

GRE Analytical Writing

张亦武

GRE 写作是什么？

- 写作两道题：各半个小时
- Analyze an Issue

1. To understand the most important characteristics of a society, one must study its major cities.
2. Educational institutions have a responsibility to dissuade students from pursuing fields of study in which they are unlikely to succeed.
4. Claim: Governments must ensure that their major cities receive the financial support they need in order to thrive.

Reason: It is primarily in cities that a nation's cultural traditions are preserved and generated.

GRE 写作是什么？

- 写作两道题：各半个小时
- Analyze an Issue
- Analyze an Argument

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.

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.

GRE写作如何评分

- 一般是一个trained rater先看你的文章，给出一个0-6分的评分
- 之后是ETS的e-rater®软件来判
- 如果人与机器判的分数并不一致，那么机器分数作废，将由第二个考官判分，最终成绩为两个考官给出的成绩的平均
- 最终分数取平均值，精确到0.5

评分标准

高分：4-6分 评分标准里给出的是必须做到的标准

低分：任何一个问题的出现都会导致低分

- 理工科 or 艺术: 3 or 3.5
- 文科 or 商科: 4
- 极个别PhD: 5

Argument题4分标准

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 acceptable clarity
- Generally demonstrates control of the conventions of standard written English but may have some errors

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Argument题3分标准

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**

GRE写作误区

追求字数

Issue 4 分范文

In all actuality, I think it is more probable that our bodies will surely deteriorate long before our minds do in any significant amount. Who can't say that technology has made us lazier, but that's the key word, lazy, not stupid. The ever increasing amount of technology that we incorporate into our daily lives makes people think and learn every day, possibly more than ever before. Our abilities to think, learn, philosophize, etc. may even reach limits never dreamed of before by average people. Using technology to solve problems will continue to help us realize our potential as a human race.

If you think about it, using technology to solve more complicating problems gives humans a chance to expand their thinking and learning, opening up whole new worlds for many people. Many people are glad for the chance to expand their horizons by learning more, going to new places, and trying new things. It wasn't for the invention of new technological devices, I wouldn't be sitting at this computer trying to philosophize about technology. It would be extremely hard for children in much poorer countries to learn and think for themselves without the invention of the internet. Think what an impact the printing press, a technologically superior machine at the time, had on the ability of the human race to learn and think.

Right now we are seeing a golden age of technology, using it all the time during our every day lives. When we get up there's instant coffee and the microwave and all these great things that help us get ready for our day. But we aren't allowing our minds to deteriorate by using them, we are only making things easier for ourselves and saving time for other important things in our days. Going off to school or work in our cars instead of a horse and buggy. Think of the brain power and genius that was used to come up with that single invention that has changed the way we move across this globe. Using technology to solve our continually more complicated problems as a human race is definitely a good thing. Our ability to think for ourselves isn't deteriorating, it's continuing to grow, moving on to higher thought functions and more ingenious ideas. The ability to use what technology we have is an example

Issue 4 分范文

I disagree with the claim that individuals in a society have a responsibility to obey just laws and to disobey and resist unjust laws. I believe individuals are responsible to obey laws, whether they seem just or unjust. Promoting the idea that members of a society ought to disobey and resist any law with which they disagree is dangerous. We should encourage society members to use proper channels to challenge the laws which they believe are unjust.

Our society is based on democratic law. As such, our current laws represent values and needs of our society as a whole. If an individual of our society disagrees with a particular law, we could all be in danger if that individual belief conflicts with the greater good of our society. For example, if John believes he should be able to use methamphetamines, and therefore chooses to produce them in his home, spreading the use of methamphetamines in our country, this could put many other individuals in danger. Methamphetamine production create many toxic byproducts, and faulty production can result in dangerous explosions, both of which put his neighbors in harms way. John may be justified in his choice to endanger himself by using methamphetamines, but he is not justified to endanger his neighbors.

Some might argue that obeying unjust laws only serves to reinforce those laws, but I disagree. Many laws in our country and been changed or modified over the years. An important example is abortion. Abortion was previously illegal in our country. In resistance to the unjust laws, many women obtained illegal abortions. These abortions were not safe and were often performed under unsanitary conditions. Through our legal system, we have now ensured that women have the legal right to abortion. Seeking action through appropriate channels did not reinforce prohibition of abortion, but led to its legalization. By following the proper legal channels, and obtaining legalized abortion, women now have access to abortions at safe and sanitary medical facilities, and the unjust laws were changed.

