Secondly, a public policy whereby some children receive preferential treatment carries dangerous sociological implications. The sort of selectivity that the statement recommends might tend to split society into two factions: talented elitists and all others. In my view any democratic society should abhor a policy that breeds or exacerbates socioeconomic disparities.

Thirdly, in suggesting that it is in society's best interest to identify especially talented children, the statement assumes that talented children are the ones who are most likely to contribute greatly to the society as adults. I find this assumption somewhat dubious, for I see no reason why a talented child, having received the benefit of special attention, might nevertheless be unmotivated to ply those talents in useful ways as an adult. In fact, in my observation many talented people who misuse their talents—in ways that harm the very society that helped nurture those talents.

Finally, the statement ignores the psychological damage that a preferential policy might inflict on all children. While children selected for special treatment grow to deem themselves superior, those left out feel that they are worthless as a result. I think any astute child psychologist would warn that both types of cases portend psychological trouble later in life. In my view we should favor policies that affirm the self-worth of every child, regardless of his or her talents—or lack thereof. Otherwise, we will quickly devolve into a society of people who cheapen their own humanity.

In the final analysis, when we help our children identify and develop their talents we are all better off. But if we help only some children to develop only some talents, I fear that on balance we will all be worse off.

Issue 216 Are **most important discoveries** and creations accidental?

The speaker contends that most important discoveries and creations are accidental—that they come about when we are seeking answers to other questions. I concede that this contention finds considerable support from important discoveries of the past. However, the contention overstates the role of accident, or serendipity, when it comes to modern-day discoveries—and when it comes to creations.

Turning first to discoveries, I agree that discovery often occurs when we unexpectedly happen upon something in our quest for something else—such as an answer to an unrelated question or a solution to an unrelated problem. A variety of geographical, scientific, and anthropological discoveries aptly illustrate this point. In search of a trade route to the West Indies Columbus discovered instead an inhabited continent unknown to Europeans; and during the course of an unrelated experiment Fleming accidentally discovered penicillin. In search of answers to questions about marine organisms, oceanographers often happen upon previously undiscovered, and important, archeological artifacts and geological phenomena; conversely, in their quest to understand the earth's structure and history geologists often stumble upon important human artifacts.

In light of the foregoing examples, "intentional discovery" might seem an oxymoron; yet in fact it is not. Many important discoveries are anticipated and sought out purposefully. For instance, in their efforts to find new celestial bodies astronomers using increasingly powerful telescopes do indeed find them. Biochemists often discover important new vaccines and other biological and chemical agents for the curing, preventing, and treating of diseases not by stumbling upon them in search of something else but rather through methodical search for these discoveries. In fact, in today's world discovery is becoming increasingly an anticipated result of careful planning and methodical research, for the reason that scientific advancement now requires significant resources that only large corporations and governments possess. These entities are accountable to their shareholders and constituents, who demand clear strategies and objectives so that they can see a return on their investments.

Turning next to how our creations typically come about, in marked contrast to discoveries, creations are by nature products of their creators' purposeful designs. Consider humankind's key creations, such as the printing press, the internal combustion engine, and semi-conductor technology. Each of these inventions sprung quite intentionally from the inventor's imagination and objectives. It is crucial to distinguish here between a creation and the spin-offs from that creation, which the original creator may or may not foresee. For instance, the engineers at a handful of universities who originally created the ARPAnet as a means to transfer data amongst themselves certainly intended to create that network for that purpose. What these engineers did not intend to create, however, was what would eventually grow to become the infrastructure for mass media and communications, and even commerce. Yet the ARPAnet itself was no accident, nor are the many creations that it spawned, such as the World Wide Web and the countless creations that the Web has in turned spawned.

In sum, the speaker has overlooked a crucial distinction between the nature of discovery and the nature of creation. Although serendipity has always played a key role in many important discoveries, at least up until now, purposeful intent is necessarily the key to human creation.

Issue 218 Must art be widely understood **to have merit**?

The speaker's assertion that art must be widely understood to have merit is wrongheaded. The speaker misunderstands the final objective of art, which has little to do with cognitive "understanding."

First consider the musical art form. The fact that the listener must "understand" the composer's artistic expression without the benefit of words or visual images forces us to ask: "What is there to understand in the first place?" Of course, the listener can always struggle to appreciate how the musical piece employs various harmonic, melodic, and rhythmic principles. Yet it would be absurd to assert that the objective of music is to challenge the listener's knowledge of music theory. In fact, listening to music is simply an encounter—an experience to be accepted at face value for its aural impact on our spirit and our emotions.

Next consider the art forms of painting and sculpture. In the context of these art forms, the speaker seems to suggest that if we cannot all understand what the work is supposed to represent, then we should dismiss the work as worthless. Again, however, the speaker misses the point of art. Only by provoking and challenging us, and inciting our emotions, imagination, and wonder do paintings and sculpture hold merit. Put another way, if the test for meritorious art were its ability to be clearly understood by every observer, then our most valuable art would simply imitate the mundane physical world around us. A Polaroid picture taken by a monkey would be considered great art, while the abstract works of Pollock and Picasso would be worth no more than the salvage value of the materials used to create them.

Finally, consider art forms such as poetry, song, and prose, where the use of language is part-and-parcel of the art. It is easy to assume that where words are involved they must be strung together in understandable phrases in order for the art to have any merit. Moreover, if the writer-artist resorts exclusively to obscure words that people simply do not know, then the art can convey nothing beyond the alliterative or onomatopoeic impact that the words might have when uttered aloud. However, in poetry and song the writer-artist often uses words as imagery—to conjure up feelings and evoke visceral reactions in the reader or listener. In these cases stanzas and verses need not be "understood" to have merit, as much as they need be experienced for the images and emotions they evoke.

When it comes to prose, admittedly the writer-artist must use words to convey cognitive ideas—for example, to help the reader follow the plot of a novel. In these cases the art must truly be "understood" on a linguistic and cognitive level; otherwise it is mere gibberish—without merit except perhaps as a doorstop. Nevertheless, the final objective even of literature is to move the reader emotionally and spiritually—not simply to inform. Thus, even though a reader might understand the twists and turns of a novel's plot intellectually, what's the point if the reader has come away unaffected in emotion or spirit?

In the final analysis, whether art must be understood by most people, or by any person, in order for it to have merit begs the question. To "understand" art a person need only have eyes to see or ears to hear, and a soul to feel.

Issue 225 Our tendency to look for similarities between **different things**

Do people too often look for similarities between things, regardless of whether it is helpful or harmful to do so, and not often enough evaluate things on their own individual merits? The speaker believes so. I agree to an extent, especially when it comes to making determinations about people. However, the speaker overlooks a fundamental and compelling reason why people must always try to find similarities between things.

I agree with the speaker insofar as insisting on finding similarities between things can often result in unfair, and sometimes harmful, comparisons. By focusing on the similarities among all big cities, for example, we overlook the distinctive character, architecture, ethnic diversity, and culture of each one. Without evaluating an individual company on its own merits before buying stock in that company, an investor runs the risk of choosing a poor performer in an otherwise attractive product sector or geographic region. And schools tend to group students according to their performance on general intelligence tests and academic exams. By doing so, schools overlook more specific forms of intelligence which should be identified and nurtured on a more individualized basis so that each student can fulfill his or her potential.

As the final example above illustrates, we should be especially careful when looking for similarities between people. We humans have a tendency to draw arbitrary conclusions about one another based on gender, race, and superficial characteristics. Each individual should be evaluated instead on the basis of his or her own merit—in terms of character, accomplishment, and so forth. Otherwise, we run the risk of unfair bias and even prejudice, which manifest themselves in various forms of discrimination and oppression. Yet prejudice can result from looking too hard for differences as well, while overlooking the things that all people share. Thus while partly correct, the speaker's assertion doesn't go far enough—to account for the potential harm in drawing false distinctions between types of people.

Yet, in another sense the speaker goes too far—by overlooking a fundamental, even philosophical, reason why we should always look for similarities between things. Specifically, it is the only way humans can truly learn anything and communicate with one another. Any astute developmental psychologist, epistemologist, or even parent would agree that we come to understand each new thing we encounter by comparing it to something with which we are already familiar. For example, if a child first associates the concept of blue with the sky's color, then the next blue thing the child encounters—a ball, for instance—the child recognizes as blue only by way of its similarity to the sky. Furthermore, without this association and a label for the concept of blue the child cannot possibly convey the concept to another person. Thus looking for similarities between things is how we make sense of our world, as well as communicate with one another.

To sum up, I agree that finding false similarities and drawing false analogies can be harmful, especially when reaching conclusions about people. Nevertheless, from a philosophical and linguistic point of view, humans must look for similarities between things in order to learn and to communicate.

Issue 230 Should colleges allow students to **make their own decisions**?

The speaker asserts that people prefer following directions to making their own decisions, and therefore colleges should make as many decisions as possible for their students. In my view, the speaker's threshold and ultimate claims are both specious. It might appear that people often prefer others to make decisions for them, and that colleges know what's best for their students. However, upon further reflection it becomes evident that following the speaker's advice would on balance do disservice to students and to society.

As for the speaker's threshold claim, I concede that under certain circumstances people prefer to take direction from others. For instance, when members of a football team heed their coach's directions, they are preferring not to make their own calls. Moreover, many people are natural followers who know that they function best when other people make decisions for them. Nevertheless, I find this threshold claim internally illogical. Yielding voluntarily to the direction of others for the purpose of serving one's own interests—such as winning the game or obtaining a useful college degree—is itself an expression of one's free preference to decide what is best for oneself. Accordingly, I find the speaker's threshold claim suspect.

I turn next to the speaker's ultimate claim that colleges should make as many decisions as possible for their students. I agree that when it comes to particular tasks in which college professors are more experienced and knowledgeable, following their directions is to be preferred, for failing to do so can result in costly mistakes. For instance, chemistry students must strictly follow proper laboratory procedures—or risk tainting experimental results, damaging equipment, or wasting their lab partners' time. Language students must follow the pedagogical lead of their teachers, or risk coming away without the linguistic foundation needed to master their new language. And, students who are free to disregard homework assignments find themselves unable to follow class discussions, let alone participate meaningfully in them.

However, when it comes to decisions about major and minor fields of study, curriculum choices, and other broad decisions, for the most part students themselves—and not college administrators—should be the final decision-makers. Admittedly, a college that requires exposure to a breadth of academic disciplines ensures that its graduates will be uniformly well-rounded. And students are generally well-served in the long term as a result. Nevertheless, I think it is a mistake to take too many curriculum choices away from students. If they are not free to choose course work that most interests them, students are likely to be unmotivated in their studies. Moreover, these students will not have learned to assume responsibility for the consequences of their own decisions. Thus a curriculum which includes certain core requirements along with a broad array of electives provides an optimal balance of discipline and choice for most students.

The speaker might retort that many college students respond to freedom of choice regarding curriculum by enrolling in as few courses as possible, in courses that are most enjoyable, and in courses whose instructors are lenient graders. Yet, students who misuse their freedom in these ways will ultimately fall by the wayside, freeing up our educational resources for more committed students who are more likely to contribute meaningfully to society later in life. Besides, by allowing students to experience the consequences of their youthful misjudgments colleges can teach students life lessons that are just as valuable, if not more so, than the lessons taught in the classroom.

In sum, my intuition is that by nature people prefer autonomy, and reach their full potential, only if they steer their own ship. When colleges take away too much of that autonomy in the name of quality assurance, they breed legions of graduates incapable of handling their incipient autonomy responsibly. In the final analysis, while some curriculum guidelines might be appropriate in the interest of ensuring a breadth of educational experience, on balance a policy of student choice is to be preferred.

Issue 231 Is **moderation in all things** poor advice?

Should we strive for moderation in all things, as the adage suggests? I tend to agree with the speaker that worthwhile endeavors sometimes require, or at least call for, intense focus at the expense of moderation.

The virtues of moderation are undeniable. Moderation in all things affords us the time and energy to sample more of what life and the world have to offer. In contrast, lack of moderation leads to a life out of balance. As a society we are slowly coming to realize what many astute psychologists and medical practitioners have known all along: we are at our best as humans only when we strike a proper balance between the mind, body, and spirit. The call for a balanced life is essentially a call for moderation in all things.

For instance, while moderate exercise improves our health and sense of well-being, over-exercise and intense exercise can cause injury or psychological burnout, either of which defeat our purpose by requiring us to discontinue exercise altogether. Lack of moderation in diet can cause obesity at one extreme or anorexia at the other, either of which endangers one's health, and even life. And when it comes to potentially addictive substances—alcohol, tobacco, and the like—the deleterious effects of over-consumption are dear enough.

The virtues of moderation apply to work as well. Stress associated with a high-pressure job increases one's vulnerability to heart disease and other physical disorders. And over-work can result in psychological burnout, thereby jeopardizing one's job and career. Overwork can even kill, as demonstrated by the alarmingly high death rate among young Japanese men, many of whom work 100 or more hours each week.

Having acknowledged the wisdom of the old adage, I nevertheless agree that under some circumstances, and for some people, abandoning moderation might be well justified. Query how many of the world's great artistic creations—in the visual arts, music, and even literature—would have come to fruition without intense, focused efforts on the part of their creators. Creative work necessarily involves a large measure of intense focus—a single-minded, obsessive pursuit of aesthetic perfection.

Or, consider athletic performance. Admittedly, intensity can be counterproductive when it results in burnout or injury. Yet who could disagree that a great athletic performance necessarily requires great focus and intensity—both in preparation and in the performance itself? In short, when it comes to athletics, moderation breeds mediocrity, while intensity breeds excellence and victory. Finally, consider the increasingly competitive world of business. An intense, focused company-wide effort is sometimes needed to ensure a company's competitiveness, and even survival. This is particularly true in today's technology-driven industries where keeping up with frantic pace of change is essential for almost any high-tech firm's survival.

In sum, the old adage amounts to sound advice for most people under most circumstances. Nevertheless, when it comes to creative accomplishment, and to competitive success in areas such as athletics and business, I agree with the speaker that abandoning or suspending moderation is often appropriate, and sometimes necessary, in the interest of achieving worthwhile goals.

Issue 233 Do **technologies** interfere with "real" learning?

The speaker asserts that innovations such as videos, computers, and the Internet too often distract from "real" learning in the classroom. I strongly agree that these tools can be counterproductive in some instances, and ineffectual for certain types of learning. Nevertheless, the speaker's assertion places too little value on the ways in which these innovations can facilitate the learning process.

In several respects, I find the statement compelling. First of all, in my observation and experience, computers and videos are misused most often for education when teachers rely on them as surrogates, or baby-sitters. Teachers must use the time during which students are watching videos or are at their computer stations productively—helping other students, preparing lesson plans, and so forth. Otherwise, these tools can indeed impede the learning process.

Secondly, passive viewing of videos or of Web pages is no indication that any significant learning is taking place. Thus teachers must carefully select Internet resources that provide a true interactive learning experience, or are highly informative otherwise. And, in selecting videos teachers must be sure to follow up with lively class discussions. Otherwise, the comparatively passive nature of these media can render them ineffectual in the learning process.

Thirdly, some types of learning occur best during face-to-face encounters between teacher and student, and between students. Only by way of a live encounter can a language teacher recognize and immediately correct subtle problems in pronunciation and inflection. And, there is no suitable substitute for a live encounter when it comes to teaching techniques in painting, sculpture, music performance, and acting. Moreover, certain types of learning are facilitated when students interact as a group. Many grade-school teachers, for example, find that reading together aloud is the most effective way for students to learn this skill.

Fourth, with technology-based learning tools, especially computers and the Internet, learning how to use the technology can rob the teacher of valuable time that could be spent accomplishing the teacher's ultimate educational objectives. Besides, any technology-based learning tool carries the risk of technical problems. Students whose teachers fail to plan for productive use of unexpected downtime can lose opportunities for real learning.

Finally, we must not overlook the non-quantifiable benefit that personal attention can afford. A human teacher can provide meaningful personal encouragement and support, and can identify and help to solve a student's social or psychological problems that might be impeding the learning process. No video, computer program, or Web site can begin to serve these invaluable functions.

Acknowledging the many ways that technological innovations can impede "real" learning, these innovations nevertheless can facilitate "real" learning, if employed judicially and for appropriate purposes. Specifically, when it comes to learning rote facts and figures, personal interaction with a teacher is unnecessary, and can even result in fatigue and burnout for the teacher. Computers are an ideal tool for the sorts of learning that occur only through repetition—typing skills, basic arithmetical calculations, and so forth. Computers also make possible visual effects that aid uniquely in the learning of spatial concepts. Finally, computers, videos and the Internet are ideal for imparting basic textbook information to students, thereby freeing up the teacher's time to give students individualized attention.

In sum, computers and videos can indeed distract from learning—when teachers misuse them as substitutes for personal attention, or when the technology itself becomes the focus of attention. Nevertheless, if judicially used as primers, as supplements, and where repetition and rote learning are appropriate, these tools can serve to liberate teachers to focus on individual needs of students—needs that only "real" teachers can recognize and meet.

Issue 234 Do people prefer constraints on **absolute freedom**?

Do people prefer constraints on absolute freedom of choice, regardless of what they might claim? I believe so, because in order for any democratic society to thrive it must strike a balance between freedom and order.

History informs us that attempts to quell basic individual freedoms—of expression, of opinion and belief, and to come and go as we please—invariably fail. People ultimately rise up against unreasonable constraints on freedom of choice. The desire for freedom seems to spring from our fundamental nature as human beings. But does this mean that people would prefer absolute freedom of choice to any constraints whatsoever? No. Reasonable constraints on freedom are needed to protect freedom—and to prevent a society from devolving into a state of anarchy where life is short and brutish.

