这些论据是如何强化或是削弱此篇 Argu 的论证的。

**提纲:**

Author's conclusion: we can increase our profits by discontinuing use of the Endure manufacturing process.

4. The sample of the survey is not representative and valid enough to accurately reflect customers' attitude.
5. The fact that the colour and appearance of our socks are appreciated by customs may benefit from the advertising of our use of the Endure process.
6. Granted durability is not so much valued by customers as before, the conclusion that discontinuing use of the Endure manufacturing process could not be reached. As we know, properties like colour and appearance are likely to be simulated by other companies. Giving up durability we may lose our main character and advantage.

58. (题目同老 G127)

题目原文:

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

题目翻译:

以下内容为 Climpson Industries 人力部副总监给公司总裁的一些建议。

为了提高员工的生产效率，我们应该对工作区内员工的网络实行电子监控。如果我们想减少员工花费在个人或娱乐活动上的时间，例如网上购物或玩游戏，那么我们应该鉴别出那些在工作区不正当使用网络的员工，并进行惩罚。在公司的电脑上安装软件来检测员工的网络使用情况是防止员工们浪费工作时间的最好方式。这将在 Climpson 公司培养更好的职业道德并增加我们的整体利益。

写一篇 response，在文章中，请你列举出评价此篇 Argu 所需的具体论据，并解释这些论据是如何强化或是削弱此篇 Argu 的说服力的。

### **Argu 提纲（老 G）：**

还需要有以下证据：

**1.装软件确实可以防止员工浪费时间。**也许确实可以防止员工在上班期间使用因特网干私事和玩游戏，但不能保证员工通过其他途径的私事和娱乐时间不会上升。比如会有人不能在因特网上买东西了，他就会在上班时间溜出办公事出商场买。**2.减少干私事确实可以促进好的工作态度和效率。**但没有提供目前员工的工作态度如何，私事和娱乐是否已经影响到了他们的工作效果。如果工作不是很多，员工少量的私事和娱乐也许不会影响他们的工作。但公司通过这种监测方式，监测员工的行为，倒有可能引起员工的不满，尽管不表达，这样有可能会使他们消极怠工。**3.装软件不会影响电脑的运行，**如果电脑

工作的速度会下降，是影响整体工作效率的，这肯定会对盈利带来消极影响。**4.软件的花费并不高。**软件的花费的是多少，如果高的惊人，这项投资真的物有所值吗？**5.目前员工的工作效率和态度已经影响到了公司的运行，**我们无法判断是否有必要这种对员工行为的进行监测。

59.（题目同老 G94）

题目原文：

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

**题目翻译：**

以下内容来自 Bower Builders 总裁的备忘录，其主要业务是新房屋建造。

一项全国性的调查显示，人们最期望的两种家庭特色是较大的起居室和较大且设施齐全的厨房。在我们这个地区内，我们的竞争对手 Domus Construction 所建设的许多房子都具备这样的特色，并且与国内平均水平相比销售速度更快，价格更高。为了增加销量和利润，我们应当增加起居室和厨房的面积，并且使最先进的厨房成为一项标准特色。此外，我们增加起居室和厨房的面积可以以减少餐厅的面积为代价，因为最近很多购房者说他们用餐时不需要单独的餐厅

写一篇 response，在文章中，请你列举出评价此篇 Argu 所需的具体论据，并解释这些论据是如何强化或是削弱此篇 Argu 的说服力的。

**Argu 提纲（老 G）：**

还需要有以下证据：

**1. 这样的标准设计能提高利润。**豪华的装饰和舒适的享受很多人都会喜欢，但这样的设计会提高建筑成本，论者没有为此提供证据表明我们的顾客愿意为这种奢侈品多出钱，也就不能证明它的利润高，因为盈利的前提是有销售。**2.全国性的调查具有指导性。**全国性的调查不是针对当地的。一处楼盘的例子不足以证明这样的设计有好的市场。**3. Domus Construction** 公司的这个项目利润确实高。虽然它卖得快价格高，但是豪华的设计必须使成本提高，提高成本后的利润也能有相应的增加？**4.Domus Construction** 公司并没有其他的独到之处使楼受欢迎。没有任何资料能够显示.Domus Construction 仅仅是因为这一点取得了成功。**5.论者确实有详细的市场调研。**要正确做出决策还需要了解本公司顾客群对室内装修的意见，但似乎没有材料保证了这一点。

60.（自译）

题目原文：

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.

**题目翻译：**

以下文字摘自某投资咨询公司致其一位客户的信函中。

美国东北部的冬天特别寒冷，大部分当地家庭的供暖一般来说采用燃油作为燃料。上一个供暖季持续了 90 天，期间温度一直较之往年同期更低。有气象预报人员预测，这样的冬天还会在未来几年持续出现。不仅如此，为了应对近期当地的人口增长，大量的新住宅正在兴建。由于这种趋势的存在，我们可以预见供暖燃油的需求量会进一步增加，同时我们提议向 Consolidated Industries 注资，这家公司的主要业务就是家庭供暖用油的零售。

写一篇 response，在文章中，请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立，会对此篇 Argu 带来什么影响？

### Argu 提纲:

文章中假设:

1.燃油的需求量会进一步增加。但实际上不一定新房子修起来就有人住，有人住也不一定还是像以往一样使燃油作为供暖燃料。2.燃油需求量增加会增大 **Consolidated Industries** 的利润。材料中并没有提到 Consolidated Industries 的主营地区，也许它的业务并不在美国东北部？要知道燃油销售是近水楼台先得月，运费是成本必须要考虑的一个重要因素。如果离得太远，即使东北部的燃油需求量增加和增大 Consolidated Industries 的利润也没有什么必然的联系。3.气象预报人员的言论是可信的。实际上，并没有详细的资料显示这位“专家”的预测是可信的。是否真的会如此状况持续好几年？4.燃油需求量增加，**Consolidated Industries** 就会有更多盈利。不成立，Consolidated Industries 是否值得投资有待考证，一家企业的经营状况以及是否盈利，不仅仅和销量有关，还有很多其他因素，比如管理，团队执行力，企业文化，前景，市场占有率，业内声誉等。

## 题目原文

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.”;

## 题目翻译：

下面是的文章来自于来自《格兰德维尤灯塔》

Grandview 市对 Grandview 交响乐队提供的年资助已有数年。然而去年对乐队的个人资助增加了 200%，乐队的公园音乐会的听众人数翻了一番。交响乐队还宣布明年的票价将会提高。基于这些进展，

一些市委领导们认为交响乐队完全可以自我维持，他们建议在来年的预算中取消对乐队的资助。

撰写一篇 response，并讨论文中需要回答哪些问题来决定所给建议可能会有预期的结果。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。

### **Argu 提纲 (By Emily)**

论点：交响乐队完全可以自我维持，建议在来年的预算中取消对乐队的资助。

1.然而去年对乐队的个人资助增加了 200%，个人资助的数额并没有明确说明，也没有和政府的年资助进行比较，如果个人资助只是年资助的 1%，也只是起到了杯水车薪的作用，不能支撑乐队能在经济上完全独立的论点。

2.乐队的公园音乐会的听众人数翻了一番。很有可能乐队在今年的节目内容方面做了调整，并有一定的创新。这一系列举动吸引了更多新的听众的注意，但是如果听众们失去了新鲜感，很有可能人数在第二年会下滑，因此也不足以作为乐队今后能完全独立的论点。

3.交响乐队还宣布明年的票价将会提高。票价的提高的确可能会给乐队增加收入，但是过高的票价，也有可能会导致听众人数的减少，总体上来看，未来抬高票价对于吸引顾客并不占优势，因此也不能保证乐队今后能完全独立。

62. (题目似老 G 98)

题目原文:

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.”;

题目翻译:

以下内容来摘自于一个大型医院联盟主管的备忘录

在一次对于抗菌洗手液的实验研究中，UltraClean 浓缩液比我们医院现在使用的洗手液多杀灭 40% 的细菌。在我们 Workby 的医院随后所

作的对 UltraClean 的测试中，该医院上报的患者感染数量显著少于我们集团的其他医院。因此，为防止严重的患者感染，我们应该在我们的医院系统所有的洗手站提供 UltraClean。

写一篇 response，在文章中，请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立，会对此篇 Argu 带来什么影响？

**Argu 提纲（参考了部分老 G 提纲，并根据自己的思路进行修改 By Emily）**

论点：为防止严重的患者感染，我们应该在我们的医院系统所有的洗手站提供 UltraClean。

·前提不一定成立，即使用 N 洗手能减少感染，论者提供的论据不足以支持。

2. 首先实验室的结果不证明在现实使用中效果一样显著，因为 UltraClean 有可能受到现实环境中其它化学和物理因素的影响，而使其失效。

2. 在一次对于抗菌洗手液的实验研究中，UltraClean 浓缩液比我们医院现在使用的洗手液多杀灭 40% 的细菌。只是比较了 UltraClean 浓缩液和自身医院所使用的洗手液，范围很局限，不能排除其他杀菌能力更强的洗手液存在。

3. 在我们 Workby 的医院随后所作的对 UltraClean 的测试中，该医院上报的患者感染数量显著少于我们集团的其他医院。如果该医院的患

者本来就比该集团其他医院的患者少很多，那么患者感染数量显著少于其他医院也是理想当然的。另外患者的是否感染并不一定是因为使用了那种洗手液，不能排除其他因素的干扰，比如说是医疗条件，卫生环境，还有手术操作上出现的问题以及医生的医疗水平，都会对患者的感染率产生影响。另外，UltraClean 杀死的细菌不一定是患者所感染的细菌。

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.”;

题目翻译：

下面出自于一封给《帕克维尔日报》编辑的信

去年在全国范围内，随着越来越多的 9 岁以下儿童参加少年棒球和足球比赛，有超过 40000 的少年选手受伤。在最近一次研究所作的采访中，很多大城市的少年棒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，教育专家指出这些运动项目长时间的训练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。

写一篇 response，在文章中，请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立，会对此篇 Argu 带来什么影响？

### **Argu 提纲（老 G）**

**论断：**P 应该停止组织九岁以下孩子的体育竞赛。因为它的坏处大于它的好处。去年当全国有越来越多的九岁下孩子参加垒球和足球的青年队时，这些年青的运动员有越过 8 万人受伤。最近的一份调查看，一些大城市的垒球青年队队员说有来自教练和父母要赢的压力。另外，教育专家说这些体育活动长时间的训练占用了应该用于学术活动的时间。

·假设，九岁下孩子参加体育活动受伤。没有证据。既没说这 8 万人里有没有九岁下儿童，也没有说 8 万人是否比以前就多了。



·假设前提，体育比赛让孩子有心里压力。证据来自几个大城市，说的人可能针对的是高水平的比赛。没有证据说 P 城里九岁下的孩子也有这种压力。 另外，也没有证据指出这类心理压力是否超过了孩子自身能承受的范围，如果是很小的压力，对孩子的身体健康并没有太大的影响。

·假设，体育运动占用学术时间。首先没有证据证明 P 城九岁下的孩子不参加体育活动就会增加自己的学术时间。其次，没有证据说这些参加体育活动的孩子学校表现不好。

64.

题目原文：

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.”;

### 题目翻译:

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

写一篇 response，在文章中，你需要讨论，若要保证上文 Argu 的论据和建议是合理的，那些问题是必须弄清楚的。请阐述这些问题的答案对于评价上文提案有何作用。

### Argu 提纲（老 G）

## 需要了解的问题

·**这些人头和手的模型是否真的用来做雕刻的？**论者只是在猜测，因为他没有提供任何有关与这些被发现在模型有关的雕像。没有资料显示有雕像是根据这些模型做出来的。

·**模子是否只能用于等身雕刻？**论据没有说服力。论者认为 K 的小雕像与大雕像风格迥异，而且都很抽象，正是因为他们无法用人体做模型。但是论者没有提供资料证明小雕像与大雕像的用途创作者是否一样，因为这些都会使得两者之间存在风格差异，而不一定是因为模型的问题。

·**K 的工具是否真的很少？**论据是说很少有 K 的雕刻工具被发现出来，但这并不能说明 K 的工具很少，人体是 K 的工具。因为工具有可能是因各种原因被毁坏了，或者仅仅是考古学家还没有找到而已。

·**等身雕刻是否全部是由模子制作出来的？**就算这些模型是用来雕刻的，但并不能得出 K 的所有人体大小的雕像都是用这种方法制作出来的。毕竟被发现的也只是一些头部和手部的模型，这至少不能排除其它部位不用这种方式制作。

·**大雕像价值是否下降，小雕像价值是否上升？**但论者并没有提供任何资料证明用模型做的雕像就不值得研究，或是收藏家们对于人体模型很反感，或是他们对小雕像的兴趣有所增长。结论：论者若要加强说服力，还需要提供资料解释是否有雕像是用这些模型做出来的，并还需要提供有收藏家对这一发现的想法。

**65.**

题目原文：

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.”;

题目翻译：

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。

写一篇 response，在文章中，请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立，会对此篇 Argu 带来什么影响？

### **Argu 提纲（自编 1）**

**假设：Stanley 公园的人比去 Carlton 小公园的人少。**得出论断的前提是录像检测到去 Stanley 公园每天只有五十辆车而去 Carlton 小公园每天有五十人。首相录像有可能没有拍到所有进去的车，其次五十辆车里面的人不一定比 150 人少，或许每辆车里有四人或者五人，而不是一两人。

**假设：Carlton 小公园受欢迎是因为它里面有足够的长凳。**可能是因为其他的原因，比如新引进了什么娱乐悠闲设施从而吸引人们去游玩。或者是因为它在市中心，比较方便。作者在文中没有给出证据来证明这一点。

**假设：Stanley 公园引进长凳会使它也受欢迎。**一个公园的受欢迎程

度是有很多方面影响的，譬如地理位置游乐设施等等。

**结论：**论者若要增加说服力，还因提供到 Stanley 公园游玩的具体人数和一份到 Carlton 小公园游玩的游客关于他们为什么选择 Carlton 小公园的调查。

### **Argu 提纲 (By cookie)**

- 1.没有具体调查每天去公园的人群，针对其做出相应的分析，找出影响受欢迎度的内在原因。
- 2.公园的地理位置等都是影响公园的受欢迎度的因素，不仅仅是提供的座椅不足。
3. 要想把未加利用的开阔地转化成适于人们社交的空间，不能仅仅是增加一些座椅，还需要从其他基础设施着手。

**66.**

**题目原文：**

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.\n”+

“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.”;

题目翻译：

下面内容出自于一个美国连锁奶酪商店所拥有人的备忘录

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

撰写一篇 response，在文章中，你需要指出，为了确定上文中的

建议能否如同预期，哪些问题是必须搞清楚的。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。

### **Argu 提纲 (By cookie)**

5. 需要调查国产奶酪的具体需求量，如果单纯增加国产奶酪供应有可能供过于求，反而会引起亏损。
6. 调查往年国产奶酪和进口奶酪的销售所占比例，总结往年的发展趋势，来预测往后的趋势。(纯属个人建议了)
7. 只是提出了最新店里的奶酪销售主要为国内奶酪，并不能代表其他店里的销售情况，需要调查是何种因素影响最新店里的奶酪销售，例如，奶酪商店的方位及周围居民的偏好等因素。(纯属个人建议了)
8. 需要了解 Cheese of the World 杂志所举行的调查所面向的人群，来决定这个调查对奶酪商店是否具有参考性。(纯属个人建议了)
9. 需要对每个连锁店做详细的调查，根据调查结果做具体的调整，不能单纯降低进口奶酪的储备量而集中销售国产奶酪。(纯属个人建议了)

提纲需要针对每个假设可能存在的漏洞加以解释，说明为什么假设不足以论证论点，指出它的逻辑性错误，而不是给出个人的建议。



67.

题目原文

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.”;

题目翻译：

下面节选自 **Rialto** 电影院的经理的商业计划书

尽管已成立 50 余年的当地机构 Rialto 剧院地处闹市，它必须采

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。而且，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少五次。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。

写一篇 response，在文章中，你需要讨论，若要保证上文 Argu 的论据和建议是合理的，那些问题是必须弄清楚的。请阐述这些问题的答案对于评价上文提案有何作用。

### Argu 提纲（老 G）

论点：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。

1.假设1：尽管已成立50余年的当地机构 Rialto 剧院地处闹市，它必须采取重大变革，否则就将面临永久停业。作者没有提供具体的信息说明，究竟 Rialto Movie Theater 目前有什么问题。可能什么问题也没有，尽管遇到威胁，但是凭借地处闹市等优势，仍然好

2.假设2：它应该借鉴城外商业街上新的 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。没有信息表明 Apex 的豪华设施吸引了许多的顾客，并不能说

明如果 Rialto 借鉴了 Apex 的例子，人数就会增加。

3.其他因素：作者没有说明 Apex 和 Rialto Movie Theater 是否可以比较，可能两个剧院顾客的年龄层不同，或者 Rialto Movie Theater 资格更老，仍由客户宁可来 Rialto Movie Theater

:假设 3：最近一次调查中，超过 85% 的被访者报告说新发行影片的过高票价致使他们看电影的次数每年至少减少五次。被访者人数并不是很确定，如果被访者人数只有 20 人，那么这个事例并不足以说明任何问题。所以这个调查的结果可能是无效的。

68.

