
主流路线

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.

步骤：滑板增多之后生意下降；店主的话 → 滑板导致生意下降

假设：没有它因；店主的话可靠

反例：店主经营不善；经济危机；网购增多

补充证据：商店策略的变化；社会经济环境的变化；消费习惯的变化

步骤：滑板增多之后垃圾和破坏公物增多→滑板导致

假设：没有它因

反例：管理不善

补充证据：调查 plaza 对于环境维护的投入的变化

步骤：滑板导致生意下降→禁止滑板可以使生意恢复

假设：滑板没有造成 plaza 声誉的毁灭性打击

反例：滑板彻底使得消费者对 plaza 失去兴趣，并在其它地方形成了新的商业区，形成了固定的消费行为

补充证据：消费者目前有没有形成新的消费区域

5, 159 & 173

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."

本应增多

因果+对比

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.

步骤：夏天人口增多 + 摩托车是主要交通工具 → 到了夏天摩托车引起的事故会增多

假设：夏天增多的人口会造成严重的摩托车问题

反例：城市交通秩序好，摩托车司机都很职业，很守规矩，历年来都没出什么事故

补充证据：往年夏天的摩托车事故率

步骤：SV 执行了摩托车禁令 + 之后 SV 的事故减少 50% → 是禁令减少的事故

假设：没有它因

driver training, traffic regulation, traffic police

反例：道路拓宽；司机培训更严格；交通法规更严格；警察多了

补充证据：.....

步骤：SV 成功 → BI 成功

假设：两城的租赁摩托车都是主要摩托车的来源；过去两城摩托车都能够租出去

反例：SV 的摩托车都是租的，但是 BI 的摩托车都是私家的；SV 的都租出去了，但是 BI 的本来就租不到每天 25 辆

补充证据：两城摩托车的主要来源；既往摩托车每天实际租赁量

步骤：BI 成功减少夏天的事故 → 全年事故的减少

假设：夏天的事故是全年事故的主要来源

反例：夏天路况好，人多不是事故的来源。全年事故主要来源于冬天路面结冰。而冬天车辆没减少，所以事故不会减少 **50%**

证据：全年的事故数量变化表。

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.

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.

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.

同时发生
不代表因
果关系,
找他因

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.

步骤：**CC** 执行政策之后房价没有升高 → **CC** 的政策没有影响房价

假设：没有它因抵消政策的效果

economic depression,
contaminated environment

反例：经济萧条；环境严重污染.....

补充证据：.....

步骤：**PC** 执行政策之后房价升高 → **PC** 的政策导致了房价升高

假设：没有它因

develop tourism, lower business tax,
population growth

反例：降商业税；开发旅游业；人口增长

补充证据：.....

步骤：**MC** 房价会增

假设：**MC** 和 **PC** 更相似而和 **CC** 不相似

反例：和 **CC** 更相似

补充证据：**MC** 和 **PC** 与 **CC** 各方面情况的对比

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.

步骤: 执行评分系统之后教授给的成绩更高 -> 评分导致了教授给虚高成绩

假设: 没有它因

反例：很可能这个制度恰恰督促教师们好好教课，带来了学生水平的提高

证据：调查学生实际学术能力的变化

~~步骤：教授给了虚高的成绩->雇主就因为虚高的成绩而不录用 O 的学生~~

假设：雇主了解这个事实

反例：什么都不知道，就是教学质量下降，学生水平不行

证据：调查学生实际能力

步骤：O 比 A 找工作难->O 找工作比以前更难了

假设：以前不比 A 找工作难

反例：一直都不如 A，可能因为专业方向

证据：过去的找工作情况对比

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,

reports 报告

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.

不降
已经降了...

9/7/3

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.

步骤：事故数量没减少 → 限速没用

假设：事故的严重性没变

反例：以前撞死人，现在撞伤人

证据：严重事故的变化

如何定义 highway
safety? seriousness 和
number

步骤：根据 report 很多人在超速 → 限速没用

假设：超速的人没减少；超速的人速度没降低

反例：超速的人已经大幅减少；以前超速超在 **80**，现在超速超在 **65**

证据：超速人数的对比；平均车速的对比

average speed

步骤：**BC** 采取了一系列措施之后报告的事故少了 **25%** → **BC** 的措施起了作用

假设：没有它因

反例：人口少了；私家车少了

证据：调查实际车辆数量变化

variation in the number of
vehicles

步骤：**BC** 的措施起作用了 → **PC** 模仿可以一样有效

假设：两城的交通状况，路面条件相似

反例：我们的路已经很宽很平了，十字路口都很开阔；真正导致我们事故多的是超速，酒驾.....

证据：根据我们的实际事故来源分析决定合理的应对方式

traffic condition

statistics of actual cause of
accidents

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."

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.

步骤: 那些企业有着 **faster growth** 和 **higher profit margin** → 那些企业 **prosper**

假设: 企业的成功可以被成长率和利润率所代表

反例：利润率高不见的实际利润高，定价太高，产品销量差；成长率可能是盲目拓张带来的

证据：调查企业的利润

步骤：这些执行官只睡 6 小时 + 它们企业成功 → 睡 6 小时带来的成功

only cause another factor would have contributed to it

假设：没有它因

it is a trend of industry

反例：员工努力；员工素质高；行业是市场的趋势

证据：.....

步骤：广告行业的执行官只睡 6 小时带来了企业的成功 → 所有行业所有员工只睡 6 小时都会带来企业的成功

has a similar requirement for sleep

假设：各行业的人的睡眠需求时相似的

反例：生产领域，疲劳会带来事故；执行官很忙，但是员工并不需要

这样 field of industrial production, fatigue will bring about fatal accidents

证据：各行业各职位的实际工作压力

actual work load of diff positions in diff industries

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.

18 & 20

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.

步骤: 大部分抱怨都是关于天气和当地新闻的覆盖 → 人们希望有更多的天气和当地新闻

假设: 这些抱怨有代表性; 抱怨它们的覆盖就一定是抱怨它们量不足

反例: 抱怨质量太差; 非常少的抱怨, 因为总抱怨量就非常少

information regarding
the actual content of
the complaints

北京新东方 万炜

证据：实际抱怨的内容；有多少人抱怨

步骤：在改变节目之后有很多公司停止了合同 → 节目类型的改变造成了合同的停止

假设：没有它因

反例：提价；经济不景气

证据：

步骤：更多的全国新闻造成了抱怨和合同终止 → 晚间新闻回到之前的新闻模式就能扭转局面

假设：之前的模式能够吸引人 such a failure that no viewers would like to return

反例：改变模式的原因就是之前的新闻太屎，因此虽然现在的模式不好，我们要变也得再寻找新的模式

证据：之前转变的理由

步骤：晚间新闻回到过去模式吸引人 → 所有新闻回到过去模式吸引人

假设：各档新闻目前的覆盖量和观众需要相当

反例：日间新闻对于当地新闻和天气新闻的覆盖早已超过观众的需要

证据：调查日间新闻的供需比

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.

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.

步骤: **WCQP** 开通热线之后市场份额上升 → 热线带来了 **WCQP** 的成功

假设: 没有它因

反例：其它节目内容吸引人

证据：

步骤：全国调查显示很多人喜欢热线 → 这里的人们会喜欢热线

假设：不喜欢热线的人没有更多；全国的调查可以代表 **M**

反例：不喜欢的人更多；**M** 的人比较消极

证据：

步骤：**WCQP** 成功 → **KICK** 也需要模仿

假设：两边节目类型相似；**KICK** 没有足够的热线

反例：**KICK** 已经有非常多的热线，烦死人；讲故事性质的不适合太多热线，需要连续性

证据：提供节目类型；提供已有的热线数量

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.

步骤：老师和学生的证词->**HC** 成功帮助 **G** 学校缓解作弊

假设：证词可靠，参加考试人数没有显著下降，没有它因解释

反例：学生包庇，学校人数，考试次数下降，惩罚更严

证据：实际调查作弊人数变化，参加考试准确人数，学校所采取的其它防作弊手段

步骤：调查->**HC** 有效减少了 **G** 的作弊

假设：调查有代表性，调查中说的是真话，比较对象是教师监考

反例：在图书馆做调查，好学生更多；调查的方法是问话，显然人们不好说自己会作弊；如果只问是不是比没 **HC** 时作弊少，那很可能是真的少，但如果是问和被老师监考比哪个作弊少，很可能还是老师监考更好

证据：调查的人群类型，调查的问题设置

步骤：**HC** 有效减少了 **G** 的作弊->**HC** 也能减少其它学校的作弊

假设：学校学生特征类似，可比

反例：**HC** 是好学校，其它很多学校学生自觉性，素质等都较差

证据：学校排名，学生水平

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.