As responsible citizens, we have the right to obey laws. The responsible response to unjust laws is to change them.

Issue 3分范文

There is no current proof that advancing technology will deteriorate the ability of humans to think. On the contrary, advancements in technology had advanced our vast knowledge in many fields, opening opportunities for further understanding and achievement. For example, the problem of debilitating illnesses and diseases such as alzheimer's disease is slowing being solved by the technological advancements in stem cell research. The future ability of growing new brain cells and the possibility to reverse the onset of alzheimer's is now becoming a reality. This shows our initiative as humans to better our health demonstrates greater ability of humans to think.

One aspect where the ability of humans may initially be seen as an example of deteriorating minds is the use of internet and cell phones. In the past humans had to seek out information in many different environments and aspects of life. Now humans can sit in a chair and type anything into a computer and get an answer. Our reliance on this type of technology can be detrimental if not regulated and regularly substituted for other information sources such as human interactions and hands on learning. I think if humans understand that we should not have such a reliance on computer technology, that we as a species will advance further by utilizing the opportunity of computer technology as well as the other sources of information outside of a computer. Supplementing our knowledge with internet access is surely a way for technology to solve problems while continually advancing the human race.

Issue 3分范文

The Purpose of stating the laws is to maintain law and order in the society. Without the laws there will not be any control on the behaviour of the individuals in the society. Laws are made for the welfare of society itself so it is the responsibility of each and every individual to obey the stated laws.

Obeying the laws is beneficial for society, but then the question arises that what is the difference between just and unjust laws? It depends on the thinking of individual to individual. For example in a country like India there is a law which give reservation for backward class people in most of the fields like education, employment etc. This law is supported by those who are benifited by this law but the people who dont get reservation are resisting such laws. Or a thief does a robbery, when robbery is a crime according to law which is just law for normal people but may be unjust for the thief. So whether a law which is just or unjust depends on individual perspective.

Take for example on the roads traffic signals every individual has to follow the signals or else there will be a lots of confusions, and also may result in to accidents. If each individual follows the laws there will be no confusions and the traffic movement will be smooth, thus every one in the traffic gets benifitted.

So it is the responsibility of each individual to obey the laws stated whether it may seem just or unjust to him. Even though the laws seems unjust the resistance can be shown in some different ways, but the laws must be obeyed. The best example of this is the recent movement in India about the Jan Lok Pal bill which will soon become a law. Thus the laws can also be changed or modified by the contribution of individuals but the its necessary that the laws are obeyed.

Even though one can voice his opinion about the unjust laws the resistance also has be to done as per the law. The laws cannot be classified as just or unjust as per an individual opinion. Thus to conclude the laws are made for the welfare of the society as a whole and not only for an individual so it is the responsibility of each and every individual to obey the prescribed laws whwther he likes it or not.

Argument 4 分范文

The problem with the argument is the assumption that if the Mason River were cleaned up, that people would use it for water sports and recreation. This is not necessarily true, as people may rank water sports among their favorite recreational activities, but that does not mean that those same people have the financial ability, time or equipment to pursue those interests.

However, even if the writer of the argument is correct in assuming that the Mason River will be used more by the city's residents, the argument does not say why the recreational facilities need more money. If recreational facilities already exist along the Mason River, why should the city allot more money to fund them? If the recreational facilities already in existence will be used more in the coming years, then they will be making more money for themselves, eliminating the need for the city government to devote more money to them.

According to the argument, the reason people are not using the Mason River for water sports is because of the smell and the quality of water, not because the recreational facilities are unacceptable. If the city government allotted more money to the recreational facilities, then the budget is being cut from some other important city project. Also, if the assumptions proved unwarranted, and more people did not use the river for recreation, then much money has been wasted, not only the money for the recreational facilities, but also the money that was used to clean up the river to attract more people in the first place.

Argument 4 分范文

The article suggests that the lagging economy of the region is to blame more than increased computer use for the decline of physical fitness for the population of Corpora. The article references that the levels of physical fitness is significantly less than it was twenty years ago, and computer use has drastically increased in that timespan. Yet it discounts computer use as a prime cause for the problem in stating that in areas of high computer use, physical fitness rates are also highest in the region. Then the article goes on to make a broad and unfounded claim that due to recent declines in physical fitness products, the poor economy of the region is most likely to blame. While it is true a lagging economy will tighten personal spending, there are many ways to stay fit. One would expect to see a reduction in physical fitness amounts during times of economic turmoil, but the drastic numbers mentioned in the article seem to indicate other factors are also responsible.

