**[Verbal Reasoning 20](http://borzabadi.persianblog.ir/page/24" \o "Link)**

1. The recent upheaval in the office-equipment retail business, in which many small firms have gone out of business, has been attributed to the advent of office equipment “superstores” whose high sales volume keeps their prices low. This analysis is flawed, however, since even today the superstores control a very small share of the retail market.

**Which of the following, if true, would most weaken the argument** **that the analysis is flawed?**

   (A) Most of the larger customers for office equipment purchase under contract directly from manufacturers and thus do not participate in the retail market.

   (B) The superstores’ heavy advertising of their low prices has forced prices down throughout the retail market for office supplies.

   (C) Some of the superstores that only recently opened have themselves gone out of business.

   (D) Most of the office equipment superstores are owned by large retailing chains that also own stores selling other types of goods.

   (E) The growing importance of computers in most offices has changed the kind of office equipment retailers must stock.

2. Division manager: I want to replace the **Microton** computers in my division with **Vitech** computers.

    General Manager: Why?

    Division manager: It costs 28 percent less to train new staff on the Vitech.

    General Manager: But that is not a good enough reason. We can simply hire only people who already know how to use the Microton computer.

**Which of the following, if true, most seriously undermines the general** **manager’s objection to the replacement of Microton computers with Vitechs?**

(A)  Currently all employees in the company are required to attend workshops on how to use Microton computers in new applications.

  (B) Once employees learn how to use a computer, they tend to change employers more readily than before.

(C)  Experienced users of Microton computers command much higher salaries than do prospective employees who have no experience in the use of computers.

  (D) The average productivity of employees in the general manager’s company is below the average productivity of the employees of its competitors.

  (E) The high costs of replacement parts make Vitech computers more expensive to maintain than Microton computers.

3. A discount retailer of basic household necessities employs thousands of people and pays most of them at the minimum wage rate. Yet following a federally mandated increase of the minimum wage rate that increased the retailer’s operating costs considerably, the retailer’s profits increased markedly.

**Which of the following, if true, most helps to resolve the apparent paradox?**

  (A) Over half of the retailer’s operating costs consist of payroll expenditures; yet only a small percentage of those expenditures go to pay management salaries.

  (B) The retailer’s operating costs, other than wages, increased substantially after the increase in the minimum wage rate went into effect.

(C)  When the increase in the minimum wage rate went into effect, the retailer also raised the wage rate for employees who had been earning just above minimum wage.

(D)  The majority of the retailer’s employees work as cashiers, and most cashiers are paid the minimum wage.

(E)   The retailer’s customer base is made up primarily of people who earn, or who depend on the earnings of others who earn, the minimum wage.

**ANSWER KEY: 1. B     2. C     3. E**