题目原文：

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.\n”+

“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. “;

### 题目翻译

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

写一篇 response，在文章中，请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立，会对此篇 Argu 带来什么影响？

### Argu 提纲（自编）

**论点：**为了减少整体人群患心脏病的危险，应该鼓励更多的人养宠物。

**1.假设：**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。论断引用了一个调查，可是作者并没有提到参与调查的人数，所对比的养宠物的与不养宠物的人是不是处于同一健康状态。有可能不养宠物的参与调查的本来就患有什么病症，也可能养宠物的更注意养生。没有这些参与调查者的具体信息，就不能从这份报告中得出假设。

**2.假设：通过一个“收养狗”计划，可以减少患者接受治疗的次数，从而减少医疗费用。**首先作者得出这个假设的前提：养狗的人心脏病发病率更低，能减少接受治疗的次数，是不一定成立的。（不是接受检查而是接受治疗作者没有给出任何证据来证明这一点。即使养狗可以使人心脏病的发病率降低，可是并不一定可以减少病人接受治疗的次数。因为病人需要定期去接受检查而不能因为发病率降低了不去检查，发病率降低了并不代表不发病了，具有很大的随机性，所以还是需要接受检查。即使检查的次数降低了，检查的费用并不一定降低，）作者没有给出证据来证明这一点（想不到怎么去攻击了）。养狗可能会让患者将更多注意力集中在宠物上，如果宠物失踪或者生病，也可能导致患者的焦虑，使患者的病情加重，从而增加患者接受治疗的次数。因此，这个假设不一定成立。

假设 3.对于这一计划的宣传将鼓励更多的人从收养所领养宠物，这将减少整体人群患心脏病的危险。不一定，领养宠物也是需要高消费的，人们会考虑经济因素而放弃领养宠物。另外，领养宠物需要大量的时间和精力也可能会成为人们不选择领养的理由。即使更多的人领养宠物，由于对宠物的过度关心也可能产生适得其反的效果。

### 3. （似老 70，自译）

#### 题目原文：

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.”;

#### 题目翻译：

## 下面摘自一个大型高度多元化的公司副总裁的备忘录

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%，而去年的维护费用仅仅是 Alpha 的一半。另外，Zeta 大楼建成以来的能耗每年都比 Alpha 大楼要低得多。即使 Alpha 公司承诺只需付更低成本的造价，这些数据表明我们应该使用 Zeta 建筑公司而不是 Alpha 来建造未来所有的建筑工程。

写一篇 response，在文章中，你需要讨论，若要保证上文 Argu 的论据和建议是合理的，那些问题是必须弄清楚的。请阐述这些问题的答案对于评价上文提案有何作用。

### Argu 提纲（老 G 版本 By Geon）:

需要进一步明确的问题

·**Z 比 A 好。**论是论者没有提供任何有关两家公司目前的规模，技术以及员工情况。·论据没有说服力。首先，两个楼在两个不同的地房，地质条件的不同，以及建造时的气候不同都会影响到楼的造价，以及相关的费用。第二，地面设计一样不意味着两个楼一样，可能 Z 公司的楼更高，设计更周全。第三，楼的用途和使用量直接决定了楼的维修费用和能量消耗，可能 Z 楼使用更多一些。

·十年前和现在两公司没有改变。论者用的例子是十年前的，十年的时间两家公司可能都变化挺大，当时的情况不足以说明现在，以及以

后。而关于稳定的劳动力，这并不能保证 A 的工作效率一定高。

·**论断的结论武断。**即使 Z 比 A 好，也不意味着都要用 Z。

结论：论者没有足够的证据支持自己的观点，单凭早年肤浅的资料没有说服力。论者应该进一步了解两家公司目前的状况，并根据具体的项目特征选择适合的公司。

## 70.

题目原文：

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.”;

原文翻译：

下面摘自一个大型高度多元化的公司副总裁的备忘录

十年前，我们公司有两个新的办公大楼为了两个地区作为地区总部而建造起来。建筑是由不同的建筑公司—Alpha 和 Zeta 完成。尽管两个大楼都有相同的建筑平面图，Zeta 公司多花费了 30%”来建造。但是，它去年的建筑维护成本只有 Alpha 公司所建筑的大楼的一半。此外，Zeta 公司的大楼每年的能源消耗量自从建成起就一直比 Alpha 公司的低。考虑到这些数据，加上 Zeta 公司拥有员工流动率小的稳定员工队伍，我们推荐用 Zeta 而不是 Alpha 公司来做我们新的建筑项目。尽管 Alpha 公司的投标中承诺更低的建造价格。

写一篇 **response**，在文章中，请你列举出评价此篇 **Argu** 所需的具体论据，并解释这些论据是如何强化或是削弱此篇 **Argu** 的说服力的。

**Argu 提纲（老 G 版本 By Geon）：**

需要提供的证据

·**Z 比 A 好**。论是论者没有提供任何有关两家公司目前的规模，技术以及员工情况。·论据没有说服力。首先，两个楼在两个不同的地房，地质条件的不同，以及建造时的气候不同都会影响到楼的造价，以及相关的费用。第二，地面设计一样不意味着两个楼一样，可能 Z 公司的楼更高，设计更周全。第三，楼的用途和使用量直接决定了楼的维

修费用和能量消耗，可能 Z 楼使用更多一些。

·十年前和现在两公司没有改变。论者用的例子是十年前的，十年的时间两家公司可能都变化挺大，当时的情况不足以说明现在，以及以后。而关于稳定的劳动力，这并不能保证 A 的工作效率一定高。

·论断的结论武断。即使 Z 比 A 好，也不意味着都要用 Z。结论：论者没有足够的证据支持自己的观点，单凭早年肤浅的资料没有说服力。论者应该进一步了解两家公司目前的状况，并根据具体的项目特征选择适合的公司。

71（题目似老 G119，自译）

题目原文：

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.";

### 题目翻译:

下面是给 Waymarsh Times 编辑的一封信

Waymarsh 的交通逐渐成为问题。尽管三年前的交通状态(state)调查显示开车去上班的人一般花去 20 分钟, 但根据刚完成的交通调查如今却要花去接近 40 分钟。镇议会成员已经提议修建更多的道路以应对这问题, 但这些新建设不仅花费高昂, 且定将扰动我们定居处的邻近地区。Waymarsh 应该借鉴我们临近城市 Gearsville 的例子。去年, Gearsville 对拼车上班的人们给予免费汽油券的奖励。政策实施之后 Gearsville 的污染水平下降了, 来自 Gearsville 的人告诉我他们上班比以前快了不少。完全有理由相信, 像 Gearsville 的政策同样会在 waymarsh 运作很好。

## Argu 提纲（老 G）

1、G 的措施能解决 W 的问题。首先两个城市的差异使得 G 的经验不一定适用 W，比如居民密度，车辆数，道路状况等；如果 G 居民彼此距离近，而 W 比较远，则使得共用车无法实行；其次免费油票可能增加居民在其他方面用车；收入水平的不同使得对待免费油票的态度不同。

2、G 城目前的成绩是这个措施的结果。也许其他因素导致污染下降，比如关闭了污染严重的工厂。

72（题目似老 G143，自译）。。。没头绪。。。

## 题目原文：

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.”

**题目翻译：**

你们最近关于 Elthyria 的集体裁员的文章称：很多有能力的工人因裁员而失去工作，常常要面临数年的经济困难，直到找到新的合适工作（原翻译：即很多在企业面临严重经济困难的时候裁员而导致失业的有能力的工人通常要用几年的时间找到另一份合适的工作）。但最近关于 Elthyrian 经济报道推翻了这篇文章的主张，报告发现自 1999 年以来新增的就业机会数量远超过消失的岗位数量，使得失业比例达到几十年来的最低水平。此外，新增就业岗位中三分之二由制造业提供，薪酬高于平均水平，而且这些岗位绝大多数是全职工作。

失去工作的和新增的工作不符。例如：企业专业、被裁员者对新工资的满意度（新工资是否能填补所谓的“经济困难”）、

73（题目似老 G172，自译）

**题目原文：**

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.”;

### 题目翻译：

父母在考虑让孩子修音乐课程时，Mozart 音乐学校显然是第一选择。首先，Mozart 音乐学校欢迎不同能力及年龄段孩子；入学前没有试听。第二，学校教授几乎所有的音乐器材以及很广的体裁风格从古典到摇滚。第三，员工包括这一领域里（? 地区 in the area）一些最著名的音乐教师。最后，很多 Mozart 的毕业生不断成为了有名而且收入最高的音乐家。

- 1、早期开始大量练习。首先，这样的训练不一定好，可能让 constrain imagination by stuffing too much materials and over-training
- 2、先进的设备和好的老师可能导致高昂的学费，从而使学生无法负担
- 3、没有确切的证据表明多少音乐家成为知名演奏家。
- 4、没有试听，无法确定教学质量。

74（题目似老 G174，自译）

题目原文：

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.

### 题目翻译：

Grove 学院校长建议学院放弃全女子教育的百年传统开始招收男性。指明其他采取男女同校制的女子学院获增的入学申请，校长认为男女同校制将大幅提升申请及入学率。然而，校友联合会董事却反对这一计划。认为，全女子教育乃本学院特征的本质，并引用入学学生调查，其表明全女子教育是这些学生选择 Grove 的首要理由。董事还指明，Grove 校友调查显示大多数应答者强烈支持保持学院全女性的特色。

### 题目提纲：

- 1、 调查对象仅是 Grove 的入学学生，而未统计 Grove 男女同校制的潜在学生。改革后加入的学生不一定比以女校为目标的加入者少。
- 2、 全女子教育是首要理由，而不是必要理由，仍有其他原因。
- 3、 Grove 校友调查，这些为“往届”的 Grove 毕业学生，强烈支持保持学院全女性的特征，只是她们的意愿，而不着眼在 Grove 学校发展之



上。校友的赞助不一定仅仅因为男女同校就减少。也许改革后，产生了正面效果，校友变的认同改革， increase offset the decline

75（题目同老 G10）

题目原文：

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.”;

### 题目翻译：

Batavia 的农业部门报告说全国奶牛农庄的数量比 10 年前增加了 25 %。然而就在同一时期，当地 Excello Food Market 牛奶的价格从每加仑\$1.5 上涨到了\$3.0。为防止农场主在牛奶供应量明显增加的情况下获取过多的利润，Batavia 的政府应限制牛奶的零售价。这种限价对于保证更低的牛奶价格和充足的供应是必需的。

### 题目提纲：

- 1、零售涨价是否影响销量从而影响利润。成本、市场饱和度、居民的消费水平变化、Inflation
- 2、本地销量占全国销量的百分比。EFM 一个地方的牛奶价格变化不能代表全国的变化
- 3、鲜奶与其他奶制品的利润比
- 4、限价是否会使销量增长。未考虑限价的负面影响。导致产量下降，从而无法保证供应

76（题目同老 G15）

### 题目原文：

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.”;

**题目翻译：**

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

## 题目提纲：

1、调查类错误：样本不够，回应者无代表性。

The arguer fails to offer convincing evidence that the survey's results are statistically reliable.

Not constitute a sufficiently large sample of all the respondents -- from different ages, regions, gender and etc— is not representative of the overall groups.

Meanwhile, it is possible that people preferred low-fat products-as the fat or the old were more willing to response to the survey than any others.

2、很多食品商店提供 low-fat，不代表对 OD 的市场造成冲击。没有列举这些产品种类，是否与 OD 的产品相同，也未说明这些产品受欢迎。

3、论者没有证据表明 OI 的销量一定会下降，也许 OI 也有很多 LOW-FAT 的产品，或这正在开发此类产品。

4、脂肪和卡路里不是人们唯一选择产品的标准，比如 taste, price, brand

5、就算 OI 失去了一部分市场，也不能说明就失去投资价值。衡量投资价值还包括企业管理能力 management，品牌 brand，营销方式 marketing。一旦 OI 的新产品推出，市场前景还是很好的。Prospect.

6、低脂与高脂的价格所适应的不同收入阶层的比例、儿童乳品对脂肪的要求

77（题目同老 G25）

题目原文：

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.”;

题目翻译：

两年前 Ocean View 建造了一个新的市立高尔夫球场和度假旅馆。过去两年中，Ocean View 的旅客增加了，开设了很多新的商业，而且税收增加了 30%。因此，增加 Hopewell 的经济——并产生更多税收的

最好途径——就是建立一个和 Ocean View 类似的高尔夫球场和度假旅馆。

**题目提纲：**

- 1 因果倒：高而夫球场和渡假旅馆可能是经济发展的结果。
- 2 没与时俱进，过去 2 年不代表将来
- 3 错误类比，两个城市不一样；两地距离所导致的竞争、当地地理及气候是否适合、周边市的情况、OV 的客源情况是否适合 H

78（题目同老 G41）

**题目原文：**

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 Winterville, and last month only \$10,000 worth

of the food stored there had been destroyed by pest damage. Even though the price charged by Fly-Away is considerably lower, our best means of saving money is to return to Buzzoff for all our pest control services.”

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

### 题目翻译：

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，我们节省收费的最好方式就是重新使用 Buzzoff 公司来提供我们所有的杀虫服务。

### 题目提纲：

- 1、证据不足以表明 BPC 就比 FPC 服务要好。 没有考虑到两个城市 PEST damage 的严重程度；两个城市的货物总量，损失的比例
- 2、BPC 已经服务多年了，而 FPC 刚签约，可能还不是很熟悉情况，过段时间也许做得更好

3、用 BPC 不一定省钱，也许 extra charge comparable with PC offset, even exceed, the saving money by reducing pest damaging. 也许还有其他公司可供选择，或采取其他方法。

4、P 市与 W 市的害情是否不同。例如不同货物不同地区导致虫子杀死的难易度不同。

79（自译）

题目原文：

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 indicate 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.”;

题目翻译：

因为以政治新闻为封面的那几期 Newsbeat 杂志在过去三年里是卖得最差，Newsbeat 的出版商建议该杂志应该减弱对政治强调，从而集中到经济和个人理财上。她引用关于大众感兴趣杂志（general interest magazines）读者调查，其指出了较之政治方面，读者对经济问题更感兴趣。然而，Newsbeat 的编辑们反对她提出在编辑方针上的重点转换，指出目前很少杂志能够提供广泛的政治新闻报道。

1、杂志销量下降可能由其他方面原因导致。也许这段时期的国际新闻不吸引人；也有可能是报道得不好。Might be explained by a variety of factors.

2、调查对象背景（如学生、工人还是？）年龄段（青少年、老年还是？），调查的范围数量，以及杂志的销售对象

3、卖得差，比其他差多少？过去三年的杂志都是以政治为重点的，仅仅出现“几期”以政治为封面的差了点

80（自译）

题目原文：

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.”;

**题目翻译：**

以下摘自 Super Screen Movie Production 公司宣传主管的备忘录。

根据我们市场部门的最近报告，在过去几年里，越来越少的人观看 Super Screen-produced 电影。可是影评人员对特定的 Super Screen 电影的正评在过去几年却是增高的。很明显，我们的潜在观众未充分的接触到这些评价内容。因此，问题不在我们电影的质量，而在于公众未曾意识到我们电影的高质量。因此，Super Screen 应该把下年预算的更大一部分用来广告宣传，以此吸引观众。

### 题目提纲

- 1、 是仅仅 super screen-produced 电影观众减少，还是所有公司都在下降？
- 2、 正评价不断增高，但负评价和正评价到底谁高谁低？相对于其他电影同行，评价又谁高谁低？
- 3、 正评价增高，观众流失，也并不能直接得出广告宣传不够。观众口味与评委的不同特定的在增高不代表其他的就受评委好评，这部分也比一定是大众喜欢的类型

81 同老 G165

### 题目原文：

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.\n”+

“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.”;

### 题目翻译：

以下摘自一本商业杂志：

"去年由于有大量消费者投诉说产生了眩晕和恶心，Promofoods 要求 800 万罐金枪鱼回收检测。Promofoods 下结论说这些罐头根本不含任何有健康危害的化学物质。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 8 种最常见的导致眩晕和恶心症状的化学物质中，有五种都没有在任何被测试的罐头中被发现。化学家确实发现剩下三种受怀疑的化学物质在所有其他罐头食品中都存在。";

做一个 response, 判断基于该 Argument 的结论和论证是否是合理, 讨论哪些问题需要被解决。确保解释出对于这些问题的回答是如何帮助评价这个结论的。

### **Argu 提纲:**

此题要求是为了判断杂志报道中 Promofoods 公司所得出的检测报告结论以及其论证是否合理, 还需要解决哪些问题, 那我们来看看 Promofoods 公司是怎么证明他们的罐头是没有健康危害的。

首先, 不论检测结果是否能说明罐头无害, 先来看看抽样过程。总体结论基于抽查样本的检测, 然而对于抽样方式的选择与样本的数量选取文中都没有交代, 这样, 哪怕检测的结果证明的罐头无害, 又怎能说服我们相信检测结果能够证明所有的罐头都没有健康危害呢? 所以我们需要知道抽样的随机性分布而且数量足够多, 才能够说明所选取的样本有足够的代表性。其实厂商应该对投诉的消费者分布以及他们所买的罐头产地以及生产时间进行统计调查, 以便进行更有针对性的调查, 只做到完全随机地选择样本反而可能降低检测到问题罐头的几率, 样本应该按产地, 按生产时间段分类, 按被消费者投诉的频率有权重的抽取, 才更易发现问题的所在, 而对抽样过程缄口不言的态度实在让人怀疑 Promofoods 公司只想息事宁人。

其次, 检测结果告诉我们八种常见导致眩晕和恶心症状的化学物质中, 五种没有在被检测的罐头发现, 这也就是从反面告诉我们另外三种的存在。于是文章又急忙补了一句说化学家确实检测到了少量的另外三种可疑化学物质的存在, 然而这些在所有的罐装食品中都很自

然很常见。第一，五种，检测没检测到是一回事，存不存在是另一回事，也许致病物质存在而仪器精度不够所以未检测到，检测报告应该告知检测最高精度；第二，三种，少量是多少，百分之一是少量，还是百万分之一是少量？文章没有告诉我们被检测的罐头中所检测到的“少量”与一般罐头中存在的这三种化学物质的比较，而仅仅一笔带过，从无害到有害的质变界限也许就在这量变的过程之中。第三，仅仅对常见的八种致病物质进行检测，并不能说明这些罐头中不含有其他可能让人眩晕和恶心的化学物质。如果真的要彻底检测是否有致病物质存在应该对使人有眩晕和恶心症状的那些罐头进行更深入的分析，也许其中含有未曾发现的其他致病物质。

综上，Promofoods 就这样忽悠偶们是不对的，就这样就得出金枪鱼罐头没有责任是不靠谱的。对群众负责的态度是要更全面更深入的检测，还有很多漏洞需要数据支持论证。

82 同老 G111

题目原文：

The following appeared in a memo from the vice president of marketing at Dura-Socks, Inc.\n”+

“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.\n”+

“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.”;