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.

32, 104, 105, 106 & 167

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.

步骤：多 30% 事故 → Q 比 P 安全记录差

假设：两厂规模可比

反例：Q 是一汽，P 是 QQ

证据：两场人数

步骤：Q 比 P 每班次时间长 1h → Q 的员工更疲劳

假设：班次时间决定疲劳度

反例：P 班次更多，每班工作压力强度更高

证据：班次数量，工作性质具体对比

步骤：前两条结论 → 疲劳导致事故

假设：没有它因

反例：规章制度不严，执行不力，工人素质差，设备差

证据：以上相关

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.

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.

35, 52, 128 & 129

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.

步骤：公司主要付水钱->节水带来了省钱

假设：人们用水时间没有显著增加，先前水压使用接近最大值。

反例：实际上，人们使用淋浴时间更长；实际上，本身最大水压就远达不到水龙头的最大出水量的 **1/3**

证据：等到水表读数出来再说话

步骤：抱怨少->影响不大

假设：不满的人会抱怨

反例：直接搬走

证据：调查人们的满意度，调查楼里人数变化

步骤：这三个楼成功->所有楼这么做都会节水

假设：各个楼类似

反例：其它楼高很多，本来高层水压就不足

证据：不同楼特点的比较

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.

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.

36, 163 & 166

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.

步骤：调查 → 吃鱼防感冒

假设：鱼都是被当地人吃的；感冒了就会看医生；无它因

反例：旅游城市，游客吃了大部分鱼；鱼出口，或者加工；感冒了自己在家养病；环境好、气候好、锻炼多

证据：相关信息

步骤：吃鱼防感冒 → 吃 **ICH** 防感冒

假设：鱼的有效成分被 **ICH** 保留

反例：加工过程破坏，或者本来鱼油就不包含其治感冒的成分

证据：相关信息

步骤：吃 **ICH** 防感冒 → 吃 **ICH** 防缺勤

假设：人们给出的缺勤理由是可靠的

反例：称病逃课逃班

证据：相关信息

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.

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.

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.

步骤：附近开了工厂，犯罪率降低，税收增多 → 城市复兴

假设：工厂经营良好；人没有离开；税率没变

反例：工厂半死不活；人都不在这儿住了；强行征税

证据：

步骤：改建之后城市复兴 → 改建带来的 **T** 的复兴

假设：没有它因

反例：环境治理；全国经济复兴；降低税收吸引企业

证据：.....

步骤：**T** 的一个地方改造成工业区成功 + **T** 的另一边有一些没人住的居民区 → **T** 的另一边改造也能成功

假设：两边的住宅环境相似

反例：之前的地方附近居民少，能容忍工业存在，而且交通方便，适合工业；但是另一边是城市规划的居民区，不能随便去掉；而且两年来可能已经开辟了足够的工业区了，需要配套的居民区、商业区的发展.....

证据：调查目前的工业是否饱和；是否有足够的工业区划

41, 123 & 125

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.

步骤：自行车事故增长了 **200%** → 自行车事故多了

假设：自行车数量没有增长更快

反例：数量变成了四倍

证据：

步骤：戴头盔的人多了之后自行车事故多了 → 带头盔带来了人们警惕性的下降

假设：没有它因；出事故的那些人戴着头盔

反例：出事故的都是不戴头盔的，活该被撞死的

证据：出事故的都是什么情况

步骤：带头盔造成了事故更多 → 带头盔不能减少严重受伤

假设：严重的受伤没有减少

反例：虽然事故多了，都是擦伤，而死亡率大幅下降

证据：.....

步骤：戴头盔没用 → 安全教育有用

假设：人们会听安全教育，没有更好的方法

反例：很可能教育已经足够多了，本来就不听

证据：调查已有的教育情况，及其作用

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.

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.

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.

步骤：沙滩收费 → 有钱铺沙滩

假设：**charging people for using the beaches will raise money for replenishing the sand**

反例：把人惹毛了，人家不来了，你也赚不到钱

证据：预估在收钱情况下能来多少游客

步骤：**Batia** 采用了 **Replenishing sand** 来保护建筑 →

Replenish sand 带来了 **B** 的建筑被保护

假设：**Batia** 成功了，并且是因为这个政策而成功

反例：那边楼仍然损坏严重；即便损坏少，很可能是因为其它原因，
比如天气好，没有什么暴风雨

证据：**Batia** 最近几年的气候状况

步骤：**Batia** 这么做成功了-→**Tria** 也能成功

假设：两地沙滩有相似性

反例：我们的楼距离沙滩远，或者海拔高，或者中间有很多树林，受不到海浪的影响

证据：两地具体地理结构，房屋位置安排的信息

45 & 49

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.

步骤：**OU** 网校招生增多，房屋开支减少 → **OU** 招生增多，财政变好

假设：网校人数的变化能体现总学生人数的变化；房屋开支决定性的影响了学校的财政

反例：网校吞掉了实体课堂的学生，而实体课堂收钱更多，导致学校学生减少，收入大幅下降，财政更差

证据：实体课堂学生数量变化，总收入的变化

步骤：**OU** 开了网校之后招生变好财政变好 → **OU** 的网校带来成功

假设：没有它因

反例：**NB** 老师，改善了校舍条件，排名升高

证据：.....

步骤：**OU** 成功 → **HU** 成功

假设：两校的课程是相似的

反例：**OU** 是文科，适合网上上；**HU** 是理工科，需要做实验，不适合完全网络化

证据：.....

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.

47, 111 & 112

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.

步骤：我们以低价出名 → 不能涨价

假设：涨了价之后就没有低价优势了

反例：别人已经涨了很多，我们涨一倍还是低价优势

证据：调查目前和别人价格的区别

步骤：抱怨不多 → 之前的政策成功

假设：不满的人会抱怨

反例：销量可能严重下降，人们只不过是礼貌或者懒得抱怨而已

证据：M 店的营业状况

步骤：M 店成功 → 所有店都适合

假设：每个店的常客的消费时间和类型相似

反例：别的店的顾客很可能晚上才租碟；而且租的都是老片

证据：别的店顾客的消费习惯

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.

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.

步骤：全国调查 → 本地人也喜欢这种屋子

假设：全国人的房屋购买需要相似的

反例：本地人比较有情调，更需要特别大的卧室和浴室

证据：调查本地

步骤：**DC** 的屋子卖得快卖得贵于全国平均值 → **DC** 屋子的这两种特点导致它们卖得快卖得好

假设：没有它因

反例：整个这个城市房地产就很热；**DC** 的房子地段好；**DC** 的售楼服务人员水准高

证据：

步骤： **DC** 这么做成功 → 我们要把所有的房子的厨房和起居室变大并配备最高级的设备

假设： 配套齐全就意味着设备最先进；所有顾客都需要这些特点；我们的房子已有的起居室不够大

反例： 很多顾客根本不做饭；多样化的顾客群体；起居室已经很大

证据：

步骤： 有很多最近的顾客表示不需要厨房和餐厅独立 → 可以把独立餐厅去掉

假设： 这些顾客有代表性

反例： 更多的顾客非常需要餐厅和厨房分开，因为他们做中餐，油烟太大

证据： 更广阔的调查，看看人们是否真的不在意独立餐厅

62, 121, 122 & 124

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.

步骤：超浓缩 **UC** 表现的比其它洗手液好 → **UC** 的杀菌能力强

假设：其它洗手液的浓度和 **UC** 相当

反例：人家是稀释的，你这浓度把手都烧没了

证据：两者浓度对比

步骤：**W** 报告了更少的感染 → **W** 的感染少

假设：报告可靠；**W** 的规模和别的医院相当

反例：出了事瞒着；**W** 是小医院，感染少，处理的外科手术少

证据：.....

步骤: **W** 使用了 **UC** 之后感染少 → 是因为 **UC** 才带来了 **W** 感染少

假设: 没有它因

反例: 医生素质高; 设备好; 病房杀菌做得好

证据:

步骤: **W** 感染少是因为使用了 **UC** → 所有医院的洗手池都使用 **UC** 就能造成严重感染少

假设: **UC** 对各种菌的效果都很好

反例: **UC** 只能杀普通菌, **NB** 的菌干不掉, 反而会造成最严重的感染, 直接致死

证据: **UC** 对各种菌群的杀菌作用, 是不是和各医院所处理的疾病吻合。

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.

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.

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.

步骤：**SP** 录像显示停车场每天 **50** 量车 + **CP** 每天 **150** 人 → **SP**
不如 **CP** 火

假设：录像覆盖全面；人们开车去；车都停在停车场；一个车里不坐很多人

反例：就一台摄像机监控；**SP** 周围是步行街；停车场小；都是大巴去

证据：.....