To appreciate our preference for constraining our own freedom of choice, one need look no further than the neighborhood playground. Even without any adult supervision, a group of youngsters at play invariably establish mutually agreed-upon rules for conduct—whether or not a sport or game is involved. Children learn at an early age that without any rules for behavior the playground bully usually prevails. And short of beating up on others, bullies enjoy taking prisoners—i.e., restricting the freedom of choice of others. Thus our preference for constraining our freedom of choice stems from our desire to protect and preserve that freedom.

Our preference for constraining our own freedom of choice continues into our adult lives. We freely enter into exclusive pair-bonding relationships; during our teens we agree to "go steady," then as adults we voluntarily enter into marriage contracts. Most of us eagerly enter into exclusive employment relationships—preferring the security of steady income to the "freedom" of not knowing where our next paycheck will come from. Even people who prefer self-employment to job security quickly learn that the only way to preserve their "autonomy" is to constrain themselves in terms of their agreements with clients and customers, and especially in terms of how they use their time. Admittedly, our self-inflicted job constraints are born largely of economic necessity. Yet even the wealthiest individuals usually choose to constrain their freedom by devoting most of their time and attention to a few pet projects.

Our preference for constraining our own freedom of choice is evident on a societal level as well. Just as children at a playground recognize the need for self-imposed rules and regulations, as a society we recognize the same need. After all, in a democratic society our system of laws is an invention of the people. For example, we insist on being bound by rules for operating motor vehicles, for buying and selling both real and personal property, and for making public statements about other people. Without these rules, we would live in continual fear for our physical safety, the security of our property, and our personal reputation and dignity.

In sum, I agree with the fundamental assertion that people prefer reasonable constraints on their freedom of choice. In fact, in a democratic society we insist on imposing these constraints on ourselves in order to preserve that freedom.

Issue 235 Is loyalty always a **positive force**?

Is loyalty all too often a destructive force, rather than a virtue, as the speaker contends? To answer this question it is crucial to draw a distinction between loyalty as an abstract concept and its application. Apart from its consequences, loyalty is clearly a virtue that all humans should strive to develop. Loyalty is part of a universal ethos that we commonly refer to as the golden rule: Do unto others as you would have others do unto you. However, whether loyalty in its application amounts to virtue depends on its extent and its object.

First consider the ways in which loyalty, if exercised in proper measure and direction, can be a positive force. Relationships between spouses and other exclusive pairs require some degree of trust in order to endure; and loyalty is part-and-parcel of that trust. Similarly, employment relationships depend on some measure of mutual loyalty, without which job attrition would run so rampant that society's economic productivity would virtually come to a halt. And, without some mutual loyalty between a sovereign state and its citizenry there can be no security or safety from either revolt or invasion. The world would quickly devolve into anarchy or into a despotic state ordered by brute force.

On the other hand, misguided or overextended loyalty can amount to a divisive and even destructive force. In school, undue loyalty to popular social cliques often leads to insulting and abusive language or behavior toward students outside these cliques. Undue loyalty amongst friends can turn them into an antisocial, even warring, gang of miscreants. And, undue loyalty to a spouse or other partner can lead to acquiescence in abusive treatment by that partner, and abuse of oneself by continuing to be loyal despite the abuse.

Misguided loyalty can also occur between people and their institutions. Undue loyalty to college alma maters often leads to job discrimination—for example, when a job candidate with the same alma mater as that of the person making the hiring decision is chosen over a more qualified candidate from a different school. Loyalty to one's employer can also become a destructive force, if it leads to deceptive business practices and disregard for regulations designed to protect public health and safety. By way of undue loyalty to their employers, employees sometimes harm themselves as well. Specifically, many employees fail to advance their own careers by moving on to another place of work, or type of work altogether, because of a misplaced sense of loyalty to one company. Finally, and perhaps foremost in terms of destructive potential, is misguided loyalty to one's country or political leaders. History shows all too well that crossing the fine line between patriotism and irrational jingoism can lead to such atrocities as persecution, genocide, and war.

To sum up, without loyalty there can be no basis for trust between two people, or between people and their institutions. A world devoid of loyalty would be a paranoid, if not anarchical, one. Nevertheless, loyalty must be tempered by other virtues, such as fairness, tolerance, and respect for other people and for oneself. Otherwise, I agree that it can serve to divide, damage, and even destroy.

Issue 238 Does conformity stifle **creativity and energy**?

This statement about the impact of conformity on individual energy and creativity actually involves two distinct issues. In my view, the extent to which conformity stifles a person's energy depends primarily on the temperament of each individual, as well as on the goals toward which the person's energy is directed. However, I am in full agreement that conformity stifles creativity; indeed, in my view the two phenomena are mutually exclusive.

Whether conformity stifles individual energy depends on the individual person involved. Some people are conformists by nature. By this I mean that they function best in an environment where their role is dearly defined and where teamwork is key in meeting group objectives. For conformists individual energy comes from sharing a common purpose, or mission, with a group that must work in lock-step fashion to achieve that mission. In the military and in team sports, for example, the group's common mission is dearly understood, and group members conform to the same dress code, drill regimen, and so forth. And rather than quelling energy, this conformity breeds camaraderie, as well as enthusiasm and even fervor for winning the battle or the game. Besides, nonconforming behavior in these environments only serves to undermine success; if game plans or battle strategies were left to each individual team member, the results would dearly be disastrous.

Conformists find enhanced energy in certain corners of the business world as well, particularly in traditional service industries such as finance, accounting, insurance, legal services, and health care. In these businesses it is not the iconoclasts who revel and thrive but rather those who can work most effectively within the constraints of established practices, policies, and regulations. Of course, a clever idea for structuring a deal, or a creative legal maneuver, might play a role in winning smaller battles along the way. But such tactics are those of conformists who are playing by the same ground rules as their peers.

In sharp contrast, other people are nonconformists by nature. These people are motivated more often by the personal satisfaction that comes with creativity, invention, and innovation. For these people a highly structured, bureaucratic environment only serves to quell motivation and energy. Artists and musicians typically find such environments stifling, even noxious. Entrepreneurial business people who thrive on innovation and differentiation are often driven to self-employment because they feel stifled and frustrated, even offended, by a bureaucracy which requires conformity.

As for whether conformity stifles individual creativity, one need only look around at the individuals whom we consider highly creative to conclude that this is indeed the case. Our most creative people are highly eccentric in their personal appearance, lifestyle, and so forth. In fact, they seem to eschew any sort of established norms and mores. Bee-bop music pioneer Thelonius Monk was renowned for his eccentric manner of speech, dress, and behavior. Even as a young student, Frank Lloyd Wright took to carrying a cane and wearing a top hat and a cape. And who could argue that musicians

Prince and Michael Jackson, two of the most creative forces in popular music, are nothing if not nonconforming in every way. Besides, by definition creativity requires nonconformity. In other words, any creative act is necessarily in nonconformance with what already exists.

To sum up, conformists find their energy by conforming, nonconformists by not conforming. And creativity is the exclusive domain of the nonconformist.

Issue 243 The comparative value of artistic and scientific accomplishments

I find the speaker's claim that a civilization's value lies more in its artistic accomplishments than its scientific ones to be problematic insofar as the speaker fails to adequately define the term "value." Nonetheless, assuming that by "value" the speaker means the extent to which an accomplishment enhances and improves the quality of our lives as humans, on balance I agree with the claim.

A threshold problem with the speaker's claim is that the comparative value of art and science lies largely in the eye of the individual beholder. A person who is more emotional, or who has heightened aesthetic sensibilities, will tend to agree with the speaker. On the other hand, a person who is more analytical or cognitive by nature might tend to disagree. Thus the speaker's claim seems an unfair generalization, which ignores its own vulnerability to subjectivity.

Aside from the highly subjective nature of the claim, if the value of a civilization's accomplishments is determined by the civilization itself, then the speaker's claim begs the question. If a civilization chooses to concern itself primarily with science, as our modern Western civilization does, then by definition scientific accomplishments must be of greater value to the civilization than artistic accomplishments. Of course, the reverse would be true for any culture that stresses artistic accomplishment over scientific inquiry.

Assuming that by "value" the speaker means the extent to which later civilizations depend on earlier artistic and scientific accomplishments, I strongly disagree with the speaker's claim. We speak of scientific accomplishments in terms of "progress" and "setback," or "advances" and "retreat." The reason for this is clear enough. With few historical exceptions great scientific accomplishments build on prior ones. Even where new discoveries disprove old theories, scientists would not be challenged and incited in the first place without the benefit of their predecessor's efforts. In sharp contrast, artistic accomplishment has little to do with either advances or retreats. Art is timeless—independent of prior art. Artists draw inspiration not from other art but from the world around them, the essence of which artists attempt to capture and convey. In short, if the value of an accomplishment lies simply in the extent to which subsequent accomplishments depend on it, then the speaker's claim is fundamentally wrong.

However, if by "value" the speaker means something more—the extent to which a scientific or an artistic accomplishment makes the world a better place for humans overall—then the speaker's claim has far more merit. Although it would be tempting to embrace the popular notion that better living is achieved primarily through science, on balance I disagree with this notion. Admittedly, advances in the health sciences serve to enhance our physical well-being, our comfort, and our life span. However, in a myriad of other respects scientific accomplishments have diminished our quality of life. After all, it is through scientific accomplishment that chemicals in our food, water, and air increase the incidence and variety of cancers; that our very existence as a species is jeopardized by the threat of nuclear warfare; and that greenhouse gases which deplete our ozone layer and heat the Earth threaten civilization itself.

In sharp contrast, no great artistic accomplishment has brought about war, disease or any threat to the quality of life for any civilization. To the contrary, great art only serves to lift the human spirit in the face of the so-called "progress" that scientific accomplishments bring about. Therefore, on balance I agree with the speaker that the value of a civilization—in the long term—lies more in its artistic than scientific accomplishments.

第四章 Argument 范文精讲

Argument 中的逻辑错误及应对策略

Argument 的题目中设置了一些推论或论据方面的漏洞，使其有懈可击。一般而言每篇 Argument 里都有三四个明显的错误供考生批评。（在本章和第五章的范文中，大多数的论证部分都由三四个段落构成，每一段里都有一个明显的错误可供批评。）

我们来研究一下 Argument 中最常见的逻辑或推论方面的错误。每个问题都配有相应的一篇模拟 Argument 来提供错误的详情，并附有标准的应对范文。这些例子并非 GRE 真题中的 Argument，而是很逼真的模拟题。另外，这些 Argument 因为各自只针对一个具体的推理问题，所以比 Argument 真题的长度稍短一些。

一、经不起推敲的类推

在 GRE 的 Arguments 中可能出现由一个事物（如城市、学校或公司）对另一事物进行类推的情况。这就意味着，作者认为两件事物因为在某些方面相似，那么它们在其他所有方面就一定都相似。除非文章中提供了充分证据支持这种假设，否则其论述就可以受到置疑。下面的例子中有两处经不起推敲的类推：

Argument:

The following appeared in a memo from the manager of Cutters, a hair salon located in suburban Apton:

"...In order to boost Cutters' sagging profits we should relocate our hair salon from its current suburban—mall location to downtown Apton. After all, Hair-Dooz, our chief competitor at the mall, has relocated downtown and is prospering in its new location. ...Besides, in neighboring Brainard the most successful hair salon is located in that city's downtown district. By emulating these two successful salons we'll surely succeed as well."

范文:

The argument relies on what might be a false analogy between Cutters and the Brainard and Hair-Dooz salons. In order for the last two salons to serve as models that Cutters should emulate, the manager must assume that all relevant circumstances involving the business are essentially the same. However, this assumption is unwarranted. For example, the argument overlooks the possibility that the Hair-Dooz _ move was motivated by other concerns besides profitability. Perhaps the owner of Hair-Dooz relocated the salon to cater to a certain clientele that Cutters would not attract. As for the Brainard salon, perhaps the demographic trends in Brainard are quite different than those in Apton, and therefore Cutters is likely to fail in downtown Al even though the other salon prospers in downtown Brainard. Or, perhaps the Brainard salon thrives only because it is long-established in its current downtown location, while Cutters would flounder without an immediate customer base in downtown Apton.

二、将因果关系与单纯的关联关系或时间关系混淆起来

很多 Argument 的论述基于这样的思路：一件事情的发生是由另一件事情引起的。这种因果关系的推理也许是基于以下的原因：

1. 两件事的发生有明显联系（两件事情总是一起出现）。
2. 两件事的发生在时间上有关系（一件事出现在另一件事之后）。

两件事很明显的相关性或时间上的关联有可能意味着两者之间有因果关系，但仅此一点并不足以保证这种因果关系的存在。除非 Argument 提到并且排除其他可能的、且合乎情理的原因（顺便一提，该 Argument 不能排除），否则其论述就存在漏洞。下面的例子中含有上述两种情况：

Argument:

The following appeared in the editorial section of a newspaper.

"Many states have enacted laws prohibiting environmental emissions of nitrocarbon byproducts, on the basis that these byproducts have been shown to cause Urkin's Disease in humans. These laws have clearly been effective in preventing the disease. After all, in every state that has enacted such a law the incidence of Urkin's disease is lower than in any state that has not enacted a similar taw ..."

范文:

The argument concludes based on a known correlation between laws prohibiting certain emissions and the low incidence of Urkin's Disease that the latter is attributable, at least partly, to the former. Yet the correlation alone amounts to scant evidence of the claimed cause-and-effect relationship. Perhaps Urkin's disease can be caused by other factors as well, which are absent in these particular states but present in all others. Moreover, the argument overlooks the fact that it is the level of compliance with a law, not its enactment, that determines its effectiveness. The editorial's author has not accounted for the possibility that the laws prohibiting the emissions were never enforced or complied with, and that the emissions have continued unabated. If this is the case, then the conclusion that the laws are effective in preventing Urkin's Disease would lack any merit whatsoever.

三、认为一个群体的特征适用于该群体的所有成员

Argument 中常把群体的特征延伸到个体。除非 Argument 有力地证明这一个体的确具有那一群体的典型特征（顺便一提，该 Argument 不能证明），否则其论述就有懈可击。请看：

Argument:

The following appeared in a memo from the president of Cutters, a regional chain of hair salons:

"It is a well-established fact that in today's society more and more people are moving from the suburbs to downtown areas. So in order to boost Cutters' sagging profits we should relocate each of our hair salons currently located in a suburban mall to the downtown area nearest to it ..."

范文:

The argument assumes that the demographic trend in the specific region where Cutters operates reflects the general trend upon which the argument relies. Yet, Cutters' president fails to offer any evidence to substantiate this crucial assumption. Absent such evidence, it is just as likely that in the region where Cutters operates people are not moving from the suburbs to downtown areas; for that matter, perhaps in this region the demographic trend is in the opposite direction, in which event the president's recommendation would amount to especially poor advice.

四、认为某条件是某结果的必要和／或充足条件

Argument 会出现基于下面两种思路而推荐某行为的情况：

1. 要想取得理想的结果就必须按照这种（推荐的）行为去做。
2. 按照这种（推荐的）行为去做就足以取得理想的结果。

以上两种思路常常出现在同一篇 Argument 中。这两个思路都易受到置疑。就第一条思路而言，Argument 必须提供证据证明，除了这个行为之外就没有其他能达到同样结果的行为了（顺便一提，它不能提供）。就第二条思路而言，Argument 也必须提供有力的证据证明，所建议的行为足以保证理想效果的获得（顺便一提，它不能提供）。如果缺少这些证据，文章作者就不应该用以上两个思路来支持所提的行为建议。下面的范文由两个段落组成。第一段针对思路一，第二段针对思路二。

Argument:

The following appeared in a uremo from the superintendent of the Cutter County school district:

"In order to raise the level of reading skills of our district's elementary-school students to a level that at least represents the national average, we should adopt the 'Back to Basics' reading program, After all, this reading program has a superior record for improving reading skills among youngsters nationwide. By adopting Back to Basics the parents of our young students would be assured that their children will develop the reading skills they will need throughout their lives ..."

范文：

The recommendation depends on the assumption that no alternative means of improving the students' reading skills are available. Yet no evidence is offered to substantiate this assumption. Admittedly, the superior record of the Back to Basics (BTB) program is some evidence that no other program is as likely to achieve the desired result. However, it is entirely possible that means other than this or any other reading program would also achieve the desired result. Perhaps the desired improvement could be achieved if the schools instead hired special reading instructors, or encouraged parents to read with their children, or simply devoted more time during school to reading. Without considering and ruling out these and other alternative means of improving reading skills, the superintendent cannot confidently conclude that the schools must adopt the BTB program-or for that matter any reading program-in order to achieve the district's goal.

The recommendation depends on the additional unsubstantiated assumption that adopting BTB would by itself improve students' reading skills to the desired extent. Absent evidence that this is the case, it is equally possible that adopting the program would not suffice by itself. Students must be sufficiently attentive and motivated, and teachers must be sufficiently competent: otherwise, the program will not be effective. In short, unless the superintendent can show that the program will be effectively implemented and received. I cannot accept the recommendation.

五、基于可能不具代表性的统计数据

Argument 会引用一些对抽样组进行研究、调查或民意测验而得出的统计数据，并由此得出针对更多人或物的结论。但是，要确保这样做的正确性，抽样组必须具备以下两个条件：

1. 作为整体中的一部分，抽样组必须具有一定的规模。

2. 抽样组在相关的特点方面必须能代表整体。

这两个要求 Argument 往往都没有满足。当然，这是出题者故意为之，目的是提供给考生进行评判的机会。下面的例子为你演示如何在范文中用一个段落处理这两个问题。

Argument:

The following is taken from the editorial section of Urbanville's local newspaper: "Today's undergraduate college students in this state will have better success obtaining jobs in this state if they do not pursue advanced degrees after graduation. After all, more than 90 percent of Urbanville University's undergraduate students are employed full-time within one year after they graduate. However, less than half of the University's graduate students find employment within one year after receiving their graduate-level degrees ..."