### 题目翻译

“最近一次对于 Dura-Sock 使用者的调查表明我们公司用于其专利生产方式"Endure"上的钱是浪费的，这种方式使我们生产的袜子足以使用两年。Dura-Sock 一直在做广告宣传它使用"Endure"方式，但这次新调查显示一般 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商场回应调查的 Dura-Sock 消费者说他们最欣赏 Dura-Sock 时尚的外观和众多颜色的选择。这些事实说明 Dura-Sock 可以通过停止使用"Endure"生产方式

来增加盈利。”;

做一个 response, 判断基于该 Argument 的结论和论证是否是合理, 讨论哪些问题需要被解决。确保解释出对于这些问题的回答是如何帮助评价这个结论的。

### 提纲:

此题要求讨论为了判断这个建议与其论证是否合理, 还有哪些问题需要解决, 并说明这些问题的答案会对评价这个建议有何影响。题中给出的建议是 Dura-Socks 可以不再继续使用 Endure 的生产方式, 从而提高盈利。论证是 D-S 已经对 Endure process 技术的利用做了广告, 但是新的调查表明, 尽管袜子很耐用, 但是 D-S 的消费者仍然平均每三个月买一次 D-S 的袜子, 并且, 更进一步, 在 DS 的最大市场 (美国东北部地区的城市) 调查显示消费者最欣赏 DS 袜子的时尚外观和众多的颜色选择。

下面让我们来仔细讨论这些论据与所给建议的逻辑关系。

首先, 认为 Endure 是浪费钱的这个结论建立在不靠谱的调查结果上。这两个调查都没有提供关于调查对象, 调查方式的信息。调查对象的人数, 年龄分布, 性别等详细信息都没有提供。完全不知道调查对象有没有代表性, 是不是 DS 袜子的主要受众。调查方式也不知道。

其次, 退一步先夹着这两个调查是按合理的方式进行的, 进一步的论证方式也有问题。第一个调查结果说消费者平均三个月买一次 DS 袜子, 可是买袜子这件事情的频率对每个个体而言相差很大, 做平均来说明其实并没有意义。而第二个调查更是直接把美国东北地区



城市的消费者水平直接作为了整体消费者的平均代表,这样毫无根据的推广恐怕难以令人信服。

再次,就算假设以上收集信息的过程全部可靠,它们所得到的结论仍然值得怀疑。第一个调查 confuse cause with correlation. 第一个调查三个月买一次 DS 袜子的事实并不能够说明大部分买袜子的人不希望自己买到的袜子是耐穿的。人们买新的产品往往是为了满足新的需求,也许是运动型袜子,爬山用的,也许是因为天气的变化。这不能说明人们不需要耐穿的袜子。类似的,第二个调查中消费者喜欢 DS 袜子的时尚外观和颜色选择多也不能够说明消费者不在乎袜子的耐用品质。时尚与耐用这两者之间并不矛盾。

最后,就算消费者真的不需要 Endure 的产品,不用 Endure 生产就真的可以提高公司利润吗?这一点并不一定能够得到保证。利润等于销售额减去成本,虽然不用 Endure 生产成本会降低,可是销售额能否保证我们不得而知。只有谨慎的分析了供求关系,理性的对市场进行评估,才能够知道这建议是否合理。

83=84 似老 G 150

题目原文:

The following is a letter to the editor of an environmental magazine.\n”+

“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.\n”+

“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.”;

题目翻译：

下文是写给一份环保杂志的编辑的一封信：1975 年，一个野生动物数量统计发现有在 X 国家公园有七种两栖动物，而每一种都存有大量的数量。然而，到 2002 年仅有四个品种的两栖动物任然存活在这个公园里了，而且每一个品种的数量大幅度的减少。在全世界范围内，两栖动物的数量都大量的减少，全球水、大气污染与这一问题有明显的牵连。然而，X 国家公园两栖动物的减少几乎确定的有一个不同的原因：在 1975 年，一种被认为是吃两栖动物卵的动物——鳟鱼，被引进到该公园了。

做出一个 response，讨论需要哪些具体的证据来评价该 Argument，并且解释这些证据是如何削弱或加强该 Argument 的。

提纲：

此题要求我们讨论鳉鱼是两栖动物减少原因这一 argument 所需要的证据，并解释证据与 argument 的支撑关系。

我们可以发现使得 X 公园两栖动物减少的原因有两类，一类是全球水、大气污染等自然环境变化；一类是因为 1975 年鳉鱼的引入。为了明确两栖动物在 X 公园大量减少的主要原因，我们需要以下数据：

第一，1975 年至 2002 年间在 X 公园附近或者与 X 公园自然环境变化类似但没有鳉鱼的水域中，这 7 种两栖动物的减少速率，并与 X 公园的两栖动物减少速率比较。

第二，1975 年至 2002 年间 X 公园内鳉鱼的数量变化统计以及 7 种两栖动物的数量变化统计，以及它们之间的曲线关系比对。

第一个数据，如果二者减少速率是相当的，那么说明鳉鱼对于这 7 种两栖动物的减少速率没有什么影响，也就说明题中的 Argument 是没有依据的，而 X 公园两栖动物的减少也主要因为水污染和大气污染等因素。反之，如果 X 公园内的两栖动物减少速率明显大于对照组，那么说明鳉鱼的引进对两栖动物的繁殖生存带来了很大的威胁。

第二个数据，对比数据中鳉鱼最多/少的时候，是不是两栖动物减少得相应最快/慢，如果是这样，那么说明确实与鳉鱼吃掉两栖动物的卵的数量有关，若不是这样，则两栖动物的减少可能与环境变化更相关。

完全不知道这种题目要求是不是该这样写！

84=83 似老 G150

题目原文：

The following is a letter to the editor of an environmental magazine.\n”+

“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.)\n”+

“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.”;

题目翻译：

下文是写给一家环保杂志的编辑的一封信：两项对 X 国家公园的研究确认了两栖动物数量上的大量减少。1975 年，该公园里存有 7 种两栖动物，并且每一种的数量都很多。然而，2002 年是只有四种两栖动物存活在公园中，而且每一种品种的数量大量减少。一种被提出的解释是两栖动物的减少是由于，从 1975 年开始的鳟鱼进入公园水体的引进，而鳟鱼被认为是吃两栖动物蛋的物种。

撰写一篇 response, 在文章中, 你需要针对上述文章中叙述的事实, 提出一种或是多种解释。你所提出的解释必须比已有的解释更有说服力, 同时还要说明为什么。

提纲：

First, the author fails to provide any evidence to refute the strong inference that the amphibian decline in Xanadu National Park was indeed caused by trout.

Secondly, the single sample is insufficient to draw any general conclusion about the reason for a worldwide decline in the amphibian population.

Thirdly,

85=87 同老 G161

题目原文：

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.\n”+

“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.”;

题目翻译：

“在一次由 Waymarsh 大学所举行的关于 Waymarsh 居民阅读习惯的调查中，多数被访者说他们倾向于阅读古典文学。然而，由相同的研究人员随后进行的调查发现 Waymarsh 所有公共图书馆中最经常被借阅的书是神秘小说。因此，我们可以得出结论，第一次调查的被访者错误地表达了他们的阅读习惯”；

做出一个 response，讨论需要哪些具体的证据来评价该 Argument，并且解释这些证据是如何削弱或加强该 Argument 的。

提纲：

在第一次调查中，作者并没有给出被访者的范围。这些被访者很

可能并不具备代表性，无法代表 W 市民的阅读习惯。同时也存在被访者在调查中说谎的可能。也许他们倾向于其他种类的书籍例如漫画，但是可能认为将自己说成古典文学的爱好者会使自己显得更加有修养。这很可能造成了调查结果的不准确性。

作者所说的第二次同样不具说服力。作者没有理由地将被借阅的书籍与喜欢阅读的书籍混为一谈。W 市民很可能在图书馆内大量阅读了自己喜欢的书籍，而在馆外去借一些不那么喜欢的书籍带回家看。所以神秘小说经常被借出不能构成 W 市民喜爱度神秘小说的证据。同时，作者没有给出其调查借出书籍次数的时间段。如果改时间段很短，例如是最近一周。而最近一周可能正好有一批非常经典的神秘小说进入书库，导致神秘小说的借阅量突然上升。但是这并不能说明 W 市民一贯都最热爱神秘小说。另一方面，作者所做的调查范围尽局限于 W 市的公共图书馆，而忽略了书店、或者私人阅览室。也许考虑了这些因素后，神秘小说就不再是 W 市民最热衷的图书了。

然而，即使我们承认了这两次调查能够忽略我上述的种种假设所带来的不准确性，作者仍然不能说服我相信第一次调查的被访者错误地表达了他们的阅读习惯。作者没有给出两次调查之间的时间间隔。如果存在一定的时间间隔，那么我们完全可以相信 W 市民在这段时间内出于某种原因改变了自身的阅读习惯，导致两次调查结果不相符。另外，我们也不能排除这样一种可能。W 市民热爱的图书很有可能是古典神秘文学，因此他们自己也无法区分改把这类书归为古典文学还是神秘小说，才导致了两次结果的不一致。

86=89 同老 G241

题目原文：

The following appeared in a memo at XYZ company.\n”+

“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.\n”+

“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.”;

题目翻译：

当 XYZ 裁员的时候，它雇佣了 Delany 人事公司在这些下岗员工



有需要的时候为他们在写简历和提高面试技巧方面提供帮助。下岗员工从 Delany 的服务中极大受益：去年获得了 Delany 帮助的员工找工作比没有找 Delany 的员工快的多。最近，有提案提出用收费较少的 Walsh 人事公司代替 Delany。这将是一个错误，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。不论如何，去年 Delany 的客户平均用六个月找到工作，而 Walsh 的客户平均用了 9 个月。

做出一个 response，讨论需要哪些具体的证据来评价该 Argument，并且解释这些证据是如何削弱或加强该 Argument 的。

提纲：

In the first place, the author fails to provides evidence that Delany's service were in fact responsible for helping the laid-off employees who used those services find jobs more quickly.

In the second place, Walsh's prior rate of placing laid-off XYZ employees is not necessarily a reliable indicator of what that rate would be now.

Thirdly, the difference in the two firms' overall placement time last year does not necessarily indicate that Delany would be better choice to serve XYZ's laid-off employees.

Finally, the fact that Delany has more branch office and a larger staff

than Walsh proves nothing about which firm would be more effective in finding jobs for laid-off XYZ employees.

87=85 同老 G161

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.\n”+

“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.”;

题目翻译:

在一次由 Waymarsh 大学所举行的关于 Waymarsh 居民阅读习惯的调查中,多数被访者说他们倾向于阅读古典文学。然而,由相同的研究人员随后进行的调查发现 Waymarsh 所有公共图书馆中最经常被借阅

的书是神秘小说。因此，我们可以得出结论，第一次调查的被访者错误地表达了他们的阅读习惯”；

写一篇 response，在文章中，请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立，会对此篇 Argu 带来什么影响？

提纲：

见 85

88=90 同老 G1

题目原文：

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.\n”+

“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.\n”+

“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.”;

题目翻译：

以下摘自 HN 公司的 VP 写的 memo。HN 公司是一家小规模但正在不断扩张的连锁店，经营健康食品及其他一些与健康有关的产品。

以前的经验显示，我们的商店在那些居对健康生活高度关注的地区是盈利最多的。因此我们应该把下一家连锁店开设在 Plainsville，那里有很多这样的居。Plainsville 的商家报告说运动鞋和运动衣的销售处于历史高点。当地一家五年前因缺乏客源而濒临倒闭的康体俱乐部现在的会员比以往任何时候都多，减肥训练和体操班总是满员。我们还可以预见到新生代的顾客群：Plainsville 的在校学生被要求参加一个叫做“终生健康”的项目，它强调从小开始经常锻炼的好处。

做出一个 response，讨论需要哪些具体的证据来评价该 Argument，并且解释这些证据是如何削弱或加强该 Argument 的。

提纲：

P 的商家报告说运动鞋和运动衣的销售处于历史高点，这并不能有力说明 P 的居民对运动感兴趣，而完全可能因为运动服饰正好成为了

一种潮流。更何况，作者完全没有说明历史高点的具体数值，完全有这样的可能，历史值一直很低，而所谓的历史高点也是个很低的值。作者所举的当地一家康体俱乐部的例子也不具备说服力。存在这样的可能，P 的居民或许只是因为该俱乐部给其会员其他更多方面的优惠，导致人满为患，并非因为 P 居民都热爱健身。而 P 的在校学生被要求“终身健康”，这并不能保证他们必然会大量消耗健身用品。

即使我们假设，P 的居民确实都很热爱健身，在这种假设下作者仍然不能说服我相信 HN 公司能在那里赚到利润。首先，很可能是其他原因而非 P 居民热爱健身导致了运动饰品的大卖和健身俱乐部的人满为患。另一方面，作者也没有足够理由，保证热爱健身，喜欢购买运动服装的 P 居民同样会对 HN 公司的健康食品及其他一些与健康有关的产品感兴趣。

就算现阶段 P 居民确实对 HN 公司的产品感兴趣，作者没有证据能够确保这种趋势会在未来的时间内继续保持下去。很有可能当 HN 公司 P 分店开张后，当地居民逐渐对健康产品丧失了兴趣。HN 公司仍然无法赚到足够利润。作者也很奇怪地假设了 P 居民一定会购买 HN 公司的产品，毫无根据地排除了其他公司与其竞争的可能性。作者也没有给出新建一家店的成本。如果成本很高完全不足以从所售出的商品利润中赚回，那么新建分店就变得毫无意义。

所以，除非作者能证明 HN 公司的产品能够在未来一定时间内对 P 的居民存在相当的吸引力，利润足以赚回新建商店的成本，否则新建分店的建议是无法说服我的。

89=86 同老 G241

题目原文:

The following appeared in a memo at XYZ company.\n”+

“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.\n”+

“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.”;

题目翻译：

当 XYZ 裁员的时候，它雇佣了 Delany 人事公司在这些下岗员工有需要的时候为他们在写简历和提高面试技巧方面提供帮助。下岗员工从 Delany 的服务中极大受益：去年获得了 Delany 帮助的员工找工作比没有找 Delany 的员工快的多。最近，有提案提出用收费较少的 Walsh 人事公司代替 Delany。这将是一个错误，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。不论如何，去年 Delany 的客户平均用六个月找到工作，而 Walsh 的客户平均用了 9 个月。

写一篇 response，在文章中，请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立，会对此篇 Argu 带来什么影响？

提纲：In the first place, the author fails to provides evidence that Delany's service were in fact responsible for helping the laid-off employees who used those services find jobs more quickly.

In the second place, Walsh's prior rate of placing laid-off XYZ employees is not necessarily a reliable indicator of what that rate would be now.

Thirdly, the difference in the two firms, overall placement time last year does not necessarily indicate that Delany would be better choice to

serve XYZ, s laid-off employees.

Finally, the fact that Delany has more branch office and a larger staff than Walsh proves nothing about which firm would be more effective in finding jobs for laid-off XYZ employees.

90=88 同老 G1

题目原文:

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.\n”+

“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.\n”+



“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.”;

题目翻译：

以下摘自 HN 公司的 VP 写的 memo。HN 公司是一家小规模但正在不断扩张的连锁店，经营健康食品及其他一些与健康有关的产品。

以前的经验显示，我们的商店在那些居对健康生活高度关注的地区是盈利最多的。因此我们应该把下一家连锁店开设在 Plainsville，那里有很多这样的居。Plainsville 的商家报告说运动鞋和运动衣的销售处于历史高点。当地一家五年前因缺乏客源而濒临倒闭的康体俱乐部现在的会员比以往任何时候都多，减肥训练和体操班总是满员。我们还可以预见到新生代的顾客群：Plainsville 的在校学生被要求参加一个叫做“终生健康”的项目，它强调从小开始经常锻炼的好处。

写一篇 response，在文章中，请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立，会对此篇 Argu 带来什么影响？

提纲：

见 88

91.（自译）

**题目原文：**

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.”;

**题目翻译：**

“三年前，因为 WP 野生动物保护区的洪灾，100 头狮子和 100 只西羚羊被移去 P 地野生动物保护东区，这个地方也是大多数和西区发现的相同物类的栖息地，虽然这里东羚羊数量庞大，但是它们和西羚羊

也是近亲。气候中唯一的区别是东边的保护区的降水稍微少一些。不幸的是，三年后东边的保护区内引进的西边的西羚羊种群已经差不多都灭绝了。由于这降水的轻微减少不可能是引起西部西羚羊灭绝的原因，它们的消失一定是由东部更大数量的食肉动物造成的。

做出一个回答，在这个回答中讨论需要哪些具体的证据来评价该 Argument，并且解释这些证据是如何削弱或加强该 Argument 的”；

### **Argu 提纲**

- 1 缺少证据证明 WP 和 P 地的气候上只是单单雨水差异
- 2 100 狮子是食肉动物可能造成 WG 的减少
- 3 没排除其他造成 WG 减少的可能

### 3、（题目似老 G234）

#### **Argument 原文**

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.”;

### **Argu 翻译**

小镇的工人比起 M 市的工人少请一些病假，M 市离 L 小镇 50 里远。此外，相对于人口规模而言，L 镇比 M 市发现相关的与压力相关的疾病的诊断也成比例的相对少很多。根据 L 镇的商业议院，这样一个事实可以归结于 L 镇相对放松的生活节奏而带来的健康益处。

做出一个回答，在这个回答中讨论一个或者其他的解释，这些解释可能削弱已提出的解释，并解释你给出的解释是如何能够在给该 Argument 中的事实提供依据的。”;

### **Argu 提纲:**

1 请病假不一定生病

2 人口与压力无关

3 个案不代表全体

4、（自译）

### **Augu** 原文

The following appeared in a memorandum from the manager of WAC 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.”;

### 题目翻译：

下文出现在 WWAC 广播站经理的备忘录中：WWAC 必须改变它现有摇滚音乐模式，因为听众已经开始减少，尽管在我们收听地区的人口数量有增加。人数的增加可能是源于在他们退休后来到我们这里，因此我们必须尽量让这些新居民成为我们的新听众。但是他们似乎对音乐不怎么感兴趣：一些当地销售音乐碟的店铺最近已经关门大吉了。因此，改变成另外一种音乐风格并不能增加我们的听众。相反，我们应该采用一种新闻和访谈的形式，这种广播的形式在我们地区将会更受欢迎。