步骤：**SP** 不如 **CP** 火 + **CP** 长凳多 → 长凳带来了 **CP** 火

假设：没有它因

反例：不收费；环境好；居民区多

证据：.....

步骤：**CP** 长凳使其火 → **SP** 长凳也能使其火

假设：**SP** 座位不足

反例：**SP** 草坪多，适合坐；**CP** 的目的是让人休息，需要长凳，而**SP** 是一个运动场居多的公园，人们去不是为了坐，而是为了运动。

证据：两个公园功能的区别

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.

步骤: **Apex** 做的事情

假设: 他们做成了; 并且做成是因为这个原因。

反例: **A** 造了 **video arcade** 一定都没有成功; **A** 成功是因为别的原因, 比如地理位置好, 或者票价低, 或者环境好.....

证据:

步骤: 全国调查→**video arcade** 会赚钱

假设: 人们去不起新电影则就会选择去打游戏

反例: 人们去不起新电影也不会去电影院打游戏

证据:

步骤: **Apex**→**Rialto**

假设: 可比

反例: 一个在乡下, 一个在中心

证据:

69, 70 & 115

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.

步骤：**Z** 的维护费小于 **A** → **Z** 公司建得好

假设：没有它因

反例：**A** 的用户素质差；**A** 城的天气恶劣

证据：.....

步骤：**Z** 的能耗比 **A** 低 → **Z** 公司建得好

假设：没有它因

反例：冬暖夏凉；楼的功能不同

证据：.....

步骤：**Z** 员工稳定 → **Z** 好

假设：稳定就是好

反例：竞争不激烈，怠惰

证据：.....

步骤：之前 **Z** 得楼建得好 → 未来的 **project** 就要 **Z** 建

假设：支付的费用没有超过之后省下的费用；这些年来 **Z** 和 **A** 没有变化

反例：30%的建造费用远超后面很多年的维护费；之后 A 建的工程都比 Z 建的好

证据：更大范围的数据

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

"Ten years ago our company had two new office buildings constructed as regional headquarters for two regions. The buildings were erected by different construction companies—Alpha and Zeta. Although the two buildings had identical floor plans, the building constructed by Zeta cost 30 percent more to build. However, that building's expenses for maintenance last year were only half those of Alpha's. Furthermore, the energy consumption of the Zeta building has been lower than that of the Alpha building every year since its construction. Such data indicate that we should use Zeta rather than Alpha for our contemplated new building project, even though Alpha's bid promises lower construction costs."

Write a response in which you discuss what specific evidence is needed to evaluate the argument and

explain how the evidence would weaken or strengthen the argument.

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.

74, 147, 148, 149 & 156

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.

President 的论证

步骤：其它女校改变政策之后申请增多 → 其它女校招生增多

假设：申请增多招生就一定增多

反例：以前不允许男生进，所以男生就不申请，现在允许了，男生会申请，但是还是没有真的特别看重这个学校

证据：实际招生人数

步骤：其它女校改变政策之后招生增多 → 新政策导致招生增多

假设：没有它因

反例：排名升高；教师更有名；校舍环境更好；学费下降了

证据：男生数量以及以上相关信息

步骤：其它学校招收男生之后招生增多 → G 校招收男生之后招生也会增多

假设：各个学校的名声差不多

反例：别的学校可能排名非常高，男生挤破头皮想进去，以前没办法进；G校可能唯一吸引人的地方就是它作为保守的女校，吸引一些保守的学生，教学质量等方面没有任何突出之处，因此即便允许男生来，男生也不愿意来，反而丢掉了之前一定会来的保守女生

证据：G校的影响力

Director 的论证

将要来的学生普遍在调查中喜欢女校特质 → 女校特质受欢迎

假设：这群人又代表性

反驳：为什么不调查一下那些申请了但是把G校拒掉的人以及根本不会申请G校的人；作为将要是这个学校的学生的人，很可能在调查中不好意思说学校的坏话

证据：调查更广阔的人；调查方式是不是匿名

校友调查中大部分回复者支持女校 → 校友喜欢女校

假设：回复者具有代表性

反驳：很多不care是不是女校的校友根本不会回复；是不是调查的只是那些会在校庆日回到学校的校友；很可能通常给学校赞助的校友并不支持；而且很多校友很可能就是因为不支持学校的路线而不赞助

证据：如何选择样本；回复率

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.

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.

77 & 169

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.

步骤：旅游业增长，新店开张，税收增长 → **OV** 经济发展

假设：旅游业增长对整个经济影响大；老店没有倒闭得更多；税率没有过分提高

反驳：旅游业比重小，增长也不多；老店倒得更厉害；税率大幅度提高，以后怎么都会下降

证据：

步骤：**OV** 建了宾馆和球场之后经济发展 → **OV** 是因为建了宾馆和球场才发展

假设：没有它因

反例：环境治理；国家经济环境变好；交通更发达

证据：

步骤：**OV** 因为建了宾馆和球场才发展 → **HW** 建了宾馆和球场能发展

假设：两城的产业结构相似

反驳: **OV** 是旅游城市, 配套设施不足, 建了之后能大幅吸引游客;
HW 是内陆工业城市, 污染严重, 本来也不会有游客来。

证据: 两城产业结构

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.

78, 114, 116 & 117

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.

步骤: **PC** 损失 **2w** + **WV** 损失 **1w** → **PC** 损失更惨

假设: 存活总价值相当

反例: **PC** 损失比例更低

证据: 两库存货总量

步骤: **PC** 损失更惨 + **PC** 是由 **FA** 管, **WV** 由 **BO** 管 → **FA** 造成了 **PC** 的损失

假设: 没有它因

反例: 气候更湿热

证据: 两城气候

步骤: **FA** 造成了 **PC** 的损失 → 以后都用 **BO** 会省钱

假设: **BO** 更高的费用没有超过虫灾中剩下的钱; **FA** 不会变得更好;

这次不是特例

反例: **BO** 手续费过高; **FA** 之前不适应, 以后就更好; 一直以来 **FA** 都表现更好, 只有这一个月失误

证据:

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.

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.

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.

步骤：每场的观众少 **20%** → 票房变差

假设：单场观众数量决定了总票房

反例：场数多，而场地小，价钱高

证据：

步骤：**ARC** 搞公园巡演之后利润增高 **10%** → **ARC** 的巡演带来了成功

假设：没有它因

反例：节目质量提高；票价降低；演了一些更符合观众口味的剧

证据：

步骤：两年前 **ARC** 成功 → **CST** 巡演莎士比亚也能成功

假设：两个公司的剧在公园中会一样受欢迎

反例：公园中的游客文化水平一般，莎士比亚如此的阳春白雪，难以吸引众屌丝

证据：

113, 126, 127 & 161

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.

步骤：其它公司的报告 → **ERSR** 提高生产力

假设：其它公司可靠

反例：广告

证据：信息来源

步骤：学生 **A** 上课之后可以读每两小时 **500** 页 → **ERSR** 提高生产力

假设：**A** 读得快没有其它原因；**A** 上了课有进步

反例：**A** 本来能读 **600** 页；**A** 读的东西极其简单；**A** 读得质量很差

证据：.....

步骤：**B** 半年内从副经理上升为副总裁 → **ERSR** 提高生产力

假设：没有它因

反例：潜规则

证据：.....

步骤：**ERSR** 提高生产力 → 我们每个员工上 **ERSR** 都能提高生产力

假设：每个员工的工作都和阅读相关

反例：印刷工人可不用读完才印

证据：分员工的岗位性质决定到底谁该参加

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.

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.

135, 137 & 140

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.

步骤：**M** 比 **S** 平均成绩高，留级少 → **M** 比 **S** 学生学得好

假设：成绩标准两校统一

反例：**M** 给的标准宽松

证据：.....

步骤：**M** 比 **S** 布置作业频率低 + **M** 比 **S** 学生学得好 → 布置作业频率低导致 **M** 比 **S** 学生学得好

假设：没有它因

反例：生源好；老师水平高；教学条件好

证据：.....

步骤：数学和自然科学布置作业频率低会使 **M** 比 **S** 学生学得好 → 所有学校所有学科布置作业频率低会使学生学得好

假设：各学科情况相似

反例：自然科学一个 **project** 很花时间，需要多天处理，但是比如语言类学科每天都有新单词，每天都得做作业复习

证据：调查各学科的特性

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.

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.

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.