范文:

One problem with the argument involves the cited statistics about Urbanville graduates. It is unreasonable to draw any conclusions about graduates of all colleges in the state based on statistics about graduates of only one institution. Depending on the total number of colleges and college students in the state, it is entirely possible that Urbanville University (UU), or its students. are not representative of the state's colleges, or college students, generally. For example, perhaps UU's undergraduate students are particularly outstanding academically due to comparatively high admission standards, while the admission standards of UU's graduate programs are low compared to those of other graduate programs in the state. If so, then the editorial's recommendation might amount to poor advice for students at other coifeges.

六、基于不准确的调查或民意测验结果

正如以上所述，Argument 中会根据不具代表性且不充足的抽样组得出针对整体的结论。潜在的问题不仅在此。数据资料搜集过程（方法学）的不妥也可能导致所搜集的资料有问题，而不能用作下结论的依据。为使调查或民意测验可靠，必须注意以下两点：

1. 调查或民意测验的结果必须可信（真实而准确）。如果被调查者有提供不准确回答的可能，调查结果就应被认定为不可靠。

2. 搜集资料的方法必须公正，不带倾向性。如果调查表的设计有引导被调查者做出某种回答的嫌疑，那么调查结果就是不可靠的。

下面的 Argument 就存在这两个问题。范文在同一段落里评判了这两个问题。

Argument:

The following appeared in a memo from the director of human resources at Webco:

"Among Webco employees participating in our department's most recent survey, about half indicated that they are happy with our current four-day work week. These survey results show that the most effective way to improve overall productivity at Webco is to allow each employee to choose for himself or herself either a four-day or five-day work week."

范文:

The, survey methodology might be problematic in two respects: First, we are not informed whether the survey required that respondents choose their work-week preference between alternatives: If it did, then the results might distort the preferences of the respondents, who might very well prefer a work-schedule choice not provided for in the survey. Secondly, we are not informed whether survey responses were anonymous, or even confidential. If they were not. then respondents might have provided responses that they believed their superiors would approve of, regardless of whether the responses were truthful. In either event, the survey results would be unreliable for the purpose of drawing any conclusions about Webco employee preferences, let alone about how to improve overall productivity at Webco.

七、认为一切事情都是永恒不变的

Argument 可能会利用以前得出的某个结论作为依据，对目前或将来的事物做出结论（或提出建议）。除非作者提供了有力的证据来证明现在和过去在一些关键的方面是相似的（顺便一提，他不能提供），否则其论点就有懈可击。请看例证：

Argument:

The following appeared in an advertisement for United Motors trucks:

"United Motors trucks are clearly the safest trucks on the market ... Last year the local television-news program In Focus reported in its annual truck-safety survey that over the course of the last 10 years United Motors trucks were involved in at least 30 percent fewer fatalities to vehicle occupants than trucks built by any other single manufacturer ..."

范文：

The ad's claim unfairly infers from United's comparatively strong safety record in the past that United's new trucks this year must also be comparatively safe: Absent evidence to support this inference, it is just as likely that the safety of competing trucks has improved recently: or that the safety of United trucks has diminished recently: For that matter, perhaps United's truck fatality record during the most recent few years is no better or perhaps even worse than those of its competitors. Any of these scenarios, if true. would serve to undermine the ad's claim that United's new trucks this year are comparatively safe:

Argument 1 Should **Nature's Way** open a store in **Plainesville**?

The following appeared in a memorandum written by the vice president of Nature's Way. a chain of stores selling health food and other health-related products.

"Previous experience has shown that our stores are most profitable in areas where residents are highly concerned with leading healthy lives. We should therefore build our next new store in Plainsville, which has many such residents. Plainsville merchants report that sales of running shoes and exercise clothing 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 'fitness for life' program, which emphasizes the benefits of regular exercise at an early age."

【参考译文】 以前的经验表明，我们的商店在那些居民对健康生活高度关注的地区是赢利最多的。因此我们应该把下一家连锁店开设在普兰斯维尔，那里有很多这样的居民。普兰斯维尔的商家报告说，运动鞋和运动衣的销售处于历史最高点。当地那家五年前因缺乏客源而濒临倒闭的康体俱乐部现在的会员比以往任何时候都多，减肥训练和体操班总是满员。我们还可以预料会有一批新生代的顾客：普兰斯维尔的小学生被要求参加一个叫做“终生健康”的项目，它强调从小开始经常锻炼的好处。

In this memo the **vice president** of Nature's Way (NW), a chain of stores selling health food and health-related products, **recommends** opening a store in Plainesville. To support this recommendation the vice president **cites the following facts** about Plainesville: (1) sales of exercise shoes and clothing are at all-time highs; (2) the local health club is more popular than ever; and (3) the city's schoolchildren are required to participate in a fitness program. **Close scrutiny of each of these facts, however, reveals that none of them lend credible support to the recommendation.**

First, strong sales of exercise apparel **do not necessarily indicate that** Plainesville residents would be interested in NW's products, or that these residents are interested in exercising. **Perhaps** exercise apparel happens to be fashionable at the moment, or inexpensive compared to other types of clothing. For that matter, perhaps the stronger-than-usual sales are due to increasing sales to tourists. In short, **without ruling out other possible reasons for** the strong sales **the vice president cannot convince me on the basis of them that** Plainesville residents are exercising regularly, let alone that they would be interested in buying the sorts of food and other products that NW sells.

Secondly, even if exercise is more popular among Plainesville residents than ever before, the vice president assumes further that people who exercise regularly are also interested in buying health food and health-related products. **Yet the memo contains no evidence to support this assumption. Lacking such evidence it is equally possible that** *aside from exercising* Plainesville residents *have little interest in* leading a healthy lifestyle. In fact, perhaps as a result of regular exercise they believe they are sufficiently fit and healthy and do not need a healthy diet.

Thirdly, the popularity of the local health club **is little indication that** NW will earn a profit from a store in Plainesville. Perhaps club members live in an area of Plainesville nowhere near feasible sites for a NW store. Or perhaps the club's primary appeal is as a singles meeting place, and that members actually have little interest in a healthy lifestyle. Besides, even if the club's members would patronize a NW store these members might be insufficient in number to ensure a profit for the store, especially considering that this health club is the only one in Plainesville.

Fourth, the fact that a certain fitness program is mandatory for Plainesville's schoolchildren **accomplishes nothing toward bolstering the recommendation**. Many years must pass before these children will be old enough to make buying decisions when it comes to food and health-related products. Their habits and interests might change radically over time. **Besides**, mandatory participation is no indication of genuine interest in health or fitness. Moreover, when these children grow older it is entirely possible that they will favor an unhealthy lifestyle—as a reaction to the healthful habits imposed upon them now.

Finally, even assuming that Plainesville residents are strongly interested in eating health foods and health-related products, the recommendation rests on two additional assumptions: (1) that this interest will continue in the foreseeable future, and (2) that Plainesville residents will prefer NW over other merchants that sell similar products. **Until the vice president substantiates both assumptions I remain unconvinced that** a NW store in Plainesville would be profitable.

In sum, the recommendation relies on certain doubtful assumptions that render it unconvincing as it stands. To bolster the recommendation the vice president must provide clear evidence—perhaps by way of a local survey or study—that Plainesville residents who buy and wear exercise apparel, and especially the health club's members, do in fact exercise regularly, and that these exercisers are likely to buy health foods and health-related products at a NW store. To better assess the recommendation, I would need to know why Plainesville's health club is popular, and why Plainesville does not contain more health clubs. I would also need to know what competition NW might face in Plainesville.

【参考译文】

自然方式（NW）公司的副总裁在其备忘录里建议在普兰斯维尔开一家商店。自然方式（NW）公司是一家连锁公司，其旗下的商店出售保健食品和与健康有关的产品。为了支持这个建议，副总裁引用了以下有关普兰斯维尔的事实：(1) 运动鞋和运动服的销售额达到空前的高峰；(2) 当地的健身俱乐部受到了前所未有的欢迎；(3) 该市要求小学生参加一个健康计划。然而，仔细谨慎地研究上述事实后，我发现没有一条对有效支持其建议起作用。

首先，运动服饰的巨大销售额并不一定意味着普兰斯维尔居民会对 NW 的产品感兴趣，也不一定意味着这些居民对运动感兴趣。有可能是因为运动服饰时下正流行，或者与其他类型的衣服相比比较廉价。同样，也有可能因为出售给游客的销售额增长了，所以才出现了比平时要高得多的销售业绩。简而言之，在没有排除其他可能带来高销售额的原因前，副总裁要根据这个销售额使我相信普兰斯维尔居民经常运动是不可能的，更别说让我相信他们会有兴趣买 NW 出售的各类食品和其他产品。

第二，即使普兰斯维尔居民现在比以往任何时候都更喜欢运动了，副总裁也不能进而假设说那些经常运动的人也有兴趣购买保健食品和与健康有关的产品。然而备忘录里并没有任何证据来证实这一假定。由于缺乏这样的证据，便同样有可能出现这样的情况，即除了运动外，普兰斯维尔居民对过一种健康的生活方式没有什么兴趣。实际上，也许因为有经常运动的习惯，所以他们便认为自己已经足够健康结实，不再需要健康的饮食了。

第三，当地健身俱乐部大受欢迎并不意味着 NW 在普兰斯维尔开一家商店就可以赢利。可能俱乐部成员居住的普兰斯维尔地区离适合 NW 开店的地方很远。又或许该俱乐部以作为一个单身会场为主要魅力，而事实上其成员对健康的生活方式并没有兴趣。此外，即使俱乐部的成员会经常光顾一家 NW 商店，这些成员的数量也不足以保证商店会赢利，特别是考虑到普兰斯维尔只有那么一家健身俱乐部。

第四，某个健康计划对普兰斯维尔的小学生们来说是一个强制性措施这一事实，对支持该建议也起不了什么作用。要等这些孩子长大，能够就购买食品及与健康有关的产品做出决定，还要过许多年。随着时间的流逝，他们的习惯和兴趣可能发生彻底的改变。此外，强制性的参与不表明学生们对健康和保健真的有兴趣。而且，这些孩子们长大后，完全有可能因为对现在强加在他们身上的健康习惯反感了，所以反而喜欢过不健康的生活方式。

最后，即使假设普兰斯维尔居民对吃保健食品和使用与健康有关的产品有着强烈的兴趣，该建议还依据另外两个假定：(1) 这种兴趣在可预知的将来还将继续存在；(2) 和其他出售类似产品的商家相比，普兰斯维尔居民更喜欢 NW。在证明两个假定都属实之前，副总裁无法说服我相信在普兰斯维尔开的 NW 商店会赢利。

总之，该建议建立在某些值得怀疑的假设上面，以致它事实上是不能让人信服的。为支持他的建议，这位副总裁必须提供明确的证据——也许可以通过在当地做一个调查或研究——证明普兰斯维尔当地购买并穿着运动服的人，特别是那些健身俱乐部的成员们，确实经常运动，并且这些运动的人很可能到 NW 的商店购买健康食品和与健康相关的产品。为了更好地评价这个建议，我有必要知道普兰斯维尔的健身俱乐部为什么受欢迎，为什么普兰斯维尔没有更多的健身俱乐部。我还有必要知道 NW 在普兰斯维尔可能面临什么竞争。

【逻辑问题提纲】

本文作者一共攻击了原文的六处缺陷：

1. 运动服销量增加并不一定意味着普兰斯维尔的居民喜欢运动，或是喜欢 NW 的产品。
2. 喜欢运动并不一定意味着他们也会倾向于以健康食品和其他产品为代表的所谓健康生活方式。
3. 健康俱乐部的流行并不能说明健康产品一定流行。
4. 在校儿童参加强制性锻炼不能说明 NW 产品销量就会增加。
5. 普兰斯维尔居民现在的喜好和习惯在将来可能改变。
6. 没有考虑 NW 可能面对的市场竞争。

- 逻辑思路提示：从逻辑提纲我们可以发现，作者所攻击的六点中有四条都是在攻击原文所出现的差异概念的错误，比如运动服销量与居民对运动态度的差异概念，锻炼和健康生活方式的差异概念等等。实际上差异概念是非常普遍的一种错误，如果你觉得无法找出更加具体的逻辑缺陷，那就看一看文章前后论据和结论是否存在不能直接挂钩的概念 A 和 B，然后用诸如 A does not necessarily indicate that B 的句式连接起来，不失为一种简便的攻击思路。

  另外，如果你对某一种逻辑错误认识比较深刻，掌握比较纯熟，也可以在同一道题中多次攻击同一类错误，但要注意语言的变化。
- 没有考试时间变化的错误：本文论证的第五个错误就是作者没有考虑情况会随着时间而变化，或简单地说就是作者没有“与时俱进”。本文并没有针对这个错误过多展开，但在其他一些题目中这也是一个经常可以拿来批判的点。当作者就以往或现在的情况、信息推测未来的趋势时，就要注意这个时间的桥梁，想一想情况有没有可能随时间而变化。

【开头方式】

本文是经典的三段式开头：(1) 复述结论；(2) 复述论据；(3) 指出原文存在缺陷。注意当题目论据过于复杂冗长时，也可以和本文一样用 (1)、(2)、(3) 来罗列。

【论证展开】

大部分论证的展开都是段首句 + 推测 / 假设 / 列举 + 段落小总结的结构，如果你觉得论证不好展开，可以先学习一下这个基本套路。用一个 topic sentence 指出要攻击的错误，然后用推测法、假设法或例举法展开，最后用一个句型作小总结。

- 推测法：推测法是最基本的展开思路，本文多次使用 perhaps 来引导推测。拿到一道题目，你可以试着先不看作者的结论，而对作者在文中提出作为论据的那些事实和现象做自己的另一番推测，然后把它们整理一下用适当的句型和语言串起来就行了。

【结尾方式】

经典的两段式结尾：(1) 指出作者未能支持结论；(2) 指出我们还需要哪些信息来完善论证。请注意开头和结尾的黑体字部分，如果你将要使用经典开头和结尾模式，把这些句子的结构和词汇稍加改动即可为我所用。

【语言提示】

- 用于开头段引导结论的词汇：recommend / suggest / advice / propose
- 用于攻击差异概念的句式：(1) A does not necessarily indicate that B. (2) A is little indication that B. (3) A accomplishes nothing toward bolstering the recommendation that ...
- 其他句式：(1) Without ruling out other possible reasons for A the vice president cannot convince me on the basis of them that B. (2) Yet the memo contains no evidence to support this assumption. (3) Lacking such evidence it is equally possible that ...

● 增强逻辑关系的词汇：段落乃至文章的整体逻辑性是影响文章质量很重要的因素，但很多同学自己写论证段落时对句子间的逻辑关系不够注意。事实上，句子的逻辑关系和层次很容易体现，学习和积累一下这些词汇及其使用：

（1）让步：even if ...　（2）递进：besides / moreover / additionally

Argument 3　Hiring new law school graduates

The following appeared in a newspaper article about law firms in the city of Megalopolis.

"In Megalopolis, the number of law school graduates who went to work for large, corporate firms declined by 15 percent over the last three years, whereas an increasing number of graduates took jobs at small, general practice firms. Even though large firms usually offer much higher salaries, law school graduates are choosing to work for the smaller firms most likely because they experience greater job satisfaction at smaller firms. In a survey of first-year students at a leading law school, most agreed with the statement that earning a high salary was less important to them than job satisfaction. This finding suggests that the large, corporate firms of Megalopolis will need to offer graduates more benefits and incentives and reduce the number of hours they must work."

【参考译文】 在梅加洛波利斯，过去三年间在大型合伙事务所就职的法学院毕业生数量下降了15%，而在小型、一般性事务所就职的毕业生数量则在增加。尽管大型事务所通常提供高得多的薪水，但是法学院毕业生选择在小型事务所工作，主要是因为他们在那儿感受到更高的工作满足感。一项对于顶尖法学院一年级学生的调查显示，多数人同意工作满足感比挣更多的钱更重要。这一调查结果表明，梅加洛波利斯的大型合伙事务所应该给毕业生提供更多的福利和激励，并减少他们的工作时间。

This article concludes that despite the relatively high salaries at Megalopolis' large law firms, these firms must begin offering more benefits and incentives to new law-school graduates, while requiring them to work fewer hours, in order to reverse a three-year 15% decline in the number of graduates going to work for these firms. To justify this conclusion the article's author notes that during the last three years the number of new law-school graduates going to work for small firms has risen. The author also cites a survey at one leading law school in which most first-year students indicated that job satisfaction was more important than salary. **I find this argument logically unconvincing in several respects.**

First of all, the 15% decline that the author cites is not necessarily due to the vocational preferences of new law-school graduates. **It is entirely possible that** the number of new graduates preferring to work for large firms has not declined, but that during the last three years Megalopolis' large firms have had fewer and fewer job openings for these graduates. **Since the article fails to account for this alternative explanation for** the 15% decline, **the article's author cannot make any sound recommendations to** law firms based on that decline.

As for the survey that the article cites, the vocational goals of first-year law students do not necessarily reflect those of graduating students; after all, a law student's vocational goals can change over a three-year period. **Moreover**, the goals of students at one law school do not necessarily reflect those of the overall pool of graduates that might seek employment with Megalopolis law firms. In fact, **given that** the school whose students participated in the survey was a "leading" school, **it is entirely**

possible that the vast majority of the school's graduates may choose among offers from many large firms in many cities. If so, this fact would further undermine the survey's relevance in prescribing any course of action for Megalopolis' law firms.