做出一个回答，在这个回答中为了判断基于该 Argument 的建议和论述是否是合理的，讨论哪些问题需要被回答。确保解释出对于这些问题的回答是如何帮助评价这个建议的。

### Augu 提纲

- 1 听众减少有很多愿意不一定是喜欢不喜欢摇滚

2 不买碟不代表不听音乐

3 新闻为何一定成功？需要证据

94（题目似老 G127，自译）

**Augu** 原文

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.”;

### **Argu 翻译**

实业公司的人力资源部的副总经理给公司的总经理发出了下面的推荐：一项最近的全国性调查发现现在在工作中可以使用网络的大多数工总是将电脑用做私人或休闲的活动，比如银行业务或玩游戏。为了提升雇员的生产积极性，我们应该在工作场所安装员工网络使用的电子监控器。使用电子监控软件是解决 C 公司员工将时间花在私人或娱乐活动上问题的最优办法。我们预计安装软件来监控员工的网络使用将会让我们杜绝员工浪费时间的现象，因此提升工作效率，和提升总体利润。

做出一个回答，在这个回答中为了判断基于该 Argument 的预见和论证是否正确，讨论哪些问题需要被回答。确保解释出对于这些问题的回答是如何帮助评价这个预见的。”;



## Augu 提纲

- 1 全国员工调查无法代表 C 公司
- 2 监控网络提高不了积极性
- 3 员工还有很多办法浪费时间

95（题目似老 G21）

## Augu 原文

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.”;

### **Argu 翻译**

下文出现在 S 公司新副总经理的备忘录中，这家公司是一家男性服装制造公司。

五年前，某一个时间当我们正面临着获得高品质的羊毛织品的可靠供应的困难是，我们停止最受顾客欢迎的羊驼呢外套的生产。考虑到，当我们停止生产这种产品时，顾客们的强烈反对和我们的竞争对手中没有能够提供一款可以相匹敌的产品这样一个事实，我们期望被压抑需求的顾客很需要我们的羊驼呢外套。这种需求和服装价格上的全面增长将会使得 S 公司的羊驼呢外套比起以前更加有利润可赚。

做出一个回答，在这个回答中分析中该 Argument 已陈述的和/或者未陈述的假设。确保解释该 Argument 是如何依据这些假设而论述的，解释好这个 Argument 是怎样基于这些假设的，如果假设被证明是不恰当的，那么又能为该 Argument 推导出什么。”;

## **Augu 提纲:**

- 1 五年前需要不代表现在需要羊驼外套
- 2 现在对手可能也有
- 3 需求，价格上涨不代表利润上涨

96 （题目似老 G21，自译） samilar+95

## **Augu 原文**

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.”;

**Argu 翻译:**

“下文出现在 S 公司新任副总经理的备忘录中，这家公司是一家男性服装制造公司。

五年前，当我们正面临着获得高品质的羊毛织品的可靠供应的困难时，我们停止了最受顾客欢迎的羊驼呢外套的生产。考虑到，当我们停止生产这种产品时，顾客们的强烈反对和我们的竞争对手中没有能够提供一款可以相匹敌的产品这样一个事实，我们期望被压抑需求的顾客很需要我们的羊驼呢外套。这种需求和服装价格上的全面增长将会使得 S 公司的羊驼呢外套比起以前更加有利润可赚。

做出一个回答，在这个回答中为了判断基于该 Argument 的预见和论证是否正确，讨论哪些问题需要被回答。确保解释出对于这些问题的回答是如何帮助评价这个预见的。”;

97（自译）

**Augu 原文**

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.”;

**Argu 翻译:**

“下文出现在一封电子邮件中，这封电子邮件是经典莎士比亚剧场的市场部主任发出的：

在过去的十年里，在经典莎士比亚剧院的普通观众中减少了有 20% 的人数。尽管广告力度的增加，我们吸引来我们剧院的看喜剧的顾客越来越少，从而引起我们利润的巨大减少。我们必须采取措施来吸引新的观众。最好的方法就是在夏天建立一个“公园莎士比亚剧场”的项目。两年前，附近的 AR 公司开展了一个“公园免费剧场”的项目，自那以后利润增加了 10%。如果我们开展该项目，我们可以预计我们的利润也将增加。

做出一个回答，在这个回答中为了判断提出的建议是否可能出现预见的结果，讨论哪些问题需要被回答。确保解释出对于这些问题的回答是如何帮助评价这个建议的。

## **augu 提纲**

- 1 AP 成功不代表 CST 成功
- 2 已有公司开发了这个活动，可能冲突
- 3 AP 公司是免费的，CST 是否免费？

98 (题目似老 G44) similar+98

## **Augu 原文**

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.”;

### **Argu 翻译**

“下文是来自 M 书店商务经理的一项建议：

二十年前在 C 地开业以后，由于优良的阅读环境和各类齐全的书目，M 书店已经发展拥有了大量的顾客。上个月，BB——一家书店和咖啡店的结合体，声称他们打算在 C 地开一家店。M 书店应该在现有的放摆放儿童书籍的地方建设它自己的店内咖啡屋。考虑到国家人口统计数据表明十岁以下的人口大量减少，儿童书籍的销售很可能减少。通过一个咖啡屋来代替儿童书籍的空间，M 书店可以增加利润并和 BB 店开展竞争。



做出一个回答，在这个回答中分析中该 Argument 已陈述的和/或者未陈述的假设。确保解释该 Argument 是如何依据这些假设而论述的，解释好这个 Argument 是怎样基于这些假设的，如果假设被证明是不恰当的，那么又能为该 Argument 推导出什么。”；

**Augu 提纲:**

- 1 国家统计无法用于地区
- 2 人口少不代表买的少
- 3 咖啡屋未必增加利润

99（题目似老 G44，自译）similar+95

**Augu 原文:**

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.”;

### **Argu 翻译**

“下文是以来自 M 书店商务经理的一项建议：

二十年前在 C 地开业以后，由于优良的阅读环境和各类齐全的书目，M 书店已经发展拥有了大量的顾客。上个月，BB——一家书店和咖啡店的结合体，声称他们打算在 C 地开一家店。M 书店应该在现有的放摆放儿童书籍的地方建设它自己的店内咖啡屋。考虑到国家人口

统计数据表明十岁以下的人口大量减少，儿童书籍的销售很可能减少。通过一个咖啡屋来代替儿童书籍的空间，M 书店可以增加利润并和 BB 店开展竞争。

做出一个回答，在这个回答中讨论需要哪些具体的证据来评价该 Argument，并且解释这些证据是如何削弱或加强该 Argument 的”;

### **Augu 提纲**

100（题目似老 G6，自译）similar+98

### **Augu 原文**

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.”;

**Argu 翻译:**

下文是由一群 M 市的创业者写的小金额贷款申请书。

爵士乐在 M 市相当流行：去年有超过 100,000 的人参加 M 的年度爵士音乐节，收视率最高的节目是每晚播放的‘JN’。同时，许多知名的爵士音乐人在 M 地家喻户晓。不仅如此，最近的爵士乐俱乐部离 M 市只有一个小时多的车程。考虑到在 M 市爵士乐的流行，一项最近的全国性的调查表明典型的爵士乐迷每年大约花 1000 美刀在爵士乐的娱乐上，一个爵士俱乐部收益颇丰。

做出一个回答，在这个回答中分析中该 Argument 已陈述的和/或者未陈述的假设。确保解释该 Argument 是如何依据这些假设而论述的，解释好这个 Argument 是怎样基于这些假设的，如果假设被证明是不恰当的，那么又能为该 Argument 推导出什么。

**Augu 提纲:**

- 1 参加爵士节的不一定是本地人
- 2 当地人不一定去新开的店有很多原因
- 3 全国调查不代表地区

109.

**题目原文:**

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.

**题目翻译：**

下面的内容来自 KNOW 电台总经理的备忘录。

几个因素显示 KNOW 电台应该将它的节目从摇滚音乐转型到连续新闻节目。例如，考虑到我们广播区内超过 50 岁的人数量显著增加，而听众总量却减少。此外，我们地区的音乐商店显示摇滚音乐的销售量减少。最后，连续新闻台在邻市已经非常成功。从摇滚音乐转型到 24 小时新闻节目将会吸引更多的老听众，使 KNOW 电台的未来更加稳固发展。

写一篇回应，在其中你要求检查 argument 中已经陈述或者为陈述的假定。一定要解释 argument 是如何依赖这些假定的，如果假定被证明是无根据的会产生什么影响。

**Argu 提纲：**

逻辑过程为：**(A→B) →C**。

**A, B** 均已在文中包含。

结论：节目转型，可以吸引观众，发展电台。

1. 论据：广播区内老人增加，摇滚乐听众却减少。

暗含的假设是：老人们越来越不喜欢听摇滚乐。

若假设成立，节目转型以后，老人会喜欢新型节目，继续收听电

台。

证伪：1.老人可能更喜欢通过网络欣赏摇滚乐，不管如何更换节目都无效果。2.没有具体的数字，不知道以上论据的正确性，比如，老人增加一位也是增加，听众减少一位也是减少。

## 2. 论据：摇滚乐唱片销量减少。

暗含假设：人们更少关注摇滚乐。

若假设成立，节目转型后，~~~~~。

证伪：1.人们可能因为网络音乐的流行，减少了实体唱片的消费；  
2.也可能音乐店改动了原来销售摇滚乐的类别范围导致的销量降低。

## 3. 论据：连续新闻台在临市成功。

暗含假设：临市与本市有相同的情况。

证伪：1.临市的人口构成，不一定老年人越来越多。2.临市所谓的很成功到底达到一种什么样的程度，有无数据。

## 4. 论据：从摇滚乐转型为连续新闻可以吸引更多老年听众。

暗含假设：1.喜欢连续新闻的老人比喜欢摇滚乐的老人多；2.老人只喜欢摇滚乐节目或连续新闻中的一种，除此外不喜欢别的电台节目。

证伪：1.虽然喜欢摇滚乐的老人减少了，但是具体数字不一定比喜欢连续新闻的老人少，文中未给出。2.老人可能喜欢京剧脱口秀什么的，不一定喜欢连续新闻。

**Argu 原文**

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.”;



## **Argu 翻译:**

以下文字出现在电影出租连锁店“Movies Galore”经营者的备忘录中:

为了遏制我们最近的盈利下滑的情况,我们必须减少 MG 的十所电影租赁商店的运营费用。因为我们是由于我们的廉价而闻名的,因此增加租赁的费用不是一条增加盈利的可行办法。上个月我们在 M 市区的商店调整为 6:00PM 关门(而不是 9:00),并且通过清除发行了 5 年以上的所有影片以减少库存,通过这两个措施,该店显著的减少了运营费用。通过进行类似的调整, MG 可以增加盈利,并且不会损害我们物美价廉的声誉。

写一个回应,在其中你需要考察文中已陈述的或者未陈述的假设。解释清楚这一 argument 是如何基于这些假设的,以及如果这些假设是不能确定的话,会对这一 argument 造成什么样的影响。(阿一)

写一篇 response (回应),在文章中,请审视在 argument 中提及或者尚未陈述的假设。请解释此篇 argument 是如何依赖于这些假设成论的。如果假设本身不成立,那么会对这篇 argument 带来什么影响?  
(风雅)

## **Argu 提纲**

解题关键字: 尚未陈述的假设

逻辑错误:

1. 扭转盈利下滑不一定需要通过降低运营成本进行，也许运营成本已经非常低了，需要开发更加能促进销售的方法。
- 2 减少运营成本并不意味着盈利，文中把减少运营成本等同于增加盈利并没有相应的依据。
3. 以廉价著称并不意味着不能提价，在市场调查的基础上合理的提高价格对盈利是有帮助的。
4. 局部的情况不能简单的应用于整体，市中心的店有其特殊性，比如大多数人都不会住在市中心，所以早点关门的情况也许只适合市中心的店，而居民区就不合适了。
5. M 市中心的店的措施可能并没有增加盈利，仅仅是减少了运营费用而已，可能相应的收益也在很大程度上减少了，从而造成了亏损
6. 市区的店 6 点关门和清除库存，并不是真正减少运营费用的原因，可能是其他原因造成的，因果逻辑错误

依逻辑错误分析，未证实的假设如下：

- 减低运营成本是扭转盈利的唯一方法。不一定，甚至有可能导致盈利的下降。也许运营成本已经很低了，可以多考虑促进销售的方法，比如租赁符合当前市场需求的电影。
- 廉价意味着不能提价。不一定，提价的结果更多的应该通过市场调查得出。

- 市中心店的情况能简单的套用于整体。不一定，市中心的店有其特殊性，不能简单的应用于所有的店，其他的店假如需要减低成本需参考自身的情况。

112（同老 G213，自译）

### **Argu 原文**

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.”

**Argu 翻译:**

以下文字出现在电影出租连锁店“Movies Galore”经营者的备忘录中:

为了扭转我们最近的盈利下滑的情况,我们必须减少 MG 的十所电影租赁商店的运营费用。因为我们是由于我们的廉价而闻名的,因此增加租赁的费用不是一条增加盈利的可行办法。上个月我们在 M 市区的商店调整为 6:00PM 关门(而不是 9:00),并且通过清除发行了 5 年以上的所有影片以减少库存,通过这两个措施,该店显著的减少了运营费用。因此,为了增加盈利,并且不会损害我们物美价廉的声誉,我们推荐在其他的 9 所店进行类似的调整。

撰写一篇 response, 在文章中, 你需要指出, 为了确定上文中的建议以及基于此的 argument 是否合理, 哪些问题是必须搞清楚的。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。(阿一)

撰写一篇 response, 在文章中, 为了证明上文给出的建议和论据是否合理, 你需要指出, 还有哪些问题是需要被搞清楚的。请阐述这些问

题的答案对于评估上文提出的建议有何帮助。（风雅）

## **Argu 提纲**

结题关键字：需要回答的问题

逻辑错误：

1. 扭转盈利下滑不一定需要通过降低运营成本进行，也许运营成本已经非常低了，需要开发更加能促进销售的方法。
2. 减少运营成本并不意味着盈利，文中把减少运营成本等同于增加盈利并没有相应的依据。
3. 以廉价著称并不意味着不能提价，在市场调查的基础上合理的提高价格对盈利是有帮助的。
4. 局部的情况不能简单的应用于整体，市中心的店有其特殊性，比如大多数人都不会住在市中心，所以早点关门的情况也许只适合市中心的店，而居民区就不合适了。
- 5 M 市中心的店的措施可能并没有增加盈利，仅仅是减少了运营费用而已，可能相应的收益也在很大程度上减少了，从而造成了亏损
- 6 市区的店 6 点关门和清除库存，并不是真正减少运营费用的原因，可能是其他原因造成的，因果逻辑错误

依逻辑错误进行分析，需要回答的问题如下：

- 盈利下滑的真正原因？是因为过高的运营成本吗？还是有其他的原因？（比如经营不善、无法把握顾客的需求等）减少运营费用能否遏制盈利下滑？
- 适当的提价一定不行吗？也许需要通过对消费者的调查才能知道
- 市中心店的情况能否简单的套用在其他店上？市中心店减少运营成本的方式跟其地理位置有关系，也许无法简单的套用在其他地方的店上。

113（同老 G180）

### **Argu 原文**

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.”;

### **Argu 翻译**

以下文字是人事主管给 Acme 出版公司董事长的一封建议信：

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

撰写一篇 response，在文章中，你需要指出，为了确定上文中的建议以及基于此的 argument 是否合理，哪些问题是必须搞清楚的。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。（阿

一)

撰写一篇 response，在文章中，为了证明上文给出的建议和论据是否合理，你需要指出，还有哪些问题是需要被搞清楚的。请阐述这些问题的答案对于评估上文提出的建议有何帮助。（风雅）

### **Argument 提纲**

解题关键字：需要回答的问题

逻辑错误：

- 文中两位不能代表所有参加培训的人的情况，需要更多的调查才能知道培训的效果。
- 两个小时内读完报告和职场的晋升不能成为生产率提高的证据（什么读物？晋升也许跟个人的其他能力有很大关系，文中未说明）
- 并不是吸收信息越多越好，重要是理解了信息，得到了有用的信息。
- 在不确定培训效果的情况下，无法衡量培训费用的高低，假如无法达到预期的效果，可能给公司造成较大的负担。
- 公司分工较明确，也许并不是每个员工都需要参加培训，对那些需要获得大量信息进行分析的人较为合适。

需要回答的问题：



- 1 培训的效果如何呢？两个人的例子太缺乏代表性，需要对更多的人进行调查，以明确参加培训跟提高效率的关系。
- 2 培训后效率提高具体在什么方面？跟工作中需要的技能相符吗？重要是要理解力的提高。
- 3.培训后的效果跟培训的费用是否相符？为回答这个问题，调查参加了培训的企业是必要的。
- 4.需要每个员工都参加吗？什么类型的员工适合参加这个培训？

114（同老 G41）

### **Argu 原文**

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.”;

### **Argu 翻译**

以下文字出现在一家在几个城市拥有食品储存仓库的食品经销公司副总裁的备忘录。

最近,我们与FA 害虫控制公司签署了一份协议,其为我们在Palm City 的仓库提供害虫控制服务,但是上个月我们发现那里价值\$20000 的食物因为害虫损害而损失了。同时, Buzzoff Pest Control Company, 一家我们在Palm City 使用了很久的公司,仍然为我们在Wintervale 的仓库服务,并且上个月那里只有价值\$10000 的食物因为害虫而损失。虽然Fly-Away 公司的费用低很多,但是我们最好的省钱方法应该是请 Buzzoff 公司为我们提供所有的害虫控制服务。

撰写一篇 response, 在文章中, 你需要指出, 为了确定上文中的建议以及基于此的 argument 是否合理, 哪些问题是必须搞清楚的。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。(阿一)

撰写一篇 response，在文章中，为了证明上文给出的建议和论据是否合理，你需要指出，还有哪些问题是需要被搞清楚的。请阐述这些问题的答案对于评估上文提出的建议有何帮助。（风雅）

## **Argu 提纲**

文中存在的错误：

1. 食物被害虫损害了主要原因在于灭虫公司不得力，而不是因为外界条件不同。其他存在的可能：因为两家公司所处的地方不同，FA 在 Palm City，而 Buzzoff Pest Control Company 已经不再 Palm City 服务，而是转到了 Winterville。因此有可能是 Palm City 目前虫灾特别严重，而 Winterville 今年几乎没有虫灾。
2. FA 公司有 \$20000 损失，而 Buzzoff Pest Control Company 只有 \$10000 损失，这就证明 FA 不好。有可能 FA 公司保管了大量的食物，\$20000 实际只损失了 0.01%，而 Buzzoff Pest Control Company 只保管了极少的食物，甚至只保管了 \$10000 的食物，却全损失了。
3. 即使 FA 不好，就一定要选择 Buzzoff Pest Control Company。可能还存在另一家公司，其服务质量更好，价格更便宜，可以作为更好的选择。
4. 选择 Buzzoff Pest Control Company 就一定会省钱。即便该 vice president 提供的证据是对的，但他没有提供足够的数据（如两家公司的要价等）证明选择 B 公司就一定会省钱。
5. 想要省钱就一定要选择 Buzzoff Pest Control Company，而不是采取

另外其他的措施。

需要搞清楚的问题：

1. 两地的客观条件是否存在差别，而这些差别是否造成了两地灭虫效力的不同。
2. FA 损失的钱更多，是否就意味着 FA 更不得力。
3. 是否一定要选 B 公司，而不是其他的另一家公司。
4. 选择 B 公司是否一定会省钱。

想要达到省钱的目的，是否一定要局限于选灭虫公司的措施上，

115（同老 G93，自译）

### **Argu 原文**

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.”