步骤：**75%**去了急诊的轮滑爱好者没戴护具和反光板 → 正是因为没戴这些东西才出事

假设：没有它因

反例：因为自己比较嚣张，比较残暴，所以容易受伤，只不过这群人同样通常不戴护具

证据：这群人滑轮滑的习惯

步骤：没戴护具导致出事 → 戴了护具可以减少严重事故

假设：护具足以防止严重受伤

反例：护具的能力只是减少擦伤

证据：护具的能力

步骤：戴了护具可以减少事故 → 投资高档护具

假设：高档护具效果明显更好

反例：普通护具足以减少事故

证据：高低档护具的差别

假设：人们没有投资高档护具

反例：人们早都有了，只是没有戴，没有必要再建议他们买，只应该建议他们戴

证据：调查人们已经投入的护具

152 & 153

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.

步骤：我们吸引了很多别的公司的顾客 + 我们从来不需要提价来保持赚钱 → 我们过去很成功

假设：利润没有受到显著影响；假如提价他们可以更赚钱

反例：利润大幅缩水；他们的优势就是低价，一旦提价绝对企业就垮了

证据：.....

步骤：做廉价燕麦成功 → 是因为廉价，燕麦产品才成功

假设：没有它因

反例：好吃；营养丰富

证据：.....

步骤：廉价燕麦成功 → 其它廉价食品成功

假设：各种廉价食品的市场竞争力是相当的

反例：其它市场已经饱和

证据：.....

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.

157 & 158

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.

步骤：卖鱼的增长了 **15%**的销售额 → 卖鱼的赚钱

假设：成本没有增长更厉害

反例：打广告花了暴多钱；通货膨胀

证据：

步骤：卖鱼的打广告之后赚钱 → 打广告导致它们赚钱

假设：没有它因

反例：卖了更好看的鱼；降价促销；城市有了养鱼潮

证据：

步骤：五年前打广告导致卖鱼赚钱 → 打广告导致卖狗赚钱

假设：这个杂志对于鱼和狗的爱好者影响力相似；自己店知名度和那个鱼店之前相似；五年来没有发生显著的变化

反例：很可能这个狗店已经很知名了，打广告不会增加影响力；很可能那本杂志的主要阅读人群是养鱼的，需要寻找更好的平台来打狗广告；杂志影响力大幅下降

证据：

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.

160 & 172

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.

步骤：**B** 城装了路灯之后破坏公物少了 → 灯光导致破坏少了

假设：没有它因

反例：最近加强了道德教育；惩罚更严格

证据：.....

步骤：**A** 城加了骑警巡逻之后破坏公物没变→骑警没用

假设：破坏公物数量仍然很多；没有它因阻碍

反例：本来就没人破坏公物；安排了一个骑警负责整个商业街

证据：.....

步骤：骑警没用，灯光可以减少破坏公物 → **A** 安装 **NB** 的灯会导致犯罪率的下降

假设：灯光对各种犯罪问题的效果是一样的

反例：**A** 城的犯罪不是晚上发生在商业街的

证据：.....

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.

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.

步骤：**GI** 铺的路现在很糟 + **AP** 铺的路现在很好 → **GI** 比 **AP** 差

假设：没有它因

反例：**GI** 的路使用量大得多；**AP** 的路一直在修补；地理环境，气候不同

证据：.....

步骤：**AP** 买了新的高档机器 + 雇佣了新质保员 → **AP** 更好

假设：**GI** 没有做类似的事情；新的机器他们能熟练操作；新质保员水平够格

反例：**GI** 机器更高档，质保员更 **NB**；新机器不会用，**AP** 太土鳖；
新质保员是临时工

证据：.....

步骤：两年前 **AP** 铺公路比 **GI** 更好 → 现在我们所有购物中心的路
都要 **AP** 铺

假设：各种路的铺的要求相似；两年来 **GI**，**AP** 没有变化

反例：很可能商场门口的路需要的要求比较低，**GI** 就够了，而 **GI**
的价钱便宜；两个公司交换了员工

证据：.....

171 & 175

**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.

步骤: 禁止了滑板之后生意和破坏公物没有发生改变 → 禁止滑板没用

假设: 没有它因阻碍

反例: 管理更差

证据:

步骤: **M** 公园不禁滑板没事 → **CP** 不禁滑板也不会有事

假设: 两个地方的人群素质相似

反例: **M** 附近人群素质高; **CP** 附近人群素质差

证据:

步骤：禁止滑板没用 → 恢复滑板就能带来生意的兴隆

假设：顾客会被滑板吸引

反例：之前生意下降就是滑板造成的；虽然禁止滑板不见得带来生意变好，但不禁滑板更不会带来生意的恢复

证据：顾客对滑板的态度

并列证据简单题

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.

步骤：**A** 有 **40**，**F** 有 **25**，其中很多还是兼职->**A** 比 **F** 强

假设：**the number of staff, especially full-time ones, represents the quality of service.**

反例：游手好闲，业务不精，效率很低，所以才需要很多人

补充证据：更具体的调查员工表现

步骤：**A** 收益高，并且卖房均价高->**A** 比 **F** 强

假设：没有它因

反例：**A** 房子本身的实际价值就远高于 **F** 卖的房子，实际上他们还卖低了；收益高可能是对客户要价高，其实选 **A** 更不划算。

证据：两公司的手续费；两公司房子的平均价值

步骤: **F10** 年前卖了 **4** 个月, 而 **A** 去年卖了 **1** 个月->**A** 比 **F** 强

假设: **real-estate market has not changed significantly;**
the two homes listed are not significantly different.

反例: 十年来经济变得更景气; **A** 的房子比 **F** 的房子价钱要得低,
质量却更好

证据:

9, 88 & 90

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.

步骤：商人说跑鞋和运动装一直卖得好 → **P** 的人关注健康

假设：商人的话可靠；销售最高额很高

反例：只是为了吸引顾客买；即便目前是历史新高，也没多高

证据：

步骤：健身俱乐部人多，课程满员 → **P** 的人关注健康

假设：健身俱乐部能够代表全城

反例：一共没几个俱乐部，即便人数历史最多也没多少；课程没开几个，所以满员

证据：

步骤：要求孩子参加运动 → 有年轻顾客

假设：学生会按要求运动

反例：学生出工不出力，并不真正努力运动

证据：……

步骤：**P** 城关注健康 → **NW** 会成功

假设：**P** 城和其它城市相似

反例：人们关注锻炼的健康，并不见得关注饮食的健康，而 **NW** 主做健康饮食

证据：……

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.

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

"Our previous experience has been that our stores are most profitable in areas where residents are highly concerned with leading healthy lives. We should

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

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

25, 100, 102 & 164

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.

步骤：65m 远->C 会占据当地市场

假设：C 的质量足以吸引当地的大部分受众

反例：C 太烂了，人们宁可舍近求远，甚至不听

证据：C 会拥有的音乐家水平等

步骤: **Plus**...->**Jazz** 在 **M** 受欢迎

假设: **10** 万大部分是本地人, 音乐家在 **M** 表演, 评分能够体现受欢迎度

反例: 绝大部分外地人, 本地人不感兴趣; 这几个退休了, 或者在别处演出, 在 **M** 住是因为 **M** 的住房环境好; 可能人们都不怎么听广播

证据: 本地人比例; 这几个音乐家演出的信息; 整个广播的影响力

步骤: 调查->人们会舍得在 **C-N** 花钱

假设: 调查能代表 **M**, 人们会花钱在 **Jazz** 俱乐部上

反例: **M** 极穷, 低于平均水平; 人们更愿意买唱片, 不愿意听现场

证据: **M** 的平均收入, **Jazz** 粉丝的消费习惯细节

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.

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.

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.

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.

步骤：自然风光好，气候稳定->**C** 好！

假设：风光好，稳定的气候就适宜居住

反例：终年炎热或寒冷，或是干旱或天天下雨，人又不住自然风景区

反例：具体的天气，温度信息

步骤：房价大幅下降+税率较低->**C** 好

假设：人们的生活成本就会低，因此就适宜生活

反例：可能恰恰因为不适宜生活，所以东西便宜；地方极其贫困，经济滞后，交通不便，导致地价不断下调，税率也得低，否则更多人就会走

证据：经济发展水平

步骤：市长的许诺->C 好

假设：计划能实施，实施能成功；提高了就能够满足人们的需要

反例：可能没钱，可能市长喜欢吹牛，仅仅为了在竞选中上台；这个市实在太差了，提高也比不上别的地方

证据：市政的财政情况，这个市长过去的履历，是否是一个可信的人；市政的现状，市长计划提高到什么水平

步骤：医生数量多->C 好

假设：医生数量标志了人们享受的医疗水平

反例：数量多，比例少；医生水平差，医院的设备差

证据：治愈率

53, 144 & 151

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.