Finally, the author **falsely equates** the proposed tangible incentives **with** job satisfaction, which is an intangible reward based on the nature of one's work. Moreover, enhanced job benefits can be tantamount to an enhanced salary, and shorter working hours amount to a higher hourly wage. Thus if new law-school graduates seeking jobs in Megalopolis are less interested in monetary rewards than in job satisfaction, then the proposed incentives are not likely to entice these graduates.

In sum, the argument is logically flawed and therefore unconvincing as it stands. To strengthen it the author must either modify the proposal to provide incentives for those seeking job satisfaction over monetary rewards, or provide better evidence that new law school graduates seeking jobs in Megalopolis would find the proposed incentives enticing.

【参考译文】

这篇文章得出结论说，尽管在梅加洛波利斯的大型法律事务所的薪金都相对较高，但三年来前来这些事务所效力的大学毕业生数量下跌了15%，为了扭转这一局面，对新的法律学院毕业生，这些事务所必须在缩短工时的同时，为他们提供更多的福利和奖励。为了证明这个结论是正确的，文章的作者特别提到在最近三年里到小型事务所去上班的新的法律学院毕业生数量已经增多。作者还引用了一项在一所重点法律学院进行的调查。该调查显示，大部分该校的一年级学生都表明对工作的满意度要比薪水重要得多。我认为这个论证在逻辑上存在着几个不能让人信服的方面。

首先，并不一定是因为新的法律学院毕业生的职业偏爱，才导致了作者所提到的15%的下跌。很可能喜欢到大型事务所工作的新毕业生的数量并没有下降，只是在最近的三年里梅加洛波利斯的大型事务所为这些毕业生提供的职位越来越少。这篇文章既然没有考虑到对这15%的下跌的这一种解释，那么文章的作者也就无法基于下跌的数据为律师事务所提出任何可靠的建议。

至于文章中所引用的调查，一年级的法律专业学生的职业目标并不一定就能够反映出毕业生的职业目标；毕竟，经过三年，学生的职业目标可能会改变。而且，一所法律学院的学生的目标并不一定能够反映出那些可能到梅加洛波利斯的律师事务所求职的整个毕业生群体的职业目标。事实上，鉴于参与该调查的学生所在的学院是一所“重点”学院，大多数该校的毕业生很可能是从许多城市的大型事务所提供的职位中做出选择。如果是这样的话，这一事实将削弱这个调查对梅加洛波利斯的律师事务所提出的行动方针的适用性。

最后，作者错误地把他所提议的有形的奖励等同于对工作的满意度，而对工作的满意度本身却是一种建立在一个人的工作性质基础上的无形奖励。而且，增加工作福利可以等同于加薪，而缩短工作时间就相当于涨每小时的工资。这么一来，如果在梅加洛波利斯找工作的新的法律学院毕业生对货币报酬的兴趣比对工作满意度的兴趣小，那么，作者提议的奖励就不大可能吸引这些毕业生了。

总之，就目前情况看，这篇论证本身在逻辑上有缺陷，因此也就不能使人信服。为了加强论证，作者必须修改建议，给那些寻找对工作的满意度超过货币报酬的人提供奖励，或者提供更好的证据证明在梅加洛波利斯找工作的新的法律学院毕业生会认为他提议的奖励很诱人。

【逻辑问题提纲】

本文作者一共攻击了原文的三处缺陷：

1. 法学院毕业生就业倾向与大型事务所就业人员数量下降之间未必有因果关系。
2. 一年级法学院学生的观点并不能代表毕业生的就业观念。
3. 福利和缩短工作时间等有形激励与工作满意度之间的差异概念。

- 逻辑思路提示：本文所攻击的第一点为因果关系错误，这是一个在 Argument 题库中出现非常频繁的错误。在具体展开论证时，可以先用一个句型作为段首句指出作者所认为的因果关系未必存在，然后对于结果的产生做其他推测，也就是列举导致该结果的其他可能原因。

【开头方式】

相对论证段而言本文开头略显冗长。原文有些论据可以简化合并，有时有些次要的或是你在论证段中不想攻击的论据可以略去不写。

【论证展开】

- 推测法在攻击因果关系错误中的应用：第一论证段论证因果关系错误时用的仍然是推测法。攻击因果关系错最基本的思路就是列举其他原因，在找到题目中出现的可疑的因果关系后，你可以对于作者提出的结果推测一些其他的可能原因，但要保证你的推测是符合常识和逻辑的，然后把这些推测罗列出来就可以独立成段了。
- 递进法：如果说推测和列举法是一种并行的论证方式的话，递进法（或让步法）就是一种串行的论证方式。本文攻击第二、第三点时所用的都是递进法。有些时候有的逻辑错误不是很好展开，这时就可以把几个相关的小错误放在一起用递进法进行论证。以第三段为例，作者首先说明学生的就业观念会随时间而变化，然后用 moreover 过渡，进一步指出一个学校学生的观点不能代表全市就业毕业生的情况。接着作者又用一个让步句式 given that ... it is entirely possible that 来递进到这个问题的第三个层次：毕业生仍然有可能选择在其他城市的大型事务所就业。这三点的每一点作者都只用了一句话而没有做过多展开，但这一段论证仍然很圆满，这要归功于递进法以及维系递进逻辑结构的词汇和句式的使用。

【语言提示】

- 表达“为了支持自己的结论”的词汇：support / justify / validate / substantiate
- 用于攻击差异概念的句式：The author falsely equates A with B.
- 攻击因果关系的句式：The article fails to account for the alternative explanation(s) for ..., thus the article's author cannot make any sound recommendations to ...
- 增强逻辑关系的句式：让步：given that ..., it is entirely possible that ...

Argument 6　A jazz club for Monroe

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

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

C-Note cannot help but make money."

【参考译文】 在门罗建立爵士乐俱乐部将会是非常赢利的产业。当前，最近的爵士俱乐部也在 65 英里以外；因此，我们筹建的俱乐部 C-Note 将会占有全部的本地市场。而且，爵士乐在门罗非常流行：去年夏天，10 万多人参加了门罗的爵士音乐节，若干知名爵士音乐家居住在门罗，门罗获评价最高的广播节目是周一至周五每天播出的"每晚爵士"。最后，一项全国性研究表明，典型的爵士爱好者每年花费近 1000 美元用于爵士娱乐。显然，C-Note 必然会赚钱。

This loan applicant claims that a jazz club in Monroe would be a profitable venture. To support this claim the applicant points out that Monroe has no other jazz clubs. **He also cites various other evidence that** jazz is popular among Monroe residents. **Careful examination of this supporting evidence, however, reveals that it lends little credible support to the applicant's claim.**

First of all, if the demand for a live jazz club in Monroe were as great as the applicant claims, it seems that Monroe would already have one or more such clubs. The fact that the closest jazz club is 65 miles away suggests a lack of interest among Monroe residents in a local jazz club. **Since the applicant has not adequately responded to this concern, his claim that** the proposed club would be profitable **is untenable**. The popularity of Monroe's annual jazz festival and of its nightly jazz radio show might appear to lend support to the applicant's claim. However, it is entirely possible that the vast majority of festival attendees are out-of-town visitors. **Moreover, the author provides no evidence that** radio listeners would be interested in going out to hear live jazz. For that matter, the radio program might actually pose competition for the C-Note club, especially considering that the program airs during the evening. **Nor does the mere fact that** several well-known jazz musicians live in Monroe **lend significant support to** the applicant's claim. It is entirely possible that these musicians perform elsewhere, perhaps at the club located 65 miles away. This would go a long way toward explaining why Monroe does not currently have a jazz club, and it would weaken the applicant's assertion that the C-Note would be profitable. Finally, the nationwide study showing that the average jazz fan spends $ 1,000 each year on jazz entertainment would lend support to the applicant's claim only if Monroe residents **typify** jazz fans nationwide. **However, the applicant provides no credible evidence that this is the case.**

In conclusion, the loan applicant's argument is not persuasive. **To bolster it he must provide clearer evidence that** Monroe residents would patronize the C-Note on a regular basis. **Such evidence might include** the following: statistics showing that a significant number of Monroe residents attend the jazz festival each year; a survey showing that fans of Monroe's jazz radio program would go out to hear live jazz if they had the chance; and assurances from well-known local jazz musicians that they would play at the C-Note if given the opportunity.

【参考译文】

这位贷款申请人声称，在门罗地区建一所爵士乐俱乐部将会是一个有利可图的企业。为了支持自己的观点，这位申请人指出门罗地区没有其他爵士乐俱乐部。他还援引爵士乐在门罗地区居民中很受欢迎的其他各种各样的证据。但是，如果仔细检查这用来作为支持的证据，我们会发现它并不能够给申请人的观点提供多少可信的支持。

首先，如果门罗地区对一个现场爵士乐俱乐部的需求真的像这位贷款申请人声称的那样大，当地似乎应该已经有一所或几所这样的俱乐部了。而事实是最近的爵士乐俱乐部也在 65 英里以

外。这一点表明，即便在当地建一所爵士乐俱乐部，居民们也不会有多大的兴趣。由于这位贷款申请人对于这一点没有给出充分的回应，他所说的建一所爵士乐俱乐部将会有利可图的观点也是站不住脚的。门罗地区每年爵士音乐节和每晚爵士乐广播的流行似乎可以支持这位贷款申请人的观点。但是，完全有可能出现这种情况，即大多数参加音乐节的人是来自镇外的游客。而且，作者也没有提供任何证据证明收音机听众将有兴趣走出家门去听现场爵士乐。而且那些广播节目完全可能与 C-Note 俱乐部形成竞争，尤其是考虑到节目在晚间播出。几位著名爵士乐音乐家在门罗地区居住这一事实也不能给这位贷款申请人的观点提供重要的支持。这些音乐家完全有可能在别处表演，或许就在离门罗地区 65 英里的俱乐部里表演，而这正可以解释门罗地区为什么到目前为止还没有一个爵士乐俱乐部，并且它将减弱这位贷款申请人提出的 C-Note 将会赚钱这一断言的可信性。最后，那份全国性的调查研究显示，普通的爵士乐爱好者每年花费 1000 美元用于爵士乐娱乐消费，只有在门罗地区居民能够代表全国爵士乐爱好者的前提下，它才能支持这位贷款申请人的主张。但是，这位贷款申请人也没有提供任何可信的证据证明情况确实如此。

总之，这位贷款申请人的论证没有说服力。为了支持自己的观点，他必须提供更加清楚的证据来证明门罗地区居民将会定期光顾 C-Note。这样的证据可以包括如下方面的内容：一张统计表显示，每年有大量门罗地区居民参加爵士音乐节；一份调查，表明门罗地区爵士乐广播节目爱好者，如果他们有机会的话，愿意出去听现场爵士乐；以及那些著名的当地爵士乐音乐家的保证，保证如果有机会，他们愿意在 C-Note 演出。

【逻辑问题提纲】

本文作者一共攻击了原文的四处缺陷：

1. 本地没有爵士乐俱乐部的事实正好作为反例说明在这个地方爵士乐并不流行。
2. 爵士音乐节和广播节目受欢迎并不说明本地居民将会欢迎爵士乐俱乐部。
3. 很多爵士音乐家住在门罗也不能证明我们就应该在这里发展俱乐部。
4. 全国调查的结果不能简单地用于说明门罗的居民也愿意在爵士乐方面花很多的钱。

- 逻辑思路提示：本文所攻击的第一点比较奇特，可以叫做反证法，即指出原作者提出的论据实际上直接反对他的结论。这种论证方式在 argument 题目中的使用不是很广泛，而且使用不当的话会削弱文章的逻辑论证力度，所以使用时要慎重。
- 以多推少的草率推广：第四个缺陷就是差异范围的草率推广，简单地说，某个整体发生了某种现象和趋势并不能表明整体中的每个个体和部分都会发生同样的现象和趋势。同样，作者也不能把某些个体的现象和特点作为一般性的原则推广到个体所在的整体中去。当看到题库中出现“全国性的调查说明…”之类的词句时，往往会出现以整体推局部的草率推广。

【开头方式】

He also cites various other evidence that ...在开头段列举论据的方式多种多样，当论据过于繁杂或不想用过多笔墨复述时即可用这个句型。也可以把它进一步简化为：The author cites various other evidence to justify the claim that ...，这样就可以用一句话把复述论据的工作一笔带过，同时完成了复述结论的工作。

【论证展开】

CAUTION：本文论证段落只有一段，而且攻击的四个错误都没有充分展开，而是作为几个层次的递进组合成了论证段。这种展开方式在真正的考场上要慎用。一般而言这种论证结构除非语言和逻辑非常严密得当，否则很难得到较高分数。最好把要攻击的每个错误独立成段，并且

有一定的语言展开。

【结尾方式】

结尾段用了一个有趣的句式：**To bolster it he must provide clearer evidence that ... Such evidence might include the following**。一般在结尾段我们需要指出作者还必须补充哪些工作才能使他的推论更加完善，有说服力，在指出这些方面时，我们可以用几个句子来表达，也可以用这个句型，把原文所缺乏的论据用 such evidence might include the following 引领起来。

【语言提示】

- 表达作者没有考虑某些情况的句式：Since the applicant has not adequately responded to this concern, his claim that ... is untenable.
- 攻击论据不支持结论的句式：Nor does the mere fact that ... lend significant support to ...
- 攻击差异范围时表达 A 代表 B 的词汇：typify / be representative of

Argument 7 Clearview's city-council election

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

"In the next mayoral election, residents of Clearview should vote for Ann Green, who is a member of the Good Earth Coalition, rather than for Frank Braun, a member of the Clearview town council, because the current members are not protecting our environment. For example, during the past year the number of factories in Clearview has doubled, air pollution levels have increased, and the local hospital has treated 25 percent more patients with respiratory illnesses. If we elect Ann Green, the environmental problems in Clearview will certainly be solved."

【参考译文】 在下一次市长选举中，克里尔威市的市民应投美好地球联盟成员安·格林的票，而不是投克里尔威市市政会成员弗兰克·布朗恩的票，因为现任的市政会成员没有保护我们的环境。举例来说，去年克里尔威市的工厂数量翻了一番，空气污染水平提高了，而且当地医院因呼吸道疾病就诊的病人数量增加了 25%。如果我们选举安·格林，克里尔威市的环境问题肯定将得到解决。

This editorial recommends that Clearview residents vote to replace city-council member Frank Braun with Ann Green, a member of the Good Earth Coalition. **To support this recommendation the editorial cites** a significant increase during the last year in the number of Clearview factories and in the number of Clearview hospital patients treated for respiratory illnesses. **On the basis of this evidence the author infers that** the current council members are not protecting the city's environment and that electing Green will solve the city's environmental problems. **This argument is logically flawed in several critical respects.**

To begin with, the argument unfairly assumes that last year's increase in the number of factories was due to the city council's decisions-rather than to some other phenomenon—and that this increase poses environmental problems for Clearview. **The editorial provides no evidence to substantiate these assumptions. Lacking such evidence it is entirely possible that** the council actually opposed the increase but lacked adequate authority to prevent it, or that the new factories do not in fact harm Clearview's environment.

The argument also assumes unfairly that last year's increase in the number of patients reporting respiratory problems indicates worsening environmental problems in Clearview. **Perhaps** the actual incidence of such health problems has not increased, and the reported increase is due to increasing awareness among Clearview residents of respiratory problems. **Even if** the incidence of respiratory problems has in fact increased, the increase might be due to an influx of people with pre-existing such problems, or to more effective cigarette marketing. **Since the editorial fails to rule out these and other possible explanations for** the increase, **I cannot accept any conclusions about** Clearview's environment—let alone about who voters should elect to city council—based on last year's hospital records.

Even if the two cited increases do indicate a worsening of Clearview's environment due to the city council's decisions, **the argument rests on the further assumption that** Braun was a factor in those decisions. **But, since the editorial provides no evidence to substantiate this assumption it is equally possible that** Braun actually opposed the decisions that were responsible for these increases. **Thus, without better evidence that** Braun contributed to key decisions adversely effecting Clearview's environment, **the editorial remains unconvincing.**

Even assuming that Braun was at least partially responsible for the two increases, and that those increases indicate a worsening environment, **the editorial provides no clear evidence that** Green would be effective in reversing that trend—let alone more effective than Braun. **The mere fact that** Green is a member of the Good Earth Coalition **hardly suffices to prove** her willingness and ability to help solve Clearview's environmental problems, at least not without more information about that coalition and Green's involvement in it.

Finally, even if Green would in fact be more effective than Braun in solving Clearview's environmental problems, **the author provides no firm evidence that** electing Green is necessary to solve those problems, or that electing Green would suffice. **Perhaps** another candidate, or another course of action, would be more effective. **Even if** Green does everything in her power as city-council member to solve these problems, **perhaps** additional measures—such as replacing other council members, state legislators, or even the state's governor—would also be required in order to achieve Clearview's environmental objectives.

In sum, the editorial's author cannot justify his or her voting recommendation on the basis of the scant evidence provided in the editorial. To bolster the recommendation the author must provide better evidence that (1) Clearview has environmental problems to begin with, (2) Green would be more effective than either Braun or any other candidate in solving those problems, and (3) electing Green would suffice to solve those problems. **To better assess the argument I would need to know** the scope of the city council's authority respecting environmental decisions. **I would also need to know** Braun's voting record on environmental issues, Green's experience and position on those issues, and the voters' other choices—besides Green and Braun.