The problem here is that the article fails to take into account these other factors. It doesn't even address them. For instance, what other health issues have arisen in recent years? What about the forms of time-consuming entertainment? Did television watching also rise considerably in recent years? What trends can be traced to a reduced emphasis on physical fitness for the population? There are many factors that can affect how much people exercise. Although the economy might very well be a factor in declining physical fitness rates, is it the prime factor? The article should also take into account the neighboring areas and examine what effects the lagging economy has on measurable levels of physical activity. Do the same levels of physical fitness declines occur elsewhere in the region?

There is also another consideration to be made here. The article concludes that as the economy rebounds, fitness levels are most likely going to increase as well. Since the article fails to establish conclusively the economy is the prime culprit, there is no guarantee that fitness levels will rise. It also does not take into account the change in attitudes that might result toward exercise in the interim. In short, people can become lazy, and after all, there are many ways to stay fit other than purchasing equipment and utilizing gyms.

Although the article may be correct in its conclusions, there is no way to know that in the scope of given information. Most likely as the economy rebounds, levels will rise, but not to the levels expected. In conclusion, there are many factors left unanswered here.

Argument 3分范文

Surveys are created to speak for the people; however, surveys do not always speak for the whole community. A survey completed by Mason City residents concluded that the residents enjoy water sports as a form of recreation. If that is so evident, why has the river not been used? The blame can not be solely placed on the city park department. The city park department can only do as much as they observe. The real issue is not the residents use of the river, but their desire for a more pleasant smell and a more pleasant sight. If the government cleans the river, it might take years for the smell to go away. If the budget is changed to accommodate the clean up of the Mason River, other problems will arise. The residents will then begin to complain about other issues in their city that will be ignored because of the great emphasis being placed on Mason River. If more money is taken out of the budget to clean the river an assumption can be made. This assumption is that the budget for another part of city maintenance or building will be tapped into. In addition, to the budget being used to clean up Mason River, it will also be allocated in increasing riverside recreational facilities. The government is trying to appease its residents, and one can warrant that the role of the government is to please the people. There are many assumptions being made; however, the government can not make the assumption that people want the river to be cleaned so that they can use it for recreational water activities. The government has to realize the long term effects that their decision will have on the monetary value of their budget.

Argument 3分范文

Since the level of fitness has gone down and computer use has gone up, it is not sure that there is a causal relationship. The assumption that computer usage effects a Corpora citizens level of fitness is somewhat valid, however there could be other factors. Since the level of spenditure on fitness-related products has gone down, maybe the standard of living went down also or the price of fitness-related products went up. Since there can be many other factors which cause this decline researchers must examine them.

The level of fitness in Corpora could have went down with change in the standard of living. Yes, computer use has increased and people are sitting at the computer more instead of doing other things are fitness related. People could be spending more time in the workforce or spending more to in educational institutions. Over time people have become more sedintary, but computer can not totally explain this decline in fitness levels.

The envirnoment may be to blame also. May be in Corpora there are not as many recreational areas for fitness activities. The price of joining a gym has increased or the amount of fitness centers in Corpora are decreasing. People may want to be fit but since things are changing they are not able to, unlike before. Technology has increased across the world and if this is a causual relationship in Corpora, there should be a global effect. The assumption that computer use effects fitness level is somewhat valid. But can not be totally to blame to the decrease in fitness in Corpora.

GRE写作误区

追求字数

考察语言

需要华丽

必须写完

必须完美

Argument 是驳论文

Analyze an Argument

- 其实是论证分析，并不是驳论
- 每道题都有一个被支持的Conclusion，来支持结论的我们叫Premise，前提
 - 比如：GRE很难，所以我们一定要好好准备它。
 - 比如：这个女生头发很长，我猜她一定需要很长时间打理。
 - 比如：张亦武很胖，所以他一定吃的很多。
 - 比如：家里很整洁，肯定是女主人很勤快。
- 我们看不到的就是Assumption，而这是最重要的

Assumption

- You know what they say about assume, makes an ass out of u and me
- Assumption: 非事实，被作者主观默认的条件。是作者论证成立所必须依赖的非事实性前提
- Premise + Assumption = Conclusion

