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《新 GRE 作文大讲堂-方法、素材、题目剖析》

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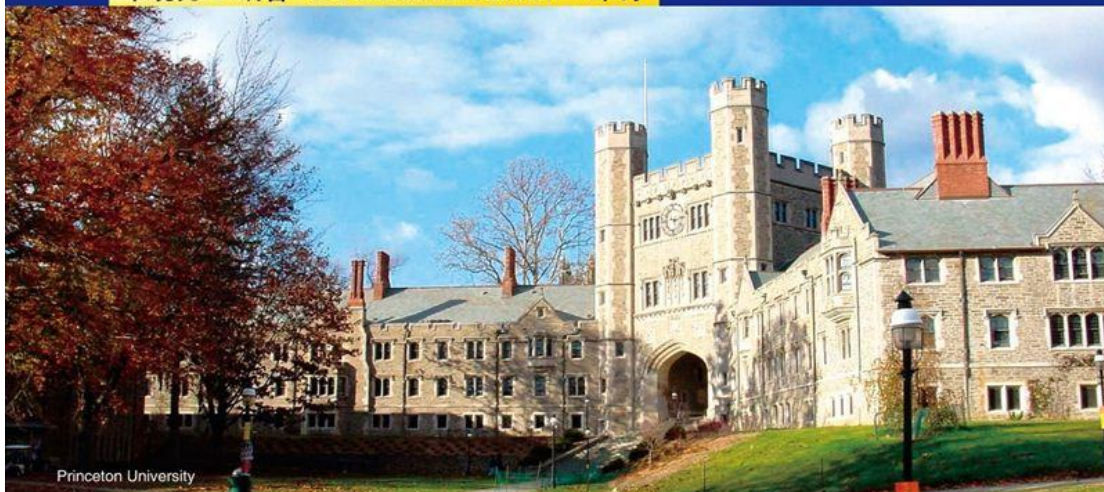
新

GRE

作文大讲堂

——方法、素材、题目剖析

韦晓亮 ◆ 编著 [美] Camille G. Hannah ◆ 审订



Princeton University

- ◆ 详细阐述Issue和Argument写作策略与步骤
- ◆ 提供丰富的论证、论据素材，拓展思路
- ◆ 完整收录GRE写作官方题库，剖析题目要求
- ◆ 浓缩多年教学精华，指导考生高效备考

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读者以及学生的评价

《GRE 作文大讲堂》的含金量很高，特别受益于这本书的每一个 Issue 题目分析和论证概念，非常详细，非常有启发性。

——清华大学 王萌

《GRE 作文大讲堂》对于每一个题目的论证分析给我提供了非常受用的思考启发，同时每一个题目的【本题涉及的论证概念和论据素材】让我们每一个考生都能洞穿每一个 Issue 题目的内涵以及学会用英文怎么来表达这些内涵。

——陈露 GRE 作文满分考生

小宝老师的 GRE 作文课给我留下了极为深刻的印象，严密，充实，幽默。过瘾！期待还有机会听到小宝老师的精彩授课。

——新东方 G0018 学生 高旗

这本书的 Issue 论证论据工具箱给了我极大的帮助，同时 Argument 部分的驳论思路非常严密，操作性非常强，是一本非常全面、非常好的书！

——天津大学 方敏

一个优秀的老师，写出的一本优秀 GRE 作文著作，帮助无数学生获得了理想的分数，拿到了国外著名大学的 Offer。

——2008 年普林斯顿大学全奖获得者 清华大学 石同学

GRE 考分 710 + 800 + 5.5

序 言

初识韦晓亮，是在新东方的一次教师聚会上，看到一位长相英俊的小伙子坐在我的对面，自我介绍的时候，我才知道他就是我听说了很久的韦晓亮老师。那时候晓亮已经是新东方很有名的 GRE 老师了。说到 GRE 教学，每个教英语的老师都会感到有一点恐惧，因为 GRE 确实是最难教的一门课；说到 GRE 的作文课，大部分老师都避之惟恐不及，因为那实在是让人望而生畏的一门课。但韦晓亮老师不但把作文课教好了，而且学生更喜欢他率直甚至彪悍的性格和为人，这是很了不起的事情。

后来，通过和晓亮老师的交谈和接触，我大概知道了他成功的秘密。总结起来有三点，一是他的潜心研究精神，二是他的谦虚好学，三是他的教学天赋。对于有些年轻老师来说，英语教学是得到了皮毛而没有得到血肉，很多老师教学技巧很好，但实际功底不够深厚，更没有潜心研究的精神，这样上课就很容易只有噱头没有实质。晓亮老师在教 GRE 之前，就对 GRE 作文的几百道题目、每道题目的文化背景和思路都做了深入研究，因此在课堂上就能够做到得心应手，旁征博引。此外，他的谦虚好学使他成为一名新东方品牌教师，我从他脸上看不到一点骄傲，而是看到他继续借鉴研究、不断学习其他老师的教学方法，使自己的教学精益求精。这种精神加上他自己的教学天赋和口才，以及富有磁性的嗓音，使他成为了一个受学生欢迎的老师。

收到晓亮的 GRE 写作书稿，请我为他的《GRE 作文大讲堂——方法、素材、题目剖析》作序，我很高兴，也欣然接受。他耗时 3 年时间编著完成了 48 万字的书稿，我知道这里面的辛苦和不易。要坐得住，要思考，要通宵难眠，才能够完成这样一本很难写的书。我翻阅了整个书稿，觉得本书是当今能够找到的 GRE 作文书中最具指导价值的图书之一。尽管还有不完美的地方，但处处透露出了作者的思考和灵气，再加上作者指导学生的实际经验，这本书对于学生备考 GRE 作文，就有了切合实际的指导意义，同时本书的学术性让本书还非常适用于那些想提高自己英文写作实力的读者们。

生活的路由两大内容组成：生命不同阶段的目标和走向这些目标的过程。目标固然十分重要，因为没有目标生命就没有了方向，但走向目标的过程更加必不可少，所有生命的精彩都是在过程之中走出来的。我们所能真正体验到的永远是一时一刻的感动，一草一木的芳香，或对一人一事的刻骨铭心的记忆。目标就像是一座山的顶峰，即使我们天天看着这座山的顶峰，但是如果采取行动去爬这座山，所有一切精彩的故事将不会发生，一路上所有的风景将跟我们无缘。当我们向顶峰迈开第一步时，我们就进入了生命的过程，我们生活的全部内容从此展开，而目标已经静悄悄地沉睡在了我们心灵的某个角落，只有当我们迷失方向时才清醒过来。

韦晓亮老师通过这本书的写作，体会了生命中实现目标的勇气和实现目标过程的坚定不移。我知道晓亮老师未来还会做出很多有意义的事情来。我想所有渴望出国留学的学子们，所有即将赶赴各个考试阵地的考生们，你们都能够从韦晓亮老师身上学到这些东西，这不仅仅是学到书中对于 GRE 写作透彻的分析以及提供的文史知识，而是在这本书背后隐藏的一个人成功的真正本质：努力，执着，和不知疲倦的勇往直前。

若干年来，对于渴望出国留学深造的同学们来说，GRE 考试和 TOEFL 考试是必经之路，能否取得一个满意的 GRE 考试成绩是影响考生获得国外学校奖学金的重要因素之一。正是由于其在筛选人才上的无法替代的重要性，GRE 考试的难度令全球考生最为头疼。更让人头疼的是，从 2002 年开始 ETS 对 GRE 考试改革，将写作部分正式纳入 GRE 考试，取消了原有的逻辑部分。这一举措使得原本就被喻为“上帝读的英语”的 GRE 考试，更成为了“上帝也很难‘写’的英语”，GRE 作文成绩也成为 GRE 考试分数评估的最为重要的依据之一。同时，在 2011 年的 GRE 再次改革期，GRE 考试调整了很多关于 Verbal 和 Quantitative 的内容和题型，但是依然保持 GRE 作文题型的稳固不变以及题库的稳定，这些都反映了 ETS 以及美国大学对 GRE 作文部分的重视以及现行出题方式的高度认可，因此总体说，2011 年开始的新 GRE 作文部分基本没有变化。当然，由于作文部分的引入，GRE 考试的难度有了一个大跨度的增加，尤其对于写作功底较为薄弱的中国考生来说，GRE 似乎成为了飞越重洋中的天堑，难以逾越。那么究竟 GRE 作文考试难度有多大呢？GRE 的作文环节都考查什么内容呢？如何有效地备考 GRE 写作呢？又如何提高自身写作能力呢？本书就这些长期萦绕在考生脑海中的疑问进行了全面地解答，希望通过本书消除考生对 GRE 写作考试的恐惧感，也警示考生要认真全面地准备 GRE 作文考试。

本书从实际出发，结合 ETS 公示的 GRE 写作考试的题库，对于如何进行 GRE 立论文（Issue）和驳论文（Argument）的写作进行讲解，书中提供了详细的英文论证语言、论据支持、文化历史背景以及名言警句。

全书共七章，具体内容安排如下：

第一章 新 GRE 考试以及新 GRE 写作部分概述。本章详细介绍了 2011 年 8 月开始的新 GRE 考试整体的内容、特点、评分细则，同时详细介绍新 GRE 考试写作部分的考试内容、特点、流程和环境，并对 Issue 和 Argument 两个部分的题库进行了宏观介绍，同时提供了有效的备考计划和建议。

第二章 Issue 写作。本章详细讲解了 Issue 写作的特点及评分标准，提供了 ETS 官方范文及各个等级的文章示例评价，并对 Issue 文章的写作步骤及文章结构进行了分析和讲解，同时给出了精彩的文章开头、正文和结尾的英文段落，以便于考生快速入手，提高语言表达能力。

第三章 新 GRE Issue 题库及各个题目的论证概念以及论据素材。这一章是本书最为核心的章节，也是占篇幅最大的一章。由于 Issue 是考生备考最花时间和精力，因此本章也是考生最需要重视的一章。现在的新 GRE Issue 题库 149 个题目看似很庞大，其实很多题目的概念是交叉的、重合的，甚至是重复的（按照 ETS 给出的官方题库）。第二节详细分析了 Issue 题库的所有题目。每一个题目都给出了【本题涉及的论证概念以及论据素材】部分给出了供考生参考的每一个题目涉及的“论证概念”和可以用到的“论据素材”。所有论证概念以及论据素材均来源于国外权威的社会科学以及自然科学论文、微软大百科、Wiki 百科、大英百科全书，以及 Economist、Times 等权威期刊书籍。在编写本节时，笔者详细地研究了每一个题目，对于每一个题目的深层含义进行了探究，查阅了大量的哲学、历史、科技、艺术、法律等书籍，由此提供了严密的论证和论据。之所以如此，因为 GRE 写作命题本身蕴藏着丰富的文化信息，反映了政治、经济、文化、科学、艺术、宗教等领域的某个侧面，揭示了很多社会现象、思维方式、人生观以及价值观等。有人说，“一粒沙子看世界”，笔者认为从这些题目中就可以窥见社会，窥见人生。众多考生由于对文史、哲学知识的匮乏，在很大程度上无法理解文章题目，从而无话可说、无例

可举。这一恼人的现象将在读者认真阅读完此书并深入理解后得以改善。请读者注意，本章第二节中对于 Issue 题库每一道题目的涉及的论证概念的分析需要同时结合本书第四章的论据以及论证工具箱来学习。

GRE 写作，尤其是 Issue 写作对于论据的要求非常高，因此对名人事例的储备和相关知识的积累是非常重要的。对考生而言，要学会合理地发挥一个论据的最大功效，要学会储备那些既有针对性，又有灵活性的例子。什么意思呢？例如，第三章给出了每一个题目论述的【本题涉及的论证概念以及论据素材】，这些内容其实既是该题最具针对性的概念或者论据，又可以用到很多其他题目中。

例如：William Harvey (1578-1657), English physician, who discovered the circulation of the blood and the role of the heart in propelling it, thus refuting the theories of Galen（注：质疑精神的题目用到的有效论据）and laying the foundation for modern physiology（注：过去对现在的影响的有效论据）。Harvey's *De Motu Cordis* subjected him to severe criticism by some contemporaries（注：伟大的科学家总得不到当时的社会认可，思想超前），but this was more than compensated for by the later widespread recognition of his contribution.