步骤：调查->人们生活更健康

假设：调查可靠；政府建议没变；政府建议就是好的

反例：吆喝是调查，关注健康的才参加；标准变了，人们生活方式没变；政府建议本来就是错的

证据：调查的形式，问卷的内容；政府以前和现在的具体生活建议

步骤：**kiran** 销量上升+**kiran** 降低胆固醇->人们生活健康

Assumption: 人们吃 **kiran** 的食物，并且能吸收，**kiran** 没有坏处， **kiran** 销量上升就能标志当地人们吃 **kiran** 很多

反例：吸收不了；**kiran** 有副作用；外地人吃

证据：食物中 **kiran** 的含量，是不是人们可以消化吸收的形式，具体的销售对象

证据：**sulia** 销量下降+最健康的市民很少吃 **sulia**->人们生活健康

假设：下降是因为人们发现它不健康

反例：是因为变贵了，产量下降，其实很健康

证据：sulia 具体的营养价值

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.

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.

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.

步骤：欢迎各年龄段各水平 → 人们应该来 M

假设：任何人都能来说明 M 好

反例：参差不齐的人一起上课效果很差

证据：……

步骤：门类齐全 → 人们应该来 M

假设：门类多质量就好

反例：样样不精

证据：……

步骤：教员中有知名音乐家 → **M** 好

假设：这些人教得好

反例：自己 **NB** 不会教

证据：……

很多毕业生成为知名音乐家 → **M** 好

假设：没有它因

反例：在 **M** 什么都没学到，出去了补上的

证据：……

86 & 89

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.

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

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

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

步骤：**8**年前 **W** 的差->应该用 **D**

假设：**8**年来经济情况可比；**8**年来 **W** 的质量没变；没找到工作的那些人用了 **W**

反例：**8**年前难找工作，现在好找；**8**年前 **W** 是新公司，现在已经很厉害了；当时 **1/2** 没找到工作的都没求助 **W**，求助 **W** 的都找到公司了

证据：……

步骤：人多，分部多->**D** 好

假设：规模代表实力

反例：效率低下

证据：……

步骤：**D** 的客户只需 **6** 个月找工作+**W** 的客户需要 **9** 个月 → **D** 比 **W** 牛

假设：没有它因

反例：**D** 的客户期望低，水平高

证据：……

92, 101 & 103

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.

步骤：L 的工人病假比 W 少 → L 比 W 健康

假设：病的都请假；请假的都病了

反例：L 穷，不敢请假；W 的人私事多，经常谎称病

证据：……

步骤：L 诊断出的焦虑症少 → L 健康

假设：病了都能诊断出

反例：L 医术差

证据：……

步骤：L 健康 → L 的节奏慢对健康好

假设：L 的节奏慢；没有它因

反例：L 的节奏其实比 M 快；空气质量 L 比 M 好

证据：……

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.

步骤：L 的工人病假比 W 少 → L 比 W 健康

假设：病的都请假；请假的都病了

反例：L 穷，不敢请假；W 的人私事多，经常谎称病

证据：……

步骤：医生比例高 → M 人身体不健康

假设：一个地区的医生数量是由当地人的身体状况决定的

反例：医疗条件，医生待遇，病人的经济水平，外地病人前来就医数量都可以影响一个地区的一生数量

证据：……

步骤：L 平均年龄高 → L 健康

假设：平均年龄能够反映人们的健康水平

反例：真正能反映平均健康水平的是寿命，而不是年龄，年龄是由一个城市的机会决定的

证据：……

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

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

现象解释型

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.

步骤：**B** 河宽而深 → 没船从 **P** 到不了 **L**

假设：千年来河没变；没有其它方法

反例：千年前河可能又浅又窄；冬天结冰走过去；离源头近

证据：

步骤：没发现船 → 古代的 **P** 没有船

假设：如果有船，必会发现

反例：木船早都腐蚀了

证据：寻找间接证据证明当时人没有造船技能

步骤：P 没船 + 没船过不去 → 篮子就不是由 P 过去的

假设：L 没有船，别的地方不可能有船，这个篮子不是之后过去的

反例：L 或者别的地方的商人用船带走；几千年后的事情

证据：篮子发掘地的年代；别的地方的船的信息

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.

步骤：证据一 → 出生次序影响反应

假设：没有它因

反例：如果实验是在同时间测量不同猴子对同样刺激的反应，则年龄可能成为干扰变量

证据：在不同时间，测同年龄的猴子，排除年龄的影响

步骤：证据二 → 出生次序影响反应

假设：比较的对象是非第一胎的人；高的程度很多

反例：这个比较很可能不是跟二胎、第三胎的人比，而是和人的一生当中的平均反应相比，但很可能婴儿反应整体就更剧烈；高多少？高 1% 这是误差允许范围内的，没有意义

证据：比较对象，高多少的信息

步骤：证据三 → 出生次序影响反应

假设：妈妈的反应机理会传递给孩子

反例：第一次当妈的猴子之所以反应激烈是因为没怀过孕，面对什么刺激都大惊小怪，这个事情根本不会影响到孩子

证据：调查母亲和孩子反应剧烈度的相关性

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.

步骤：猎人报告 → 鹿少了

假设：猎人报告可靠

反例：鹿了解了人类常打猎的地方，躲着走

证据：专业的报告

步骤：全球变暖 → 冰融化使鹿无法迁徙

假设：全球变暖的趋势对这里有很大影响

反例：北极的冰极厚，即便有融化，鹿仍然有足够的冰面可以迁徙

证据：当地的冰层厚度

步骤：冰融化 + 鹿少了 → 冰融化导致鹿少

假设：没有它因

反例：瘟疫，食物不足，天敌多……

证据：

15, 51, 130, 131 & 133

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.

步骤：2%抱怨 → 抱怨得人少

假设：人们普遍点了黄油

反例：只有 2%人点黄油，几乎所有都抱怨

证据：点黄油的人当中抱怨的比例

步骤：抱怨的人少 → 顾客满意

假设：不满的都抱怨

反例：礼貌，嫌麻烦，不抱怨，再也不来了

证据：调查客流数量变化，回头客数量

步骤：server 的报告 → 人们抱怨少

假设：server 可靠，有代表性

反例：人们不抱怨给 server，抱怨给 waiter 或 manager

证据：寻找别的信息来源

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.

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.

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.

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.

假设：学生比例相同

反例：P 城学生多，所以投钱多

证据：两城学生比例

假设：两城之前的教育水平相当

反例：**B** 城先前投钱很多，现在不用再投那么多了，不等于人家不在意教育

证据：两城实际教育水平差别

假设：政府代表了民意

反例：**P** 城人不怎么在意教育，但是政府投钱多；**B** 城相反

证据：调查民众的态度，而不是政府投的钱

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.

假设：这群人的骨折一定不是由 O 以外的原因造成的

反例：他们根本没有骨质疏松症，他们骨折纯粹是因为他们是运动员，运动量大，而且经常身体对抗容易骨折，而运动员为了加固骨骼会经常喝牛奶。/孩子总喝牛奶，为了补钙，而小孩骨折多，因为贪玩

证据：同类型人群当中的骨折比例是不是和牛奶相关

假设：如果这群人有骨质疏松症，除了牛奶以外没有它因

反例：年龄大骨质疏松是自然的；先天的骨质疏松症；地域性的骨质疏松症.....有骨质疏松症的人肯定会多喝牛奶，但是不足以抵消掉骨质疏松症的影响；假如他们不喝牛奶，只会骨折的更多

证据：同类型人群当中的骨折比例是不是和牛奶相关

假设：这群人喝牛奶的习惯建立在他们骨折之前

反例：他们是骨折后才开始喝牛奶的

证据：习惯建立的时间

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.

假设：第三周的睡眠质量是正常的

反例：可能只比前两周好，但可能还不如这些人平时睡得好，更不如正常人的正常睡眠质量

证据：这些人的平时睡眠质量；正常人的睡眠质量

假设：不会反复

反例：过两周就差了

证据：继续调查

假设：没有它因

反例：环境因素

证据：对比试验-一群同样症状的人，做一样的实验，不睡 L 枕头，看看有没有类似的变化

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.

步骤：没发现兽骨 → 人们没有打猎

假设：如果打猎了，现在一定能发现兽骨

反例：用作它用；没找到而已

证据：考古学家已经搜索的范围；当时人对于兽骨可能利用

步骤：人没有打猎 → 不是人造成的灭绝

假设：没有间接的影响

反例：砍树；吃了所有的食物

证据：调查当时人类的各种行为

步骤：不是人造成的灭绝 → 环境气候因素

假设：没有它因

反例：疾病

证据：.....

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.