【参考译文】

这篇社论建议克里尔威市市民投票支持由安·格林——美好地球联盟的一员——代替市政会成员弗兰克·布朗恩的位置。为了支持这个建议，社论引用了在过去一年里两个有显著增长的数据，一是克里尔威市工厂数量大量增加，二是克里尔威市接受呼吸道疾病治疗的病人数量也大幅上升。作者根据以上证据，推断现任政务委员会成员没有保护该城市的环境，而选择格林将会解决这一城市的环境问题。这篇论证在几个关键方面都犯了逻辑上的错误。

首先，论证有失偏颇地假定去年工厂数量的增加是由于市政会的决定——而不是其他原因——造成的，而且工厂数量的增加造成了克里尔威市的环境问题。这篇社论并没有提供任何

证据来证实这些假设。由于缺乏这样的证据，完全可能是这样的情况：政务委员会实际上反对增加工厂数量，但却没有足够的权力来阻止这种情况，或者新建的工厂根本没有对克里尔威市的环境造成危害。

这篇论证还片面地认定去年报告得呼吸疾病人数的增加就表明了克里尔威市环境问题加剧了。可能实际上这种疾病的发病率并未提高，报告的病人数量增加也只是因为克里尔威市的市民对于呼吸疾病越来越重视和警觉了。即使这种呼吸疾病的发病率的确提高了，也可能是因为已有这种疾病的人员流入，或是由于香烟营销更加有效。由于这篇社论没有排除可以解释这种增长的各种原因，仅仅以去年医院的记录做依据，我无法接受由此得出的任何关于克里尔威市环境问题的结论，更不用说让选民选谁做城市委员会委员的结论。

即使这里提到的两个数量的增加的确能够表明由于城市委员会的决定导致了克里尔威市环境的恶化，这篇论证又在进一步的假设上展开，这个假设就是，布朗恩是促使做出那些决定的一个因素。然而，由于这篇社论也没有提供证据来证明这一假设，很可能布朗恩是对这些造成数量增加的决定持反对意见的。因此，如果这篇社论没有更好的证据来证明布朗恩对那些损害克里尔威市环境的关键决定起了促进作用，就仍然没有说服力。

即使我们假设布朗恩确实至少对这两个数量的增加负有部分责任，而且那些数量的增加确实说明环境的恶化，这篇社论还是没有提供清楚的证据来证实格林会在扭转这一趋势方面有什么回天之术，更没有证明她会比布朗恩做得更好。单单凭格林是美好地球联盟一员这一点并不足以证明她愿意并且有能力帮助解决克里尔威市的环境问题，至少如果没有提供有关这一联盟以及格林在其中的表现的更多信息，就不能证明。

最后，即使格林在解决克里尔威市环境问题上的确能比布朗恩更有办法，作者还是没有提供有力的证据证明选择格林是解决那些问题必需的，或者选择格林能满足解决那些问题的需要。也许其他候选人，或其他行动方针会更有效。即使格林作为委员会一员会尽全力来解决这些问题，可能还要采取其他的措施，比如替换别的委员会成员、州立法委员，甚至州长，才能达到克里尔威市的环境目标。

总之，社论作者不能通过社论中少量的证据证明他或她提出的选举建议是恰当的。要支持自己的建议，作者必须能够提供更好的证据来说明（1）克里尔威市的确有环境问题待解决，（2）在解决那些问题方面，格林会比布朗恩或其他候选人更有办法，（3）选择格林就足以解决那些问题。要想更好地评价这篇论证的优劣，我需要知道在环境决策方面，城市委员会的权限有多大。我还需要知道布朗恩在环境问题上的投票记录，格林在那些问题上的立场和经验，以及除他们二人以外，选民的其他选择。

【逻辑问题提纲】

本文作者一共攻击了原文的五处缺陷：

1. 去年工厂数量的增加未必和市委的决策有关系，以及工厂的增加未必对环境带来负面影响。

2. 去年呼吸道疾病患者的增加也未必是环境恶化所导致的，而可能另有其他原因。

3. 即使作者所提到的现象确实表明环境恶化，也不能认为布朗恩在其中起主要作用。

4. 即使布朗恩确实是导致文中所述现象的部分原因，我们也没有理由认为格林在这方面就一定能够做得更好。

5. 即使格林在改善环境问题方面确实能够比布朗恩做得更好，作者还忽略了其他可能更好地解决该问题的途径，换言之，选举格林未必是解决这一问题的惟一方案。

● 逻辑思路提示：

本文攻击的出发点从根本来说有两条：

1）作者在文中暗示的 more factories→air pollution→more patients with respiratory illnesses 的因果关系链条。

2）市委成员以及候选人与以上因果关系的联系。

总体攻击思路也就是论证作者所设想的联系未必存在，布朗恩未必造成工厂的增加，工厂增加未必导致环境恶化，环境问题未必是呼吸道疾病的诱因。如果想再攻击具体一些的错误，本题还可以论证一下数据模糊性的问题：

作者所说的工厂数量翻了一番以及呼吸道疾病患者增加了 25% 的信息未必说明这是一个值得担忧的现象，因为我们不知道两者的基数，即工厂和呼吸道疾病患者的数量原来有多少？在没有这个信息的情况下，作者所说的现象不一定能够说明环境问题的严重性。

【开头方式】

开头段简要罗列完作者的论据后，我们可以像本文一样用On the basis of this evidence the author infers that ...这样的句型来引导复述结论的内容，然后把作者的结论整理放在 that 引导的宾语从句中去就行了，其中 infer 这个词汇还可以用其他很多表达得出结论的词汇代替，比如 claim, indicate, imply 等等。

【语言提示】

- 开头段句式：(1) On the basis of this evidence the author infers that ... (2) This argument is logically flawed in several critical respects.
- 论证段句式：(1) Since the editorial fails to rule out these and other possible explanations for ..., I cannot accept any conclusions about ... (2) But, since the editorial provides no evidence to substantiate this assumption it is equally possible that ... (3) Thus, without better evidence that ..., the editorial remains unconvincing. (4) The mere fact that ... hardly suffices to prove ...
- 结尾段句式：In sum, the editorial's author cannot justify his or her voting recommendation on the basis of the scant evidence provided in the editorial.

Argument 8 Mesa Foods: a profitable investment?

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

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

【参考译文】台地食品是一家当前仅在本国相对较小区域销售其产品的快餐食品生产商，具有很强的增长潜力。去年台地食品的利润上升了 20%，其最畅销产品迪亚波利克调味汁连续三年销量增加。由于奥姆尼股份有限公司对 14～25 岁这一消费快餐食品最多的年龄群体感兴趣，我们应该收购台地食品，并集中力量在全国推广迪亚波利克调味汁。

This Omni, Inc. memorandum recommends that Omni buy snack-food manufacturer Mesa Foods and aggressively promote its brand of salsa nationwide. **To support this recommendation the memo relies on** the exceptional profitability of Mesa's salsa during the last three years, along with the fact that Mesa's overall profits were up last year. **However, the recommendation relies on a series of unsubstantiated assumptions, which render it unconvincing as it stands.**

First of all, the memo indicates that Omni is interested in selling to 14-to-25-year-olds. **Accordingly, the argument rests on the assumption that** Mesa's snack foods appeal to this age group. **Yet, we are not informed** what types of snack foods Mesa manufactures, aside from its salsa. **It is entirely possible that** Mesa's foods, including its salsa, appeal primarily to other age groups. **If this is the case, the recommended acquisition would not** serve Omni's goal.

Secondly, the argument rests on the assumption that in the region where Mesa's products are sold the preferences of consumers between the ages of 14 and 25 typify nationwide preferences among this age group. **If this is not the case, then it is entirely possible that** Omni would not sell enough Mesa snack foods, including its salsa, to earn a profit from its Mesa operation. **Thus, without more marketing information about** the snack-food tastes of 14-to-25-year-olds nationwide **it is difficult to assess the merit of the memo's recommendation.**

Even if the memo's author can substantiate the foregoing assumptions, the author overlooks the possibility that last year's 20% increase in Mesa's profits was an aberration, and that in most other years Mesa has not been profitable. **Also,** the 20% increase **might have been due entirely to** sales of Mesa's salsa, and aside from the profit from salsa sales Mesa's profitability is actually declining. **If either is the case, and if** Mesa's salsa does not turn out to be popular among 14-to-25-year-olds across the nation, **then** Omni is unlikely to profit from the recommended course of action.

In conclusion, the recommendation is not well supported. To convince me that the Mesa Foods acquisition **would be profitable Omni would need to provide clear statistical evidence that** Mesa's snack foods, and its salsa in particular, would appeal to 14-to-25-year-olds nationwide. **To better evaluate the recommendation, I would need more information about** Mesa's profitability over a longer time period, **and about** the extent to which Mesa's salsa accounts for any such profitability.

【参考译文】

这个奥姆尼股份有限公司备忘录建议奥姆尼购买快餐食品制造商——台地食品，并且在全国积极推广它的调味汁品牌。为了支持这个建议，备忘录以过去三年间台地调味汁的出色的收益额，以及台地产业总利润去年上升这一事实为依据。但是这篇论证却是以一连串没有确实根据的假定为前提展开的，这一点使它的论证不那么可信。

首先，备忘录表明奥姆尼把 14～25 岁的孩子作为他们的消费群。相应地，论证假定台地快餐食品能够吸引这个年龄段的人。然而，我们不知道除了它的调味汁，台地还生产什么类型的快餐食品。完全可能，台地食品包括它的调味汁，主要是适合其他年龄段人群的。如果情况确实如此，建议的收购行动将不能达到奥姆尼的目标。

第二，论证假定，在台地产品出售的地区，在 14～25 岁之间的消费者的偏好能代表全国在这个年龄段的人的偏好。如果情况不是如此，完全有可能奥姆尼将不能售出足够的台地快餐食品，包括它的调味汁，从而通过收购台地食品这项交易获得利润。因此，如果没有更多的市场信息，反映全国范围内 14～25 岁的人对快餐食品的喜好，很难评价备忘录里建议的价值有多大。

即使备忘录的作者能证明上述的假定，作者还忽略了一个可能性，即台地去年的利润增加

20%是市场失常的结果，而且在大多数其他年份里台地并不赢利。此外，20%的增加可能完全由于台地调味汁的出售，除了调味汁销售获得的利润外，台地的收益实际是在下降的。如果是其中任何一种情况，并且台地的调味汁在全国14~25岁的人中结果并不受欢迎，那么奥姆尼将不能从建议的这一举动中受益。

总之，这份建议没有得到很好的支持。要使我确信买进台地食品将会赚钱，奥姆尼需要提供清楚的统计证据证明台地快餐食品，尤其是它的调味汁，将吸引全国14~25岁的人。要想更好地评价这项建议，我需要了解在一个更长的时间段内，关于台地盈利的更多信息，以及台地的调味汁对赢利有多大的贡献。

【逻辑问题提纲】

本文作者一共攻击了原文的三处缺陷：

1. 文中没有提供证据表明台地的快餐食品能够吸引14~25岁的青少年人群。

2. 台地的产品在小范围内销售成功并不表明它在全国范围内也能赢利（以少推多的差异范围）。

3. 台地去年的利润增长可能是一个特例，或是仅仅因为Diabolique Salsa的销售成功，而在其他年份、其他产品的销售可能是下降的。

【论证展开】

本文论证第一个问题时所用的语言结构完整，逻辑严密，值得学习：

First of all, the memo indicates that ...首先用这句话引出作者有缺陷的观点；

Accordingly, the argument rests on the assumption that ...然后用本句型指出以上观点所基于的假设；

Yet, we are not informed ...接着用这个句型转折，指出这个假设是没有依据的；

It is entirely possible that ...展开对文中所述现象的其他可能推测；

If this is the case, the recommended acquisition would not serve Omni's goal.在推测法的基础上进行推理，从而对原文作者的观点构成质疑，同时做段落小总结。

【语言提示】

- 论证句式：（1）If this is the case, the recommended acquisition would not ...（2）Thus, without more marketing information about ... it is difficult to assess the merit of the memo's recommendation.
- 结尾段句式：To convince me that ... Omni would need to provide clear statistical evidence that ...

Argument 9 Grade inflation at Omega University

The following appeared in a memorandum from a dean at Omega University.

"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 thirty percent. Potential employers apparently believe the grades at Omega are inflated; this would explain why 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 now terminate student evaluation of professors."

【参考译文】 15年前，欧米加大学实施了一项新措施，鼓励学生对所有教授的教学效果进行评价。从那以后，欧米加的教授开始给予学生更高的分数，欧米加的学生成绩平均分总体上升了30%。未来的雇主显然认为欧米加的分数贬值了；这可以解释为什么欧米加的毕业生找工作时没有邻近的爱尔法大学毕业生成功。为使欧米加毕业生找到好工作，欧米加大学应立即停止学生对教授的评价。

In this memo Omega University's dean points out that Omega graduates are less successful in getting jobs than Alpha University graduates, despite the fact that during the past 15 years the overall grade average of Omega students has risen by 30%. **The dean also points out that** during the past 15 years Omega has encouraged its students, by way of a particular procedure, to evaluate the effectiveness of their professors. **The dean reasons that** this procedure explains the grade-average increase, which in turn has created a perception among employers that Omega graduates are less qualified for jobs. **On the basis of this line of reasoning the dean concludes that** to enable Omega graduates to find better jobs Omega must terminate its professor-evaluation procedure. **This argument contains several logical flaws, which render it unconvincing.**

A threshold problem with the argument involves the voluntary nature of the evaluation procedure. **The dean provides no evidence about** the number or percentage of Omega students who participate in the procedure. **Lacking such evidence it is entirely possible that** those numbers are insignificant, in which case terminating the procedure is unlikely to have any effect on the grade average of Omega students or their success in getting jobs after graduation.

The argument also assumes unfairly that the grade-average increase is the result of the evaluation procedure—rather than some other phenomenon. **The dean ignores a host of other possible explanations for** the increase—such as a trend at Omega toward higher admission standards, or higher quality instruction or facilities. **Without ruling out all other possible explanations for** the grade-average increase, **the dean cannot convince me that** by terminating the evaluation procedure Omega would curb its perceived grade inflation—let alone help its graduates get jobs.

Even if the evaluation procedure has resulted in grade inflation at Omega, **the dean's claim that** grade inflation explains why Omega graduates are less successful than Alpha graduates in getting jobs **is unjustified. The dean overlooks a myriad of other possible reasons for** Omega's comparatively poor job-placement record. **Perhaps** Omega's career services are inadequate; or perhaps Omega's curriculum does not prepare students for the job market as effectively as Alpha's. **In short, without accounting for other factors that might contribute to** Omega graduates' comparative lack of success in getting jobs, **the dean cannot justify the claim that** if Omega curbs its grade inflation employers will be more likely to hire Omega graduates.

Finally, even if the dean can substantiate all of the foregoing assumptions, the dean's assertion that Omega must terminate its evaluation procedure to enable its graduates to find better jobs **is still unwarranted**, in two respects. First, **the dean ignores other possible ways** by which Omega can increase its job-placement record—for example, by improving its public relations or career-counseling services. **Second, the dean unfairly equates** "more" jobs **with** "better" jobs. **In other words, even if** more Omega graduates are able to find jobs as a result of the dean's recommended course of action, the kinds of jobs Omega graduates find would not necessarily be better ones.

In sum, the dean's argument is unpersuasive as it stands. To strengthen it the dean must provide

better evidence that the increase in grade average is attributable to Omega's professor-evaluation procedure, and that the end result is a perception on the part of employers that Omega graduates are less qualified for jobs than Alpha graduates. **To better assess the argument I would need to analyze** 15-year trends in (1) the percentage of Omega students participating in the evaluation procedure, (2) Omega's admission standards and quality of education, and (3) Omega's emphasis on job training and career preparation. **I would also need to know** what other means are available to Omega for enabling its graduates to find better jobs.

【参考译文】

在这份备忘录里，欧米加大学院长指出，尽管在过去15年里欧米加大学学生的平均成绩提高了30%，在获得工作方面欧米加大学毕业生还是没有爱尔法大学毕业生成功。院长还指出，在过去15年里，欧米加大学鼓励它的学生通过一个特别的程序来评价他们教授的教学质量。院长认为这一程序可以解释平均分增加的原因，反过来已经给雇主一种印象，认为欧米加大学毕业生不那么能胜任工作。根据这种推理方法，院长断定为了使欧米加大学毕业生找到好工作，欧米加大学必须结束现在的教授评估程序。这份论证包含着几处逻辑上的缺陷，这使得它不能让人信服。

论证首先存在的一个问题与评估程序的自愿性实质有关。院长没有提供关于参加这一程序的欧米加大学学生的数目或者百分比的证据。由于缺乏这样的证据，完全可能那些数目是很微小的或无意义的，在这种情况下，终止程序不可能对欧米加大学学生的平均成绩，或者他们在毕业之后能否成功获得工作有任何影响。

这篇论证还有失偏颇地假定平均分的增加是评估程序而不是一些其他因素导致的结果。院长忽视了许多其他可能解释这一增加的因素，例如欧米加大学的入学标准越来越高，教学和设备质量越来越好。由于没有排除所有其他可能的对平均分增加的解释，院长不能使我确信通过终止评估程序，欧米加大学将会控制这种成绩的浮夸，更不用说会帮助毕业生找到工作。

即使评估程序确实导致了欧米加大学的成绩浮夸，院长认为欧米加大学毕业生在找工作过程中没有爱尔法毕业生成功是成绩浮夸所造成的，这也还是无法解释的。院长忽略了造成欧米加大学的就业安置记录不太好的其他无数可能的原因。或许欧米加大学的职业服务不够完善；或许欧米加大学的课程不像爱尔法大学那样能够有效地使学生适应就业市场的需要。简而言之，由于没有说明其他可以解释欧米加大学毕业生不能成功地找到工作的因素，院长不能证明如果欧米加大学控制住分数的浮夸，雇主就更可能雇用欧米加大学毕业生。

最后，即使院长能够证明所有上述的假定，他的断言从两方面看仍然没有根据，他认为欧米加大学必须结束它的评估程序，使它的毕业生能够找到更好的工作。首先，院长忽视了欧米加大学能通过其他可能的方式增加它的就业安置记录，比如，通过改进它的公共关系或者职业咨询服务。其次，院长错误地将“更好”的工作等同于“更多”的工作。换句话说，即使由于院长建议的举动，更多的欧米加大学毕业生能找到工作，毕业生找到的工作也不见得是更好的。

总之，就此看来，院长的论证没有说服力。为了加强论证，院长必须提供更好的证据证明平均分的增加可归因于欧米加大学的教授评估程序，并且这造成的结果是使雇主方形成欧米加大学毕业生不如爱尔法毕业生更胜任工作的印象。要更好地评价这篇论证，我需要分析15年来在以下方面的趋势：(1) 参加评估程序的欧米加大学学生的百分比，(2) 欧米加大学的入学标准和教育质量，(3) 欧米加大学对岗位培训和职业准备的重视程度。我还需要知道有哪些其他办法可供欧米加大学选择，能使毕业生找到更好的工作。

【逻辑问题提纲】

本文作者一共攻击了原文的四处缺陷：

1. 原文作者没有指出参与评价教授活动的学生的数量，因而无法评价该制度对学生成绩的影响。

2. 作者没有考虑导致学生成绩上升的其他可能原因。

3. 作者也没有考虑导致欧米加学生就业情况不如爱尔法的其他可能原因。

4. 停止现行的评价制度未必能保证更好的就业情况。

【开头方式】

On the basis of this line of reasoning the dean concludes ...这是在罗列完作者的假设之后引导结论的又一句式，注意词汇词组的使用和替换。

【语言提示】

- 开头段句式：(1) On the basis of this line of reasoning the dean concludes that ... (2) This argument contains several logical flaws, which render it unconvincing.
- 论证段句式：(1) A threshold problem with the argument involves... (2) The dean overlooks a myriad of other possible reasons for ... (3) In short, without accounting for other factors that might contribute to ..., the dean cannot justify the claim that ... (4) Finally, even if the dean can substantiate all of the foregoing assumptions, the dean's assertion that ... is still unwarranted ... the dean unfairly equates ... with ...