Argument中隐藏的conclusion

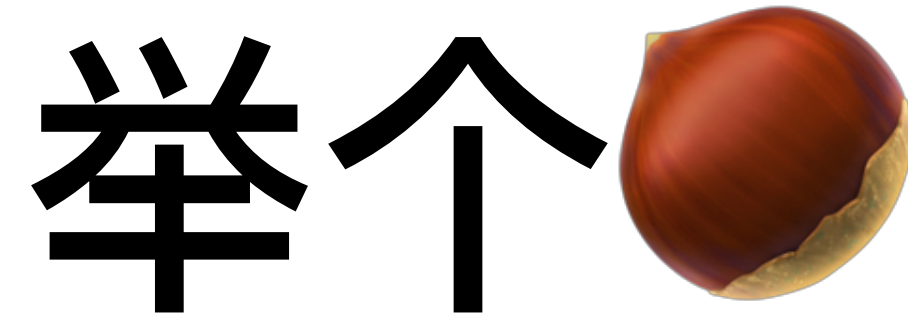
- 很多argument中光有前提并不能得出结论，但是作者会暗示一些下文论证当中必须依赖的判断，我们叫它Implication
- 比如：最近一次调查中，80%从新东方烹饪学校毕业的受访者表示他们比一般年轻人做饭好吃（P1）。鉴于小龙同学也在新东方烹饪学校报了名（P2），我们有理由相信小龙同学的厨艺也可以有很大的长进（C）。
- 大部分从新东方烹饪学校毕业的人做饭好吃是Implication 1，是因为上了新东方烹饪学校这些人做饭好吃是Implication 2.
- Premise 1 + Assumption 1 = Implication 1 Implication 1 + Assumption 2 = Implication 2
- [(Premise 1 + Assumption 1) + Assumption 2] + Premise 2 = Conclusion

如何Analyze an Argument

- 我们要提供的是一个分步骤的分析，需要按照推理路线逐步指出原文每一步的前提、结论（暗示）和假设
- 制造能够削弱原文论证的反例（counterexample）
 - 家里很整洁，一定是女主人很勤快
 - 反例：有个很勤快的保姆，女主人整天在沙发上睡大觉
- 指出使原文更严谨作者所需要提供的额外证据或信息

找argument

- 首先我们找explicit argument
- 常见的前提标志比如:because, since, for, as 之类的连词, given that, provided that, based on, now that 这样的搭配, 等等。
- 常见的结论标志比如:therefore, hence, thus, consequently 之类的副词, so 这样的连词, it can be concluded that ..., based on ... we can infer that ... 之类的结构, must, should, can(not), will 等表推测的情态动词, 等等。



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.

再举个🍑

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."

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- 我们找到了假设之后，按照要求就要造反例了
- 反例的目的：即使前提是真的，结论仍然可能不为真
- 反例必须
 - 符合常识（不坐船过河，飞过去 这种反例不可以）
 - 反对作者的假设
 - 不纯粹反对结论，要解释为什么
- 我们要解释为什么前提不见的支持结论，而不是结论本身有什么错误
- 更不能做的 是直接反对前提

最后一步

- 我们最后要做的，就是要求作者提出Additional evidence，这些额外的信息应当是加强论证，否定我们的反例存在的信息
- 比如：题1里 要求作者提出来信息证明历史上的确只有坐船可以过河，
ex：河一直是宽而深，没有可以绕的路，水流太急游不过去

模版之： Introduction

- 开头的策略：简单，省时间
- In the article/letter/passage, the author believes/tries to argue...
However, with a closer look/upon closer investigation/after deliberation, there seems to be some flaws in their line of reasoning.
- 我们在这把整个文章的结论复述一遍，但是因为结论的多样性，这里的表达方式可变。
- 给出文章的结论之后，我们要说作者的逻辑是有错误的

模版之：正文段

- 每一个正文段落都需要四个部分
- 第一部分：作者思路
 - 这里是作者的某一步骤的思路（如何到达结论）
- 第二部分：错误假设
 - 为什么有了前提但是不能得出结论
- 第三部分：详细论述
 - 举例、说理、合理假设
- 第四部分：辅助信息
 - 既然我们提出来了作者思路有可能不谨慎的地方，我们需要想如果有什么辅助信息就可以否认我们提出来的