### **Argu 翻译**

以下文字出现在一家大型高度多元化公司副总裁的备忘录中：

十年前，我们公司新建了两座办公楼作为两个不同地区的地区性总部。这两个建筑由两家不同的建筑公司承建：Alpha and Zeta。虽然这两座楼有一样的建筑平面图，但是由 zeta 建造的楼多花费了 30% 的费用，而且去年维护这个楼的费用也是 alpha 建造的楼的两倍。除此之外，自从建造开始，zeta 建造的楼所消耗的能量每年都比 alpha 建造的楼消耗要多。这些数据，以及 alpha 公司有稳定的劳动力，职工的流动率很小的事实，告诉我们，我们应该请 alpha 公司而不是 zeta 公司来完成我们计划中的新大楼计划。

写一个回应，在其中你需要考察文中已陈述的或者未陈述的假设。解

释清楚这一 argument 是如何基于这些假设的，以及如果这些假设是不能确定的话，会对这一 argument 造成什么样的影响。（阿一）

写一篇 response（回应），在文章中，请审视在 argument 中提及或者尚未陈述的假设。请解释此篇 argument 是如何依赖于这些假设成论的。如果假设本身不成立，那么会对这篇 argument 带来什么影响？（风雅）

### **Argu 提纲**

文中存在的错误：

1. 建筑图纸一样，Z 公司花费更多就意味着 Z 公司不好。很有可能是因为两所大楼所处地域不同造成了花费不同，甚至有可能让 A 公司去 Z 公司所在地建设，会花费比 Z 公司还要多的钱。
2. Z 公司去年维护费用是 A 的两倍是必然情况，而且会将持续。可能是偶然情况，可能 Z 公司一直以来都是以节能著称，而去年是例外
3. 稳定的劳动力，职工的流动率很小就一定意味着 A 公司更好。事实上有可能 A 公司劳动力很少，就几个固定的人而已，而且这些因素对选择哪个公司作为未来施工单位没有任何帮助。
4. 10 年前 A 公司比 Z 公司好，就意味着目前 A 公司仍然很好。可能这 10 年中，Z 公司已经超过 A 公司

5. 以前的案例就能证明 A 公司在接下来的建设项目中就一定更好。

有可能接下来的建设项目是 Z 公司的强项，而是 A 公司的弱项

6. 即使 Z 不好，就一定要选择 A。有可能还有另一家公司是更好的选择。

### 提到和未提到的假设 | 假设不成立会带来的影响

5、Z 公司花费更多意味着 Z 公司不好

6、Z 公司维护费高是必然事件和持续事件

7、稳定的劳动力，职工的流动率很小是 A 公司优秀的因素

8、A 公司在 10 年后仍比 Z 好

9、接下来的项目一定适合 A 而不是 Z

10、除了这两家公司没有其他的公司可以考虑

116（同老 G41）

### **Argu 原文**

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. 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.”;

### **Argu 翻译**

以下文字出现在一家在几个城市拥有食品储存仓库的食品经销公司副总裁的备忘录。

最近,我们与FA害虫控制公司签署了一份协议,其为我们在Palm City的仓库提供害虫控制服务,但是上个月我们发现那里价值\$20000的食物因为害虫损害而损失了。同时,Buzzoff Pest Control Company,一家我们在Palm City使用了很久的公司,仍然为我们在Wintervale的仓库服务,并且上个月那里只有价值\$10000的食物因为害虫而损失。害虫所造成损害的不同的最好解释是FA公司的疏于职守。



写一篇 response，在文章中，你需要针对上述文章中叙述的事实，提出一种或是多种解释。你所提出的解释必须比已有的解释更有说服力，同时还要说明为什么。

### **Argu 提纲**

1 食物被害虫损害了主要原因在于灭虫公司不得力，而不是因为外界条件不同。其他存在的可能：因为两家公司所处的地方不同，FA 在 Palm City，而 Buzzoff Pest Control Company 已经不再 Palm City 服务，而是转到了 Wintervale。因此有可能是 Palm City 目前虫灾特别严重，而 Wintervale 今年几乎没有虫灾。

2 FA 公司有\$20000 损失，而 Buzzoff Pest Control Company 只有\$10000 损失，这就证明 FA 不好。有可能 FA 公司保管了大量的食物，\$20000 实际只损失了 0.01%，而 Buzzoff Pest Control Company 只保管了极少的食物，甚至只保管了\$10000 的食物，却全损失了。

3 即使 FA 不好，就一定要选择 Buzzoff Pest Control Company。可能还存在另一家公司，其服务质量更好，价格更便宜，可以作为更好的选择。

4 选择 Buzzoff Pest Control Company 就一定会省钱。即便该 vice president 提供的证据是对的，但他没有提供足够的数据（如两家公司

的要价等) 证明选择 B 公司就一定会省钱。

5 想要省钱就一定要选择 Buzzoff Pest Control Company, 而不是采取另外其他的措施。

其他的解释 (在上面错误后面都列举了其他可能的解释)

117 (同老 G41)

### **Argu 原文**

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 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.”;

### **Argu 翻译**

以下文字出现在一家在几个城市拥有食品储存仓库的食品经销公司副总裁的备忘录。

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写一个回应,在其中你需要考察文中已陈述的或者未陈述的假设。解释清楚这一 argument 是如何基于这些假设的,以及如果这些假设是不能确定的话,会对这一 argument 造成什么样的影响。(与 114 不同的是题目的要求,该题要求列出其中的不合理假设)(阿一)

写一篇 response（回应），在文章中，请审视在 argument 中提及或者尚未陈述的假设。请解释此篇 argument 是如何依赖于这些假设成论的。如果假设本身不成立，那么会对这篇 argument 带来什么影响？  
（风雅）

## **Argu 提纲**

文中存在的错误：

1. 食物被害虫损害了主要原因在于灭虫公司不得力，而不是因为外界条件不同。其他存在的可能：因为两家公司所处的地方不同，FA 在 Palm City，而 Buzzoff Pest Control Company 已经不再 Palm City 服务，而是转到了 Wintervale。因此有可能是 Palm City 目前虫灾特别严重，而 Wintervale 今年几乎没有虫灾。
2. FA 公司有 \$20000 损失，而 Buzzoff Pest Control Company 只有 \$10000 损失，这就证明 FA 不好。有可能 FA 公司保管了大量的食物，\$20000 实际只损失了 0.01%，而 Buzzoff Pest Control Company 只保管了极少的食物，甚至只保管了 \$10000 的食物，却全损失了。
3. 即使 FA 不好，就一定要选择 Buzzoff Pest Control Company。可能还存在另一家公司，其服务质量更好，价格更便宜，可以作为更好的选择。

4. 选择 Buzzoff Pest Control Company 就一定会省钱。即便该 vice president 提供的证据是对的，但他没有提供足够的证据（如两家公司的要价等）证明选择 B 公司就一定会省钱。
5. 想要省钱就一定要选择 Buzzoff Pest Control Company，而不是采取另外其他的措施。

### 提到和未提到的假设 | 假设不成立会带来的影响

1. 两地客观条件一致
2. FA 损失了更多代表损失率也高
3. 除了这两家公司没有其他选择
4. 选择 B 公司一定会更省钱
5. 想要省钱只能局限于选灭虫公司这个措施上

118

### Argu 原文

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.”;

### **Argu 翻译**

以下文字是一本商业杂志中一篇文章的一部分：

最近一项研究调查了 300 名男性和女性的广告业执行官的每晚平均睡觉时间，结果显示这些执行官所需的睡觉时间和他们公司的成功有相关关系。在被调查的广告公司中，报告说每晚不需要超过 6 小时睡眠的执行官所在的公司有更高的盈利空间和增长速度。基于这个研究，我们推荐公司仅仅聘请那些每天晚上需要少于 6 小时睡眠的人。

撰写一篇 response，讨论文中需要回答哪些问题来决定所给建议

以及基于其的 **argument** 是否合理。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。（阿一）

撰写一篇 **response**，在文章中，为了证明上文给出的建议和论据是否合理，你需要指出，还有哪些问题是需要被搞清楚的。请阐述这些问题的答案对于评估上文提出的建议有何帮助。（风雅）

## **Argu 提纲**

文中的错误：

- 1.调查类错误：调查的样本太少，只调查了 300 个人，而且这些人都是广告业执行官，不具有普遍意义。很可能在其他公司的其他职位，普遍都是需要多于八个小时睡眠的人。很可能总体来讲少于 6 个小时的睡眠的广告执行官会给公司造成损失。
- 2.调查类错误：被调查者可能没有说实话，他们可能需要多余 6 个小时的睡眠。
- 3.可能是其他的原因导致了被调查者公司的盈利，而和这些广告执行官没有关系。比如公司的产品质量很好因而受消费者的欢迎，或者某一行业的市场宏观情况很好。
- 4.即使少于 6 小时睡眠的广告业执行官可以使公司的利润提高，也不是所有的岗位都需要低于 6 小时睡眠的人。很可能其他公司的其他工作人员需要充足的失眠才能够正常的工作。比如飞行员，他们需要充

足的睡眠来保证精力的高度集中，再比如外科医生，他们也需要充足的睡眠来保证手术的精确性。即使少于 6 小时睡眠的广告业执行官可以使公司的利润提高，也不是需要低于 6 小时睡眠的人都能给公司带来利润。

写作提纲：

需要搞清楚的问题，基本上就是上面所有的错误：

- 1.这项调查是不是有普遍的意思。
- 2.被调查者有没有说实话
- 3.是不是其他原因使得公司盈利。
- 4.是不是其他职位，所有公司采取这一措施都可能盈利

119（同老 G242）

### **Argu 原文**

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.”;

### **Argu 翻译**

几年以前，Groveton 学院采取了学术诚信制度，该制度要求学生同意在学业中不作弊，并且当他们怀疑别人作弊的时候通知老师，这一项制度远比大学中其他阻止学生作弊的方法有效。Groveton 的诚信制度代替了原有的学生被老师严密监视的老体制，在老体制中平均每年有 30 起作弊被上报。该制度被证明成功的多：在它实施的第一年，学生上报了 21 起作弊；五年后，这一数值下降到了 14 起。而且，在最近一次由 Groveton 诚信委员会组织的调查中，大部分学生说有了

诚信制度他们更加不太可能作弊。

撰写一篇 response，在文章中，你需要针对上述文章中叙述的事实，提出一种或是多种解释。你所提出的解释必须比已有的解释更有说服力，同时还要说明为什么。（阿一）

写一篇 response，在文章中，你需要针对上述文章中叙述的事实，提出一种或是多种解释。你所提出的解释必须比已有的解释更有说服力，同时还要说明为什么。（风雅）

## **Argu 提纲**

### **文中的错误：**

- 1.因果类错误：几年前采取的这一措施，可能并不是这一结果的原因。很可能是这几年中实施的其他措施，如更加严格的作弊考察惩罚制度，思想工作等，使得作弊减少。
- 2.被报道的作弊数目减少，并不意味着作弊的情况减少，很有可能是没有被发现，或者学生发现了并没有告诉老师。
- 3.调查类错误：大部分的学生表示不会作弊，并不能说明学生在这种情况下作弊减少，很可能会有新措施下学生的作弊意向比老措施下能强了。同时不能保证这些学生是不是如实的回答了问题，他们很可能更倾向作弊，而只是没有如实的说。

写作提纲:

题目要求对现象给出其他解释, 这些现象对应上面的 3 个错误。

- 1.很可能是采取了其他的措施
- 2.很可能是没被发现或者没有报告
- 3.被调查的学生没说实话, 或者实际有更多的人倾向作弊。

120(同老 G242)

### **Argu 原文**

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.”;

### **Argu 翻译**

几年以前，Groveton 学院采取了学术诚信制度，该制度要求学生同意在学业中不作弊，并且当他们怀疑别人作弊的时候通知老师。Groveton 的诚信制度代替了原有的学生被老师严密监视的老体制，在老体制中平均每年有 30 起作弊被上报。该制度被证明成功的多：在它实施的第一年，学生上报了 21 起作弊；五年后，这一数值下降到了 14 起。而且，在最近一次由 Groveton 诚信委员会组织的调查中，大部分学生说有了诚信制度他们更加不太可能作弊。这些证据说明所有的学院和大学都应该采取和 G 学院类似的诚信制度。这一改变一定可以使大学学生作弊的情况极大的减少。

撰写一篇 response，讨论文中需要回答哪些问题来决定所给建议是否会有预期的结果。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。（阿一）

撰写一篇 response，在文章中，为了证明上文给出的建议和论据是否合理，你需要指出，还有哪些问题是需要被搞清楚的。请阐述这些问

题的答案对于评估上文提出的建议有何帮助。（风雅）

## **Argu 提纲**

### **文中的错误：**

- 1.因果类错误：几年前采取的这一措施，可能并不是这一结果的原因。很可能是这几年中实施的其他措施，如更加严格的作弊考察惩罚制度，思想工作等，使得作弊减少。
- 2.被报道的作弊数目减少，并不意味着作弊的情况减少，很有可能是没有被发现，或者学生发现了并没有告诉老师。
- 3.调查类错误：大部分的学生表示不会作弊，并不能说明学生在这种情况下作弊减少，很可能会有新措施下学生的作弊意向比老措施下能强了。同时不能保证这些学生是不是如实的回答了问题，他们很可能更倾向作弊，而只是没有如实的说。
- 4.外推类错误：该措施即使在 g 学校是有用的，在其他学校并不实用，很可能其他学校的学生没那么诚实，不会报告作弊。
- 5.即使这一措施在各个学校都有用，可能用处并没那么大，不能有 dramatic 的效果。

### **写作提纲：**

按照该题目要求，写作的内容应该是要探讨如下几个问题的真实性：

错误：1.作弊减少是不是这一措施的结果？

2.是不是真正的作弊减少了？

3.是不是学生说了实话，是不是较以前有更少的学生趋向作弊？

4.是不是适应所有学校？

5.是不是能导致作弊的大量减少？

基本上是按照文章中的问题，挨个探讨一边。

（老 G 提纲中还有考虑是不是该措施会带来其他负面影响？）

### **131（同老 G 第 182 题）**

题目原文：

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.”;

翻译：以下是来自于一个职业经理人的关于 Happy Pancake House 餐馆的备忘录：

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% 的顾客曾经投诉，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仍然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。因此，为避免购买天然黄油的花费，Happy Pancake House 应该把这项节省措施推广到在东南部以及东北部的餐厅。

写一个 response，在文章中讨论为了决定它所基于的预期和它所依据的论证是否合理，需要回答什么问题。请详细阐述这些问题的答案对于评估上文提出的预期有何作用。

提纲：

- 11、按题目中所说的 2% 的顾客曾经投诉并不能推出 100 个人中有 98 个人对这种替换的乐于接受的。因为文中并没有具体给出总调查人数。而且作者也没有给出没有投诉的顾客的比例，不投诉跟乐于接受不是等价的，有些顾客可能是不乐于接受这种替换但是并没有投诉。
- 12、文中所说很多服务生报告说很多仍然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可能是他们懒得投诉或者其他原因，并不能推出他们分不清天然黄油跟人造黄油。
- 13、**即使顾客们对于更换黄油是乐意接受的或者顾客分不清天然黄油跟人造黄油，也不能推出在东南部以及东北部推广这些措施时那边的顾客也会跟西南部的人民一样同意这种替换。
- 14、**作者也没有考虑到人造黄油替换天然黄油后对 Pancake House 的收益可能产生的变化，所以我们不能得出这种替换一定会给 Pancake House 餐厅经营带来的效益。

### **132. (同老 G 175)**

题目原文：

The following appeared in a letter to the schoolboard 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.”;

### 题目翻译:

下面是一封给 Centerville 市教育局的信。

Centerville 高中的所有学生都应该被要求参加驾驶员教育课程。在过去两年中, Centerville 周围有几起交通事故涉及了青少年驾驶者。由于 Centerville 的一些家长抱怨说他们太忙没有时间教他们的孩子驾驶, 必须有一些其他的课程来保证这些孩子成为安全的驾驶者。尽管在 Centerville 已经有两所驾校, 手头不宽裕的家长无法负担驾校学费。因此由学校组织的有效的强制性课程是解决这一严重问题的唯一方案。

写一个 response，在文章中，请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成立。如果这些假设本身不成立，会对此篇 Argument 带来什么影响？