如上所示的一个哈维的例子，虽然只是短短一小段话，但是段落中的三个不同的地方其实应对了 Issue 里最重要的三个主题（“质疑精神”，“参考过去，参考历史，过去对现在的影响”，“伟人思想超前于他们所在的时代”）的写作的例子，而这三个主题加起来辐射了 GRE Issue 话题题库中的将近 49 个题目，这种素材的性价比就太高了。因此，考生要学会这样的总结，这里只是启发，后面对每一个题目都会给出题目所涉及的论证概念以及素材，以使考生能掌握 GRE Issue 写作每一个话题的“题眼”和每一个题目背后的“概念”和“文化”。

第四章 Issue 写作素材及论证工具箱。本章第一节论据工具箱提供了 GRE Issue 写作中可以用到的典型论据。通过学习本节内容，考生会对该怎么写论据、如何举例有清晰的认识。通过本节，考生会了解到献身于扶助印度贫困无助和濒临死亡的人们的 Mother Teresa，她于 1950 年建立了一个罗马天主教修女组织——慈善传教会，并于 1979 年获诺贝尔和平奖；南非黑人政治领袖 Mandela 从事反种族隔离活动的历程和历史意义；美国国父 George Washington，他开创了主动让权的先例，为美国奠定了一个自由、民主、共和的体制保障等。而所有这些论据段落都直接有助于 GRE Issue 的 149 道题目的备考。第二节按照教育、科技、政治、文化、历史、法律、哲学等分类，提供了各大类话题经典的精彩论证，考生由此可以知道教育的目的、美国教育的层次结构；什么是法律，法律的公正性应如何判断；如何对待历史；如何正确看待政府的权力；什么是辩证的分析角度；艺术的定义以及艺术的价值；质疑精神的含义；科技发展对于人类社会的利与弊等等。所有这些论证概念从权威性和学术性角度支撑着对 GRE 题目的分析，同时考生可以提高自己的英语表达能力，并进行有针对性的分析，提高论证能力。

第五章 Argument 写作。本章系统介绍了 Argument 写作的特点及评分标准，并提供了 ETS 官方范文及评析。需要强调的是，本章第三节 Argument 各个逻辑错误攻击点的剖析及模板是本章的核心。对于 Argument，考生最需要掌握的是 Argument 的七大类逻辑错误以及笔者提供的模板。Argument 写作模板中的各种典型逻辑错误的写法仅供考生参考。

正确的 Argument 备考方法是：先模仿书中的模板，然后进行改写，这样才会有所创新，避免雷同。对于本章第三节 Argument 题库的题目分析，是为了讲解各个逻辑错误而配套的真题实例分析，笔者通过对 10 篇 Argument 文章的详细分析，对每篇文章的逻辑错误进行深入完全地剖析，并提供详细的范文，以使考生可以完全领会 Argument 的逻辑错误以及相对应的攻击模板。通过 10 篇文章的讲解，考生将会发现新 GRE Argument 题库中所有 174 个题目几乎如出一辙，每个题目的逻辑错误必然是 7 大类逻辑错误中的两个、三个或者四

个， 套路非常固定。所有逻辑错误思维及语言模板， 加上 10 篇文章足以保证考生轻松指出题库中任何一道 Argument 题目的主要逻辑错误， 同时用地道的英文写出有理有据的驳论文。

第六章 GRE 写作黄金句型。本章提供了 230 条 Issue 常用论证句型和 50 条 Argument 常用论证句型， 旨在提高考生的英语表达能力。

第七章 GRE 写作常用名人名言、 格言警句。本章提供了近千条 GRE 写作立论文和驳论文可用到的名言警句， 这些都是针对 GRE 作文真题而精心摘录的。文章中引用到名言警句， 对文章的语言和思想都起到升华和点睛的作用。

本书具有以下特点：

? 全面性： 全面讲解 GRE 写作两大部分——Issue 和 Argument 的写作方法， 文章结构， 题库中每一道题目的论证分析和论证概念、 论据素材。

? 学术性： 揭示每一个 GRE 作文题目背后的学术概念， 补充学术概念地道、 权威的英文陈述。

? 文化性： 书中对很多话题从哲学和历史角度去分析， 提供大量论证分析的英文表达及论据， 力求做到让考生在备考的过程中， 始终沉浸于思辨的海洋和文化历史的长河中。

? 指导性： 汇集新东方 GRE 考试培训项目数年的教学精华及笔者在新东方讲台上多年的 GRE 写作的教学成果， 内容具有极强的指导性和操作性。

? 针对性： 本书针对中国考生写作中的弱点， 全面提升考生的写作实力。

也许你不是 GRE 战士， 而是正在准备 GMAT 考试， 由于 GRE 和 GMAT 考试作文部分几乎具有全等性， 本书也是广大 GMAT 考生备考写作考试的最佳选择。关于各类出国考试的信息和英语教学资源， 考生还可以登录笔者的教学博客：<http://blog.sina.com.cn/weixiaoliang>。同时， 由于笔者也是新东方教育科技集团 GRE/GMAT 网络课堂的首席写作讲师， 考生可以结合网络课堂进行备考， 网络课堂的地址是：www.koolearn.com。

在本书的编写和出版过程中， 笔者得到了来自各方面的支持和帮助， 在此表示感谢。

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你要看到事业垂成，
必须努力向前， 不可休息，
决不可因疲乏而静止；
你要认清全面的世界，
必须广开你的眼界；
你要认清事物的本质，
必须审问追究到底。
只有恒心可以使你达到目的，
只有博学可以使你明辨世事，

真理常常藏在事物的深底。

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第五章 Argument 写作

第一节 Argument 写作特点及评分标准

一. Argument 写作特点

Argument 主要是要找到原文论断的逻辑错误(漏洞), 然后, 通过说出其他可能性, 以攻击这些逻辑漏洞。Argument 的结构比较固定, 易于掌握, 一般都能写出标准的“经典 5 段式”。写好这种模式的文章的关键是抓住逻辑错误, 这是取得高分的第一点, 也是最重要的一点。写作时间为 30 分钟。关于 Argument 写作, 在备考时需要理解和分析 7 种常见的逻辑错误, 然后利用模板进行写作练习。模板的作用在于抛砖引玉, 不能完全依赖, 考生需要加入自己的东西, 最关键的还是在备考过程中不断练习, 以达到游刃有余的地步, 从而力保 Argument 取得 6 分。下面将从 ETS 的评分标准入手, 详细讲解如何写 Argument 作文。

二. ETS 对于 Argument 的评分标准

Score 6

In addressing the specific task directions, a 6 response presents a cogent, well-articulated examination of the argument and conveys meaning skillfully.

A typical response in this category:

- clearly identifies aspects of the argument relevant to the assigned task and examines them insightfully
- develops ideas cogently, organizes them logically and connects them with clear transitions
- provides compelling and thorough support for its main points
- conveys ideas fluently and precisely, using effective vocabulary and sentence variety
- demonstrates facility with the conventions of standard written English (i.e., grammar, usage and mechanics), but may have minor errors

Score 5

In addressing the specific task directions, a 5 response presents a generally thoughtful, well-developed examination of the argument and conveys meaning clearly.

A typical response in this category:

- clearly identifies aspects of the argument relevant to the assigned task and examines them in a generally perceptive way
- develops ideas clearly, organizes them logically and connects them with appropriate transitions
- offers generally thoughtful and thorough support for its main points
- conveys ideas clearly and well, using appropriate vocabulary and sentence variety
- demonstrates facility with the conventions of standard written English, but may have minor errors

Score 4

In addressing the specific task directions, a 4 response presents a competent examination of the argument and conveys meaning with acceptable clarity.

A typical response in this category:

- identifies and examines aspects of the argument relevant to the assigned task, but may also discuss some extraneous points
- develops and organizes ideas satisfactorily, but may not connect them with transitions
- supports its main points adequately, but may be uneven in its support
- demonstrates sufficient control of language to convey ideas with reasonable clarity
- generally demonstrates control of the conventions of standard written English, but may have some errors

Score 3

A 3 response demonstrates some competence in addressing the specific task directions, in examining the argument and in conveying meaning, but is obviously flawed.

A typical response in this category exhibits ONE OR MORE of the following characteristics:

- does not identify or examine most of the aspects of the argument relevant to the assigned task, although some relevant examination of the argument is present
- mainly discusses tangential or irrelevant matters, or reasons poorly
- is limited in the logical development and organization of ideas
- offers support of little relevance and value for its main points
- has problems in language and sentence structure that result in a lack of clarity
- contains occasional major errors or frequent minor errors in grammar, usage or mechanics that can interfere with meaning

Score 2

A 2 response largely disregards the specific task directions and/or demonstrates serious weaknesses in analytical writing.

A typical response in this category exhibits ONE OR MORE of the following characteristics:

- does not present an examination based on logical analysis, but may instead present the writer's own views on the subject; does not follow the directions for the assigned task
- does not develop ideas, or is poorly organized and illogical
- provides little, if any, relevant or reasonable support for its main points
- has serious problems in language and sentence structure that frequently interfere with meaning
- contains serious errors in grammar, usage or mechanics that frequently obscure meaning

Score 1

A 1 response demonstrates fundamental deficiencies in analytical writing.

A typical response in this category exhibits ONE OR MORE of the following characteristics:

- provides little or no evidence of understanding the argument
- is extremely brief and/or disorganized, providing little evidence of an organized response
- has severe problems in language and sentence structure that persistently interfere with meaning
- contains pervasive errors in grammar, usage or mechanics that result in incoherence

Score 0

A typical response in this category is off topic (i.e., provides no evidence of an attempt to respond to the assigned topic), is in a foreign language, merely copies the topic, consists of only keystroke characters, or is illegible or nonverbal.

第二节 ETS 官方 Argument 范文

Sample Argument Task

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 the assumptions and what the implications are if the assumptions prove unwarranted.

Essay Response — Score 6

While it may be true that the Mason City government ought to devote more money to riverside recreational facilities, this author's argument does not make a cogent case for increased resources based on river use. It is easy to understand why city residents would want a cleaner river, but this argument is rife with holes and assumptions, and thus, not strong enough to lead to increased funding.