模版之：正文

- 可以用Firstly, secondly, lastly来作为开头。也可以用First of all/furthermore/last but not least
- 假设：If/even if/given that/granted that/only when/unless/in that case/even so
- 推测：it is possible that.../it is equally (just as) possible that/another possibility is that/it is also likely that.../possibly/perhaps/chances are

Sample body paragraph

- #33

Firstly, the author believes restriction of water pressure would save water. (作者思路)

However, as it has been stated in the letter, the actual readings for water usage is not yet available, and thus we cannot reach the conclusion of whether this water saving attempt is actually fruitful. (错误假设) The author assumes that lowering the maximum water pressure of shower heads will result in lower water usage, but this may not be the case. It is entirely possible that due to the lowered water pressure, residents would need longer to shower. Since the ultimate water usage is determined by both water pressure and time of water flow, the attempt may actually increase water usage after all. There is also the possibility that the building's water pressure isn't high enough to take full advantage of the shower heads used beforehand, therefore the water flowing in the older shower heads may even be just 1/3 of its capacity. In this case, changing the shower heads would not change any water pressure at all. (详细论述) Without actual readings of water usage, or a comparison to the older shower heads, I believe a decision to switch could not be made just yet. (要求补充)

模版之： 结尾

- 结尾并不重要，因为我们已经把所有的错误和逻辑缺陷陈述清楚了。不要花费很多时间，不要写太长
- In conclusion/to sum it up/to conclude/overall, the author's argument is not very persuasive/logically sound/fool proof, there still needs to be more information present to make the argument more convincing/logically sound.
- 如果还有时间，写成这样之后先检查一下自己的正文段，如果还有时间，把之前要求补充的条件汇总一下：
- 最后一句话： Namely, regarding...

常见错误

- 因果
- 同时发生Correlation vs Causation关联不代表因果
- 先后发生不代表有因果

152. 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."

- C: $A + \text{HIL} - \text{车} = \text{good}$
- P1: $B + \text{HIL} = V_B$ decrease
- P2: $A + \text{车} = V_A$ constant
- 因果逻辑：
 - 作者思路：HIL是让B城犯罪率下降的最主要原因
 - 反驳：可能B城市的犯罪都是在白天发生的。或者天气变冷了/加强了警力/曾强了处罚力度，导致犯罪率急剧下降
 - 教育水平/社会福利/就业率上升了可以导致crime下降吗？
 - 在这里不可以，因为不是immediate effects

152. 因果反驳

- 作者思路：The author unfairly claims that the installation of high intensity lighting in Belleville is the major contributor to the vandalism reduction.
- 错误假设：Here, the author assumes that no other causes can equally account for the reduction of vandalism in Bellville, and high intensity lightning must be the reason for the reduction.
- 详细论述：However, in Belleville, not all the vandalism may have happened during nighttime, some or the majority of which may occur during the day when the lighting is turned off. In that case, the reduction of the vandalism would have resulted from other actions. Moreover, iit is quite possible that Bellville may also have intensified the police presence in the city and/or strengthened the penalty for such crimes, which can greatly aid in the reduction of vandalism rates in Bellville.
- 辅助信息：Therefore, the author needs to provide additional evidence to address the question as to whether other changes can have an impact on the rate of vandalism. Otherwise, the author cannot convince the public that the installation of the high intensity lighting was indeed beneficial to the controlling of vandalism in Belleville and in turn there is no reason for the city of Hamburg to imitate such measures.

71. 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."

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

- C: HW+Golf和Resort=better economy + additional tax revenue
- P1:OV+G&R = tourism increase + new businesses +30%increase in tax
 - 因果互换：有可能是因为旅游的人增多了，所以才要盖酒店
 - 因果关系：tourism上涨可能是因为开发了新的旅游景点和建了新的机场

常见错误

- 类比
- National/Nationwide 与x城相比
- X公司与Y公司相比
- 个体与个体不同/个体与整体不同/整体与个体不同
- 过去与现在相比

152. 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."