Argument 10 The price of milk

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 both lower prices and an adequate supply of milk for consumers."

【参考译文】 巴达维亚的农业部门报告说全国奶牛场的数量比10年前增加了25%。然而就在同一时期，当地爱克塞罗食品市场牛奶的价格从每加仑$1.5上涨到了$3.0。为防止农场主在牛奶供应量明显增加的情况下获取过多的利润，巴达维亚的政府应该开始管制牛奶的零售价。这种管制对于保证更低的牛奶价格和充足的供应是必需的。

This editorial recommends that Batavia's government regulate milk prices because profits from milk sales are excessive given the apparently adequate supply. The editorial also claims that price regulation would help ensure an adequate supply of milk. To support these **assertions** the author cites the fact that over the past ten years the number of dairy farms in Batavia has increased by 25% while at Excello Food Market milk prices have increased by 100%. **However, the argument relies on a series of unsubstantiated assumptions, which render it unconvincing as it stands.**

First of all, the author assumes that Excello's milk prices reflect those throughout Batavia. However, **the author provides no evidence that this is the case. To the extent that** Excello's milk prices currently exceed nationwide averages the author's argument for government regulation of milk prices would be undermined.

In the second place, even if Excello's milk prices reflect those in Batavia generally, in claiming that milk prices are particularly "excessive" the author assumes that milk-sale profits exceed profits from the sale of other goods in Batavia to a significant degree. But the author provides no evidence to substantiate this assumption. Perhaps other prices have risen commensurably, or perhaps even more on a percentage basis, during the same time period. Moreover, perhaps profit margins from the sale of other goods are even greater than profits from milk sales. **In either event, the author could not justifiably rely on the mere fact that** milk prices have increased by 100% **to support the claim that** milk-sale profits are excessive.

In the third place, the author assumes that an increase in milk prices results in increased profits. However, this is not necessarily the case. It is entirely possible that the costs associated with producing and delivering milk have increased as well over the last ten years. Thus, the strength of the author's claim of excessive milk-sale profits depends on a **cost benefit analysis** that the author does not provide.

In the fourth place, based on the fact that the number of dairy farms has increased the author infers that the supply of milk has also increased. However, this is not necessarily the case. It is possible that dairy farm production has shifted away from milk to other dairy products, and that the supply of milk has actually declined over this time period. To the extent that this is the case, then the author's supply-and-demand argument that milk prices are excessive is unconvincing.

Finally, in asserting that price regulation would help ensure an adequate supply of milk **the author overlooks the possibility that** milk producers would respond to the regulation by producing less milk, depending on the extent to which demand increases as a result of lower milk prices. If regulation has the effect of lowering profits, then common sense tells me that milk producers might be less inclined to produce milk. **Without ruling out this possible scenario, the author cannot convince me that** the recommendation would help ensure an adequate supply of milk.

In conclusion, the recommendation for regulation of milk prices is not well supported. To convince me that the proposed regulation is needed to ensure a reasonably priced milk supply, **the author must provide clear statistical evidence that** Excello's milk prices reflect nationwide milk prices and that profits from milk sales are in fact excessive. **To better evaluate the recommendation, I would need more information about** how the proposed regulation would effect both the supply of milk and the demand for milk in Batavia.

【参考译文】

这篇社论建议巴达维亚政府对牛奶实行价格管制，因为在现有供给明显充足的情况下，所得到的利润是超额的。这篇社论还提出价格管制有利于确保充足的牛奶供应量。为了支持这些论断，作者陈述了这样一个事实：在过去十年中，巴达维亚奶牛场的数量增加了25%，然而，在爱克塞罗食品市场，牛奶价格翻了整整一番。但是，这篇论证却是以一连串没有确实根据的假定为前提展开的，这一点使它的论证不那么可信。

首先，作者假定爱克塞罗食品市场的牛奶价格反映了整个巴达维亚的情况。但是，作者并没有提供任何证据证明情况确实如此。如果爱克塞罗食品市场的牛奶价格目前超过了全国的平均水平，那作者关于政府对牛奶价格管制的这篇论证就肯定不成功了。

其次，即使爱克塞罗食品市场牛奶价格能够反映巴达维亚的整体水平，在提出牛奶价格过

高时，作者假定在巴达维亚牛奶销售所得利润大大超过了其他物品销售能够带来的利润。但是作者没有提供任何证据来证明这一假设。也许同期其他产品的价格百分比也有等幅甚至更大幅的增长。也许从其他产品销售所获得的利润率比从牛奶销售中所获得的更高。对于任何一种情况，作者都不能很有说服力地以牛奶价格翻了一番的事实来支持牛奶销售利润超额这一论点。

再次，作者假定牛奶价格的提高导致了利润的增加。然而，情况并不一定如此。完全有可能与生产、运送牛奶相关的成本也在过去十年中有所提高。因此，作者关于牛奶销售利润过量的论证是否有说服力取决于一份成本利润分析，然而，作者并没有给出。

第四，作者根据奶牛场数量增加这一点来推断牛奶的供应也增加了。但是，事情也并不一定就是这样。可能奶牛场从生产牛奶转为生产其他乳制品，牛奶供应在这一时期实际是减少了的。如果是这种情况，那作者关于牛奶价格过高的供求论证也是不可信服的。

最后，在主张价格管制有利于保证充足的牛奶供应方面，作者忽视了一个可能性，即牛奶生产商会降低牛奶产量以应对管制，这取决于较低的牛奶价格对增加牛奶需求的影响程度。如果管制使利润降低，凭常识我们也知道牛奶生产商生产牛奶的积极性会降低。因为没有排除这些可能的情况，作者无法让我信服这一建议会有利于确保充足的牛奶供应。

总之，这篇关于牛奶价格管制的建议论证并不充分。要想让我深信建议进行的管制是确保具有合理价格的牛奶供应所必须的，作者必须提供清楚的统计信息证明爱克塞罗食品市场牛奶价格能够反映全国的牛奶价格，而且牛奶销售利润确实是超额的。要更好地评价这项建议，我需要知道更详尽的信息，包括所提到的管制会怎样影响巴达维亚牛奶的供应和需求。

【逻辑问题提纲】

本文作者一共攻击了原文的五处缺陷：

1. Excello Food Market 一个地方的牛奶价格并不能代表全国奶价的变化情况。
2. 没有考虑整体物价的波动情况，因而无法证实奶价的变化是否异常。
3. 奶价上涨未必带来收益的增加。
4. 牛奶农场数量的增加不能表明牛奶供应量一定增加。
5. 没有考虑出台限价政策对牛奶市场带来的可能影响。

- 逻辑思路提示：本文攻击的五个错误可以分为三类：
  攻击的第一点是取样不具有代表性的错误，也可以认为是以个体推整体的草率推广；
  第二、五两点是作者没有考虑其他相关因素，考虑问题不全面的错误；
  第三、四两点是差异概念：即 the price of milk ≠ the profits of farmers 和 the number of dairy farms ≠ the supply of milk。
- 没有考虑相关因素的错误：这也是 argument 题目中经常可以拿来攻击的错误，即作者在进行论述时思维过于局限和片面，只看到问题的某个方面而忽视了其他因素。在本节的语言总结中大家可以看到攻击这类错误时可以使用的一些句型范例。

【论证展开】

论证段落的引导词：也就是引领每个论证段的第一、第二、第三这些词汇。这些词汇虽然看似有些模式化，但他们在增强全文逻辑性方面的作用是不可忽视的，而且如果觉得词汇过于单调，也可以用一些引导句式来构成论证骨架。大家平时应注意多方面积累这类引导词汇和句式，在自己写作时方能游刃有余。

【语言提示】

- 开头段引导结论的词汇：assert / conclude / claim / advocate / state / reason / assume
- 表达作者没有考虑相关因素的句式：(1) In either event, the author could not justifiably rely

on the mere fact that ... to support the claim that ... (2) Without ruling out this possible scenario, the author cannot convince me that ...

在论证段列举了作者所忽视的相关因素后即可用这些句型作为段落结尾，另外还有一些表达此类缺陷的常用句式如：(1) The author ignores other relevant factors that may also influence ... (2) The author fails to take into account / consider the possibility that ...

- 引导论证段落的词汇和句式：(1) First / second / finally; (2) First of all (In the first place)/ in the second place / last but not least; (3) The major problem with this argument is that ... / Another point worth considering is that... / Before I come to my conclusion, it is necessary to point out another flaw appeared in the argument.

Argument 11 The recycling habits of **West Egg**'s residents

The following appeared in a memo from the mayor of the town of West Egg.

"Two years ago, our 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, town residents have been recycling twice as much aluminum and paper as they did in previous years. Next month the amount of material recycled should further increase, since charges for garbage pickup will double. Furthermore, over ninety percent of the respondents to a recent survey said that they would do more recycling in the future. Because of our residents' strong commitment to recycling, the available space in our landfill should last for considerably longer than predicted."

【参考译文】 两年前，我们的顾问预言西蛋用于投放垃圾的填埋地将在五年内完全充满。然而在过去两年间，市民对于铝和纸张的循环再生的数量比以前翻了一番。由于垃圾收集的收费在下个月将会加倍，循环再生的材料数量将进一步增加。而且，最近一次调查超过 90% 的回应者表示他们将会在未来做更多的循环再生工作。由于居民对循环再生的有力支持，我们的填埋地可利用空间的使用时间将比预期的长得多。

In this memo West Egg's mayor **reasons** that West Egg's residents are now strongly committed to recycling, and **projects** that the city's landfill will not be filled to capacity until considerably later than anticipated two years ago. To support this projection the mayor cites (1) a twofold increase in aluminum and paper recycling by West Egg residents over the last two years, (2) an impending twofold increase in charges for trash pickup, and (3) a recent survey in which 90% of respondents indicated that they intend to do more recycling in the future. **For several reasons, I am not convinced that the mayor's projection is accurate.**

To begin with, in all likelihood aluminum and paper account for only some of the materials West Egg's residents can recycle. Perhaps recycling of other recyclable materials—such as plastic and glass—has declined to the point that the total amount of recycled materials has also declined. If so, then the mayor could hardly justify the claim that West Egg's residents are becoming more committed to recycling. **Another problem with the argument is that** an increase in the amount of recycled materials does not necessarily indicate a decrease in the total amount of trash deposited in the city's landfill. Admittedly, if West Egg residents previously disposed of certain recyclable materials that they now recycle instead, then this shift from disposal to recycling would serve to reduce the amount of trash going to the landfill. However, the mayor provides no evidence of such a shift.

Moreover, the argument overlooks the strong possibility that the recycling habits of West Egg residents are not the only factor affecting how quickly the landfill will reach capacity. **Other such factors might include** population and demographic shifts, the habits of people from outside West Egg whose trash also feeds the landfill, and the availability of alternative disposal methods such as burning. Thus, regardless of the recycling efforts of West Egg residents the landfill might nevertheless reach full capacity by the date originally forecast.

Yet another problem with the argument involves the mayor's implicit claim that increased charges for trash pickup will serve to slow the rate at which the landfill is reaching capacity. This claim relies on the unlikely assumption that West Egg residents have the option of recycling—or disposing in some other way—much of what they would otherwise send to the landfill. However, it is likely these residents have no practical choice but to send some refuse to the landfill. The greater the amount, the less likely higher trash charges would have any effect on how quickly the landfill reaches capacity.

Finally, the mayor provides no evidence that the survey's respondents are representative of the overall group of people whose trash goes to the city's landfill. Lacking such evidence, **it is entirely possible that people inclined to** recycle **were more willing to respond to the survey than other people were. In short, without better evidence that the survey is statistically reliable the mayor cannot rely on it to draw any firm conclusions about** the overall recycling commitment of West Egg residents—let alone about how quickly the landfill will reach capacity.

In sum, the mayor's projection is simply not credible, at least based on the memo. Rather than relying solely on questionable recycling statistics, **the mayor should provide direct evidence that** the amount of trash going to the landfill is declining and that this trend will not reverse itself anytime soon. **To better assess the accuracy of the mayor's projection it would be useful to know** who besides West Egg residents contributes trash to the landfill, and whether the amount of trash those people contribute is declining or is likely to decline in the near future.

【参考译文】

在这份备忘录里，西蛋市市长陈述说西蛋居民现在很热衷于回收废物，并推断该城市的垃圾填埋地会在很久以后才会达到饱和状态，比两年前预期的要晚得多。为了支持他的这一说法，市长陈述了以下理由：(1) 过去两年里西蛋居民回收铝和纸张的双倍增长，(2) 垃圾处理费用即将加倍，(3) 一份近期问卷显示回答者中 90% 的人表示有意今后会做更多的废物再利用。由于几点原因，我认为这位市长的说法并不准确。

首先，很可能铝和纸张只能代表西蛋居民能回收利用的部分材料。可能像塑料、玻璃等其他可回收物的回收数量下降了，导致回收物的总量也减少了。如果是这样，这位市长就很难证实自己所说的西蛋居民更热衷于废物回收再利用。论证中的另一个问题是回收物数量的增加并不一定表明投放到城市垃圾填埋场的垃圾总量的减少。诚然，如果西蛋居民以前丢弃某些可回收物，而现在开始回收利用，那这种由弃置到回收利用的变化将会减少垃圾掩埋数量。然而，市长并没有提供证据来证明这一转变。

而且，这篇论证忽视了一个很大的可能性，即西蛋居民的回收废物再利用的习惯并不是影响垃圾掩埋地达到允许峰值早或晚的惟一因素。其他的影响因素可能包括人口、人口移动，西蛋以外也在同一填埋地丢弃垃圾的人的习惯，以及是否有其他垃圾处理方式可供选择。因此，不考虑西蛋居民在回收废物方面的进步，垃圾填埋场可能仍然会在早先预计的时间达到饱和。

然而论证中的另一个问题是市长暗示垃圾处理费用的提高会减缓掩埋数量达到最大容量的

速度。这一提法建立在一个不太可靠的假设基础上，即西蛋居民可以选择对很多原本会送到垃圾填埋场的垃圾进行回收再利用或采用其他办法处理。然而，可能这些居民没有其他可行的选择，只能把一些垃圾扔到填埋地。这些垃圾的数量越大，更高额的垃圾处理费对垃圾填埋场达到饱和的时间长短的影响就会越小。

最后，市长没有提供证据证明问卷回答者能够代表所有向当地填埋地投放垃圾的人。由于缺乏这样的证据，完全有可能倾向于废物回收利用的人比其他人更愿意对这项调查做出回答。简而言之，由于这篇论证没有提供证据证明这项调查的统计是可靠的，这位市长并不能够仅凭这些来得出任何肯定的结论，认为全体西蛋居民都承诺废物再利用——更不用说垃圾掩埋量会以怎样的速度达到最大量。

总之，市长的说法是完全不可信的，至少从这份备忘录来看是这样。这位市长不应该仅依靠一些有疑问的与回收循环有关的数字，而是应该提供直接证据证明送往掩埋区的垃圾数量在减少，而且这种减少趋势不会在近期逆转。要想更好地评定这位市长的说法是否准确，我们需要知道除了西蛋居民以外还有哪些人在往掩埋区弃置垃圾，以及那些人丢弃垃圾的数量是否减少或可能在不远的未来有所减少。

【逻辑问题提纲】

本文作者一共攻击了原文的四处缺陷：

1. 铝和纸品垃圾的循环利用并不说明整体垃圾循环利用水平；而且循环垃圾的增加也并不能说明投放在填埋地的垃圾就会减少。

2. 作者没有考虑影响填埋地使用的其他因素，比如人口变化和周边使用同一填埋地的居民习惯。

3. 对于垃圾收集的高收费不一定能减少投放在填埋地的垃圾数量——有些垃圾除了投放在填埋地可能别无选择。

4. 回答调查的回应者的情况未必有代表性。

- 逻辑思路提示：样本代表性的问题：很多题目都会使用调查结果作为论据，这就会出现调查所取样本的代表性的问题。比如，取样是否完整和符合随机性的要求？有没有本该调查的某些群体没被调查到？没回答调查的群体情况如何？这些都是针对调查取样需要质疑的因素。而且，对于调查的结果有时会出现这样一个问题，就是那些对所调查的事件本身感兴趣的人可能更倾向于回答调查，而那些不感兴趣的可能对调查置之不理。这就会导致调查结果不具有代表性。本文攻击的第四点就是针对这一点展开的论证，其中的语言值得学习和参考。

【论证展开】

- 展开论证的基本套路：在 Argument 1 的讲解中我们说过段首句 + 推测 / 假设 + 段落小结是展开论证的基本形式，这里我们把这个套路补充完善一下。如果要对一个问题展开完整严密的论证，可以使用以下结构：
  主题句（指出存在逻辑错误的点）+（指出作者得出这个有问题结论所依赖的假设）+ 用推测或假设法列举影响结论的其他可能或指出该假设的不合理因素 +（小让步指出作者结论某种程度的合理性）+ 转折作段落小总结
- 列举法：在攻击因果关系错误、作者没有考虑相关因素错误时，往往需要用到列举法这一基本的论证方式，这也是用于段落展开的简单方法之一。用一些句式和词组比如 for example，for instance 等等来把导致结果的其他原因、作者所忽视的其他可能等列举出来也可以构成完整的论证段落。

【语言提示】

- 用于开头段引导结论的词汇：predict / project / forecast / expect /
- 引导论证段落的句式：To begin with / Another problem with this argument is that / Moreover / Yet another problem with the argument involves ...
- 攻击调查样本代表性的句式：It is entirely possible that people inclined to recycle were more willing to respond to the survey than other people were.
- 结尾段可以使用的句式：(1) Rather than relying solely on questionable..., the mayor should provide direct evidence that ... (2) To better assess the accuracy of the mayor's projection it would be useful to know ... (3) To evaluate the author's conclusion more efficiently, we would need more information concerning ... (4) To strengthen the conclusion the owner must provide more convincing evidence that ...
- 用于列举法的句式：For example / For instance / e.g. / Other relevant factors might include ...