Citing surveys of city residents, the author reports city resident's love of water sports. It is not clear, however, the scope and validity of that survey. For example, the survey could have asked residents if they prefer using the river for water sports or would like to see a hydroelectric dam built, which may have swayed residents toward river sports. The sample may not have been representative of city residents, asking only those residents who live upon the river. The survey may have been 10 pages long, with 2 questions dedicated to river sports. We just do not know. Unless the survey is fully representative, valid, and reliable, it can not be used to effectively back the author's argument.

Additionally, the author implies that residents do not use the river for swimming, boating, and fishing, despite their professed interest, because the water is polluted and smelly. While a polluted, smelly river would likely cut down on river sports, a concrete connection between the resident's lack of river use and the river's current state is not effectively made. Though there have been complaints, we do not know if there have been numerous complaints from a wide range of people, or perhaps from one or two individuals who made numerous complaints. To strengthen his/her argument, the author would benefit from implementing a normed survey asking a wide range of residents why they do not currently use the river.

Building upon the implication that residents do not use the river due to the quality of the river's water and the smell, the author suggests that a river clean up will result in increased river usage. If the river's water quality and smell result from problems which can be cleaned, this may be true. For example, if the decreased water quality and aroma is caused by pollution by factories along the river, this conceivably could be remedied. But if the quality and aroma results from the natural mineral deposits in the water or surrounding rock, this may not be true. There are some bodies of water which emit a strong smell of sulphur due to the geography of the area. This is not something likely to be affected by a clean-up. Consequently, a river clean up may have no impact upon river usage. Regardless of whether the river's quality is able to be improved or not, the author does not effectively show a connection between water quality and river usage.

A clean, beautiful, safe river often adds to a city's property values, leads to increased tourism and revenue from those who come to take advantage of the river, and a better overall quality of life for residents. For these reasons, city government may decide to invest in improving riverside recreational facilities. However, this author's argument is not likely significantly persuade the city government to allocate increased funding.

Reader Commentary for Essay Response — Score 6

This insightful response identifies important assumptions and thoroughly examines their implications. The proposal to spend more on riverside recreational facilities rests on three questionable assumptions, namely:

- that the survey provides a reliable basis for budget planning
- that the river's pollution and odor are the only reasons for its limited recreational use
- that efforts to clean the water and remove the odor will be successful

By showing that each assumption is highly suspect, this essay demonstrates the weakness of the entire argument. For example, paragraph 2 points out that the survey might not have used a representative sample, might have offered limited choices, and might have contained very few questions on water sports.

Paragraph 3 examines the tenuous connection between complaints and limited use of the river for recreation. Complaints about water quality and odor may be coming from only a few people and, even if such complaints are numerous, other completely different factors may be much more significant in reducing river usage. Finally, paragraph 4 explains that certain geologic features may prevent effective river clean-up. Details such as these provide compelling support.

In addition, careful organization ensures that each new point builds upon the previous ones. For example, note the clear transitions at the beginning of paragraphs 3 and 4, as well as the logical sequence of sentences within paragraphs (specifically paragraph 4).

Although this essay does contain minor errors, it still conveys ideas fluently. Note the effective word choices (e.g., "rife with . . . assumptions" and "may have swayed residents"). In addition, sentences are not merely varied; they also display skillful embedding of subordinate elements. For example, note the sustained parallelism in the first sentence of the concluding paragraph.

Since this response offers cogent examination of the argument and conveys meaning skillfully, it earns a score of 6.

第三节 Argument 文章整体结构及各类逻辑错误攻击体系

一. Argument 整体结构

第一段： 开头段

主要是归纳论点，说明论点有问题，存在逻辑漏洞，准备发起进攻。

开头段的开头体系举例

Merely based on unfounded assumption and dubious (suspicious) evidence, the statement draws a conclusion that_____. To substantiate (support) the conclusion, the arguer points out evidence that_____. In addition, he indicates that_____. Furthermore, he cites the result of a recent survey in support of this recommendation. At first glance, the author's argument appears to be somewhat convincing, but further reflection reveals that it omits some substantial concerns that should be addressed to substantiate the argument. In my point of view, this argument suffers from N logical flaws.

第二段和第三段甚至第四段

分类攻击各个逻辑错误。(见下文的各类逻辑错误的攻击体系)

第五段： 结尾段。

结尾段的结尾体系举例

To sum up, this arguer fails to substantiate its claim that_____, because the evidences cited in the analysis does not lend strong support to what the arguer maintains. To make the argument more convincing, the arguer would have to provide more information with regard to_____. Additionally, he would have to demonstrate that_____. Therefore, if the argument had included the given factors discussed above, it would have been more thorough and logically acceptable.

二. 各个逻辑错误的攻击方法和语言

1. 调查类错误

Unless the surveyors sampled a sufficient number of ___and did so randomly across the entire spectrum, the survey results are not reliable to gauge_____ generally. The number of respondents/samples in itself does not ensure representativeness. For example, if the sample included only____, then the results would no doubt suggest _____. Or if _____, (1200) would account for only a little percentage, which would render the result of the survey meaningless.

2. 充分必要条件

(1) Sufficient Evidence

- a. The argument assumes too hastily that _____will necessarily result in the behavior that the argument predicts. Perhaps,_____. Moreover,_____.
- b. The fact that A is not sufficient for the prediction that B .

(2) Necessary Condition

The editor's recommendation depends on the assumption that no factors other than A caused B . However, common sense informs me that this assumption is a poor one. A myriad of other factors, including ___or _____, might just as likely be the cause of B . To be specific,_____. Without ruling out these and other possible causes, the editor cannot justifiably conclude that only by _____ can_____.

3. 因果关系

(1) The arguer fails to establish the causal relationship between the fact that ____ and the claim that _____. This argument is unacceptable unless there is compelling evidence to support the connection between these two events. Perhaps, for example, _____ results from _____.

(2) The argument observes a correlation between A and B, then concludes that the former is the cause of the latter. However, the argument fails to rule out other possible explanations for B. For example, _____. Any of these factors might lead to B. Without ruling out all other factors it is unfair to conclude that A is responsible for B.

4. 范围变化错误

(1) 个体---整体

The argument resets on the assumption that 个体案例 typify nationwide 整体情况. If this is not the case, then it is entirely possible that 在另一个地方, 上述个案的结果不会发生相同的情况. Thus, lacking more marketing information about _____ nationwide, it is difficult to assess the merit of the memo's recommendation.

(2) 整体---个体

One problem with the argument is that it assumes that the nationwide (characteristics of a group apply to every member of that group) statistics about _____ applies equally to 个体成员, Yet this might not be the case, for a variety of possible reasons. Perhaps _____; or perhaps _____. Without ruling out such possibilities, the author cannot justifiably conclude that _____.

5. 外推类错误

The author claims that _____, because _____. The author assumes without justification that the background conditions have remained the same at different time. The assumption is unwarranted because things rarely remain the same over extended periods of time. There are likely all kinds of difference between A and B. For example, A _____; however, B _____. Any of these scenarios, if true, would serve to undermine the claim that _____.

6. FA 错误

The arguer's recommendation relies on what might be a poor analogy between A and B. The analogy falsely depends on the assumption that _____ in both A and B are similar. However, it is entirely possible that A 与 B 存在很大的不同. In short, without accounting for important possible differences between A and B, the arguer cannot reasonably prove the proposed method will help A _____.

7. 非此即彼 either or

Even assuming A is not the reason for the B, the author falsely assumes that the B must be attributable to C. This "either-or" argument is fallacious in that it ignores other possible causes of the B. For example, perhaps 其他可能原因, or perhaps 其他可能原因

第四节 Argument 写作步骤、 论证方法、 错误的攻击顺序 (让步式攻击体系)

一. 写作步骤:

第一段: 开头段。主要是归纳论点, 说明论点有问题, 存在逻辑漏洞, 准备展开攻击。

第二段、 第三段甚至第四段: 分类别去攻击各个逻辑错误。

第五段: 结尾段。作者的结论似乎是合理的, 但是通过论证, 不是这样的。因此, 作者在做出决定之前, 应该还要考虑其他情况。下面以一篇范文作为实例来介绍 Argument 的论证步骤、 方法以及文章结构。

二. 论证方法及范文示例:

请阅读下面的论述:

Six months ago the region of Forestville increased the speed limit for vehicles traveling on the region's highways by ten miles per hour. Since that change took effect, the number of automobile accidents in that region has increased by 15 percent. But the speed limit in Elmsford, a region neighboring Forestville, remained unchanged, and automobile accidents declined slightly during the same six-month period. Therefore, if the citizens of Forestville want to reduce the number of automobile accidents on the region's highways, they should campaign to reduce Forestville's speed limit to what it was before the increase.

简单翻译: 六个月前, Forestville 地区提高了本地区高速公路上的最高时速限制, 比原先提高了 10 公里。这个变化导致本地区车祸的数量提高了 15%。Elmsford 地区(和 Forestville 地区相邻)并没有改变最高时速限制, 但是该地区的车祸数量在同样的六个月里, 反而有少量的减少。因此, 如果 Forestville 市民想要减少公路上的车祸数量, 就应该想办法将本地区的最高时速限制恢复到之前的状态。

分析题目: 找到原题逻辑结构关系

论据: F 地区提高最高时速限制 10 公里 → 车祸发生率增加 15%;

E 地区(和 F 相邻)没有改变最高时速限制→少量的减少

结论: F 地区如果想要减少车祸, 就要恢复到原来的最高时速限制。

注意: 一定要搞清结论是什么, 这一点可以通过信号性标志词 *thus, therefore, so, consequently* 等来判断。

范文论证分析:

The argument is well-presented, but not thoroughly well-reasoned. (说明论点有问题) By making a comparison of the region of Forestville, the town with the higher speed limit and therefore automobile accidents, with the region of Elmsford, an area of a lower speed limit and subsequently fewer accidents, the argument for reducing Forestville's speed limits in order to decrease accidents seems logical. (归纳论点, 准备发起进攻)

第二段: 第一轮攻击

攻击点: 限速提高后车祸的增加可能还有其他原因。(不一定是限速引起的)(本段主题句)

论证结构: 总——分——总

However, the citizens of Forestville are failing to consider other possible alternatives to the

increasing car accidents after the raise in speed limit. (它因法, 即限速提高后车祸的增加可能有其他原因, Issue 也是本段中心句) Such alternatives may include the fact that there are less (less fewer) reliable cars traveling the roads in Forestville, or that the age bracket of those in Elmsford may be more conducive to driving safely. It is possible that there are more younger, inexperienced, or more elderly, unsafe drivers in Forestville than there are in Elmsford. (可能原因: F 地区比 E 地区有更多的老弱司机或不熟练的驾车者。) In addition, the citizens have failed to consider the geographical and physical terrain of the two different areas. Perhaps Forestville's highway is in an area of more dangerous curves, sharp turns, or has many intersections or merging points where accidents are more likely to occur. (人们可能忽略了两地地形地貌的差别, 将分观点详细说明并举例。) It appears reasonable, therefore, for the citizens to focus on these trouble spots than to reduce the speed in the entire area. Elmsford may be an area of easier driving conditions where accidents are less likely to occur regardless of the speed limit. (这是个总结。因此, 人们应该更加关注以上的问题, 而不是减少限速。E 地区可能是一个行车条件比较好的地区, 时速限制对它的影响不大。) 这种首句提出本段论点, 然后展开解释的写作方法, 实用简单, 为广大考生所采用, 也是 ETS 阅卷人最喜欢的句子结构, 一目了然。