提纲：（1）作者的 Centerville 高中的所有学生都应该被要求参加驾驶员教育课程的假设存在疑惑。并不是所有学生都有车，都需要驾驶。

（2）作者没有指出发生的交通事故的严重程度，也没有指出事故的责任方是不是青少年。

（3）作者没有描述前些年的交通事故发生情况，我们不能判断是否这种趋势变得更加严重，也就不能判断这种课程是否是必要的。

（4）导致交通事故的原因很很多种，因此开展驾驶培训课并不能保证能降低事故发生率。

（5）父母没有时间教孩子驾驶并不能推出父母不能保证孩子们的安全驾驶，安全驾驶课程也不等价于驾驶指导。

（6）作者没有指出那些没有时间教孩子驾驶的父母以及没有能力承担驾校费用的父母人数各占了总数的比例。

（7）提出的由学校组织开设强制有效的驾驶课程可能不是唯一能解决这个问题的途径。

（8）作者没有考虑到高中能不能提供有质量的课程。

（9）作者也没有考虑到学校是否有责任和经费支持开设这个课程，而且学生是否会接受这个课程。

### 133（同老 G 182）

题目原文：

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

“Write a response in which you discuss what specific evidence is needed to evaluate the argument and explain how the evidence wouldweaken or strengthen the argument.”;

题目翻译：

以下是来自于一个职业经理人的关于 Happy Pancake House 餐馆的备忘录：

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% 的顾客曾经投诉，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仍然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。因此，为避免购买天然黄油的花费，Happy Pancake House 应该把这项节省措施推广到在东南部以及东北部的餐厅。

写一篇 response，在文章中，请你列举出评价此篇 Argu 所需的具体论据，并解释这些论据是如何强化或是削弱此篇 Argu 的说服力的。

#### 提纲：

- (1)按题目中所说的 2% 的顾客曾经投诉并不能推出 100 个人中有 98 个人对这种替换的乐于接受的。因为文中并没有具体给出总调查人数。而且作者也没有给出没有投诉的顾客的比例，不投诉跟乐于接受不是等价的，有些顾客可能是不乐于接受这种替换但是并没有投诉。
- (2)文中所说很多服务生报告说很多仍然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可能是他们懒得投诉或者其他原因，并不能推出他们分不清天然黄油跟人造黄油。
- (3)即使顾客们对于更换黄油是乐意接受的或者顾客分不清天然黄油跟人造黄油，也不能推出在东南部以及东北部推广这些措施时那边的顾客也会跟西南部的人民一样同意这种替换。

(4)作者也没有考虑到人造黄油替换天然黄油后对 Pancake House 的收益可能产生的变化，所以我们不能得出这种替换一定会给 Pancake House 餐厅经营带来的效益。

### 134（同老 G 175）

题目原文：

The following appeared in a letter to the schoolboard 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 specific evidence is needed to evaluate the argument and explain how the evidence would weaken or strengthen the argument.”;

## 题目翻译：

下面是一封给 Centerville 市教育局的信

Centerville 高中的所有学生都应该被要求参加驾驶员教育课程。在过去两年中, Centerville 周围有几起交通事故涉及了青少年驾驶者。由于 Centerville 的一些家长抱怨说他们太忙没有时间教他们的孩子驾驶, 必须有一些其他的课程来保证这些孩子成为安全的驾驶者。尽管在 Centerville 已经有两所驾校, 手头不宽裕的家长无法负担驾校学费。因此由学校组织的有效的强制性课程是解决这一严重问题的唯一方案。

写一篇 response, 在文章中, 请你列举出评价此篇 Argu 所需的具体论据, 并解释这些论据是如何强化或是削弱此篇 Argu 的说服力的。

## 提纲：

(1) 作者的 Centerville 高中的所有学生都应该被要求参加驾驶员教育课程的假设存在疑惑。并不是所有学生都有车, 都需要驾驶。

(2) 作者没有指出发生的交通事故的严重程度, 也没有指出事故的责任方是不是青少年。

(3) 作者没有描述前些年的交通事故发生情况, 我们不能判断是否这种趋势变得更加严重, 也就不能判断这种课程是否是必要的。

(4) 导致交通事故的原因很很多种, 因此开展驾驶培训课并不能保证能降低事故发生率。

(5) 父母没有时间教孩子驾驶并不能推出父母不能保证孩子们的安

全驾驶，安全驾驶课程也不等价于驾驶指导。

(6) 作者没有指出那些没有时间教孩子驾驶的父母以及没有能力承担驾校费用的父母人数各占了总数的比例。

(7) 提出的由学校组织开设强制有效的驾驶课程可能不是唯一能解决这个问题的途径。

(8) 作者没有考虑到高中能不能提供有质量的课程。

(9) 作者也没有考虑到学校是否有责任和经费支持开设这个课程，而且学生是否会接受这个课程。

### **135（似老 G 193）自译**

题目原文：

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.”;

### 题目翻译:

来自对高中数学和科学老师的调查数据显示:在 Sanlee 地区许多这些老师称他们每天都布置家庭作业,而在 Marlee 地区,大多数数学和科学老师称他们每周布置的家庭作业不超过两到三次。尽管布置的家庭作业频率更低,与 Sanlee 地区的学生相比,Marlee 地区学生整体上来说得分更高而且很少会被要求再重读一年。Marlee 地区的学生比 Sanlee 地区那些每天都有家庭作业的学生更加可能有更多的时间来集中精力在单个作业上。因此,我们高中的老师也应该一周布置的作业次数不多于两次。

写一篇 response, 在文章中, 请你列举出评价此篇 Argument 所需的具体论据, 并解释这些论据是如何强化或是削弱此篇 Argument 的说服力的

### 提纲:

(1) 调查结果可信度不高, 因为其他学科的很多老师都被排除了。



- (2) 作者并没有指出两个地区老师们每次布置的作业总量。
- (3) 布置作业的频率与学生成绩并没有直接的因果关系。
- (4) 在 sanlee 和 marlee 地区还有很多其他因素可以解释学生的成绩和复读一年的可能性。
- (5) 学生成绩和复读一年并不能很好地说明教育质量。
- (6) 这两个地区并不能代表这个州所有学校的情况。
- (7) 作者没有解释为什么我们应该布置作业的次数是每周不多于两次而不是更多或者更少。
- (8) 作者忽视了布置不适当的家庭作业的负面影响。
- (9) 作者不恰当地假设了任何教育行为的价值仅仅是提高所有人的成绩。

**136 (同老 G 175 题)**

题目原文:

The following appeared in a letter to the schoolboard 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.”;

### 题目翻译：

下面是一封给 Centerville 市教育局的信

Centerville 高中的所有学生都应该被要求参加驾驶员教育课程。在过去两年中，Centerville 周围有几起交通事故涉及了青少年驾驶者。由于 Centerville 的一些家长抱怨说他们太忙没有时间教他们的孩子驾驶，必须有一些其他的课程来保证这些孩子成为安全的驾驶者。尽管在 Centerville 已经有两所驾校，手头不宽裕的家长无法负担驾校学费。因此由学校组织的有效的强制性课程是解决这一严重问题的唯一方案。

撰写一篇 response，在文章中，你需要指出，为了确定上文中的建议和论证是否合理，哪些问题是必须搞清楚的。请详细阐述这些问题的答案对于评估上文提出的建议有何作用

### 提纲：

（1）作者的 Centerville 高中的所有学生都应该被要求参加驾驶员教育课程的假设存在疑惑。并不是所有学生都有车，都需要驾驶。

（2）作者没有指出发生的交通事故的严重程度，也没有指出事故的责任方是不是青少年。

（3）作者没有描述前些年的交通事故发生情况，我们不能判断是否这种趋势变得更加严重，也就不能判断这种课程是否是必要的。

（4）导致交通事故的原因很很多种，因此开展驾驶培训课并不能保证能降低事故发生率。

（5）父母没有时间教孩子驾驶并不能推出父母不能保证孩子们的安全驾驶，安全驾驶课程也不等价于驾驶指导。

（6）作者没有指出那些没有时间教孩子驾驶的父母以及没有能力承担驾校费用的父母人数各占了总数的比例。

（7）提出的由学校组织开设强制有效的驾驶课程可能不是唯一能解决这个问题的途径。

（8）作者没有考虑到高中能不能提供有质量的课程。

（9）作者也没有考虑到学校是否有责任和经费支持开设这个课程，而且学生是否会接受这个课程。

### 137 (同老 G 193)

题目原文:

While the Department of Education in the state of Attra recommends that high school students be assigned homework everyday, 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.”;

题目翻译:

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

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

写一篇 response，在文章中，请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立，会对此篇 Argu 带来什么影响？

### 提纲：

- (1) 调查结果可信度不高，因为其他学科的很多老师都被排除了。
- (2) 作者并没有指出两个地区老师们每次布置的作业总量。
- (3) 布置作业的频率与学生成绩并没有直接的因果关系。
- (4) 在 sanlee 和 marlee 地区还有很多其他因素可以解释学生的成绩和复读一年的可能性。
- (5) 学生成绩和复读一年并不能很好地说明教育质量。
- (6) 这两个地区并不能代表这个州所有学校的情况。

(7) 作者没有解释为什么我们应该布置作业的次数是每周不多于两次而不是更多或者更少。

(8) 作者忽视了布置不适当的家庭作业的负面影响。

(9) 作者不恰当地假设了任何教育行为的价值仅仅是提高所有人的成绩。

### **138 (同老 G 242)**

题目原文:

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.”;

### 题目翻译：

下面是一篇 Groveton 学院学生报上的社论：

为解决最近上报的大学生作弊现象显著增加的问题，大学和学院应该采取和 Groveton 学院类似的诚信制度，该制度要求学生同意在学业中不作弊，并且当他们怀疑别人作弊的时候通知老师。Groveton 的诚信制度代替了原有的学生被老师严密监视的老体制，在老体制中平均每年有 30 起作弊被上报。该制度被证明十分成功：在它实施的第一年，学生上报了 21 起作弊；五年后，这一数值下降到了 14 起。而且，在最近一次由 Groveton 诚信委员会组织的调查中，大部分学生说有了诚信制度他们更加不太可能作弊。

写一篇 response，在文章中，请你列举出评价此篇 Argu 所需的具体论据，并解释这些论据是如何强化或是削弱此篇 Argu 的说服力的。

### 提纲：

1..Groveton 学院实行的诚信制度在其他学院并不一定适用。

- 2.学生会遵守他们在这种制度中的承诺这个假设是没有根据的。
3. 作者不恰当地认为 Groventon 学院的学生在发现作弊方面跟老师  
    监视下发现作弊的能力是一样的，而且不恰当地认为这些学生  
    在什么时候只要一发现作弊就报告。
4. 作者没有表明如果不在 Groventon 学院实行诚信制度作弊的发生  
    率会不会更高。
5. Groventon 学院作弊事件减少也可能是其他原因引起的。
6. 作者没有调查那些没有被学生报道的作弊事件的数量
7. 我们不知道另一年的作弊情况。
8. 学生是否是在这个调查发起的时候直接回答的
9. 作者没有考虑到采用这种诚信制度带来的负面影响。

### **139（似老 G 68）自译**

#### **题目原文**

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.”;

### 题目翻译:

下面是一份 Grandview 市预算规划师的备忘录:

我们的市民都注意到,当 Grandview 管弦乐队为其维持做斗争的时候,我们市政府承诺每年提供资助来支持乐队的计划。然而去年,对乐队的个人资助增加了 200%,乐队的公园音乐会的听众人数翻了一番。乐队还宣布明年的票价将会提高。这些事实说明乐队可以不用市政府的资助就能维持,我们可以取消来年预算中这一支出。通过这一行动肯定能够防止财政赤字。

撰写一篇 response,并讨论文中需要回答哪些问题来决定所给建议可能会有预期的结果。请详细阐述这些问题的答案对于评估上文提

出的建议有何作用。

提纲：

7. 我们不知道去年私人资助这个乐队的资金有多少，所以我们不能判断它的贡献是否是显著的。
8. 来听这个乐队演唱的观众数翻倍了并不能说明乐队的运行是成功的。
9. 这篇文章中引证的事例比如私人赞助，观众数量等在明年可能就不会出现。
10. 这名规划者没有告诉我们票价实际增加了多少。
11. 取消对乐队的财政支持并不一定能防止赤字的发生。
12. 其他措施也应该采取来避免财政赤字。

#### **140（同老 G 193 题）**

##### **题目原文**

While the Department of Education in the state of Attra suggests that high school students be assigned homework everyday, 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.”;

### 题目翻译：

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

撰写一篇 response，在文章中，你需要指出，为了确定上文中的建议和论证是否合理，哪些问题是必须搞清楚的。请详细阐述这些问

题的答案对于评估上文提出的建议有何作用

提纲:

- (1) 调查结果可信度不高，因为其他学科的很多老师都被排除了。
- (2) 作者并没有指出两个地区老师们每次布置的作业总量。
- (3) 布置作业的频率与学生成绩并没有直接的因果关系。
- (4) 在 sanlee 和 marlee 地区还有很多其他因素可以解释学生的成绩和复读一年的可能性。
- (5) 学生成绩和复读一年并不能很好地说明教育质量。
- (6) 这两个地区并不能代表这个州所有学校的情况。
- (7) 作者没有解释为什么我们应该布置作业的次数是每周不多于两次而不是更多或者更少。
- (8) 作者忽视了布置不适当的家庭作业的负面影响。
- (9) 作者不恰当地假设了任何教育行为的价值仅仅是提高所有人的成绩。

141

题目原文:

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.”

题目翻译：

以下这段文字出自给 Grandview 市交响乐团董事会的一份备忘录里。

Grandview 市自 10 年前 Grandview 市交响乐团成立时起就每年都为其提供资助。去年，乐团聘请了一位国际知名的指挥家，他吸引了一些声望很高的音乐家客座演出。从那以后，对乐团的私人资助翻了

一倍，而且乐队的公园音乐会的上座率达到了新高。由于 G 乐团取得了明确的成功，这可以提高票价。更多的听众和更高的票价带来的收入增加，使得乐团能够在没有市政府的财政支持下兴旺发达。”

写一篇 response，在文章中，请你列举出评价此篇 Argu 所需的具体论据，并解释这些论据是如何强化或是削弱此篇 Argu 的说服力的。

提纲：

1. 声望高的音乐家要价也高，私人赞助与提高的票价是否能再没有 G 市的财政支持的情况下与乐团较高的指出平衡？应作出具体调查。
2. 票价的提高额在多大的范围内能让听众接受？应作市场调查，提供具体数据，是否更高的票价能带来更多的听众。

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题目原文：

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.”

题目翻译：

医院对因溜冰事故而被送往急救室的伤员的统计数据表明，我们需要保护性更强的装备。这些伤员里，在街道或停车场出事故的人中有 75%没有穿戴任何防护用具（头盔，护膝等）或反光设备（夹式灯，夜光护腕等）。很明显，数据表明通过买入高质量防护装置和反光设备，滑旱冰的人能够极大地降低他们在事故中受重伤的风险。

写一篇 response，在文章中，请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立，会对此篇 Argu 带来什么影响？

提纲：

- (1) The argument relies on certain implicit assumption that the roller-skating accident rate in any areas is equal to the streets' or the parking lots'.
- (2) The argument implicit claim that in order to decrease the accident rate, high-quality protective gear and reflective equipment must be invested.
- (3) The argument implicit claim that the emergency room's data is a sufficiently large sample of the roller-skating accidents, this data is statistically reliable which can reason the population's condition.
- (4) The argument implicit that the protect equipment only contain any protective clothing or any light-reflecting material.

题目原文:

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."

题目翻译：

以下这段话出自 Grandview 市的一个预算计划的备忘录。

当 10 年前 Grandview 市交响乐团成立的时候, Grandview 市同意每年为其提供资金支持, 直到乐团能够自给自足。两年前, 乐团聘请了一位国际知名的指挥家, 吸引了一些声望很高的音乐家客座演出。从那以后, 对乐团的私人资助增长到 3 倍, 而且乐队的户外夏季演唱会的听众人数创下了历史新高。由于乐团在吸引观众这方面很成功, 市政府可以取消对乐团的资助。"

写一篇 response, 在文章中, 请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立, 会对此篇 Argu 带来什么影响?

题目原文

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.”

题目翻译：

Forsythe 的居民选择了更健康的生活方式。他们对于最近一项调查的回答显示，他们的饮食习惯比十年前更加贴近政府的营养建议。而且，含有 kiran 的食品销量增长了四倍，在一次科学研究中发现 kiran 是一种能够降低胆固醇水平的物质。这种趋势同样也被 sulia 的销量

下降所证实，sulia 是那些最健康的居民极少经常食用的食品。

写一篇 response，在文章中，请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立，会对此篇 Argu 带来什么影响？

提纲：

- 1.The excerpt fails to assure me that the survey responded by Forsythe's residences accurately predict their eating behaviors.
- 2.The argument relies on the dubious assumption that following the government's nutrition recommendations promoted health to a greater extent than following any other nutrition regime.
- 3.The argument assumes unfairly that the healthy eating habit were responsible for the healthy life style. The author ignored all other habits also can affect health.
- 4.The argument fails to assume that the increase of sales of the food indicated that the ascent amount of the food which F's residences ate.
- 5.The speaker assumes too hastily that increasing sales of products with kiran indicates eating habits.
- 6.The mere fact that few of F's healthiest citizens eat sulia regularly does not mean that sulia is detrimental to health as the speaker assumes.

题目原文：

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.”

题目翻译：

下述这段话出自给一个专门从事取暖用油运送公司的董事会的备忘录。

大多数在美国东北部的家庭，由于冬天特别的寒冷，一直以来都是用燃油作为他们主要取暖的燃料。在上一个供暖季节，该地区经历了 90 天的低于往常的低温，而且气候预报员预测这种天气模式会持续几年的时间。不仅如此，这一地区正在建设很多的新的住宅来适应目前的人口增长。由于这种趋势，我们可以可靠地预测在未来五年内这个地区会出现对取暖用油需求的增长。

撰写一篇 **response**，并讨论文中需要回答哪些问题来决定给出的预测或论证是否是可靠的。请解释这些问题的回答如何帮助评估这些预测。

1. 上一个供暖季节取暖用油是否的确比往年有增加？
2. 天气预报这种天气是否会持续五年时间？预报并未详细指出五年，而根据天气预报时间越长准确性越低的特点，不能保证五年内实际天气与预期一致。
3. 当地其他的取暖燃料，如天然气，电，太阳能，木柴的比例是否会增加，这些燃料的发展是否会影响取暖用油的需求？
4. 目前新的住宅更加注重节能设计，可以节约取暖燃料的使用，新的住宅是否会配备其他更节能环保的取暖材料，如地暖，太阳能等。

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.