Argument 14 Green Thumb Gardening Center

The following appeared in a memo from the owner of Green Thumb Gardening Center, a small business serving a suburban town.

"There is evidence that consumers are becoming more and more interested in growing their own vegetables. A national survey conducted last month indicated that many consumers were dissatisfied with the quality of fresh vegetables available in supermarkets. And locally, the gardening magazine Great Gardens has sold out at the Village News stand three months in a row. Thus, we at Green Thumb Gardening Center can increase our profits by greatly expanding the variety of vegetable seeds we stock for gardeners this coming spring."

【参考译文】有证据表明消费者对于自己种植蔬菜越来越感兴趣。上个月举行的一项全国性调查显示，很多消费者对于超市上供应的新鲜蔬菜的质量不满意。在本地，园艺杂志《大花园》在乡村新闻报亭连续三个月售罄。因此，我们园艺能手园艺中心可以通过大量增加今春为园艺爱好者准备的蔬菜种子的种类而增加赢利。

In this memo, the owner of Green Thumb Gardening Center (GT) concludes that GT could increase its profits by expanding its stock of vegetable seeds. **The owner cites a national survey showing** growing dissatisfaction with supermarket vegetables, **and points out that** a certain gardening magazine has sold out at one local newsstand three months in a row. **I find the owner's argument weak, for three reasons.**

First, **by relying on** the national survey **to support its conclusion the argument depends on the assumption that** the level of satisfaction locally with store-bought groceries reflects national levels. Yet the owner provides no evidence to support this assumption. It is possible that residents of this town are quite satisfied with these vegetables. **Without eliminating this possibility, the owner cannot rely on the national survey to conclude that** this town's residents would be interested in buying vegetable seeds from GT.

Secondly, by relying on the survey the argument assumes that consumers who are dissatisfied with store-bought groceries are likely to grow their own vegetables instead. **However, the owner fails**

to provide any evidence to support this assumption. Perhaps consumers are continuing to buy vegetables from grocery stores despite their dissatisfaction. Or perhaps this dissatisfaction is leading consumers to buy their vegetables from special produce markets and vegetable stands instead of supermarkets. **Since the owner has failed to consider and rule out these possibilities, the owner's assertion that** this town's dissatisfied consumers would be eager to buy vegetable seeds from GT to grow their own vegetables **cannot be taken seriously.**

Thirdly, **the mere fact that** a certain gardening magazine has recently sold out at one newsstand in this town **is scant evidence that** the town's residents would be eager to buy vegetable seeds from GT. Perhaps three months ago this newsstand decreased the number of copies it stocks; or perhaps the magazine does not even concern itself with vegetable gardening; or perhaps the only reason for this apparent increase in sales is that other newsstands in town have stopped stocking the magazine. **Given these possible scenarios, the fact that** one newsstand has sold every copy of the last three monthly issues **proves nothing about** local trends in vegetable gardening.

In conclusion, the owner's argument is unpersuasive. To strengthen it the owner must provide more convincing evidence that consumers in this town are actually becoming less satisfied with supermarket vegetables, and that as a result they are buying fewer such vegetables. **To better evaluate the argument we would need more information about** alternative sources of vegetables for local consumers—for example, the number and quality of produce stands. We would also need to know why the newsstand's copies of the gardening magazine sold out.

【参考译文】

在这个备忘录里，园艺能手园艺中心（GT）的所有者断定，通过增加对蔬菜种子的存储，园艺能手园艺中心（GT）就能够增加它的利润。该所有者引用了一项全国性调查来表明人们对超级市场卖的蔬菜日益不满，并且指出某园艺杂志在一个当地报亭已经连续三个月销售一空。出于三个原因，我认为该所有者的论证缺乏说服力。

首先，在引用全国性调查来支持结论时，该论证基于如下假设：当地对从商店购买的食品杂货的满意程度反映了全国的水平。然而所有者没有提供任何证据来证实这个假设。有可能这个镇的居民对这些蔬菜是相当满意的。没有消除这种可能性，这个所有者就不能依赖这个全国性调查断定该镇居民会有兴趣从园艺能手园艺中心（GT）购买蔬菜种子。

第二，基于这个调查，该论证假设对从商店购买的食品杂货感到不满的消费者很可能转为自己种植蔬菜。但是，该所有者不能提供任何证据证明这个假定。也许尽管消费者感到不满，但是他们还是继续从杂货店买蔬菜。或者也有可能这种不满就导致消费者不去超级市场而转而去特产市场和蔬菜摊位购买蔬菜。因为该所有者并没有考虑并排除这些可能性，所以他所做的关于该镇的不满消费者会渴望从园艺能手园艺中心（GT）买到蔬菜种子来自己种植蔬菜的断言是不能信以为真的。

第三，仅凭某种园艺杂志最近在这个镇的一个报亭销售一空这个事实是难以成为充分的证据证明该镇的居民会渴望从园艺能手园艺中心（GT）购买蔬菜种子。或许三个月之前，这个报亭减少了杂志的储备量；或者也许该杂志甚至和蔬菜园艺风马牛不相及；又或者也许造成这种显著的销售增长的惟一原因是该镇的其他报亭停止销售这种杂志。鉴于这些可能出现的情况，一个报亭在最近三个月卖出了该杂志的每一份月刊的事实并不能证明蔬菜园艺在当地的发展趋势。

总之，这个所有者的论点是不能说服人的。为了加强该论证的力度，这个所有者必须提供更

多有力的证据来证明这个镇的消费者确实对超级市场卖的蔬菜越来越不满意，并且他们也因此越来越少购买这种蔬菜。为了更好地评价这个论证，我们需要了解更多有关当地消费者可以选择去购买蔬菜的地方的信息——比如，农产品供应摊点的数量和质量。我们还有必要知道为什么这个报亭的这份园艺杂志会销售一空。

【逻辑问题提纲】

本文作者一共攻击了原文的三处缺陷：

1. 调查取样代表性的问题：全国调查的结果并不能说明本地居民的消费行为和倾向。
2. 对超市供应的蔬菜不满意的消费者未必会自己种植蔬菜。
3. 某种园艺杂志在某一处书报亭连续售罄并不能说明人们对于自己种植蔬菜的倾向性。

【论证展开】

推测和假设的合理性：在论证段落展开论证使用推测法和假设法时，一定要注意自己对原文现象的其他方面的推测和假设应该是符合常识和逻辑的。在本文论证第二、第三点时使用的都是推测法。比如，对超市蔬菜不满意的消费者可能会继续在超市或其他商店购买蔬菜而不是自己种菜，杂志售罄有可能是因为进货量减少或其他书报亭停止出售这种杂志等。有些人在 Argument 论证过程中联想过于丰富，进行推测和假设时天马行空浮想联翩，以至于推测离题太远或不符合逻辑，这是一定要避免的。Argument 进行的是逻辑论证，它不需要过多的修辞和文学手法，只要晓之以理，不要动之以情。

【语言提示】

- 用于描述作者忽视其他可能的句式：(1) Without eliminating this possibility, the owner cannot rely on the national survey to conclude that ... (2) Since the owner has failed to consider and rule out these possibilities, the owner's assertion that ... cannot be taken seriously. (3) Given these possible scenarios, the fact that ... proves nothing about ...
- 其他句式：(1) by relying on the national survey to support its conclusion the argument depends on the assumption that ... (2) However, the owner fails to provide any evidence to support this assumption. (3) the mere fact that ... is scant evidence that ...

Argument 18 Speed limits in Prunty County

The following appeared in an editorial in a Prunty County newspaper.

"In an attempt to improve highway safety, Prunty County recently lowered its speed limit from 55 miles per hour to 45 on all major county roads. But the 55 mph limit should be restored, because this safety effort has failed. Most drivers are exceeding the new speed limit and the accident rate throughout Prunty County has decreased only slightly. If we want to improve the safety of our roads, we should instead undertake the same kind of road improvement project that Butler County completed five years ago: increasing lane widths and resurfacing rough roads. 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."

【参考译文】为提高高速公路的安全性，布朗特县最近把县上所有主要路段的最高限速从 55mph 降到了 45mph。但我们应该回复到 55mph 的限速，因为这种保障安全的努力已经失败了。多数司机都超过了新的限速，而且布朗特县的事故率仅有微量下降。如果我们要提高公路安全性，我们应该采取巴特勒县在五年前完成的同样的道路改善计划：增加车道宽度和重新铺装不平整路面。

现在，巴特勒县的主要道路仍然使用 55mph 限速，而那里近年间上报的事故发生率比五年前减少了 25%。

This editorial **argues** that a recent reduction in Prunty County's speed limit on its major roads, from 55 to 45 miles per hour (mph), has proven ineffective, and that the county should therefore restore its 55-mph speed limit and improve its roads. **To support this argument the editorial's author points out that** the accident rate has decreased only "slightly" since the speed limit was reduced. The author **also points out that** in nearby Butler County, which has maintained a 55-mph limit while widening and resurfacing its roads, the accident rate has decreased by 25% over the last 5 years. **The editorial suffers from several problems, which render it unconvincing as it stands.**

First of all, Prunty only "recently" reduced its speed limit, and only for "major" roads. Perhaps not enough time has passed to determine the effectiveness of this change in reducing the accident rate—especially if the new speed limit remains untested during a season of the year in which better driving conditions prevail. **Additionally**, the editorial refers only to the overall accident rate countywide. Perhaps the accident rate on the county's major roads has decreased while on minor roads not subject to the speed-limit reduction it has increased. **Thus, lacking reliable evidence of the effectiveness** of the new speed limit **it is difficult to accept the conclusion that** Prunty's safety effort has failed.

Secondly, the argument assumes that all other factors affecting highway accident rates have remained unchanged since the county lowered its speed limit. Yet the author fails to provide evidence to support this assumption. **It is entirely possible that** the lower speed limit does in fact serve to reduce the accident rate, while some other factor, such as unseasonably poor weather, reduced law enforcement measures, or even an influx of teenage drivers to the area, has served to increase the accident rate. **Without considering and ruling out these and other factors that might have served to** increase the accident rate since the speed limit was lowered, **the author cannot justifiably conclude that** this safety effort has failed.

Thirdly, the author unfairly implies that the higher speed limit in Butler County has not served to increase the incidence of road accidents in that county. **It is entirely possible that** the 55-mph speed limit actually serves to increase the accident rate on Butler's highways, **but that other factors**, such as stricter law enforcement measures or improved driver education, have served to decrease the accident rate to a greater extent. **Without considering and ruling out these and other factors that might have served to** decrease the accident rate in Butler County, **the author cannot confidently recommend that** Prunty County emulate Butler's speed-limit policy. **Moreover**, the cited statistic involves only "reported" accidents in Butler County. **It is possible that** an increasingly large percentage of accidents are going unreported in that county.

In conclusion, the editorial fails to convince me that Prunty County should emulate Butler County's road-safety measures. **To strengthen the argument the author must account for all other factors that** might influence the accident rate on roads in both counties. **To better assess the impact of** the new speed limit on road safety, **I would need more statistical information about** the accident rate on Prunty's major roads, collected over a longer time period. I would also need to know what percentage of road accidents in Butler County go unreported.

【参考译文】

这篇社论认为，布朗特县最近在其主要道路上施行的把车速限制从55英里/小时降到45英里/小时的措施，已被证明无效；因此该县应恢复其55英里/小时的速度限制并着手改善其道路。为论证其观点，这篇社论的作者指出，自速度限制降低后，事故发生率仅有“稍微”减少。作者还指出，邻近的巴特勒县在加宽路宽并重铺路面的同时保持55英里/小时的速度限制，结果在过去的五年里其事故发生率降低了25%。该社论存在若干问题，从而令人难以信服。

首先，布朗特“最近”才降低其速度限制，范围也只限于其“主要”道路。或许实施时间还不够，特别是如果因处于每年驾驶状况较好的那一季度而致使新施行的速度限制未得到测验，那么将无法确定该措施在降低事故发生率上的实际效力。此外，社论只提及全县范围内的总事故发生率。那么，也许在该县的主要道路上事故发生率已经降低，而在未执行速度限制降低措施的次要道路上其事故发生率却增加了。因此，缺乏检验新速度限制的有效性的可靠证据，就草率做出布朗特县所做的确保行车安全的努力已经失败的结论是难以让人接受的。

第二，社论中作者做了这么一个假设：自从该县降低其速度限制后，影响交通事故发生率的所有其他因素均保持不变。然而作者未能提供证据证明这个假定。降低了的速度限制实际上可能降低事故发生率，但有一些其他因素发生，例如不合时令的坏天气、宽松的法律强制措施，甚至是一群青少年司机流入该地区，都足以提高事故发生率。没有考虑并排除降低速度限制后可能发生的导致事故发生率上升的各种因素，作者就没有理由做出该县为确保行车安全而做的努力已经失败的结论。

第三，作者做了一个不合理的暗示：巴特勒县内较高的速度限制没有对其境内的事故发生率的上升产生任何影响。实际上55英里/小时的速度限制使巴特勒县的公路上的事故发生率上升是完全可能的，但是其他因素，例如更为严格的法律强制措施或者司机培训水平的提高，可能在更大的程度上降低事故发生率。没有考虑并排除各种可能降低巴特勒县的事故发生率的因素，作者就不能大胆地建议布朗特县仿效巴特勒的速度限制政策。此外，作者在文中引用的有关巴特勒县的统计数字只包含“报告”了的事故，而该县发生的越来越大比例的事故可能都没有报告。

总之，这篇社论未能使我确信布朗特县仿效巴特勒县的公路安全措放的建议的可行性。为加强其论证，作者必须充分考虑到可能影响两县交通事故发生率的所有其他因素。为了更好地评价新施行的速度限制对交通安全的影响，我需要更多有关布朗特县的主要道路上的事故发生率的统计信息，而这些信息必须是经过一段较长时期的积累得到的。我还有必要知道在巴特勒县发生的车祸中有多大比例没有报告。

【逻辑问题提纲】

本文作者一共攻击了原文的三处缺陷：

1. 布朗特县只是刚刚在主要路段实施了限速，因而现在总体事故率的变化还不足以判断限速政策是否有效。

2. 作者没有考虑其他可能导致事故率增加的因素，诸如天气、执法力度、青少年驾驶员数量增加等。

3. 作者没有考虑导致巴特勒县事故下降的其他可能因素。

- 逻辑思路提示：信息不完整的错误（incomplete information）：在有些题目中，作者只提供了一些局部的、只言片语的信息来说明自己的观点，而这些信息可能不足以判断作者结论的合理性。

在题目中作者仅仅简单提到布朗特县的事故率没有显著下降，但要想判断限速是否

真的无效，我们需要的是在实行限速的路段事故率变化的信息。因此，对于作者所提供的调查结果统计数据，要记得问一句：Is the result complete?

【论证展开】

"指出作者假设 + 指出作者未能支持该假设 + 列举其他可能 + 指出在没有排除这些可能的情况下作者的假设不合理" 的论证套路。

这也是展开论证经常用到的经典套路。首先找出作者的推论所依据的假设，然后用 the author fails to provide evidence to support this assumption 这类的句子过渡，接着用列举法指出作者有哪些可能没有考虑到，最后用Without considering and ruling out these and other factors that might have served to ..., the author cannot justifiably conclude that...这样的句式作为段落结尾。

【语言提示】

- 用于表达作者做了某种假设的语言和词汇：the author unfairly / falsely assumes / implies / infers / reasons
- 引导推测的句式：(1) It is (entirely / equally / quite) possible that ... (2) Another possibility is that ... (3) Perhaps / Possibly / Maybe
- 表达 A 导致 B 的因果关系的词汇：cause / explain / serve to / account for / be due to / be responsible for / lead to / result in (from) / contribute to

Argument 19 Promoting the rock band **Double Rice**

The following appeared in a letter from the manager of a rock band named Double Rice.