A six-month period is not a particularly long time frame for the citizens to determine that speed limit has influenced the number of automobile accidents in the area. It is mentioned in the argument that Elmsford accidents decreased during the time period. This may have been a time, such as during harsh weather conditions, when less (less fewer) people were driving on the road and therefore the number of accidents decreased. However, Forestville citizens, perhaps coerced by employment or other requirements, were unable to avoid driving on the roads. (仅仅以六个月的时间进行判断是没有道理的。因为提高限速后, 六个月相对车祸的发生数量来讲太短。或许这六个月天气情况比较糟糕, 人们驾车外出减少, 因此 E 地区车祸减少, 但是, F 地区, 可能因为工作或者其他原因, 被迫驾车外出。因为气候条件不好, 所以 F 地区车祸增加, 而此时刚好提高限速, 大家都以为是提高限速惹的祸) Again, the demographics of the population are important. It is possible that Elmsford citizens do not have to travel far from work or work from their home, or do not work at all. Are there more people in Forestville than there were six months ago? If so, there may be an increased number of accidents due to more automobiles on the road, and not due to the increased speed limits. (人口统计学也很关键, 有可能 E 地区的人不用开车去上班, 甚至不用上班; 现在 F 地区的人口, 是否比六个月前多。有可能是因为人口增加导致 F 地区路上的车辆增多而造成交通事故增加, 而不是因为提高限速。这个地方有个疑问句, 符合 ETS 句型多变的要求) Also in reference to the activities of the population, it is possible that Forestville inhabitants were traveling during less (less fewer) safe times of the day, such as early in the morning, or during twilight. Work or family habits may have encouraged citizens to drive during this time when Elmsford residents may not have been forced to do so. (参考人们一天的活动, 也许 F 地区的人习惯在清晨、黎明等不安全的时间驾车外出, 而 E 地区的人不用这样做。)

Overall, the reasoning behind decreasing Forestville's speed limit back to its original seems logical as presented above since the citizens are acting in their own best interests and want to protect their safety. (总之, 论题中的关于降低 F 地区的限速似乎是合理的, 因为市民们是出于他们的利益着想并且想要保证他们的安全。让步语气, 说明论题似乎合理) However, before any final decisions are made about the reduction in speed limit, the citizens and officials of Forestville should evaluate all possible alternatives and causes for the increased number of

accidents over the six-month period as compared to Elmsford. (但是，在作出最后的决定之前，F地区的市民和政府都应该考虑到任何其他的可能。) 这个不失为一种较好的结尾模板形式。下面看看 ETS 的评价：

This outstanding essay begins by noting that the argument “seems logical.” It then proceeds to discuss possible alternative explanations for the increase in car accidents and provides an impressively full analysis. Alternatives mentioned are that:

对于文章内容方面的评价：

- the two regions might have drivers of different ages and experience;
- Forestville’s topography, geography, cars, and/or roads might contribute to accidents;
- six months might be an insufficient amount of time for determining that the speed limit is linked to the accident rate;
- demographics might play a role in auto accidents;
- population and auto density should be considered;
- the times of day when drivers in the two regions travel might be relevant.

对于文章结构方面的评价：

The points are cogently developed and are linked in such a way as to create a logically organized essay. Transitions together with interior connections create a smoothly integrated presentation.

对于文章文采方面的评价：

For the most part, the writer uses language correctly and well and provides excellent variety in syntax. The minor flaws (e. g., using “less” instead of “fewer”) do not detract from the overall high quality of the critique. This is an impressive six-score paper.

三、Argument 的逻辑错误攻击顺序——让步式攻击体系

逻辑的错误攻击顺序大体分为三种方式：

第一，顺序攻击：按照错误在原文中出现的顺序。

第二，主次攻击：按照原文中错误的重要程度。

第三，让步式攻击：首先，攻击原文第一个错误，例如是调查类错误，攻击其调查过程、调查数据是否具有代表性等等。然后，在攻击第二个错误时，假定上面的调查即便是在没有错误的情况下进行的，也不能导出作者原文的第二个论断，言外之意就是何况这个调查还是有错误的。最后，在攻击第三个错误时，假定第二个问题也是成立的（没有错误），也无法导出第三个论断。这样一种让步式的体系，到最后就彻底驳斥了原文的整个逻辑体系，让原文的逻辑无法成立，题目最后的结论自然就成为了空中楼阁。

第五节 Argument 题库典型题目分析及范文

自 2011 年 8 月改革之后，新 GRE 写作的 Argument 题库一共 174 道题目，看似庞大，但是和 Issue 不同的是，Argument 文章的逻辑错误只有几个大类，题与题之间只是所论证的内容不同，写作思路几乎完全一致。

例如：题库中第 2 题、第 8 题、第 16 题和第 19 题，这四道题目都有共同的逻辑错误，即“在另外一个地点发生的情况，在本地也必然发生”。考生可以用完全一致的驳斥方法来

驳斥。因此，以下结合让步式攻击体系，我们对题库中的重点的 Argument 做详细的分析，对于 Argument 建议考生不要更多的背范文，重点在于对于每一个题目能够分析出其主要的逻辑错误，本书结合两篇北美范文来详细的分析题目的逻辑漏洞，同时笔者更强调培养考生的逻辑分析方法和能力，通过题库中部分题目的讲解，让大家学会了 Argument 的方法，真正能做到自己会对题库中的所有 Argument 短文进行逻辑错误的挖掘。

题库部分题目分析举例

→学会 Argument 的分析方法去应对题库的所有题目，他们的本质都一样。

Argument

The following appeared in a letter sent by a committee of homeowners from the Deer haven Acres to all homeowners in Deer haven Acres.

“Seven years ago, homeowners in nearby Brookville community adopted a set of restrictions on how the community’s yards should be landscaped and what colors the exteriors of homes should be painted. Since then, average property values have tripled in Brookville. In order to raise property values in Deerhaven Acres, we should adopt our own set of restrictions on landscaping and house painting.”

分析：

A. 因果类错误：标志词 since then。Brookville 的地产平均价格翻了三番可能不是由于规定了房屋的颜色 这一原因，可能由于其他原因，如越来越多的居民住进 Brookville 从而使得人们对于房屋的需求量增大了，常理告诉我们需求量增大将导致地产价格上升。或者由于 Brookville 社区的商业发展迅猛，使得地产价格翻了三番。

B. 外推类错误：标志词 Seven years ago。即便 Brookville 的地产价格上升是由于规定了房屋颜色，但那是 7 年前的事情，以后人们未必接受这种房屋颜色的统一规定。总之，七年前的情况不能推出现在以及将来的情况。

C. 错误类比类错误：即便 Brookville 通过规定房屋颜色取得了成功，但是同样的做法未必能在 Deerhaven Acres 地区取得相同的效果。论断没有就两地间的交通以及住户特点等问题进行比较，这样作出结论显得有些匆促。

结论：论断没有比较两地的异同，以及他地区统一外观后的七年里的变化就匆忙作出决定，很可能招致住户的反对。他们应该做更多的调查研究，最主要的是听取住户的意见，以保证最起码不会有人因此而搬出去。

范文（引自《北美范文》Argument 2）：

In this letter a committee of Deerhaven Acres homeowners recommends that in order to enhance Deerhaven property values homeowners should follow certain restrictions concerning their homes’ exterior appearance. To support this recommendation the committee points out that in the seven years since Brookville adopted similar restrictions property values there have risen. This argument rests on a series of unsubstantiated assumptions, and is therefore unpersuasive as it stands.

A threshold assumption upon which the recommendation relies is that Brookville home owners implemented Brookville’s restrictions in the first place. The letter fails to substantiate this crucial assumption. If these restrictions were not implemented, then any change in Brookville’s property values cannot be attributed to them. Accordingly, the committee cannot draw any firm conclusion about what effect similar restrictions would have on Deerhaven property values.

Even assuming that Brookville homeowners implemented these restrictions, the committee relies on the additional assumption that this course of action was responsible for the increase in

Brookville property values. However, it is entirely possible that one or more other factors were instead responsible for the increase, especially since a considerable period of time has passed since Brookville adopted its restrictions. Property values are a function of supply and demand. Perhaps the demand for housing in the area has increased due to an influx of major employers. Or, perhaps the supply of housing has decreased. Either scenario would provide an alternative explanation for the increase in property values.

Even assuming that Brookville's rising property values are attributable to the implementation of these restrictions, the committee fails to consider possible differences between Brookville and Deerhaven that might help to bring about a different result for Deerhaven. For instance, potential Deerhaven home-buyers might be less interested in a home's exterior appearance than Brookville home-owners. For that matter, perhaps Deerhaven home-buyers would find consistent exterior appearance a distasteful feature in which case adopting these restrictions might actually tend to decrease Deerhaven property values. Without accounting for these and other possible dissimilarities, the committee cannot assume that what resulted in rising property values in Brookville would bring about the same result in Deerhaven.

In conclusion, to persuade me that Deerhaven should adopt the proposed restrictions the committee must supply clear evidence that the implementation of Brookville's restrictions, and not some other factor, was responsible for the rise in Brookville's property values. The committee must also provide evidence that other factors affecting home prices in the two areas are otherwise essentially the same.

Argument

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, our proposed club, 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 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. Finally, a nationwide study indicates that the typical jazz fan spends close to \$1, 000 per year on jazz entertainment. It is clear that the C Note cannot help but make money."

分析:

A. 错误假设类错误: Monroe 喜欢爵士乐未必一定去参加 jazz club。听爵士乐的方式有很多, 包括在家听 CD 和电台广播等, 电台的乐迷和参加聚会的人并不一定成为他们的消费者, 也许正如作者所说, Monroe 获评价最高的节目是每天播出的 "jazz nightly", 由于人们晚上都听广播了, 这更减少了去 jazz club 的可能性(用他自己的话攻击他的结论)。因此, 全国调查中每人每年花费的 1000 美元未必包含他们去 jazz club 的费用。

B. 由整体推个体类错误: 标志词 nationwide。即便每人每年 1000 美金的开销中包含他们去 jazz club 的费用, 但是作者引用的是一个全国性的调查数据, 而全国性的数据不能用来说明 Monroe 这个地区的爵士乐消费情况。

C. 时序因果错误+外推类错误: 标志词 last summer; 作者为了说明爵士乐在 Monroe 非常流行, 提到去年夏天 10 万多人参加了 Monroe 的爵士音乐节。首先, 作者提供的事实不能证明去年爵士乐市场真的很好, 因为: a) 去年夏天 10 万人参加音乐节未必证明去年的市场真正好, 有可能人们只是图新鲜凑热闹, 有可能是大多数参加者是来自其他地方的

游客，而不是当地人； b) 音乐家住在 Monroe 更不能说明市场好，有可能他们只是在这里居住而不演出，也有可能他们在全国巡回演出； c) 正如作者所说，65 公里以内没有 jazz club 是否正是由于市场不好呢？如果有市场的话也许其他 jazz club 早就来了（用他自己的话攻击他的结论）。即便去年这种音乐市场很好，但那也是去年的情况，不能保证以后会延续这种好的势头，因为有可能人们会更喜欢乡村音乐、摇滚音乐等其他音乐。

D. 攻击考虑问题不全面之 Profit 类错误：标志词 profitable。赚钱除了与市场环境有关以外，还与公司的经营管理密不可分。论断没有提供任何有关管理人员的资料，以及对 jazz club 营销的任何设想，就断然认为有好的市场环境就会赚钱。

结论：他们应该更多地考虑如何经营俱乐部以保证赚钱，而不能只依赖外部的环境。另外，究竟人们去 jazz club 的原因是什么，人们花在俱乐部上的钱又会是多少，都还有待进一步调查。

Argument

The following appeared in a memorandum issued by the strategic planning department at Omni Inc.