题目翻译：

下述这段话出自给一个专门从事取暖用油运送公司的董事会的备忘录。

大多数在美国东北部的家庭，由于冬天特别的寒冷，一直以来都是用燃油作为他们主要取暖的燃料。在上一个供暖季节，该地区经历了 90 天的低于往常的低温，而且气候预报员预测这种天气模式会持续几年的时间。不仅如此，这一地区正在建设很多的新的住宅来适应

目前的人口增长。由于这种趋势，我们可以可靠地预测在未来五年内这个地区会出现对取暖用油需求的增长。

写一篇 response，在文章中，请你列举出评价此篇 Argu 所需的具体论据，并解释这些论据是如何强化或是削弱此篇 Argu 的说服力的。

### **Argu 提纲（同 145）**

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题目原文

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.”

题目翻译：

下面的建议书是 Grove 学院（一个私立学校）的校长和行政人员写给学院管理委员会的。

我们建议 Grove 学院保留其已有百年历史的女校系统，而不是允许录取男性。确实有大部分的员工投票赞成男女同校，认为这会使更多的学生申请 G。但由学生会组织的一次调查中，有 80% 的被访学生要求学校维持女校形式，并且在回应了一次单独调查的校友中超过一半的人也反对男女同校。因此，维持女校形式将提高学生的精神状态并且让校友继续对学院进行财政资助。

写一篇 response，在文章中，请你列举出评价此篇 Argu 所需的具体论据，并解释这些论据是如何强化或是削弱此篇 Argu 的说服力的。

提纲：

1. The author must choose a reasonable number of the survey's respondents, who could be representative of overall students, to make a reliable statistics.



2. An available and reliable survey, which includes the most part of possible impact affecting the amount of the donations by alumni, should be made to alumni.
3. The administration must provide better evidence by way of a reliable alumni survey that takes into account respondents' financial status and history of donations

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#### 题目原文

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.”

题目翻译：

下面的建议书是 Grove 学院（一个私立学校）的校长和行政人员写给学院管理委员会的。

我们建议 Grove 学院保留其已有百年历史的女校系统，而不是允许录取男性。确实有大部分的员工投票赞成男女同校，认为这会使更多的学生申请 G。但由学生会组织的一次调查中，有 80% 的被访学生要求学校维持女校形式，并且在回应了一次单独调查的校友中超过一半的人也反对男女同校。因此，维持女校形式将提高学生的精神状态并且让校友继续对学院进行财政资助。

写一篇 response，在文章中，请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立，会对此篇 Argu 带来什么影响？

提纲：

1. The memo provides no evidence that the results of either of the two surveys are statistically reliable.

- 2.The administration hastily assumes that Grove’s alumni as a group would be less inclined to donate money merely if Grove begins admitting male students.
- 3.The administration’s argument that student morale would improve under the status quo is logically unsound.
- 4.The administration has failed to convince me that maintaining Grove’s all-female policy would be more likely to improve student morale and help ensure continued alumni donations than moving to a co-educational policy.

149

#### 题目原文

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 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.”

题目翻译：

下面的建议书是 Grove 学院（一个私立学校）的校长和行政人员写给学院管理委员会的。

我们建议 Grove 学院保留其已有百年历史的女校系统，而不是允许录取男性。确实有大部分的员工投票赞成男女同校，认为这会使更多的学生申请 G。但由学生会组织的一次调查中，有 80% 的被访学生要求学校维持女校形式，并且在回应了一次单独调查的校友中超过一半的人也反对男女同校。因此，维持女校形式将提高学生的精神状态并且让校友继续对学院进行财政资助。

撰写一篇 response，并讨论文中需要回答哪些问题来决定所给建议可能会有预期的结果。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。

提纲:

1.The survey's sample is content with the principle of randomization, in other word the sample's information could predict the population's characteristics on the purpose of the sampling research.

2.Grove's alumni as a group would be less inclined to donate money merely if Grove begins admitting male students.

3.The argument should give the evidences supporting the inference that student morale would improve under the status quo.

4.The author should reply for the reason why maintaining Grove's all-female policy help ensure continued alumni donations than moving to a co-educational policy.

151. (题目似老 G201)

题目原文:

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.\n”+

“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.”;

### 题目翻译:

Benton 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。在近十年里, 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 是那些最健康的居极少经常食用的食品。因为 Benton 的居民在饮食习惯上的积极变化, 我们预测不久这个城市的肥胖比率将会低于全国平均水平。

撰写一篇 response, 在文章中, 你需要指出, 为了确定上文中的建议能否如同预期, 哪些问题是必须回答。请详细阐述这些问题的答案对于评估上文提出的预期有何作用。

### 提纲:

1.调查自身的可信性无法证实, 没有证据能够证明调查的合理性, 故不能根据不具有可信性的调查来推论出现在居民饮食习惯是否真的很健康。

- 2.由于地区和习惯的差异，政府的建议并不一定是更符合个人健康的，每个人都有不同的情况。
- 3.Kiran 和 sulia 的增加和减少并不能说明人们的饮食习惯更加健康。
- 4.饮食习惯不是影响肥胖的唯一因素，还有很多其他的方面会影响的到肥胖问题，即使是饮食习惯良好也不能推论出该地区的肥胖问题会改善，还与运动和生活习惯有关系。

152.（题目似老 G171）

The following appeared in a memo to the board of directors of Bargain Brand Cereals.\n”+

“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.\n”+

“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.”;

### 题目翻译：

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

撰写一篇 response，在文章中，你需要指出，为了确定上文中的建议能否如同预期，哪些问题是必须搞清楚的。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。

### 提纲：

1. 首先没有证据在 b 成功了。低价格利润少，而且一提价就有可能失去用户，这样不能说明 bb 的成功。
2. 顾客们喜欢 bb 不一定就是其低价格，那么其他公司降价的话，顾客也被拉回去了。所以应该是其他原因，如质量，口味，包装等等。
3. 就算是低价成功了，也不表示其他产品低价也会成功，要成功需要考虑很多因素，如市场需求，顾客喜好，原了价格，生产周期竞争对手的产品等等。

153.（题目似老 G171）

The following appeared in a memo to the board of directors of Bargain Brand Cereals.\n”+

“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.\n”+

“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.”;

### 题目翻译:

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

写一篇 response, 在文章中, 请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本

身不成立，会对此篇 Argu 带来什么影响？

**提纲：**

1. 首先没有证据在 b 成功了。低价格利润少，而且一提价就有可能失去用户，这样不能说明 bb 的成功。
2. 顾客们喜欢 bb 不一定就是其低价格，那么其他公司降价的话，顾客也被拉回去了。所以应该是其他原因，如质量，口味，包装等等。
3. 就算是低价成功了，也不表示其他产品低价也会成功，要成功需要考虑很多因素，如市场需求，顾客喜好，原了价格，生产周期竞争对手的产品等等。

154.（题目似老 G66）

The following appeared in a letter from a firm providing investment advice to a client.\n”+

“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.\n”+

“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.”;

### 题目翻译：

位于冬季通常很寒冷的美国东北部的住宅，传统上使用油料作为采暖的主要燃料。去年该地区经历了 90 天低于往年平均值的严寒。整个地区的当地天气预报预测，这种天气模式将持续数年。而且，去年这一地区建造了很多新的住宅。由于这些新地产的开发，我们预计对于采暖油料的需求将会增加，并建议投资于 Consolidated Industries，该公司的主要业务之一就是家用采暖油料的零售。

撰写一篇 response，在文章中，你需要指出，为了确定上文中的建议能否如同预期，哪些问题是必须搞清楚的。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。

### 提纲：

1. 仅仅根据去年的情况得出往后住户的大前提需求量会增长是不充分的。论者没有考虑到新建的住宅量并不能转化成实际住户量，该地区的天气交通和经济情况等都将作为人们选择居住的条件（且该地自然条件不算很好并不能由此估计居住人数一定增长）。
2. 天气预报的情况不一定准确。
3. 随着科技的发展，人们可能使用更廉价更简便的能源供热（如电

能),传统方式发生改变。

4. 通过油料需求上涨的预判推出投资 C 公司会受益十分武断。投资牵涉到经济大环境以及公司其他业务的业绩。同时也有可能人们对油料的需求不大的可能。
5. 由以上的事实出的需求量增大并投资 C 公司十分的草率, 应对天气情况等数据可靠性甄别并对房产情况, 能源技术宏观考虑才能得出论断, 并对公司整体业绩做相应调查后予以投资。

155. (题目似老 G66)

The following appeared in a letter from a firm providing investment advice to a client.\n”+

“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.\n”+

“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.”;

### 题目翻译:

位于冬季通常很寒冷的美国东北部的住宅,传统上使用油料作为采暖的主要燃料。去年该地区经历了 90 天低于往年平均值的严寒。整个地区的当地天气预报预测,这种天气模式将持续数年。而且,去年这一地区建造了很多新的住宅。由于这些新地产的开发,我们预计对于采暖油料的需求将会增加,并建议投资于 Consolidated Industries,该公司的主要业务之一就是家用采暖油料的零售。

写一篇 response, 在文章中, 请你列举出评价此篇 Argu 所需的具体论据, 并解释这些论据是如何强化或是削弱此篇 Argu 的说服力的。

### 提纲:

- (1) 前提不一定成立。前提是东北部地区的热油需求会上升, 但是没有资料明确显示这一点, 论者甚至没有提供该地区在去年经历低温时热油需求是否上升, 也没有提供资料证明该地区仍将使用热油做原料了。
- (2) 论据没有说服力。W 大学的预测是否具有权威性, 或是准确性, 论者的论断没有保证这一点。而新建的家是否仍然使油做为原料, 也没有得到保证。这两个论据都不能说明前该地区油需求会上升。 •
- (3) 论断仓促。东北部地区的热油需求会上升, 并不说明热油需求的总量会上升, 更不能说明 CI 公司的利润会上升。如果其

他地方需求下降的量过大过该地区上升的量，那么热油的总需求就是在下降，而 CI 公司的利润也会因此而不被保证必然上升。

(4) 另外 CI 公司的其他业务也会影响它的利润。

(5) 论者没有为结论提供充足准确的资料，并且结论做得非常武断，没有考虑其它因素，可能会造成投资者决策错误。

156. (题目似老 G174)

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

“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.\n”+

“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.”;

### 题目翻译：

最近有一项讨论，关于通过允许录取男性结束 Grove 学院已有百年历史的女校传统。在最近的全体教员会议上，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。然而，Grove 学院的已毕业和在校学生都反对男女同校。在学生会所组织的一次调查中，有 80% 的被访学生要求学校维持女校形式，并且在回应了一次单独调查的校友中超过一半的人也反对男女同校。因此，我们建议维持 Grove 学院的女校形式。我们预计维持女校形式将促进学生的精神状态并且让校友继续对学院进行财政资助。

撰写一篇 response，在文章中，你需要指出，为了确定上文中的建议能否如同预期，哪些问题是必须搞清楚的。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。

### 提纲：

1. 观点：应维持女校传统，并因此会促进学生精神状态和增加财政资助。论据：大部分学生群体要求维持女校传统，大半校友反对

男女同校。

2. 首先校方得出应该维持女校传统的大前提主要是受学生和校友群体的影响，忽视了员工的意见。论据可以明显的看出是以小见大式的，因为目前在校的学生和校友都是女生，没有男生的意见，调查样本不可靠。
3. 其次论者由此觉得校方向学生和校友意见的支持会使学生精神状况更好，且会获得校友资金方面的支持太过片面。学生精神状况受教育，校园生活，以及生源质量的影响，仅仅由维持传统是不可靠的。
4. 校友对学校的资助也是取决于学校的影响力，办学质量和校友的社会地位，素质等等方面考虑。因此论者认为维持传统会带来两方面好处不够全面，应把教育界人士，学生以及社会人士的意见考虑进去综合判断才能做出更适合学生，学校和社会的决定。

157. (题目自译)

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.\n”+

“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.”;

Argument\_Trans<sup>157</sup>="";

### 题目翻译:

五年前, 鱼类商场开始每月在 Exotic Pets 杂志上登广告。在广告出现后, 他们的商店的销售额增加了 15%。在 Gulf 市的三大鱼类商场甚至有更大的增长。因为在 Gulf 市 Top Dog 有一些它的最大的商店, 所以很明显我们应该每月在 Exotic Pets 杂志上登广告。如果这么做, 我们将肯定逆转销售额下滑的趋势并且重新开始盈利。

写一篇 response, 在文章中, 请审视在上文中已有或者还未陈述的一些假设。请解释上文是如何依靠这些假设成论。如果这些假设本身不成立, 会对此篇 Argu 带来什么影响?

### 提纲:

- 作者假设 Fish Emporium 在 Exotic Pets 的广告有作用。但作者没有给出直接证据证明销售额的增加是由于广告的作用, 销售额的增加可能有其他的因素比如促销等。

- 作者没有说明 Fish Emporium 在 Exotic Pets 作出了什么样的广告，所以广告的作用值得怀疑。
- 作者假设 Fish Emporium 的策略适用于 Top Dog Pet Stores。但是作者没有说明 Top Dog Pet Stores 和 Fish Emporium 的具体公司情况如经营内容、销售策略，所以 Fish Emporium 的方法不一定在对 Top Dog Pet Stores 有作用，简单的迁移方法，很难具有说服力。
- 作者不恰当地假设了广告都是积极作用，忽视了做广告的巨大费用，广告费会影响盈利。
- 销售额的提高甚至盈利有众多因素决定，广告的作用只是因素之一。

158. (题目自译)

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.”;

**题目翻译：**

五年前，鱼类商场开始每月在 Exotic Pets 杂志上登广告。在广告出现后，他们的商店的销售额增加了 15%。在 Gulf 市的三大鱼类商场甚至有更大的增长。因为在 Gulf 市 Top Dog 有一些它的最大的商店，所以很明显我们应该每月在 Exotic Pets 杂志上登广告。如果这么做，我们将肯定逆转销售额下滑的趋势并且重新开始盈利。

写一篇 response，在文章中，请你列举出评价此篇 Argu 所需的具体论据，并解释这些论据是如何强化或是削弱此篇 Argu 的说服力的。

提纲：

- 作者没有说明 Fish Emporium 在 Exotic Pets 作出了什么样的广告，所以广告的作用值得怀疑。
- 作者没有给出直接证据证明销售额的增加是由于广告的作用，销售额的增加可能有其他的因素比如促销等。
- 作者没有说明 Top Dog Pet Stores 和 Fish Emporium 的具体情况，所以 Fish Emporium 的方法不一定在对 Top Dog Pet Stores 有作用，简单的迁移方法，很难具有说服力。
- 作者忽视了做广告的巨大费用。

- 销售额的提高甚至盈利有众多因素决定，广告的作用只是因素之一。

159. (题目似老 G20)

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.”;

### 题目翻译：

Balmer Island 的人口在夏季达到了 100000。为减少由助力车和行人引发的事故，Balmer Island 市委计划把本岛六个助力车和自行车出租公司的助力车出租数量在夏季从每天 50 辆限制到每天 30 辆。去年邻岛 Torseau 市委实施了类似的对于助力车出租的限制后，使助力车事故减少了 50%。我们预测在 Balmer Island 实施了类似的对于助力车出租的限制将会同样导致助力车事故的减少。

撰写一篇 response，在文章中，你需要指出，为了确定上文中的建议能否如同预期，哪些问题是必须搞清楚的。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。

### 提纲：

1. 作者需要给出直接证据说明助力车会产生交通事故
2. Balmer Island 的人口在夏季达到了 100000。人多不一定引发事故，可能只是来旅游，不使用助力车。作者需要给出以往的人口，作为比较依据。
3. 作者需要给出直接证据说明邻岛 Torseau 的事故减少是由于助力车出租的限制。事故减少也可能由于人们的交通意识变好，或是道路质量变好等等。
4. 作者需要介绍两岛的具体情况，也许两岛不可类比。论据没有提供任何有关两地面临的问题是否相同，也没有提供他们的事故与我们相比是多是少。

5. 作者没有考虑去年 Torseau 的其他 50% 的事故原因。
6. 论断的前提认为 6 家租车公司每天的租车量都超过了 30，但这也  
没被论断所保证。论断没有提供目前实际每家的租车数量，如果  
说目前每家的租车数还不足 30，那么就算真有事故，也不可能因  
此而有所减少。

160. (题目似老 G205)

The following appeared in a recommendation from the President of the  
Amburg Chamber of Commerce.\n”+

“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.\n”+

“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.”;

### 题目翻译：

去年 10 月 Belleville 市在其中央商业区安装了高照度灯光，那里的破坏公物的行为几乎立即减少。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变化。由于高照度灯光显然是震慑犯罪的最有效途径，我们也应该在 Amburg 全市安装这种灯光。如果 Amburg 市安装这种高照度灯光，将会显著减少 Amburg 市的犯罪比率。

撰写一篇 response，在文章中，你需要指出，为了确定上文中的建议能否如同预期，哪些问题是必须搞清楚的。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。

### 提纲：

1. 作者假设 Belleville 市装了高照度灯使得破坏公物的行为减少，作者没有给出具体证据证实这一假设，也许是广场活动的人变少或是人们爱护公共财物的意识增强了。
2. 作者需要给出两城市的具体情况如人文，风俗，也许本身不可比。
3. 作者未说明警察的巡逻情况，不能判断警察对阻止破坏公物的行为有无作用。
4. 在 Belleville 市作者认为高照度减少灯破坏公物的行为，但不一定能够减少犯罪行为，有的犯罪行非常严重是灯光阻止不了的。
5. 作者没有考虑全市安装此种灯花费，可能比警察的费用高太多以至于政府不能承受。

161.

原文:

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.