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

- C: $A + \text{灯} - \text{车} = \text{crime rate reduction}$
- P1: $B + \text{灯} = V_B \text{ decrease}$
- P2: $A + \text{车} = V_A \text{ constant}$
- 作者思路：作者认为B+L好代表A+L也好
- 错误假设：A跟B是两个不同的个体，作者有类比错误
- 详细论证：（B+L好是因为B的某个特性。这个特性在A没有或者完全不同。而如果A在没有跟B有这个同样特性的前提下加了L，L则无效）*1~2个能用来反驳的本质性区别
- 辅助信息：作者需要更多信息来证明城市之间的差异问题，要不然作者无法证明A+L一定会好。

- 作者思路： Last, the author goes further by suggesting that the city of Amburg could refer to the high-intensity lighting in Bellville to reduce vandalism
- 错误假设： However, the author does not consider that great differences may exist between those two cities, and such differences would weaken the comparison between the two.
- 详细论述： Chances are that crimes in the city of Belleville mostly happen in the night time, and the purpose of installing high-intensity lighting is to expose vandals. Yet, vandalism in Hamburg may often occur in bright day light, so lighting at night would be rendered useless, which could also justify the initiative of employing patrols during the day in the first place. Furthermore, granted that vandalism happens at night in both cities, maybe a well-designed city layout and relatively lower buildings of Belleville might facilitate the high-intensity illumination to prevent crimes from happening in some corners. On the contrary, comparatively tall and dense buildings that might make up most of Amburg might create more shadows with illumination, providing a more ideal environment for crimes.
- 辅助信息： Therefore, the author has to provide more information to address the possible differences between different cities. Otherwise, the author cannot simply propose that Amburg should copy the successful experience of Belleville to control the rate of vandalism.

常见错误

- 证词
- 标示：report, study, survey, test, say, plan
- 反例：指出证词中不真实可能的原因。
 - 具体在调查研究当中：数据量太小，取样方式不随机，问卷问题有偏向等，调查过程影响回答
 - 具体在计划当中：某些原因使得计划无法实施，或者实施之后不能起到效果

20. 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.

其他反例

- 政府的话 不能信；反例：换下一任官员就作废了，或者这个官员为了选举做出来的承诺可能不会遵守
- 看到百分比想绝对值；反例：即使是2% 那如果是北京人口的2%呢？不能表示数量很少
- 看到显著增长，下降很多 想基数；反例：喜欢张亦武的课的人大幅度增加，因为原来只有2个人，现在只有4个人
- 不抱怨等于没有问题；反例：有些人不抱怨饭难吃，因为下次不来了；有些人不抱怨因为没有完善的投诉方式

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.

#1

- Premise 1: 河又宽又深
 - Conclusion 1:只能用船才能过河
 - Assumption: 河从古至今一个样
- Premise 2: 没有从P城找到船
 - Conclusion 2: P城的人没法过河
 - Assumption: P城的人没有别的方法过河, L城的人没有来过P城
- Premise 3: 既然没有P城的人能过河
 - Conclusion 3:一定不是P城一个地方才能做这种篮子
 - Assumption: 这个篮子一定是L城的人做的

#1 [intro]

In the passage, the author gives us some information with the aim to convince us that the “Palean” basket found in Lithos was made there.

However, her line of reasoning has some flaws, as I shall explain below.

33. 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."

(49,121,122)

106. 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."

(119,120,153)

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."

45. 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."

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."

57. 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."

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."

- 结论: Birth order influences level of stimulation
- P1: Results from study of 18 monkeys
- P2: Humans display the same pattern
- P3: Both baby monkeys and mom monkeys = same pattern/same cause

- 证词类：18只猴子太少了，不能代表所有的猴子。另外，我们不能确定猴子是如何挑选的（野生vs实验室内长大）
- 类比：人类与猴子的对比，然后延伸到all individuals。不同物种有不同的biological structure, brain capacity, genes etc. 我们不能直接从猴子和人的实验来预测所有的物种
- 因果：Birth order和levels of cortisol虽然可能有关联，但是不代表有因果关系。对于小猴子来说，可能是他们有不同的Social Responsibility，对于怀孕的母猴，是经验来决定他们的stimulation。

23. 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."

(93,95,156)

95. 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."

53. 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."

(54,75)

61. 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.

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.

#19,21

52. 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."

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."

48. 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."

123. 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."

124. 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."

126. 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."

27. 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."

38. 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.

97. 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."

(30,98,99,159)

34. 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."

78. 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. (80)

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

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

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

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

76. 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." (77)

162. 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."

160. 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."

65. 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."

(66, 108)

46. 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."

(43)

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."

144. 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."

(145)

20. 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.

(112,113,131)

59. 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."

(114, 115, 117)

36. 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."

(88, 89)

37. 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.

(65)

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.

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.

18. 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.

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.

(81, 83)

32. 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."

(55, 87)

40. 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."