步骤：失业率创造新低 → 被裁掉的人能找到工作

假设：新工作普遍是被被裁掉的人找到的

反例：大学生就业率增高，市场需要新技术人员，老工厂员工的技能还是无法适应

证据：直接调查失业的人找到了什么样的工作

步骤：新创造的工作普遍所在的领域是平均工资高的领域

假设：平均工资高，其中的个体工资就一定高

反例：被裁掉的人新找到的工作是热门领域当中的入门工作，工资仍然很低

证据：调查被裁掉的人新工作的平均工资

步骤：全职工作 → 好工作

假设：全职就是好工作

反例：全职打扫卫生.....

证据：

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.

步骤：P 公司的化学家说没问题 → 没问题

假设：P 公司化学家的话是可靠的

反例：维护企业形象

证据：公正的机构的分析报告

步骤：3 种常见毒素含量很小 + 别的罐头也有 → 这 3 种毒素不会致病

假设：小量就不会致病

反例：别的罐头含量是 **1** 微克，**P** 罐头含量是 **10** 微克，完全可以造成质的区别

证据：含量到底多少，多少足以致病？

步骤：**3** 种量不足 + **5** 种没发现 → 不是罐头的问题

假设：没有其它毒物

反例：非常见的毒物

证据：更详细的调查

83 & 84

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.

步骤：**1975** 引入鳟鱼 + 鳟鱼吃蛋 → 鳟鱼会吃这个公园两栖类的蛋

假设：鳟鱼活得很好；鳟鱼和两栖类有空间交集

反例：鳟鱼死光了，不可能影响；鳟鱼和两栖类就没放入同一个区域

证据：实际调查当地鳟鱼数量以及饮食习惯

步骤：**1975** 年的普查 + **2002** 年的观察 → 两栖类少了

假设：两个调查的准确性相当

反例：**75** 年观察的范围广，仔细，专业，而且在夏天；**02** 年的观察来自游人，各方面都不足，而且在冬天

证据：两次调查的详细信息

步骤：鳟鱼吃蛋 + 两栖类少 → 鳟鱼导致两栖类少

假设：没有它因

反例：其天敌，污染，食物不足，疾病

证据：……

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 & 87

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.

假设：第一群人的选择能够代表全城

反例：在书店进行调查，在学校进行调查，不能代表全程的习惯；吆喝式调查，只有对 **NB** 书的人才愿意参加

证据：……

假设：第二次调查可以真实反应全城的阅读习惯

反例：图书馆文学经典就少；人们最爱看的书不会借而会买……

证据：……

假设：两次结果互斥

反例：文学经典也有 **mystery novel**

证据：……

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.

91. Three years ago, because of flooding at the Western Paean Wildlife Preserve, 100 lions and 100 western gazelles were moved to the East Paean 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.

步骤：东边大部分物种数量都比西边都多 → 东边天敌多

假设：东边的天敌更多

反例：虽然东边总数天敌更多，但是地域面积更大，单位面积的天敌少，羚羊没有面对更多天敌的危险；天敌本来很少，大部分不是天敌的物种多

证据：……

假设：没有它因

反例：瘟疫，污染，食物不足，竞争不过当地羚羊和其它物种，不适应地形

证据：……

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.

步骤：古人主要渔猎 + K 岛的人捕鱼 → K 岛的人捕猎

假设：捕鱼的人一定捕猎

反例：古人不会同时渔猎；渔的人就不用猎

证据：寻找捕猎的直接证据

步骤：发现了可以捕猎的刀 → 大哺乳动物就是被捕的

假设：能用来捕猎的刀一定被用来捕猎

反例：切菜；杀人；砍树；捕猎小动物；切鱼；切水果；雕刻

证据：.....

步骤：人们捕猎 → 捕猎造成了灭绝

假设：没有它因

反例：瘟疫；天气；自相残杀；食物不足

证据：

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

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

假设：当地丢掉工作的人数本不会增加

反例：当地企业倒闭、裁员更厉害

证据：

假设：当地总适龄工作人数没有突变

反例：当地适龄人员数量激增

证据：

假设：只有雇佣外来人员才不会影响当地失业率

反例：两工厂雇佣了大量当地兼职员工，不改变失业率

证据：

预测类

10, 21 & 23

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.

步骤：各岛访谈显示孩子谈论父母更频繁 → T 岛孩子由父母养

假设：各岛情况相似；谈谁多就是由谁养

反例：大部分岛父母养，但 **T** 不是；孩子跟父母关系近，虽然由全村养

证据：.....

步骤：**T** 岛孩子由父母养 + **F** 认为孩子由全村养 → **F** 错，我对

假设：**20** 年来没有风俗变化

反例：以前全村养，现在父母养

证据：.....

步骤：**F** 错，我对 → 观察不如访谈

假设：没有它因

反例：不是方法的错误，而是使用方法不当，**F** 可能观察不仔细

证据：.....

步骤：观察不如访谈 → 我的研究生的访谈会准确

假设：研究生准确适用

反例：研究生不熟悉，没有经验

证据：.....

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.

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, 26 & 28

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.

步骤：**S** 与 **A** 同族 + **A** 治头疼 → **S** 治头疼

假设：同族的化学性质相同

反例：可能恰恰在治头疼能力上不同

证据：.....

步骤：**20** 年来的调查与商业使用 **S** 增多同步 → **S** 治头疼

假设：没有它因，调查有代表性

反例：**20** 年来很多人头疼已经死了；环境变好，锻炼更多

证据：.....

步骤：公司计划 → 人们会吃更多 **S**

假设：人们喜欢 **S** 做调味剂

反例：不好吃

证据：.....

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.

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.

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.

步骤：企业正准备把新科技投入市场 + 新技术都可以节能 → 未来人们会更节能

假设：人们会选择新技术

反例：贵；不安全；懒

证据：调查人们的消费倾向

步骤：未来人们会更节能 → 能耗会减少

假设：采用了节能设备就会导致能耗减少

反例：使用时间更长；人口增长；企业增多

证据：.....

步骤：能耗会减少 + 已有的电站过去二十年满足要求 → 不用造新电站

假设：电站没有严重老化

反例：寿命快到，电站的发电量下降的速度超过了节电量

证据：电站的运转情况

39 & 174

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.

步骤：30%销量上升 → 海鲜受欢迎

假设：没有它因

反例：通货膨胀；人口暴增

证据：.....

步骤：全国调查 + BC 主要是双收入家庭 → BC 人在外吃海鲜多

假设：全国调查可以代表 BC；关注健康饮食就会真的健康饮食；海鲜健康；吃健康食品就会常吃海鲜

反例：**BC** 穷，人们出去吃不起；关注健康，但是毅力不足，不会坚持；海鲜被做得很辣很油，不健康，不吸引人吃；人们会更多吃蔬菜水果

证据：.....

步骤：海鲜受欢迎 + **CS** 唯一一家专做海鲜的店 → **CS** 会火爆

假设：**CS** 能竞争得过别人

反例：不专营海鲜也比 **CS** 做得好

证据：.....

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.

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.

步骤：垃圾 **pickup** 抬价 → 回收增多

假设：以前回收量没有达到顶峰；人们不能忍受抬价

反例：抬得太少，人们不 **care**；以前已经回收了全部可回收的东西，没法再增

证据：

步骤：调查显示 **90%**的人说会更愿意回收 → 回收会增多

假设：调查可靠

反例：人们当然说好听话

证据：

步骤：回收增多 → 填埋场会使用更久

假设：回收量决定填埋场使用寿命

反例：人口暴增，企业增多，填埋量也增多

证据：

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.

步骤：现在只有 **1/4** 健康，十年前有 **1/2** 健康 → 人们健康下降

假设：政府的健康标准没变

反例：升高了

证据：

步骤：电脑拥有量最高的地区人们最健康 → 电脑没有造成健康下降

假设：健康的人健康变化不大；电脑拥有量高的地区电脑使用量就高

反例：最健康的这群人健康下降的其实最厉害，和别人的差距在缩小，这是电脑造成的；这群人不怎么用电脑，反而是拥有量低的地区人们用电脑更频繁，健康下降更厉害。

证据：

步骤：健康产品投入少 → 经济萧条导致健康恶化

假设：人们没有足够的健康产品来锻炼；没有它因

反例：健身用品已经非常普及，如果人们真想锻炼怎么都可以锻炼；
环境恶化

证据：健康用品拥有量和实际的运动量；其它因素的变化

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.

步骤: 调查显示玩家喜欢画质逼真的游戏 → 画质逼真的游戏最火热

假设: 这些玩家真正有代表性

反例: 调查中选择了最容易想到的理由, 其实其他因素对他们影响更大; 在游戏店做的调查, 于是所有受调查者的人是极其关注游戏的人, 但是游戏的实际对象是绝大部分年轻人。

证据:

步骤: 人们喜欢高配的高画质游戏 → 人们会买高配的高画质游戏

假设: 机器配置达标

反例: 大部分人机器达不到顶配

证据:

步骤: 新游戏具有以上特质 → 新游戏卖得好

假设：其它方面也达标

反例：只有画质，没有内容，没有平衡性，没有剧情，特别贵

证据：

步骤：广告针对游戏人群

假设：广告吸引人

反例：广告质量很差

证据：广告的实际内容

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.