“Mesa Foods, a manufacturer of snack foods that currently markets its products within a relatively small region of the country, has strong growth potential. Mesa enjoyed a 20 percent increase in profits last year, and its best-selling product, Diabolique Salsa, has had increased sales over each of the past three years. Since Omni Inc. is interested in reaching 14-to-25 year olds, the age group that consumes the most snack food, we should buy Mesa Foods, and concentrate in particular on marketing Diabolique Salsa throughout the country.”

分析：

A. 因果错误+外推类错误：首先，Mesa 去年一年 20% 的利润增长是否是因为产品销售增长，而不是其他金融行为？其次，即便是产品销售增长造成了利润增长，那产品利润增长也只是去年的情况（去年一年的利润是 20%），但是该公司持续的赢利表现如何，以及是否有证据表明这样的势头在今后也能保持，论断都没有提供这些资料。

B. 考虑问题不全面而忽略负面影响+错误类比：首先，考虑问题不全面——即便 Mesa 利润还能持续增长，但公司合并（Merge）涉及很多问题，比如两家公司的企业文化会不会冲突，Omni Inc 对零食产业或是食品行业是不是有优势，涉足零食产业与 Omni Inc 的其他产业会不会有冲突，另外还有经营管理上的问题等等都有可能因为合并而产生矛盾。论断单纯以该公司去年 20% 的利润增长就认为合并后也会给 Omni Inc 带来同样的前景，非常武断。其次，错误类比——论断对于涉足零食产业会为他们赢得目标顾客这点说得很片面。Omni Inc 对 14~25 岁的顾客有兴趣，他们消费大多数的零食，但是 Mesa Food 公司的消费群是什么样的，是不是 14~25 岁的人群呢？因为很有可能该公司的零食主要由其他年龄段的人消费，比如儿童、老人，或者其他的人。如果没有证据证明他们是这个年龄段的话，购买该公司产品就不会符合 Omni Inc 的兴趣。

C. 由个体推整体类错误：即便合并能带来赢利，但是未必能在全国内带来盈利，获得成功，正如作者所说，Mesa Foods 的产品 Diabolique Salsa 的销量增长只在作者所说的“本国相对较小区域”，因为该公司是一家地方性公司，Diabolique Salsa 销量好只能说明它非常符合当地人的口味，那么其他地区的人会不会也喜欢这种口味很值得怀疑。仅凭论断中简单的描述，不能得出结论说该公司很有发展潜力。

结论：该论断忽视了合并会给市场经营带来的影响，也没有提供足够有力的证据证明 Mesa Food 公司的赢利能力以及是否符合 Omni Inc 的兴趣。若要成功地说明 Omni Inc 合并 Mesa 后会赢利，还需要提供该公司的消费群特征、产品的发展空间，以及该公司具体的

赢利业绩。

Argument

The following appeared in a letter to the editor of a local newspaper from a citizen of the state of Impecunia.

“Two years ago our neighboring state, Lucria, began a state lottery to supplement tax revenues for education and public health. Today, Lucria spends more per pupil than we do, and Lucria’s public health program treats far more people than our state’s program does. If we were to establish a state lottery like the one in Lucria, the profits could be used to improve our educational system and public health program. The new lottery would doubtless be successful, because a survey conducted in our capital city concludes that citizens of Impecunia already spend an average of \$50 per person per year on gambling.”

分析：

A. 调查类错误+个体推整体：标志词 a survey conducted in our capital city。调查样本选择是否随机，是否具有代表性，绝对数量以及相对比值是否足够大？即便调查的方法以及数据合理，但是论断仅凭一个在首都地区的调查就得出关于该州人的整体情况的结论。论据没有给出任何资料以表明该市能够代表该地区整体情况。根据常识，首都地区的居民收入会相对高一些，冒险和尝试新鲜事物的人都会多一些，因而不能代表那些小城市。

B. 充分条件类错误：标志词 lottery 和 gambling。即便上述调查结果可以代表全州，即全州人每年都消费 50 美元在博彩上（作者原文中提到的 gambling），但是人们未必买彩票，也未必买本州政府推出的彩票，因为博彩包括很多种方式，并不只有彩票这一种形式。

C. 因果错误+错误类比+外推错误：标志词 neighboring state。首先，Lucria 教育和医疗花费更多未必是由于买彩票带来的好处，可能是其他原因造成的，可能本来就投入多，可能政府总收入就多，也可能这两年比较特殊，有重大项目。其次，即便确实是由于彩票带来的好处，那也是两年前的事情，现在彩票未必能带来两年前那样的好处。第三，即便现在或将来买彩票也可以带来收益，但是两个相邻的州之间有许多不同，也不能随意模仿，论断引用邻近城市的经验，缺乏可比性。因为论断没有提供两个城市除了地理相近之外的任何相似情况，比如说居民收入、文化风俗、居民年龄以及行业分布等等，这些都会影响居民对于抽奖的心态。

D. 攻击 Profit 类错误：标志词 profits。论断认为抽奖无疑会成功，但却没有提供任何有关保证其成功的措施。因为，利润不仅和收入有关，而且和成本也相关（Profit=Revenue—Cost），我们知道抽奖的规则以及奖金的制定都是非常复杂的，它既要保证最终赢利，又要用足够的奖金（成本）来刺激抽奖者。没有这些资料，看不到任何成功的迹象。

结论：论断仅凭邻近城市的经验和首都地区的调查就得出结论，非常草率。要了解这项措施是否会成功，还需要提供一些资料，比如该州居民对于抽奖的看法，对于当地教育和公众医疗状况的看法。另外，邻近城市的经验也值得参考，但需要了解的是当地医疗和教育方面取得的成绩有多少是因为抽奖而带来的。

Argument

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.”

分析:

A. 无理假设类错误: 论断的前提是这种服装现在会有市场, 但这并不一定。论者说因为他们五年没有生产, 而他们最大的竞争对手也不再生产, 所以市场的需求肯定很好。但是论者既没说五年前这种服装的市场如何, 也没有做具体的调查以证明现在消费者的确还喜欢这种服装。而他们最大的竞争对手不再生产的原因是什么, 有没有可能因为这种服装已不受人欢迎, 所以才停止生产呢? 这些作者都没有提供, 所以论断的前提并不一定成立。

B. 整体推个体错误+外推类错误: 五年来服装价格上涨了, 未必羊毛外衣价格上升, 也许羊毛价格不升反而下降(导致市场不景气使得竞争对手退出, 用他自己的话驳斥他的结论); 即便羊毛价格上升, 那也是5年前的事情, 未必代表现在和将来其价格也会上升; 即便现在甚至将来还在上升, 没有任何信息告诉我们消费者会买, 更别说掏更多的钱买了。

C. 攻击 Profit 错误: 有很多方面都会影响是否赢利, 其中成本是一个很重要的因素, 而羊毛外衣现在的成本是多少, 与五年前相比是高还是低, 与其他项目相比又如何, 论者也都没有提供相关的资料。另外公司退出这个市场五年, 其中的变化也没有考虑进去, 市场对公司的品牌陌生了, 广告要重新做; 公司对市场陌生了, 调查和分销点要重新来, 这些都会影响公司是否赢利。论断没有考虑其他因素而武断地得出结论, 这样很有可能使公司陷入财政赤字。

结论: 论断仅凭猜测而没有做任何实际调查就得出结论, 这样非常荒谬。要说服人, 需要了解现在的服装市场, 以及目前的运营成本。

Argument

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. Clearly, eating a substantial amount of fish can prevent colds. Since colds are the reason most frequently given 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.”

分析:

A. 调查类错误+因果类错误: 论断引用一份在东部地区的研究, 说当地人吃鱼多, 一年只去医院看一两次感冒。首先, 东部地区的调查样本选择是否随机, 是否具有代表性, 样本数量是否足够大。其次, 感冒的人不一定都会去医院, 一年去医院接受一两次感冒治疗并不意味着一年只得一两次感冒, 有很多感冒的人自己在家休息或吃药。第三, 即便东部的人确实一年只感冒一两次, 但未必是由于吃鱼而防止了感冒, 可能是其他原因, 例如东部地区的水土、环境、卫生措施。没有这些资料, 就不能从这份研究中确信东部人是因为吃鱼使患感冒的频率少了。

B. 错误类比类(地区间的错误类比): 即便东部地区的人吃鱼防止了感冒, 但是西部地区未必能引用这一个做法来预防感冒, 因为东西部地区环境不同, 引起的感冒原因可能不同, 吃鱼预防感冒未必能解决西部地区的感冒问题。

C. 错误类比类（物质间的错误类比）：即便西部地区的人也能通过吃鱼预防感冒，但是正如论者所说，从鱼油里面提炼出的 Ichthaid 物质未必能够起到和鱼同样的作用。论断的前提是 Ichthaid 能起到和鱼一样的效果，但论者没有提供任何资料证明这一点。虽然说吃鱼能够防止感冒，但这并不意味着鱼油也能防止感冒，更不能保证鱼油中的某种成份如 Ichthaid 能有这样的效果。因为从鱼到鱼油再到 Ichthaid 有一个提炼过程，论者没有提供证据证明防止感冒的成分都留在了 Ichthaid 里。

D. 急于概括类错误：论者认为感冒是旷工旷课最常用的理由，所以减少感冒也就是减少旷工旷课的好办法。但是论者没有提供资料有多少旷工旷课的人是因为感冒，还是以感冒为借口。我们都知道身体不舒服是最容易请到假的，另外 Ichthaid 有没有副作用，论者也没有提供资料。如果说感冒减少后，人们改用其他的借口，或是患肠胃病的人又多了，这就显然不是一个好办法。

Argument

Claitown University needs both affordable housing for its students and a way to fund the building of such housing. The best solution to this problem is to commission a famous architect known for experimental and futuristic buildings. It is common knowledge that tourists are willing to pay money to tour some of the architect's buildings, so it can be expected that tourists will want to visit this new building. The income from the fees charged to tourists will soon cover the building costs. Furthermore, such a building will attract new students as well as donations from alumni. And even though such a building will be much larger than our current need for student housing, part of the building can be used as office space.