42. 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."

63. 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."

64. 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.

69. 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."

125. 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."

(127, 129)

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.

29. 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."

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."

(151, 164)

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.

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

"A recent study rating 300 male and female Mertian advertising executives according to the average number of hours they sleep per night showed an association between the amount of sleep the executives need and the success of their firms. Of the advertising firms studied, those whose executives reported needing no more than 6 hours of sleep per night had higher profit margins and faster growth. These results suggest that if a business wants to prosper, it should hire only people who need less than 6 hours of sleep per night."

17. 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."

47. An ancient, traditional remedy for insomnia—the scent of lavender flowers—has now been proved effective. In a recent study, 30 volunteers with chronic insomnia slept each night for three weeks on lavender-scented pillows in a controlled room where their sleep was monitored electronically. During the first week, volunteers continued to take their usual sleeping medication. They slept soundly but awakened feeling tired. At the beginning of the second week, the volunteers discontinued their sleeping medication. During that week, they slept less soundly than the previous week and felt even more tired. During the third week, the volunteers slept longer and more soundly than in the previous two weeks. Therefore, the study proves that lavender cures insomnia within a short period of time.

- 第一个星期

- 志愿者用自己的催眠药

- Soundly

- Tired

- 第二个星期

- 不用药了

- Less soundly

- More tired

- 第三个星期

- 仍旧是不用药

- 睡的时间更长

- 比前两周 more soundly

- Assumption 1: The 30 participants are representative enough of all people suffering from insomnia.
- 反例： From a quantitative point of view, the result from 30 participants could not be generalized to other patients with insomnia. From a qualitative point of view, even though the author states that all 30 of the participants have chronic insomnia, the level of severity of the condition may also vary, as well as the type of insomnia.

To begin with, this study quoted by the author only involves 30 participants. From a quantitative perspective, with only 30 subjects, the result obtained may not be able to be generalized to the general population of insomnia sufferers even if the lavender pillows do work in the test setting. What's more, from a qualitative point of view, although the study does state all 30 participants suffer from chronic insomnia, the level of severity of their condition was not mentioned. Not to mention that there are even different types of insomnia that would require variation in the course of treatment for each patient which the experimenter should have taken into consideration while selecting subjects for experimentation.

- Assumption 2: Sound sleep from week 1 is in association with the lavender pillow
- 反例: The sleep medication the participants are taking should be effective in helping their sleep, otherwise they would not take it.

The author mentions that during the first week of the study, participants are taking their usual sleeping medication while they are using their given lavender pillows. They slept soundly, and therefore the author believes that the sound sleep was a positive result in relation to the lavender pillows. However, the author here does not consider the usual sleeping medication as possibly being the main contributing factor to their sound sleep. The participants are taking their usual medication, this means that the 30 of them are potentially using completely different pills, which is surely effective as they would not use them as their usual medication otherwise. Hence, the participants' sound sleep could not be associated with the lavender pillows as erroneously thought by the author.

- Assumption 3: Sleeping longer in week 3 means curing insomnia
- 反例: There are no mentions of tiredness of the patients in the description of week 3. Maybe the sleep quality is still not as good as what they would get at home, or not as good as someone without insomnia.

In the third week's description of the experiment, is it not stated whether the participants are tired or not after wake, while their tiredness has been described as per the previous two weeks. Here, the absence of this piece of important information could absolve the claim made by the author. If the participants woke feeling tired during the third week, this means that the lavender pillows are not truly altering their insomnia conditions for the better. Furthermore, even if the lavender pillows are giving them a good night sleep, we cannot generalize to the argument that lavender has curative properties. We also do not know if their sleep quality is back to what they would typically experience at home or anywhere comparable to a normal person. It is entirely possible that without the pillows, the insomnia in the participants would rebound.

- Assumption 4: Experimental process does not effect the quality of sleep
- 反例： The electrodes used for monitoring sleep and clips that monitor other vitals would interfere with sleep quality.

Finally, given the fact that the participants were monitored electronically during their sleep, this means that they were sleeping with electrodes on their heads. With a new and unfamiliar sleeping condition and a dozen electrodes, the participants would have a hard time getting used to them, which all contribute to their tiredness after their first two weeks of sleep. These two weeks of sleep deprivation would increase their level of tiredness, and therefore, result in more sound sleep during the third week. Hence, their tight sleep may not be due to the lavender pillows as wrongly suggested by the author.