步骤：没发现工具，只发现模具 → 大雕像是模具造

假设：如果是工具造的，则一定能发现工具；发现的模具一定就是用来造这些大雕像的

反例：工具遗失、腐烂；这些工具和雕像不同年代

证据：

步骤：大雕像写实，小雕像抽象 → 大雕像模具造，小雕像手工刻

假设：模具只能造大雕像

反例：刻也能刻成写实的，模具也能造出抽象，人们的技能可能早已达到做出任何类型雕像的水准，只是审美需要让他们选择了不同的风格

证据：

步骤：大雕像真的是模具造的，小的真的是手工刻的 → 大的贬值，小的增值

假设：工艺决定了价值

反例：真正决定这些雕像价值的可能是年代久远，稀缺性，美观

证据：价值的来源

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.

假设：只有住某个城市才在这个城市缴税

反例：工作，购物都会缴税

证据：调查税收的来源

假设：只有缴税的人才理解钱该用在哪儿

反例：人家有着非常成功的在别的城市制定政策的经验，而且两个城市有非常大的相似性

证据：这些人的能力

假设：不在该城住的人就不了解该城

反例：之前是住在该城的，而且很可能在该城工作了非常久，非常熟悉这个城市

证据：.....

步骤：这些人曾经否定了提案导致提案无法通过 → 这些人应该被移除

假设：这些人的否定是没有价值的

反例：提案极其愚蠢

证据：什么提案被否决了

步骤：他们的否定不利于城市 → 移除他们就会更好

假设：不会有副作用

反例:移除了他们,但是作为城市重要的投资者,他们就会彻底离开,
影响城市的发展

证据:

非主流建议类

7, 98 & 99

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.

步骤: **R** 开了 **Café**→**R** 的咖啡馆成功

假设: **R** 的 **Café** 帮助其成功

反例: 根本就不成功

证据: **R** 的业绩

步骤: **R** 的咖啡馆成功→**M** 的咖啡馆会成功

假设: 两个店没有显著区别

反例: **M** 周围各种 **NB** 咖啡馆, 建了也不吸引人

证据: 周围咖啡馆情况

步骤: 全国调查中儿童人数比例下降很多→砍掉儿童图书无严重坏处

假设: **the national census is indicative of the local situation; the number of children determines how well children's books will sell.**

反例：此地儿童人口没下将；即便下降了，购买力仍然上升。

证据：实际儿童人口数量以及儿童书籍销量变化。

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.

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.

步骤：招生增长 → 房子不够

假设：招生增长的趋势会不变

反例：很快就饱和了

证据：.....

步骤：租房均价上升 → 学生租不起

假设：学生租的房子受到了影响

反例：商业办公楼的租金大幅上涨，学校周围的房子没有变化

证据：.....

假设：漂亮的楼可以吸引更多的学生来 **B**

反例：学生来某个学校的原因是学术、就业而不是楼漂亮

证据：.....

假设：可行

反例：没钱，没地儿

证据：.....

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.

步骤：调查显示市民喜欢水上运动 → 人们真的会想去 M 河玩

假设：调查有代表性；喜欢 **WS** 就是喜欢玩 **WS**

反例：河边进行；吆喝进行；喜欢看水上运动

证据：.....

步骤：有人抱怨 → 水脏

假设：抱怨有代表性

反例：每年都是同样两个人抱怨

证据：.....

步骤：水脏 + 没人去 M 河玩 → 水脏导致没人玩

假设：没有它因

反例：水流湍急，有食人鱼，城里有非常优美的沙滩

证据：.....

步骤：政府计划 → 水会变干净

假设：计划能实现

反例：上游污染，政府没钱

证据：.....

步骤：之前投钱很少 → 只有投钱才能满足人们的需求

假设：以前投的钱不足以维护河两岸的设施；人们来 M 河玩就需要两岸的设施

反例：极少的钱已经把设施维护得很好了；人们就是游个泳，不需要什么设施

证据：

17, 93, 109 & 110

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.

步骤：最近人口增长主要是退休移民 → 必须迎合退休移民的喜好

假设：假设退休移民数量已经成为了这里的重要人群

反例：以前几乎没有老头，即便增长了他们仍然是少数，我们仍然应该关注青年人

证据：

步骤：音乐唱片卖得少 → 音乐市场不景气 → 音乐不能吸引听众

假设：音乐卖得少没有其它原因，只能说明不景气

反例：上网听；盗版听；听现场；听广播

证据：

步骤：新闻访谈节目逐渐受欢迎 → 新闻访谈节目会更吸引观众

假设：变得更受欢迎就意味着很受欢迎

反例：支持率从 1% 变成了 5%，仍然是小众

证据：实际调查喜欢新闻访谈节目的用户数量

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.

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.

27, 29 & 71

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.

步骤：抱怨 → 堵塞严重

假设：抱怨有代表性

反例：抱怨的人很少，是自己的通勤时间改变造成的

证据：.....

步骤：**GH** 建了车道之后堵塞没有好转 → **BH** 建了车道堵塞不会改观

假设：没有它因导致 **GH** 堵塞；**GH** 和 **BH** 道路状况相似

反例：**GH** 附近人口车辆大增，导致堵塞；可能 **GH** 本来已经很宽，堵塞是因为周围道路网不发达，而 **BH** 可能就是阻碍了附近交通的狭窄路段，继续拓宽。

证据：.....

步骤：很多人喜欢自行车 → 自行车道能解决问题

假设：喜欢自行车的人就会喜欢骑车上下班

反例：只喜欢骑车娱乐

证据：.....

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.

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.

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.

步骤：去年的出生率是五年前的一半 → 上学的人会少

假设：去年不是特例；来这儿上学的都是本地人；总人口数没有大幅增多

反例：去年是偶然，整体在增长；外来人上学多；出生婴儿其实没减少，出生率低只是总人口数增多的结果，因为外来成年家庭更多了

证据：

步骤：学生少了 → 减少操场等娱乐设施的开支

假设：只有年轻人采用操场等

反例：所有人都需要锻炼.....

证据：

步骤：年轻人少 → 成年人多了 → 更关注成年人

假设：年轻人数与成年人数相关

反例：成年家庭都不在这儿生孩子，他们都跑别的地方去了

证据：

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.

假设：CI 存在严重的上网娱乐问题。

反例：就没人上网娱乐

证据：

假设：装监控能够解决上网娱乐问题，进而提高生产力。

反例：人们有其它娱乐方式。

证据：

假设：监控不会造成严重副作用

反例：侵犯隐私，员工严重不满；停止上网会直接导致很多工作受到影响

证据：

假设：没有其它更有效的方式提高效率

反例：人们效率低很可能是因为待遇不好，工作太忙等造成，不如寻找更直接的方案解决。

证据：

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.

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.

38, 95 & 96

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.

步骤：以前因为没有供应商停止供应 + 有了供应商 → 我们可以恢复

假设：新近的供应商可以提供合适的草泥马毛；我们的设备，我们的人员还能够制造

反例：质量不如之前，供应量达不到需求；停工之后设备老化，变卖了

证据：

步骤：五年没做了，竞争对手都不做了 → 顾客就会抢着买

假设：顾客一直想要买

反例：竞争对手不做的原因就是顾客不喜欢草泥马大衣

证据：

步骤：大部分衣服都贵了 → 我们的大衣也可以卖很贵

假设：整个市场的变化是统一的

反例：人家变贵的原因是衣服质量的提高；五年不做了，工艺还是先前的，质量没更好，人们还是不愿意付高价，而且还可能过时了

证据：

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.

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

"Five years ago, at a time when we had difficulty obtaining reliable supplies of high-quality wool fabric,

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

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

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.

假设：这个铜矿一定会造成污染

反例：开发技术先进.....

证据：

步骤：铜矿会造成污染 + **WF** 有濒危物种 → 铜矿造成物种灭绝

假设：俩地儿在一起

反例：铜矿距离濒危物种十万八千里

证据：

步骤：抵制由 **CCC** 产的铜所做的产品就会让 **CCC** 放弃计划

假设：消费者知道哪些产品是 **CCC** 做的；**CCC** 的铜的消费去向是这个杂志的消费者

反例：消费者完全不知道使用的产品用的是哪儿的铜；铜完全销往遥远的国度

证据：

56, 57 & 82

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.