分析：

A. 无理假设：论述者假定，一位著名建筑师设计的一些建筑物曾吸引过许多游客并因此成为收费来源，故游客们同样也会花钱来参观由这位建筑师设计建造的新学生公寓楼。这样一种逻辑推理缺乏证据。情况有可能是，其他此类建筑建造于旅游区，建造时带着专门吸引旅游者的设想。此类建筑实例比比皆是：纽约的帝国大厦和前世贸大厦、上海的东方明珠塔、巴黎的卢浮宫博物馆。所有这些建筑的建设意图就是为了吸引游客。

B. 考虑问题不全面之忽略成本：雇用一位著名建筑师将会昂贵至极，因为这样的建筑师，其服务在全球范围内供不应求。这位建筑师一个人所值的额外费用，加之未来派或实验性设计的费用也将极其高昂，这一可能性使得这一想法无法操作。

C. 考虑问题不全面之对学生的负面影响：论述者没有考虑到入住到这座未来派或实验性建筑中的学生的看法。这位论述者自以为这样一座大楼会吸引学生来该大学入学，如同论述者所假设的能吸引旅游者一样。即使我们假定这幢大楼真的能吸引旅游者，但哪一个学生，或哪一个人会愿意居住在一个不断被陌生人观光浏览的居室里呢？

D. 最后，论述者假设所要建造的大楼将从校友们那里得到捐款。相反，情况更有可能适得其反。聘请一位收费高昂的建筑师来设计建造一座费用高昂的学生公寓，这一工程可能会令校友们怒发冲冠，而不是取悦他们——这会被视作浪费钱财，校友们有可能拒绝再向该校提供任何捐助。此外，在没有任何事实依据的情况下，论述者陈述道，拟建的大楼将会规模庞大，超出目前学生的居住需求，但多余的空间可用作办公空间。这暗示论述者早已预见到了某些计划，或已制定出了某些计划，这些表明这里存在着某种利害关系的冲突，而这一点正是需要作进一步调查的。

Argument

The Department of Education in the state of Attra recommends that high school students be

assigned homework every day. Yet a recent statewide survey of high school math and science teachers calls the usefulness of daily homework into question. 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, if at all.

分析:

A. 因果关系类错误+错误类比: 首先, 两个学校的成绩差异及留级率未必与作业多少有关, 有可能是学生的差异, 很可能三里和马里两学区的学生学术能力水平不同。不同的学区可能具有完全不同的学生构成, 这直接影响到学生的总体成绩以及学生是否更可能需要留级重读。马里区的学生可能比三里区的学生更聪明, 因此可以解释两区在总体成绩和不及格率方面的诸多差异——这些差异可能与家庭作业的数量毫无关系。由于没有探讨这种可能性, 该论证显得苍白无力。另外, 造成成绩差异的原因可能是不同学校的考核标准不同等。

B. 必要条件错误: 即便是由于作业次数少导致了马里区学生的成绩比三里区的差, 留级率高, 但减少作业次数未必是必要条件, 有可能有其他更好的方法, 比如提高教师质量, 增加教学设备等等。同时, 很可能马里区的家庭作业比三里区的家庭作业范围更广泛, 或许需要花两三天才能完成。如果家庭作业需要花更长的时间完成, 马里区的老师自然就会减少布置作业的次数, 尽管所完成的家庭作业的总量会与三里区的相同。由于忽视了两区所布置作业的数量和困难程度, 该论证的力度遭到了进一步削弱。

C. 调查类错误: 即便成绩的确和作业次数有关, 但是该论断只是基于对两个高中的两门课的调查, 无法代表所有高中的所有课程。调查只涉及高中数学和科学教师, 而不是普遍的高中教师。很可能, 由于两区对科目重视不同而造成家庭作业不同。例如, 或许三里区比马里区更强调数学和科学, 从而要求给学生布置更多的家庭作业。仅从一个或两个区的两个科目的调查就得出结论, 说所有教师都应该少布置家庭作业, 这是不能让人信服的。

范文:

In this argument, the arguer concludes that all teachers in his or her town's high schools should assign homework no more than twice a week, if at all. The arguer bases the argument on a statewide survey showing that in the district of Sanlee, eighty-six percent of the teachers reported assigning homework three to five times a week while less than twenty-five percent of the teachers reported assigning homework three to five times a week. The arguer claims that despite this, students in Marlee earn better grades overall and are less likely to be required to repeat a year of school than are students in Sanlee. This argument is unconvincing because the arguer ignores several possible reasons other than the number of days that homework is assigned for these discrepancies.

First of all, the survey only contacted high school math and science teachers, not high school teachers in general. It is possible that there is a difference in homework assignments given by the two different districts because of a difference in subject emphasis. For example, perhaps Sanlee focuses more on science and math than Marlee and therefore requires more homework assignments of its students. A survey that covers only two subject areas in only two school districts is hardly convincing that all teachers should assign less homework.

Secondly, it is possible that homework assignments in Marlee are more extensive than those given

in Sanlee, perhaps taking two or three days to complete. If the homework assignments take longer to complete, the teachers in Marlee would naturally assign homework less often, although the overall amount of homework completed would be the same as in Sanlee. Ignoring the length and difficulty of the homework that is assigned in the two different districts further weakens the argument. Simply assigning homework on more days does not necessarily mean that the total amount of homework is any different between the two school districts.

Furthermore, it is possible that the students themselves have differing levels of academic ability in Sanlee as opposed to Marlee. School districts can have a vastly different composition of students that directly affect overall grade results and whether students are more likely to be required to repeat a year of school. Students in the Marlee district may simply be brighter students than those in Sanlee, thus explaining the differences in overall grades and failure rates—it could have nothing to do with how much homework is assignment. Failing to address this possibility further weakens the argument.

In summary, this argument is based on a very narrow study of only two subjects, in two school districts, with ambiguous results. To strengthen the argument, the arguer needs to directly compare all aspects of the two different districts with his or her own school district before jumping to the conclusion that all teachers in the district should assign homework no more than twice a week, if at all.

Argument

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 softball and soccer, over 80, 000 of these young players suffered injuries. When interviewed for a recent study, youth-league softball players in several major cities also reported psychological pressure from 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 apparently outweigh any advantages, we in Parkville should discontinue organized athletic competition for children under nine.”

分析：

A. 调查类错误：该项研究仅是针对一个体育项目而言的，而非针对所有类型的体育比赛。它仅仅是在大城市进行的一份调查研究， 如果它仅报告说一些数量不明的孩子感到承受着心理压力， 不对相关术语进行定义， 仅涵盖一种类型的体育活动， 且仅在某几座大城市进行， 它只能当作极为微弱的证据， 不足以来说明人们停止 9 岁以下儿童进行有组织的体育比赛。

B. 论据含糊+没有全面考虑正负得失： 即便调查具有代表性， 原文也没有全面考虑正负得失。首先，报告中并没有确说明， **disadvantage** 具体有多大， 即没有说明受伤类型， 也没有说明受伤程度； 专家说会占用课余时间， 但具体占用多少， 是否真的影响学习在报告中也未提及。其次， 即便 **disadvantage** 很多， 但没有说 **advantage**。也许好处更多， 例如锻炼身体有利于青少年的情商教育、 性格培养， 在紧张的学习环境下达到放松身心的目的， 从而促进学习等等。没有通过比较就说 **the disadvantage apparently outweigh any advantage** 是站不住脚的。

C. 整体推个体错误： 即便弊大于利， 那也是全国的调查和结果， 不能推出 **Parkville** 和全国的情况是一样的， 因为有可能 **Parkville** 地区孩子们运动受伤的情况和受伤原因与全国不同， 甚至 **Parkville** 开设的体育项目也与全国其他地区不同。

D. 急于概括：作者轻率地得出结论 Parkville 市应该终止 9 岁以下的儿童进行任何有组织的体育比赛。即便要停止部分体育比赛，但不能向作者所说停止所有体育比赛，同时我们可以质疑这种做法的必要性和惟一性，因为可能还有更好的做法，例如给体育运动加强安全保护等。

Argument

The following recommendation was made by the Human Resources Manager to the board of directors of the Fancy Toy Company.

“In the last three quarters of this year, under the leadership of our president, Pat Salvo, our profits have fallen considerably. Thus, we should ask for her resignation in return for a generous severance package. In Pat’s place, we should appoint Rosa Winnings. Rosa is currently president of Starlight Jewelry, a company whose profits have increased dramatically over the past several years. Although we will have to pay Rosa twice the salary that Pat has been receiving, it will be well worth it because we can soon expect our profits to increase considerably.”

分析：

A. 因果类错误：这位经理假定，新奇玩具公司的利润下滑应归咎于现任总裁，但却没有提供做出这一假设的任何理由。可能存在着无数个其他因素导致盈利能力下降，而这些因素却完全超出了这位总裁的驾驭能力，例如国内货币汇率的波动，国内市场或国外市场日益不景气的经济形势，以及使公司背上沉重开支的一场自然灾害等。

B. 外推类错误：即使我们假设在过去三个季度中利润的下降确实应归咎于公司现任总裁，但人力资源经理并没有列举出任何证据来证明利润下降将会持续下去。公司现任总裁有可能已经纠正了过去的失误，公司有可能已开始扭亏为盈。此时此刻更换公司总裁人选对公司来说可能有百害而无一利。

C. 忽略他因+错误类比：人力资源经理提议用星光珠宝公司的现任总裁来替代玩具公司的总裁。显然，这位经理所依据的仅仅只是这样一个事实，即星光珠宝公司的利润在过去几年中呈显著的增长势头。论述者没有提供任何证据来表明这种利润的增长在任何方面都归功于星光珠宝公司的总裁。此外，也没有列举出任何证据来证明星光珠宝公司的总裁对于经营一家玩具公司的设想符合该公司的现实发展需要。珠宝生意是一种截然不同的行业，所处理的是迥然不同的市场以及全然不同的产品。

第六节 新 GRE Argument 题库

Pool of Argument Topics

1. Woven baskets characterized by a particular distinctive pattern have previously been found only in the immediate vicinity of the prehistoric village of Palea and therefore were believed to have been made only by the Palean people. Recently, however, archaeologists discovered such a "Palean" basket in Lithos, an ancient village across the Brim River from Palea. The Brim River is very deep and broad, and so the ancient Paleans could have crossed it only by boat, and no Palean boats have been found. Thus it follows that the so-called Palean baskets were not uniquely Palean.

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

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

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

Write a response in which you discuss one or more alternative explanations that could rival the proposed explanation and explain how your explanation(s) can plausibly account for the facts presented in the argument.

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

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

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

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

"Of the two leading real estate firms in our town—Adams Realty and Fitch Realty—Adams Realty is clearly superior. Adams has 40 real estate agents; in contrast, Fitch has 25, many of whom work only part-time. Moreover, Adams' revenue last year was twice as high as that of Fitch and included home sales that averaged \$168,000, compared to Fitch's \$144,000. Homes listed with Adams sell faster as well: ten years ago I listed my home with Fitch, and it took more than four months to sell; last year, when I sold another home, I listed it with Adams, and it took only one month. Thus, if you want to sell your home quickly and at a good price, you should use Adams Realty."

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

12. Fifteen years ago, Omega University implemented a new procedure that encouraged students to evaluate the teaching effectiveness of all their professors. Since that time, Omega professors have begun to assign higher grades in their classes, and overall student grade averages at Omega have risen by 30 percent. Potential employers, looking at this dramatic rise in grades, believe that grades at Omega are inflated and do not accurately reflect student achievement; as a result, Omega graduates have not been as successful at getting jobs as have graduates from nearby Alpha University. To enable its graduates to secure better jobs, Omega University should terminate student evaluation of professors.