翻译:

以下是一个 Acme 出版公司人事部门经理给董事长的建议。

“许多其他的公司最近称让他们的员工接受 Easy Read 快速阅读课



程大幅度地提高了生产率。一个课程毕业生能够仅在两小时内读 500 页报告；另外一个毕业生在不到一年里从助理经理升到了公司的副董事长。很明显，你阅读速度越快，你就能在一个工作日里吸收更多信息。此外，Easy Read 将会仅花费 A 公司每个员工 500 美元——当你考虑下他的利益，这就只是很小的代价。在这个费用里面包括的是一个在 Spruce 市为期三周的研讨班和一个 Easy Read 时事通讯的终身订阅。显然，Acme 将会通过要求所有我们的员工参加 Easy Read 的课程使利益大幅度提高。

**提纲：**

1. 在其他公司，阅读 500 页，升职是否都得益于培训，一个毕业生的情况不可以代表所有的人。
2. 阅读越快，吸收信息不一定越多
3. 并非所有员工都有必要参加该课程。
4. 在本公司，参加该课程代价不一定小于利益？
5. 本公司员工也适用这种培训，每个公司的工作性质可能不同。

162.

**原文：**

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.

翻译：

以下出现在 G 市预算规划者的备忘录。

该到 G 市停止资助 G 交响管乐团的时候了。交响乐团很多年来财政困难是不争的事实，但是去年私人给交响乐团的捐助增加了 200%，交响乐团公园系列音乐会的出席人数翻倍了。此外，乐团宣传明年的票价涨价。基于这些原因，我们建议城市从明年的预算中除去给 G 交响乐团的资助。我们预测乐团 即使没有城市资助也将会在今后的几年繁荣。

提纲：

1. 私人资助占了多大比例，尤其时相比公共赞助？一旦公共赞助停止，影响会多大？
2. 私人资助渠道是否稳定长久？

3. 是不是其他系列的节目观众人数也大幅增加？

4. 票价上涨是否会减少观众人数？

163.

原文：

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.

翻译：

以下出现在 WM 健康出版委员会的备忘录。

“一个承诺大幅减少我们学校和工作地旷课矿工的创新疗法受到我们的关注。一项研究报道在 **beneficia** 消耗量很高的 EM 附近，人们因为感冒而就医每年仅一到两次。显然，使用大量的 **beneficia** 可以预防感冒。因为感冒是大多数人上课或工作缺勤的原因，我们建议每天食用从源自 **beneficia** 的维生素补充。我们预测这将会大幅减少我们学校和工作地缺勤状况。

### 提纲：

- 1.EM 地人感冒就诊人数少不一定是吃 **beneficia** 的关系，(感冒不一定就诊，其他因素影响)
- 2.请假的是否都是由于感冒？还是由于其他借口？
- 3.**beneficia** 提取物和 **beneficia** 是否有同样作用？
- 4.即使在 EM 可以，其他地方是否同样可以？各地方人的体质不同

164.

### 原文：

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.

**翻译:**

以下写于 M 市的开发者组织。

“一个 M 地的爵士音乐俱乐部将是一个有极大利润的企业。目前，最近的爵士乐俱乐部离 M 地有 60 英里。这样，我们建议的俱乐部，C Note，将独有当地的市场。此外，有丰富的爵士乐在 M 地受欢迎的证据；超过 100000 人去年参加了 M 地的爵士节，几个知名的爵士音乐家住在 M，M 地排名最高的广播节目是”爵士夜”。最后，一个全国范围的研究表明典型的爵士迷每年大约花费 1000 美元在爵士娱乐上。我们由此预测 C Note 一定能赚钱。

**提纲:**

1.作者需要更确切的证据来证明 jazz 在 monroe 很流行。

1.1 参加音乐节的人数不能说明 monroe 居民喜欢 jazz。文章最好给出十万人中当地人的比例。另外，也许他们只是喜欢参加节日热闹的活动。

动，而不是爵士乐本身。

1.2 若干知名爵士音乐家居住在 Monroe 也不能说明 monroe 城 jazz 流行，也许该城环境优美宜居，音乐家们才搬过来。而且音乐家也不是在 jazz club 消费的主力，作者最好提供本市爵士爱好者的数目。另外，如果提及在 monroe 办 jazz club 会邀请当地知名音乐家，也许会吸引更多的顾客，提高盈利的机会。

2. 作者需要更确切的证据来证明 c note 在 monroe 会有市场，会有人去 jazz club 消费。文中给出的爵士爱好者的调查是全国的调查，不能代表 monroe 的情况。另外，最好给出爵士乐爱好者支出的用途和比例。因为爵士乐爱好者花的钱可能是购买唱片，订购偶像传记，参加演唱会等等，而不是去 jazz club 消费。综上，一项关于当地的居民在 jazz club 消费数目和频率的调查可能会更有说服力。如果 monroe 居民很喜欢 jazz，但不会去 c note 花钱，那么 c note 根本不会盈利。

3. C note 是否会盈利不仅仅和 c note 是否有市场有关，作者仍需补充的是关于 c note 的预算。建立一个 jazz 俱乐部投入的成本预算，包括场地费用、维持费用、请大牌演员费用、雇佣人员等等。也许 Monroe 城寸土寸金，租借场地非常贵。C note 需要盈利，需要考虑成本。

165.

原文:

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.

**翻译：**

7000 年前到达 K 岛的人，和在 3000 年中生活在 K 岛森林里的大型哺乳动物都灭绝了。之前的考古数据表明人类早期认为主要依赖打渔和打猎觅食，因为考古学家在 K 岛发现了大量的有遗弃的鱼骨的地点，很可能人类也猎捕哺乳动物。

此外，研究人员发现了简单的工具，例如可被用作打猎的石刀。唯一明确的解释是人类过度捕猎造成了多种哺乳动物的灭绝。

**提纲：**

1. 大量鱼骨遗弃并不能说明是人类猎捕哺乳动物，可能是其他物种捕猎。

2. 石刀未必是打猎的,也许用来防卫装饰等。
- 3 未显示人类与这些哺乳动物有很多接触,未在人类居住地发现大型哺乳动物骨头。
4. 有遗弃鱼骨不能说明捕猎哺乳动物,恰好说明是打渔为生。
- 5.K 岛大型哺乳动物灭绝也许是气候变迁等其他因素

166.

原文:

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.”

**翻译:**

一种创新的能有效减少上课和上班缺席的新方法引起了我们的注意。East Meria 这里对鱼的消费量非常大，对附近的 East Meria 的调查报告显示，人们每年只因为感冒看一次或两次医生。显然，吃大量的鱼可以预防感冒。由于感冒是最常见的上课和上班缺席的原因，我们建议每日补充来自于鱼油的营养品是预防感冒和减少缺席的好方法。

问题：写一篇回应文章，讨论一下本文将试图回答哪些问题以判定该建议及此基础上的论据是否合理，并解释如何用这些问题的答案来评价该建议。

**提纲:**

作者建议每日补充来自鱼油的营养品,以预防感冒，减少缺席。

- 1.作者需要提供更充分的证据以说明吃鱼和预防感冒有关。二者虽然有统计关系，但不一定有因果关系。感冒的就诊率低和感冒患病率低不能等同。作者最好给出对照组.作者忽略了其他因素
- 2.作者没有提供充足的证据证明感冒是缺席的主要原因。
- 3.来自鱼油的营养品不一定和鱼具有同样的预防功效。

原文:

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.”

翻译:

过去,Alta 工业工作事故的发生比邻近的 Panoply 工业多了 30%,在 P 那儿工作的轮岗时间比我们 alta 少了一个小时。专家们认为造成工作事故的关键因素就是由于工人们睡眠缺乏而导致的疲劳。因此,为了减少 Alta 工业工作事故的发生,我们建议每隔三周轮岗时间减少一小时。如果我们这样做,员工们会得到充足的睡眠。

问题:写一篇回应文章,讨论一下本文将试图回答哪些问题以判定

该建议及此基础上的论据是否合理，并解释如何用这些问题的答案来评价该建议。

**提纲：**

1. 睡眠只是 A 与 P 地人们工作差异之一，没有足够的证据说明是最重要的因素。安全教育，设备落后，管理不善等都可能造成影响。
2. 工作外的时间大家不一定都是在睡眠，没有足够的证据说明 A 地比 P 地人睡的少。
3. 减少工作时间，员工的睡眠时间会提高
4. 每三周轮岗减少一小时，其缓解程度不一定能够达到增加人们睡眠的状况。而且不如每天减少一小时对于养成良好的睡眠习惯起作用。

168.

**原文：**

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.”

**翻译：**

为了使 Oak 城更加美好，委员会的基本作用就是建议市政府怎样充分利用城市有限的预算。然而，在最近的几次会议中，我们未能做出重要的决定因为委员们提出的愚蠢的反对意见，而其中的一些人甚至不是我们市的居民。在 Oak 城工作但不住在这里的人不能完全理解这里的商业和政治。毕竟，只有 Oak 城的居民在纳税，因此只有本城居民才能理解他们的钱怎样才能更好地用于提高城市建设。我们建议委员会投票决定委员会成员仅限于本城居民。这样，委员会真正会使我们的城市更加美好，更适合我们工作和居住。 问题：撰写一篇 response，在文章中，你需要指出，为了确定上文中的建议能否如同预期，哪些问题是必须搞清楚的。请详细阐述些问题的答案对于评估

上文提出的建议有何作用。

**提纲:**

1. 外地人是否真的干扰了 oak 重要决定的做出？该决定是否会使本城变得适合工作和居住？这个重要决定是否牺牲外地人的利益？
2. 该举措是否会使在 Oak 工作的外地人感到失望？likely to disappoint many of the nonresidents employed in Oak City.  
A 使外地人对该城市建设没有参与感，桑害了他们的感情，而转向其他更加开放的城市。不利于人才引入，城市的发展。
3. 在 Oak 工作的外地人是否真的不了解该城市？也许这些人身居要职，从事 business 和 policy making 的相关职位。而且其他城市生活的经历能够提供其他城市制度的参考，开阔眼界。
4. 本地居民一定了解的很清楚么？仅仅是交税？

169.

**原文:**

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.”

**翻译：**

两年前，Vista 海滨小镇开设了一个新的市级高尔夫球场和一个度假酒店。从那时起，Vista 海滨小镇的旅游业声称游客数量增加了 20%。另外，提交到当地银行的商业贷款申请今年也急剧增加。Vista 海滨小镇的税收收入也增加了，使小镇可以修建公路和桥。我们建议建在 Brindleburg 造一个类似的高尔夫球场和度假酒店。我们预测这项工程将会增加税收收入以便用于我们城市的公共建设。

问题：撰写一篇 response，在文章中，你需要指出，为了确定上文中的建议能否如同预期，哪些问题是必须搞清楚的。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。

**提纲：**

1. vista1 的游客，税收，贸易增加是否一定是高尔夫球场和度假酒店

带来的收益？也许政策、影视、名胜其他因素也可以使 v 镇旅游业发展。

2. 作者没有提供 Brindleburg 居民的信息，可能当地的风俗习惯排斥旅游，B 地的自然地理人文条件是否可以与 V 镇相媲美，是否也可以引来游客？在现在采取类似做法是否还有效果，是否适宜？

3. 银行贷款增加不一定单单是建设高尔夫和酒店的原因，还可能是其他公共建设带来的影响。4. 作者没有考虑其他更好的提升经济的方法，可能有更好的方式，比如厂办企业等来提高当地经济

170.

原文：

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.”

**翻译：**

两年前由 Good Intentions Roadways 公司铺设的 101 公路其中一段的表面现在已经严重损坏了，上面有许多危险的坑洞。在另一个州，由 Appian Roadways 公司四年前铺设的另一段公路，40 公路，现在仍保持良好。Appian Roadways 公司近来购买了“国家艺术”铺路机械装置并聘请了一名新的质量测控经理，这充分表明了他们公司对质量的信誉。因此，我建议聘请 Appian Roadways 公司为我们的几家新购物商场建造通道。我相信他们建造的通道至少在四年之内都不翻修。

问题：撰写一篇 response，在文章中，你需要指出，为了确定上文中的建议能否如同预期，哪些问题是必须搞清楚的。请详细阐述这些问题的答案对于评估上文提出的建议有何作用。

**提纲：**

1. 由于其他原因导致 101 公路损坏，而 40 好公路没损坏。so 两家公司质量难以分辨。
2. Appian 的改进措施是否有益，奏效？A 新的质量测控经理一定比 G 质量高？
3. 该公司在道路方面很专业，在商场通道是否同样专业。



4. Appian 现在修的通道能保证四年？要考虑当前及未来，交通状况，施工质量等等

**171.**（自译，题目与老 **G227** 相同）

**Augu** 原文

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.

## Augu 翻译

以下信是给在 Plazaz 中心的的滑冰店主的编辑。

“两年前市里投票禁止在 Plaza 中心滑滑板，他们宣称滑板者对垃圾和破坏行为负有责任，因为这样让游客不来 Plaza 中心。但是，在过去的两年中，P 中心的游客人数仅仅只有一点上升，而且垃圾和破坏行为仍然是问题。在 M 公园，滑板是被允许的，而且在那里没有垃圾和破坏活动。为了恢复 P 中心的昔日繁荣，我们建议市政府取消对滑板的禁令。”

写一篇 response,在文章中讨论哪些问题应该被讨论，从而使文章中的建议和 argu 合理。解释这些答案为什么能帮助评估这些建议。

## 提纲（自拟）

1、前提不一定成立，政府说是由于滑板的人造成 CP 的萧条，可是并没有足够的证据说明是由于他们造成的，很有可能因为游客或者管理者管理不善导致的，然后因为这样造成 CP 的人越来越少，滑板的人看到这里足够宽敞也没什么游客，很适合运动，所以就在此进行滑板运动。

2、没有直接证据说明垃圾和破坏行为是他们造成的，因为如果说论者有摄像机录或者对此事进行了统计，以说明滑板人是主要的破坏者才能充分证明论者的观点是正确的，否则论者说应该让滑板人对此负责是没有根据的。

3、这些原本在 CP 滑板的人因为这项禁令，一定会向他们的亲人、朋友抱怨，如此一来，CP 怎么能够繁荣呢？所以政府如果想对实行这项禁令一定还要再做充分的调查。

### **172**（同老 **G205** 题，自译）

#### **Augu** 原文

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 almost immediately. The city of Amburg has recently begun police patrols on bicycles in its business district but the rate of vandalism there remains constant. Since high intensity lighting is apparently the most effective way to combat crime, we should install such lighting throughout Amburg. 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.

#### **Augu** 翻译

以下是来自 Amburg 商务大厦的主管的建议“去年十月，Belleville

市在中央商业区安装了高强度照明，一个月内的破坏行为的数量下降了。A 市最近开展了警察在商业区骑自行车巡逻，但是破坏行为的数量依然保持不变。我们应该向 A 市一项安装高强度照明，因为这样能很有效的对抗犯罪。通过这样降低犯罪，我们可以提高居民的数量和邻里关系。”

写一篇 response，在文章中，请你列举出评价此篇 Argu 所需的具体论据，并解释这些论据是如何强化或是削弱此篇 Argu 的说服力的。

### **Augu 提纲**

1、不能直接说明 B 犯罪率的下降和安装了高强度照明灯是有关的，也可能还有其他原因：a.在市区内加大了警力，加强了市内的公共安全。b.可能出台了一些新的法规。

2、论者把破坏行为当作为主要的犯罪行为，实际上，A 市也许只是破坏行为的数量很少，但是其他的犯罪行为，如抢劫，谋杀，或者强奸案的数量并不少。而且 B 市的警察可能吧主要精力放在了处理其他的犯罪行为上了。并且两个市之间还是有一些区别的：也许 A 市并不适合安装那么多的照明灯。而且 A 市的破坏行为可能是由于其他的因素，本来就很难降低，与是否安装了高强度照明没有很大的关系。

3、没有证据表明 A 市的居民数量减少是由于犯罪数量的原因造成的，还有肯能是其他原因造成的，如：环境的污染，市区内商业的萧条，交通问题和税务繁重等，这些都可能造成 A 市的居民数量减少。

### **173**（同老 **G20**，自译）

#### **Augu** 原文

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.

## Augu 翻译

以下是写给 B 岛编辑的信。

“B 岛的人口在夏天翻了一倍。在这个夏天，B 岛的财政历史应该降低最大数量的摩托车的租用，让岛内的 6 家摩托车和自行车公司的可租用车数从每天的 50 辆到 30 辆。这将有效的降低夏季摩托车和行人的事故率。邻近的 T 岛去年实行了相似的政策，实际上降低了一半的摩托事故率。因此，为了降低摩托事故，我们应该也在夏季实行相似的政策。”

写一篇 response，文中你要检查已陈述或者未陈述的假设。确保解释这些假设是如何支持这篇 argu 的，并且如果这种假设是无根据的，那么这个 argu 能推断出什么。

## Augu 提纲

1.单单要求岛内 6 家摩托车和自行车公司每天可租用车辆数减少并不能解决问题，因为人们的车辆需求没有减少，仍会有其他公司从事车辆租用服务。

2.T 岛采用这个方法奏效了，但是 B 岛就不一定了，两者的道路交通情况、人口等情况都不一样。

3、减少路上的车辆，就能有效地降低夏季摩托车和行人的事故率吗？

除了车辆数量之外，岛上的人们交通安全意识、交警的管理效果、交通发达程度等等都与事故率很有关系。

**174 (同老 G23, 自译)**

**Augu 原文**

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.

**Augu 翻译**

最近的销售研究表明 B 市在过去 5 年中海鲜食品的销售量增加了 30%。现在没有专门销售海鲜的餐馆。并且, B 市的家庭多后双收入家庭, 一项全国研究表明, 这类家庭与十年前相比, 明显在家吃的少于在外吃, 但是, 他们同时花更多时间关注健康食品。因此, 新的专营海鲜的首都海鲜餐馆应该很受欢迎和高利润。

写一篇 response,在文中讨论哪些问题应该强调,从而使你的结论或者 argu 非常合理。确保讨论问题的答案怎么会帮助你评价这个结论。

### **Augu 提纲**

- 1、对于全国性的调查结果 B 市并不一定符合, 这个调查不能证明 B 市的这类家庭在家吃的明显少于在外吃。
- 2、海鲜销售量增加了, 但是餐馆的海鲜销售情况并不知道, 可能人们更加喜欢在家里吃海鲜。
- 3、过去的海鲜销售量是增加了, 但是没有任何调查结果能表明未来海鲜销售量会继续增加或者保持一个较高的水平, 所以一个专售的海鲜餐馆并不一定很高利润而且很受欢迎。
- 4、是否真的需要专售的海鲜餐馆? 没有证据表明现在的海鲜销售网络不能满足人们的需求。