步骤：消费者每三个月买一双 → 不管耐不耐久人们都会买

假设：短期更换袜子就说明不在意耐久

反例：喜欢耐久才买新的，买来送亲朋好友

证据：

步骤：东北部的调查 → 人们不在意耐久，在意的是颜色和样式

假设：调查有代表性

反例：是在商场调查的，基本都是女孩子在购物，普遍比较在意款式，但是真正穿袜子的人可能非常在意耐久。

证据：调查对象

步骤：东北部的人不在意耐久 → 全国都不在意耐久

假设：全国各地的人倾向一致

反例：东北部的人比较潮，更在意外表；但是其它地方，西部大农场的人就在意实用

证据：

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.

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.

60, 145, 146, 150, 154 & 155

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.

步骤：天气预报 → 未来会冷

假设：天气预报可靠

反例：一直都不准

证据：天气预报过去的可信度

步骤：传统用油 + 新房 + 未来会冷 → 油的需求量增多

假设：过去用油的未来还会用油；新房用油

反例：替代能源更便宜，更干净

证据：.....

步骤：油的需求量增高 + CI 做油 → 投资 CI 赚钱

假设：CI 有竞争力

反例：很矮的公司；油质量很差

证据：

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.

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.

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.

61, 139, 141, 143 & 162

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.

步骤：私人捐赠增长两倍 + 公园演出观众翻番 → 过去一年很成功

假设：私人捐赠占比例大；公园演出赚钱的

反例：捐赠本来就极少；公园演出是免费

证据：

步骤：过去一年成功 + 未来涨价 → 明年继续成功

假设：涨价后人们还能买账

反例：人们之所以来就是因为便宜，涨价后就再也不来

证据：

步骤：明年会继续成功 → 取消政府赞助

假设：政府赞助不是主要资金来源

反例：政府比例最大，一旦撤资乐团就 **88** 了

证据：

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.

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.

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.

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.

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.

步骤：40,000 受伤 → 运动带来严重后果

假设：these injuries are serious; the number is big.

反例：大部分都是轻微的擦伤等；参加联赛的人多达数十万。

证据：实际受伤种类，实际参加比赛人数。

步骤：足球运动员报告有赢球压力

假设：报告是有代表性的，并且这些压力是负面的

反例：没几个人报告；压力可能很小，并不是坏事

证据：人数，如何施加的压力，程度

步骤：专家的话 → 学生浪费了很多时间在运动上

假设：大部分孩子的练习时间超长

反例：可能大部分孩子并没有用多于每天 **2** 小时时间练习；学习时间已经充分了；即便不练习，可能也不能再多学了；而适当的锻炼可能会带来非常积极的效果，甚至对学习有帮助。

证据：到底人们花在锻炼上的时间有多少，学习时间有多少

假设：这些坏处大于好处

反例：巨大的各种好处

66, 107 & 108

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.

步骤：卖得最好的是 5 种国产乳酪->进口乳酪不赚钱

假设：卖得最多意味着利润最高

反例：廉价啊，外国奶酪贵，卖得少，但利润高。

证据：

步骤：研究->人们更喜欢本地乳酪

假设：这个杂志有代表性；并且 **increased preference** 就意味着更受欢迎

反例：杂志本来主要宣传的就是本地奶酪，订户才选择这个杂志的；即便兴趣增加，可能基数太小。

证据：本身的本地奶酪外地奶酪的需求，以及这个杂志通常宣传的奶酪品牌特点。

步骤：新店本地奶酪赚钱->所有店赚钱

假设：相似

反例：这儿人穷

证据：.....

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.

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.

步骤：有宠物的人活得长

假设：**no other cause**

反例：是因为健康所以才养宠物的，健康是因为其它原因

证据：养宠物之前的健康状况

步骤：宠物帮助人们活得长->狗能帮这些心脏病的人

假设：宠物的帮助是治疗性的

反例：宠物使人心态好，并且带着锻炼.....但是对于已经有病的人，可能是没有帮助的，反而带来了更多的负担和压力。

假设：狗对每个人都是有效的

反例：可能只有喜欢狗的人才能够养狗更健康；而不喜欢狗的人，为了健康而养狗，是不能带来这种心理的快乐，也不会更健康。

证据：

假设：**publicity** 能够带来更多的人从此处领养狗

反例：影响力小；如果最后的领养效果不好，反而可能破坏 **shelter** 的名声

证据：

假设：狗能减少心脏病，其它宠物也能

反例：社会中更多人养其它动物，但是对心脏很有坏处

证据：各种宠物对健康的影响，尤其是流浪宠物

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.

假设：每个农场的产量恒定

反例：大农场变小农场，没了规模经济，产量下降，成本增高，必须涨价

证据：

假设：没有通货膨胀：

反例：物价大幅上涨，牛奶价格在计算了通货膨胀后其实并没有增长

证据：

假设：质量不变

反例：牛奶质量大幅提升，本来就值更多的钱

证据：

假设：政府的宏观调控不会造成负面影响

反例：牛奶厂退市，供不应求

证据：

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.

过程: **survey** ->高脂食物会不受欢迎

假设: **survey** 有代表性; 人们的计划会实现

反例: 只有关心健康的才会理睬这个调查; 人们光说不做

证据:

过程: 很多食品店有大量的低脂食物→高脂食物会不受欢迎

假设: 低脂食物卖得好; 高脂食物存量不比低脂食物更多

反例: 高脂食物很可能卖得更好

证据:

过程：高脂食物卖得不好 + **OD** 很多食物高脂 → **OD** 卖得不好

假设：**OD** 的高脂食物受到了市场的影响；**OD** 没有做其它的

business

反例：**OD** 是高脂之王，别的企业都垮了，但只要市面上还有很多人吃高脂食物，人们就会吃 **OD** 的；**OD** 可能主营的业务也不是高脂食物

证据：……

OD 卖得不好 → 投资 **OD** 会亏

假设：**OD** 没有计划转型

反例：转型

证据：……

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.

Publisher

步骤：封面是政治的卖的最差 → 政治期刊不受欢迎

假设：没有它因

反例：可能是因为内容的经济新闻没做好，封面等本身质量差，不是因为政治的原因

步骤：调查 → 政治期刊不受欢迎

Assumption: 有代表性；**Newsbeat** 是 **general interest** 杂志

反例：调查期间可能有重大经济事件，增加了人们对于经济问题的关注；**Newsbeat** 很可能本来针对的人群就是关心政治问题的人群，不适合 **general interest** 杂志调查

证据：

Editor

步骤：极少杂志在提供大量政治内容 → 转作政治期刊

假设：喜欢读政治内容的读者没有得到满足

反例：人们不喜欢，没需求

证据：

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.

步骤：某些电影好评比例更高 → 我们的电影好

假设：好评比例高就意味着电影好；这些电影有代表性

反例：参与评价的人少了，就是喜欢这些电影的人才参加调查；只有这几个电影好

证据：

步骤：我们的电影好 + 来的人少 -> 人们不知道有好电影

假设：没有它因

反例：经济不景气，贵，自家看，出的电影少

人们不知道有好电影 → 广告不足

假设：之前没有打大量广告

反例：打了无数广告了，但是非常失败

证据：过去广告多少？效果怎样？

132, 134 & 136

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.

证据：一些事故->需要解决这个问题

假设：这些事故是由于青年驾驶能力差造成；这些事故的青年是 **CHS** 的学生。

反例：都是青年人被 **SX** 司机开车撞；这些青年司机本来就不是 **CHS** 的学生

证据：

步骤：家长的抱怨->不能靠家长

假设：有代表性；家长有困难，学校就要解决；学校就适合解决

反例：少数家长；学校不能解决一切家长解决不了的问题，主要任务是教育学生的知识方面

证据：

步骤：没钱的家长付不起驾校->不能靠驾校

假设：没钱的家庭孩子开车

反例：没钱的家庭本来就不会给孩子买车

证据：

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.

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.

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

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

We predict that a shop in this area will draw a steady stream of enthusiastic new HobCo customers."

步骤：没 **hobby shop** → 建 **hobby shop** 会赚钱

假设：没有替代性商店

反例：可能各项娱乐活动都有更分类细化的俱乐部、商店等早已满足需求

证据：

步骤：**88%**调查者支持 → 人们想要 **hobby shop**

假设：调查有代表性

反例：想要的人才来参与调查

证据：

步骤：区域 **hobby business** 增长 → 南 **G** 地区 **hobby business** 会增长

假设：南 **G** 地区与区域其它地方经济状况

反例：南 **G** 落后，人们没钱

证据：

步骤：退休人多，有时间 → 他们会投入 **hobby**

假设：他们有意向投入

反例：宅，经济保守

证据：.....