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

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

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

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

"A recent study rating 300 male and female Mentian advertising executives according to the average number of hours they sleep per night showed an association between the amount of sleep the executives need and the success of their firms. Of the advertising firms studied, those whose

executives reported needing no more than 6 hours of sleep per night had higher profit margins and faster growth. These results suggest that if a business wants to prosper, it should hire only people who need less than 6 hours of sleep per night."

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

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

"Recently, butter has been replaced by margarine in Happy Pancake House restaurants throughout the southwestern United States. This change, however, has had little impact on our customers. In fact, only about 2 percent of customers have complained, indicating that an average of 98 people out of 100 are happy with the change. Furthermore, many servers have reported that a number of customers who ask for butter do not complain when they are given margarine instead. Clearly, either these customers do not distinguish butter from margarine or they use the term 'butter' to refer to either butter or margarine."

Write a response in which you discuss one or more alternative explanations that could rival the proposed explanation and explain how your explanation(s) can plausibly account for the facts presented in the argument.

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

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

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

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

music. Instead we should change to a news and talk format, a form of radio that is increasingly popular in our area."

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

29. The following appeared in an editorial in a local newspaper.

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

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

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

"The birthrate in our city is declining: in fact, last year's birthrate was only one-half that of five years ago. Thus the number of students enrolled in our public schools will soon decrease dramatically, and we can safely reduce the funds budgeted for education during the next decade. At the same time, we can reduce funding for athletic playing fields and other recreational facilities. As a result, we will have sufficient money to fund city facilities and programs used primarily by adults, since we can expect the adult population of the city to increase."

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

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

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

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

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

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

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

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

"Several recent surveys indicate that home owners are increasingly eager to conserve energy. At the same time, manufacturers are now marketing many home appliances, such as refrigerators and

air conditioners, that are almost twice as energy efficient as those sold a decade ago. Also, new technologies for better home insulation and passive solar heating are readily available to reduce the energy needed for home heating. Therefore, the total demand for electricity in our area will not increase—and may decline slightly. Since our three electric generating plants in operation for the past twenty years have always met our needs, construction of new generating plants will not be necessary."

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

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

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

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

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

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

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

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

"An innovative treatment has come to our attention that promises to significantly reduce absenteeism in our schools and workplaces. A study reports that in nearby East Meria, where fish consumption is very high, people visit the doctor only once or twice per year for the treatment of

colds. Clearly, eating a substantial amount of fish can prevent colds. Since colds represent the most frequently given reason for absences from school and work, we recommend the daily use of Ichthaid—a nutritional supplement derived from fish oil—as a good way to prevent colds and lower absenteeism."

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

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

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

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

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

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

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

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

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

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

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

41. The following appeared in a health newsletter.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

46. The following appeared in a health magazine published in Corpora.

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

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

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

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

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

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

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

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

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

"Last year the number of students who enrolled in online degree programs offered by nearby Omni University increased by 50 percent. During the same year, Omni showed a significant decrease from prior years in expenditures for dormitory and classroom space, most likely because online instruction takes place via the Internet. In contrast, over the past three years, enrollment at

Humana University has failed to grow and the cost of maintaining buildings has increased. Thus, to increase enrollment and solve the problem of budget deficits at Humana University, we should initiate and actively promote online degree programs like those at Omni."

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

50. An ancient, traditional remedy for insomnia—the scent of lavender flowers—has now been proved effective. In a recent study, 30 volunteers with chronic insomnia slept each night for three weeks on lavender-scented pillows in a controlled room where their sleep was monitored electronically. During the first week, volunteers continued to take their usual sleeping medication. They slept soundly but 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.

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

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

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

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

"One month ago, all the showerheads on the first five floors of Sunnyside Towers were modified to restrict the water flow to approximately one-third of its original flow. Although actual readings of water usage before and after the adjustment are not yet available, the change will obviously result in a considerable savings for Sunnyside Corporation, since the corporation must pay for

water each month. Except for a few complaints about low water pressure, no problems with showers have been reported since the adjustment. Clearly, restricting water flow throughout all the twenty floors of Sunnyside Towers will increase our profits further."

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

53. The following appeared in a health magazine.

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

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

54. Humans arrived in the Kaliko Islands about 7,000 years ago, and within 3,000 years most of the large mammal species that had lived in the forests of the Kaliko Islands had become extinct. Yet humans cannot have been a factor in the species' extinctions, because there is no evidence that the humans had any significant contact with the mammals. Further, archaeologists have discovered numerous sites where the bones of fish had been discarded, but they found no such areas containing the bones of large mammals, so the humans cannot have hunted the mammals. Therefore, some climate change or other environmental factor must have caused the species' extinctions.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

"Most homes in the northeastern United States, where winters are typically cold, have traditionally used oil as their major fuel for heating. Last heating season that region experienced 90 days with below-normal temperatures, and climate forecasters predict that this weather pattern will continue for several more years. Furthermore, many new homes are being built in the region in response to recent population growth. Because of these trends, we predict an increased demand for heating oil and recommend investment in Consolidated Industries, one of whose major business operations is the retail sale of home heating oil."

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

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

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

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

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

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

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

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.

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

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

65. When Stanley Park first opened, it was the largest, most heavily used public park in town. It is still the largest park, but it is no longer heavily used. Video cameras mounted in the park's parking lots last month revealed the park's drop in popularity: the recordings showed an average of only 50 cars per day. In contrast, tiny Carlton Park in the heart of the business district is visited by more than 150 people on a typical weekday. An obvious difference is that

Carlton Park, unlike Stanley Park, provides ample seating. Thus, if Stanley Park is ever to be as popular with our citizens as Carlton Park, the town will obviously need to provide more benches, thereby converting some of the unused open areas into spaces suitable for socializing.

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

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

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

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

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

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

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

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

a further benefit, the publicity about the program would encourage more people to adopt pets from the shelter. And that will reduce the incidence of heart disease in the general population.

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

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

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

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

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

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

"Traffic here in Waymarsh is becoming a problem. Although just three years ago a state traffic survey showed that the typical driving commuter took 20 minutes to get to work, the commute now takes closer to 40 minutes, according to the survey just completed. Members of the town council already have suggested more road building to address the problem, but as well as being expensive, the new construction will surely disrupt some of our residential neighborhoods. It would be better to follow the example of the nearby city of Garville. Last year Garville

implemented a policy that rewards people who share rides to work, giving them coupons for free gas. Pollution levels in Garville have dropped since the policy was implemented, and people from Garville tell me that commuting times have fallen considerably. There is no reason why a policy like Garville's shouldn't work equally well in Waymarsh."

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

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

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

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

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

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

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

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

74. The president of Grove College has recommended that the college abandon its century-old tradition of all-female education and begin admitting men. Pointing to other all-female colleges that experienced an increase in applications after adopting coeducation, the president argues that coeducation would lead to a significant increase in applications and enrollment. However, the director of the alumnae association opposes the plan. Arguing that all-female education is essential to the very identity of the college, the director cites annual surveys of incoming students in which these students say that the school's all-female status was the

primary reason they selected Grove. The director also points to a survey of Grove alumnae in which a majority of respondents strongly favored keeping the college all female.

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

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

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

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

76. The following appeared in a newsletter offering advice to investors.

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

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

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

"Two years ago, the nearby town of Ocean View built a new municipal golf course and resort hotel. During the past two years, tourism in Ocean View has increased, new businesses have opened there, and Ocean View's tax revenues have risen by 30 percent. Therefore, the best way to improve Hopewell's economy—and generate additional tax revenues—is to build a golf course and resort hotel similar to those in Ocean View."

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

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

"Recently, we signed a contract with the Fly-Away Pest Control Company to provide pest control services at our fast-food warehouse in Palm City, but last month we discovered that over \$20,000 worth of food there had been destroyed by pest damage. Meanwhile, the Buzzoff Pest Control Company, which we have used for many years, continued to service our warehouse in 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.

79. Since those issues of *Newsbeat* magazine that featured political news on their front cover were the poorest-selling issues over the past three years, the publisher of *Newsbeat* has recommended that the magazine curtail its emphasis on politics to focus more exclusively on economics and personal finance. She points to a recent survey of readers of general interest magazines that indicates greater reader interest in economic issues than in political ones. *Newsbeat's* editor, however, opposes the proposed shift in editorial policy, pointing out that very few magazines offer extensive political coverage anymore.

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

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

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

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

81. The following appeared in a business magazine.

"As a result of numerous complaints of dizziness and nausea on the part of consumers of Promofoods tuna, the company requested that eight million cans of its tuna be returned for testing. Promofoods concluded that the canned tuna did not, after all, pose a health risk. This conclusion is

based on tests performed on samples of the recalled cans by chemists from Promofoods; the chemists found that of the eight food chemicals most commonly blamed for causing symptoms of dizziness and nausea, five were not found in any of the tested cans. The chemists did find small amounts of the three remaining suspected chemicals but pointed out that these occur naturally in all canned foods."

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

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

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

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

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

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

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

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

"Two studies of amphibians in Xanadu National Park confirm a significant decline in the numbers of amphibians. In 1975 there were seven species of amphibians in the park, and there were abundant numbers of each species. However, in 2002 only four species of amphibians were observed in the park, and the numbers of each species were drastically reduced. One proposed

explanation is that the decline was caused by the introduction of trout into the park's waters, which began in 1975. (Trout are known to eat amphibian eggs.)"

Write a response in which you discuss one or more alternative explanations that could rival the proposed explanation and explain how your explanation(s) can plausibly account for the facts presented in the argument.

85. In a study of the reading habits of Waymarsh citizens conducted by the University of Waymarsh, most respondents said that they preferred literary classics as reading material. However, a second study conducted by the same researchers found that the type of book most frequently checked out of each of the public libraries in Waymarsh was the mystery novel. Therefore, it can be concluded that the respondents in the first study had misrepresented their reading habits.

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

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

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

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

87. In a study of the reading habits of Waymarsh citizens conducted by the University of Waymarsh, most respondents said they preferred literary classics as reading material. However, a second study conducted by the same researchers found that the type of book most frequently checked out of each of the public libraries in Waymarsh was the mystery novel. Therefore, it can be concluded that the respondents in the first study had misrepresented their reading preferences.

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

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

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

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

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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.

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

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

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

Write a response in which you discuss one or more alternative explanations that could rival the proposed explanation and explain how your explanation(s) can plausibly account for the facts presented in the argument.

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

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

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

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

"A recent national survey found that the majority of workers with access to the Internet at work had used company computers for personal or recreational activities, such as banking or playing games. In an effort to improve our employees' productivity, we should implement electronic monitoring of employees' Internet use from their workstations. Using electronic monitoring

software is the best way to reduce the number of hours Climpson employees spend on personal or recreational activities. We predict that installing software to monitor employees' Internet use will allow us to prevent employees from wasting time, thereby increasing productivity and improving overall profits."

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

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

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

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

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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.

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

"Over the past ten years, there has been a 20 percent decline in the size of the average audience at Classical Shakespeare Theatre productions. In spite of increased advertising, we are attracting fewer and fewer people to our shows, causing our profits to decrease significantly. We must take

action to attract new audience members. The best way to do so is by instituting a 'Shakespeare in the Park' program this summer. Two years ago the nearby Avon Repertory Company started a 'Free Plays in the Park' program, and its profits have increased 10 percent since then. If we start a 'Shakespeare in the Park' program, we can predict that our profits will increase, too."

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

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

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

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

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

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

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

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

"Jazz music is extremely popular in the city of Monroe: over 100,000 people attended Monroe's annual jazz festival last summer, and the highest-rated radio program in Monroe is 'Jazz Nightly,' which airs every weeknight. Also, a number of well-known jazz musicians own homes in Monroe. Nevertheless, the nearest jazz club is over an hour away. Given the popularity of jazz in Monroe

and a recent nationwide study indicating that the typical jazz fan spends close to \$1,000 per year on jazz entertainment, a jazz music club in Monroe would be tremendously profitable."

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

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

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

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

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

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

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

Write a response in which you discuss one or more alternative explanations that could rival the proposed explanation and explain how your explanation(s) can plausibly account for the facts presented in the argument.

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

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

Write a response in which you discuss one or more alternative explanations that could rival the proposed explanation and explain how your explanation(s) can plausibly account for the facts presented in the argument.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

"Several factors indicate that KNOW radio can no longer succeed as a rock-and-roll music station. Consider, for example, that the number of people in our listening area over fifty years of age has increased dramatically, while our total number of listeners has declined. Also, music stores in our area report decreased sales of rock-and-roll music. Finally, continuous news stations in

neighboring cities have been very successful. We predict that switching KNOW radio from rock-and-roll music to 24-hour news will allow the station to attract older listeners and make KNOW radio more profitable than ever."

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

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

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

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

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

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

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

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

"Many other companies have recently stated that having their employees take the Easy Read Speed-Reading Course has greatly improved productivity. One graduate of the course was able to read a 500-page report in only two hours; another graduate rose from an assistant manager to vice president of the company in under a year. Obviously, the faster you can read, the more

information you can absorb in a single workday. Moreover, Easy Read would cost Acme only \$500 per employee—a small price to pay when you consider the benefits. Included in this fee is a three-week seminar in Spruce City and a lifelong subscription to the Easy Read newsletter. Clearly, to improve productivity, Acme should require all of our employees to take the Easy Read course."

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

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

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

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

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

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

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

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

"Recently, we signed a contract with the Fly-Away Pest Control Company to provide pest control services at our warehouse in Palm City, but last month we discovered that over \$20,000 worth of food there had been destroyed by pest damage. Meanwhile, the Buzzoff Pest Control Company, which we have used for many years in Palm City, continued to service our warehouse in Winterville, and last month only \$10,000 worth of the food stored there had been destroyed by pest damage. This difference in pest damage is best explained by the negligence of Fly-Away."

Write a response in which you discuss one or more alternative explanations that could rival the proposed explanation and explain how your explanation(s) can plausibly account for the facts presented in the argument.

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

"Recently, we signed a contract with the Fly-Away Pest Control Company to provide pest control services at our warehouse in Palm City, but last month we discovered that over \$20,000 worth of food there had been destroyed by pest damage. Meanwhile, the Buzzoff Pest Control Company, which we have used for many years in Palm City, continued to service our warehouse in 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.

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

"A recent study rating 300 male and female advertising executives according to the average number of hours they sleep per night showed an association between the amount of sleep the executives need and the success of their firms. Of the advertising firms studied, those whose executives reported needing no more than six hours of sleep per night had higher profit margins and faster growth. On the basis of this study, we recommend that businesses hire only people who need less than six hours of sleep per night."

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

119. Evidence suggests that academic honor codes, which call for students to agree not to cheat in their academic endeavors and to notify a faculty member if they suspect that others have cheated, are far more successful than are other methods at deterring cheating among students at colleges and universities. Several years ago, Groveton College adopted such a code and discontinued its old-fashioned system in which teachers closely monitored students. Under the

old system, teachers reported an average of thirty cases of cheating per year. In the first year the honor code was in place, students reported twenty-one cases of cheating; five years later, this figure had dropped to fourteen. Moreover, in a recent survey, a majority of Groveton students said that they would be less likely to cheat with an honor code in place than without.

Write a response in which you discuss one or more alternative explanations that could rival the proposed explanation and explain how your explanation(s) can plausibly account for the facts presented in the argument.

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

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

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

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

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

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

"In a controlled laboratory study of liquid hand soaps, a concentrated solution of extra strength UltraClean hand soap produced a 40 percent greater reduction in harmful bacteria than did the liquid hand soaps currently used in our hospitals. During our recent test of regular-strength

UltraClean with doctors, nurses, and visitors at our hospital in Worktown, the hospital reported significantly fewer cases of patient infection (a 20 percent reduction) than did any of the other hospitals in our group. The explanation for the 20 percent reduction in patient infections is the use of UltraClean soap."

Write a response in which you discuss one or more alternative explanations that could rival the proposed explanation and explain how your explanation(s) can plausibly account for the facts presented in the argument.

123. The following appeared in a health newsletter.

"A ten-year nationwide study of the effectiveness of wearing a helmet while bicycling indicates that ten years ago, approximately 35 percent of all bicyclists reported wearing helmets, whereas today that number is nearly 80 percent. Another study, however, suggests that during the same ten-year period, the number of accidents caused by bicycling has increased 200 percent. These results demonstrate that bicyclists feel safer because they are wearing helmets, and they take more risks as a result. Thus, there is clearly a call for the government to strive to reduce the number of serious injuries from bicycle accidents by launching an education program that concentrates on the factors other than helmet use that are necessary for bicycle safety."

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

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

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

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

125. The following appeared in a health newsletter.

"A ten-year nationwide study of the effectiveness of wearing a helmet while bicycling indicates that ten years ago, approximately 35 percent of all bicyclists reported wearing helmets, whereas today that number is nearly 80 percent. Another study, however, suggests that during the same ten-year period, the number of accidents caused by bicycling has increased 200 percent. These results demonstrate that bicyclists feel safer because they are wearing helmets, and they take more

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

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

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

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

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

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

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

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

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

"One month ago, all the showerheads in the first three buildings of the Sunnyside Towers complex were modified to restrict maximum water flow to one-third of what it used to be. Although actual readings of water usage before and after the adjustment are not yet available, the change will

obviously result in a considerable savings for Sunnyside Corporation, since the corporation must pay for water each month. Except for a few complaints about low water pressure, no problems with showers have been reported since the adjustment. Clearly, modifying showerheads to restrict water flow throughout all twelve buildings in the Sunnyside Towers complex will increase our profits further."

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

137. While the Department of Education in the state of Attra recommends that high school students be assigned homework every day, the data from a recent statewide survey of high school math and science teachers give us reason to question the usefulness of daily homework. In the district of Sanlee, 86 percent of the teachers reported assigning homework three to five times a week, whereas in the district of Marlee, less than 25 percent of the teachers reported assigning homework three to five times a week. Yet the students in Marlee earn better grades overall and are

less likely to be required to repeat a year of school than are the students in Sanlee. Therefore, all teachers in our high schools should assign homework no more than twice a week.

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

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

"To combat the recently reported dramatic rise in cheating among college students, colleges and universities should adopt honor codes similar to Groveton's, which calls for students to agree not to cheat in their academic endeavors and to notify a faculty member if they suspect that others have cheated. Groveton's honor code replaced an old-fashioned system in which teachers closely monitored students. Under that system, teachers reported an average of thirty cases of cheating per year. The honor code has proven far more successful: in the first year it was in place, students reported twenty-one cases of cheating; five years later, this figure had dropped to fourteen. Moreover, in a recent survey conducted by the Groveton honor council, a majority of students said that they would be less likely to cheat with an honor code in place than without."

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

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

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

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

140. While the Department of Education in the state of Attra suggests that high school students be assigned homework every day, the data from a recent statewide survey of high school math and science teachers give us reason to question the usefulness of daily homework. In the district of Sanlee, 86 percent of the teachers reported assigning homework three to five times a week, whereas in the district of Marlee, less than 25 percent of the teachers reported assigning homework three to five times a week. Yet the students in Marlee earn better grades overall and are less likely to be required to repeat a year of school than are the students in Sanlee. Therefore, we

recommend that all teachers in our high schools should assign homework no more than twice a week.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

"We recommend that Grove College preserve its century-old tradition of all-female education rather than admit men into its programs. It is true that a majority of faculty members voted in favor of coeducation, arguing that it would encourage more students to apply to Grove. But 80 percent of the students responding to a survey conducted by the student government wanted the school to remain all female, and over half of the alumnae who answered a separate survey also opposed coeducation. Keeping the college all female will improve morale among students and convince alumnae to keep supporting the college financially."

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

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

"We recommend that Grove College preserve its century-old tradition of all-female education rather than admit men into its programs. It is true that a majority of faculty members voted in favor of coeducation, arguing that it would encourage more students to apply to Grove. But 80 percent of the students responding to a survey conducted by the student government wanted the school to remain all female, and over half of the alumnae who answered a separate survey also opposed coeducation. Keeping the college all female will improve morale among students and convince alumnae to keep supporting the college financially."

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

149. 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.

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

"Homes in the northeastern United States, where winters are typically cold, have traditionally used oil as their major fuel for heating. Last year that region experienced 90 days with below-average

temperatures, and climate forecasters at Waymarsh University predict that this weather pattern will continue for several more years. Furthermore, many new homes have been built in this region during the past year. Because these developments will certainly result in an increased demand for heating oil, we recommend investment in Consolidated Industries, one of whose major business operations is the retail sale of home heating oil."

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

"Last October, the city of Belleville installed high-intensity lighting in its central business district, and vandalism there declined almost immediately. The city of Amburg, on the other hand, recently

instituted police patrols on bicycles in its business district. However, the rate of vandalism here remains constant. Since high-intensity lighting is clearly the most effective way to combat crime, we recommend using the money that is currently being spent on bicycle patrols to install such lighting throughout Amburg. If we install this high-intensity lighting, we will significantly reduce crime rates in Amburg."

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

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

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

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

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

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

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

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

"An innovative treatment has come to our attention that promises to significantly reduce absenteeism in our schools and workplaces. A study reports that in nearby East Meria, where

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

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

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

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

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

165. Humans arrived in the Kaliko Islands about 7,000 years ago, and within 3,000 years most of the large mammal species that had lived in the forests of the Kaliko Islands were extinct. Previous archaeological findings have suggested that early humans generally relied on both fishing and hunting for food; since archaeologists have discovered numerous sites in the Kaliko Islands where the bones of fish were discarded, it is likely that the humans also hunted the mammals. Furthermore, researchers have uncovered simple tools, such as stone knives, that could be used for hunting. The only clear explanation is that humans caused the extinction of the various mammal species through excessive hunting.

Write a response in which you discuss one or more alternative explanations that could rival the proposed explanation and explain how your explanation(s) can plausibly account for the facts presented in the argument.

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

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

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

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

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

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

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

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

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

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

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

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

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

"The surface of a section of Route 101, paved just two years ago by Good Intentions Roadways, is now badly cracked with a number of dangerous potholes. In another part of the state, a section of Route 40, paved by Appian Roadways more than four years ago, is still in good condition. In a demonstration of their continuing commitment to quality, Appian Roadways recently purchased state-of-the-art paving machinery and hired a new quality-control manager. Therefore, I recommend hiring Appian Roadways to construct the access roads for all our new shopping malls. I predict that our Appian access roads will not have to be repaired for at least four years."

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

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

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

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

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

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

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

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

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

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

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

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