"One year ago, tickets for Double Rice's concerts in stadiums around the country took, on average, at least 24 hours to sell out, if they sold out at all. But the band has been enjoying a surge in nationwide popularity among 14 to 25 year olds, and the 30,000 tickets for a recent concert in Megalopolis sold out in 12 minutes. Clearly the ticket sales in Megalopolis are a result both of the band's increased popularity and of the advertising campaign run in Megalopolis by the Ad Lib advertising agency. Thus, in order to ensure that the band's success in Megalopolis is repeated across the country, the band should hire Ad Lib to duplicate the Megalopolis ad campaign on a nationwide scale."

【参考译文】一年前，Double Rice 在全国体育场举行的音乐会门票如果能卖完的话，也平均至少需要 24 小时。但乐队现在在全国 14～25 岁的人中间的受欢迎程度大大提高，最近在梅加洛波利斯的一次音乐会的 30000 张门票在 12 分钟内就售完了。显然梅加洛波利斯的门票热销得益于乐队日益增加的人气度和由 Ad Lib 广告公司在梅加洛波利斯所做的广告宣传。因此，为保证乐队在梅加洛波利斯的成功能够在全国再现，乐队应雇用 Ad Lib 在全国范围内重复他们在梅加洛波利斯所做的广告宣传。

The manager of the rock band Double Rice (DR) concludes that the band should hire the advertising agency Ad Lib to promote the band throughout the country. **To justify this conclusion the manager cites** Ad Lib's campaign to promote a recent DR concert at a large venue in Megalopolis. Tickets for this concert sold out in 12 minutes, whereas one year ago tickets for DR concerts at large venues rarely sold out in less than 24 hours—if at all. **The manager reasons that** the Megalopolis success must have been attributable to both Ad Lib's efforts and DR's popularity. **The manager's argument is flawed in several critical respects.**

To begin with, assuming that the Megalopolis success was in fact due to DR's popularity there, **the manager overlooks the possibility that** Ad Lib's campaign had nothing to do with that popularity. **Perhaps** the band recently became overwhelmingly popular due to a new hit song or to a revival of the type of music DR plays. **Either scenario, if true, would serve to undermine the manager's claim that** Ad Lib's efforts are to be credited for the Megalopolis success.

The manager also overlooks the possibility that one or more factors other than Ad Lib's efforts or DR's popularity **were instead responsible for** the Megalopolis success. **For instance, perhaps** DR shared the bill at the concert with another band, whose appearance was the actual reason for the concert's success. **If so, this fact would seriously weaken the manager's claim that** the Megalopolis success is attributable to Ad Lib's efforts and to DR's popularity in Megalopolis—whether or not that popularity resulted from Ad Lib's campaign.

Even assuming that either DR's popularity **or** Ad Lib's campaign, **or both, were responsible for** the Megalopolis success, **the manager's claim that** this success can be repeated elsewhere **might nevertheless be unwarranted**. Megalopolis **might not be representative of** most cities in which DR plans to appear—in any one of various ways that would adversely impact ticket sales in other cities. **For instance, perhaps** DR hails from Megalopolis and has far more fans in Megalopolis than any other city. **Or, perhaps** the kind of ad campaign that is Ad Lib's specialty, although effective in Megalopolis, would not be effective in most cities.

Finally, in concluding that DR must hire Ad Lib in order to ensure similar success throughout the country, **the manager assumes that** Ad Lib's services **are both necessary and sufficient for this purpose. Yet the manager has not provided any evidence to substantiate either assumption. Lacking such evidence, it is just as likely that** some other ad agency would be equally or more effective. **Even if** Ad Lib's services are necessary to achieve the manager's goal, **it is entirely possible that** Ad Lib's services **would not suffice to ensure** similar success elsewhere—**due to the sort of factors mentioned above that might have contributed to** the Megalopolis success but would not come into play in other cities.

In sum, the manager has not convinced me that DR's interests would be well served if and only if it hires Ad Lib to promote the band throughout the country. **To bolster the argument the manager must rule out all other possible reasons for** the success of the Megalopolis concert, **and must show that** Ad Lib is capable of achieving similar success in other cities.

【参考译文】

Double Rice (DR) 的经理断定，应该雇用 Ad Lib 广告公司在整个国家宣传他们。为证明这一论断是正确的，经理引用近期 Ad Lib 在梅加洛波利斯成功宣传了 DR 的一场大型音乐会的这一事实。音乐会的票在 12 分钟内卖完，而一年以前 DR 在大型场所举办的音乐会的票如果能卖完，也很少能在 24 个小时之内售完。经理认为在梅加洛波利斯的成功一定可归因于 Ad Lib 的努力和 DR 的流行。经理的论证在几个关键的方面都有缺陷。

首先，假设在梅加洛波利斯举办音乐会的成功是因为 DR 的流行，经理忽略了 Ad Lib 的宣传活动根本与 DR 的流行无关这种可能性。或许由于一首新的热门歌曲或者 DR 演奏的风格又重新流行，所以乐队最近变得空前受欢迎。只要是其中任何一种情况，就能破坏经理关于 Ad Lib 的工作导致了乐队在梅加洛波利斯取得成功这一说法的可信性。

经理还忽视了除了 Ad Lib 的努力或者 DR 的流行以外的其他一个或更多因素也可能导致在梅加洛波利斯的成功的可能性。例如，或许 DR 与另一个乐队共同出演音乐会，而另一乐队的出席

才是音乐会成功的真正原因。如果是这样，这个事实将严重地削弱经理的论断，即他们在梅加洛波利斯的成功可归因于 Ad Lib 的努力和 DR 的流行，无论这种流行是否源于 Ad Lib 的广告宣传。

即使假定 Ad Lib 的努力或者 DR 的流行，或者两个兼有，导致了他们在梅加洛波利斯的成功，经理声明这次的成功在别处可被重复还是没有保证的。梅加洛波利斯也许不能代表 DR 计划演出的大多数城市。无论其中任何一种情况，都将在其他城市影响票的出售。比如，或许 DR 来自梅加洛波利斯，与其他城市相比较，在梅加洛波利斯有更多的歌迷。或许，Ad Lib 在广告推广方面的专长虽然在梅加洛波利斯很有效，但在其他大多数城市内是不会奏效的。

最后，在做出为了确保 DR 音乐在整个国家内取得相似的成功，而必须雇用 Ad Lib 这一结论时，经理假定 Ad Lib 的服务对于实现这一目标既必要又充分。然而，经理没有提供任何证据证明两种假定中的任意一种。由于缺乏这样的证据，一些其他广告代理将同样或者更加有用。即使 Ad Lib 的服务对于实现那些目标是必要的，也完全可能 Ad Lib 的服务不能够保证在别处获得相似的成功，因为上述这些可能导致梅加洛波利斯成功的因素在其他城市可能并不具备。

总之，该经理没能使我确信雇用，甚至只有雇用 Ad Lib 在全国来宣传 DR 才能很好地为 DR 的利益服务。要支持这篇论证，经理必须排除所有其他可以解释梅加洛波利斯音乐会成功的可能的原因，并且必须表明 Ad Lib 能在其他城市取得相似的成功。

【逻辑问题提纲】

本文作者一共攻击了原文的四处缺陷：

1. 乐队在 Megalopolis 的成功可能与 Ad Lib 的广告活动并无关系。
2. 可能有其他因素导致了乐队在 Megalopolis 的成功而并非其本身的人气度。
3. Megalopolis 的情况未必能够代表其他地区对乐队的态度（以特殊推一般的草率推广）。
4. Ad Lib 的广告宣传对于乐队在其他地区的成功可能并不是必要的。

- 逻辑思路提示：本文论证的第一和第二个错误从本质上说是同一个错误，就是乐队在 Megalopolis 的成功可能有其他原因而不是由于乐队本身受欢迎或是由于广告公司的策略。虽然在一篇文章中可以对一个现象做不同角度的论述和攻击，但本文论证的这两段很大程度上都是类似的，包括语言、论证手法，很多语言重复出现，所用的论证思路也都是有其他可能原因的方式：在第二段是指出可能是 DR 的某一首主打歌曲或是其演奏的音乐类型导致其成功，在第三段则是指出可能是其他乐队的共同出演导致了音乐会的成功（这个推测本身就有点离题过远）。因此本文的第二、三两段并不是很好的论证思路，在这种情况下完全可以把这两点合并为一点用一段来进行论述。

【论证展开】

- 某某措施对于某结果既非充分又非必要的论述：
  当作者在原文的结论中做了“我们应该采取 A 措施来达到 B 结果”，或是“A 措施是实现 B 的惟一途径”等比较绝对的论述的时候，我们就可以指出 A 对于实现 B 可能并不是必要的，其他手段和措施可能也能，甚至更有效地保证 B 的实现。这时可以用本文的句型 the manager assumes that ... are both necessary and sufficient for this purpose, yet the manager has not provided any evidence to substantiate either assumption. 来指出 A 对于 B 既非充分又非必要。
- 攻击错误类比和草率推广的论证句式：攻击错误类比和草率推广的语言往往是可以通用的。本文所出现的这个句子：

  It is entirely possible that ... (the experiences / measures / policy in A) would not suffice to ensure similar ... (the result in B) elsewhere—due to the sort of factors mentioned above that might have contributed to ... (the result in A) but would not come into play in other cities. 就是一个攻击这两类错误的很好的句式，具有一定的复杂度，而且语言规范严密。论证 A 与 B 不能类比或 A 的情况不能推广到 B 时，可以把 A 的情况和措施填到第一个空格处，指出它不能保证同样的措施也会在 B 产生同样的效果（把 B 的效果填入第二个空格），接着论证由于上文所指出的导致 A 的结果的因素未必在其他地方同样有效。

【语言提示】

● 论证句式：(1) The manager also overlooks the possibility that ... were instead responsible for ... (2) If so, this fact would seriously weaken the manager's claim that ... (3) Finally, in concluding that ... the manager assumes that ... are both necessary and sufficient for this purpose. (4) Lacking such evidence, it is just as likely that ... (5) It is entirely possible that ... would not suffice to ensure similar success elsewhere—due to the sort of factors mentioned above that might have contributed to ...

Argument 23　A seafood restaurant for **Bay City**

"A recent sales study indicated that consumption of seafood dishes in Bay City restaurants has increased by 30 percent over the past five years. Yet there are no currently operating city restaurants that specialize in seafood. Moreover, the majority of families in Bay City are two-income families, and a nationwide study has shown that such families eat significantly fewer home-cooked meals than they did a decade ago but at the same time express more concern about eating healthily. Therefore, a new Bay City restaurant specializing in seafood will be quite popular and profitable."

【参考译文】 最近的销量调查显示，海湾城市餐馆的海鲜菜肴的消费量比过去五年增加了 30%。而现在该市还没有专门经营海鲜菜的餐厅。而且，海湾城市的大多数家庭是双收入家庭，一次全国性调查显示，这类家庭在家做饭的数量比十年前显著减少，同时他们更关注健康饮食。因此，在海湾城市开设一家新的专营海鲜食品的餐馆将会非常受欢迎，而且有利可图。

This argument's conclusion is that a new Bay City restaurant specializing in seafood would be both popular and profitable. **To justify this conclusion the argument points out that** seafood consumption in Bay City's restaurants has risen by 30% during the last five years. **Also, the argument points out that** most Bay City families are two-income families, and cites a national survey showing that two-income families eat out more often and express more concern about eating healthily than they did ten years ago. **I find the argument unpersuasive, for several reasons.**

First, a 30% increase in seafood consumption at Bay City restaurants **does not necessarily indicate** a sufficient demand for a new Bay City restaurant serving seafood dishes only. **Although** a 30% increase seems significant, the actual level of consumption might nevertheless be very low. **This scenario is quite possible, especially considering that** there are currently no seafood restaurants in Bay City. **Lacking evidence that** a significant number of the city's restaurant patrons are ordering seafood, **the argument's conclusion that** a new seafood restaurant would be popular and profitable **is unjustified**.

Secondly, even if current demand would otherwise support an increase in the availability of seafood at Bay City's restaurants, **the argument unfairly assumes that** Bay City's restaurant patrons who order seafood would frequent the new restaurant. Perhaps the vast majority of these patrons would remain loyal to their favorite restaurant. **Thus, lacking evidence that** these patrons would be willing to try the new restaurant **the argument's claim that** a new seafood restaurant would be popular **is dubious.**

Thirdly, the nationwide study showing clear trends among two-income families toward dining out and eating healthily **does not necessarily apply to** Bay City. **It is quite possible that** Bay City's two-income families do not follow these general trends. For that matter, in Bay City the trend might be just the opposite. Thus, the nationwide trends that the argument cites amount to scant evidence that Bay City residents in particular would frequent a new seafood restaurant in their city.

Fourth, even if most of Bay City's families are following the nationwide trends indicated above, **it is unreasonable to infer that** these families will necessarily patronize a new seafood restaurant in Bay City. For all we know Bay City might boast a variety of health-oriented restaurants that do not specialize in seafood. For that matter, perhaps Bay City's existing restaurants are responding to the trends by providing more healthful dishes. **Moreover, perhaps** either or both of these trends will soon reverse themselves—at least in Bay City—for whatever reason. **Any of these scenarios, if true, would cast considerable doubt on the argument's conclusion that** a new seafood restaurant in Bay City would be popular and profitable.

Finally, even if Bay City families flock to the new seafood restaurant, the restaurant would not necessarily be profitable as a result. **Profitability is a function of both revenue and expense.** Thus, it is entirely possible that the restaurant's costs of obtaining high-quality, healthful seafood, or of promoting the new restaurant, might render it unprofitable despite its popularity. **Without weighing revenue against expenses the argument's conclusion is premature at best.**

In sum, the argument is unpersuasive as it stands. To bolster it the argument's author must show—perhaps by way of a reliable citywide study—that the demand among restaurant patrons for seafood is sufficient to support a new seafood restaurant, and that a sufficient number of people who order fish at Bay City restaurants will be able and willing to at least try the new restaurant. **The author would also bolster the argument by providing reliable evidence that** Bay City reflects the nationwide trends cited, and that these trends will continue in the foreseeable future—in Bay City. **Finally, to better assess the argument I would need** detailed cost and revenue estimates for a new Bay City seafood restaurant—to determine the likelihood that even a popular such restaurant would turn a profit.

【参考译文】

本文论证的结论是一家新开张的主营海鲜的海湾城市餐厅将会宾客满门，财源广进。为了证明这个结论的正确性，文章指出海湾城市的餐厅里的海鲜消费在过去五年期间已经提高了30%。此外，文章还指出大多数海湾城市家庭是双职工家庭，而据一项全国范围内的调查显示双职工家庭比十年前更经常到餐馆用餐，更关注健康饮食。基于以下几个原因，我发现该论证不具说服力。

首先，在海湾城市的餐厅里的海鲜消费增加了30%并不一定表明海湾城市的人们对新开一家专供海鲜的餐厅有着迫切要求。虽然30%的增长看起来似乎很显著，但是实际消费水平可能仍然非常低。这种假设是十分可能的，特别是考虑到海湾城市目前还没有海鲜馆。由于缺乏证据证明该城市有大量的餐厅顾客常吃海鲜，那么该文章做出的新开一家海鲜馆将宾客满门、财源广进的结论是不足为信的。

第二，即使当今的市场需求以其他方式促使海湾城市餐厅的海鲜供应增长，本文不合理地假定常吃海鲜的海湾城市餐厅的顾客会频繁光顾这家新开张的餐厅。也许这些常客中的大多数人

会一贯忠于他们最喜欢的餐厅。然而，缺乏证据证明这些常客也乐于尝试一下光顾新餐厅，该论证就断定新开一家海鲜馆会大受欢迎，这是值得怀疑的。

第三，那项表明双职工家庭有到餐厅就餐和健康饮食的明显趋势的全国范围内的研究，并不一定适用于海湾城市。很可能海湾城市的双职工家庭并不随这个大流。因而本城市双收入家庭不遵循这些一般的趋势是十分可能的。就此而言，海湾城市的流行趋势可能正好相反。因此，本文引用的全国性的趋势实际上并不能证明海湾城市居民会时常光顾他们的城市新开的一家海鲜馆。

第四，即使大多数海湾城市家庭也跟随上面表明的全国性趋势，就此推断这些家庭必定光顾在海湾城市新开张的一家海鲜馆是不合理的。因为就我们所知，海湾城市也会以拥有各种非专营海鲜而提供健康食品的餐厅而自豪，所以从这点来说，或许海湾城市的现有的餐厅会提供更多有益于健康的饭菜，以应对这种趋势。而且，也许这两个趋势其中之一，甚至是这两个趋势都很快由于某种原因转向相反的方向发展——至少在海湾城市有这种可能。如果这些假想中的任何一条证明属实的话，那么本文所做的在海湾城市新开一家海鲜馆会宾客满门、财源广进的结论是相当值得怀疑的。

最后，即使海湾城市的家庭都蜂拥去那家新开的海鲜馆就餐，那家餐厅也不一定就会因此而财源广进。赢利随着收入和支出的变化而变化。因此，完全可能尽管餐厅很受欢迎，但是因为餐厅购进了高质量、有益于健康的海鲜，并对新餐厅进行积极宣传，从而陷入亏损的境地。没有权衡收入与支出，只能说论证的结论下得太早了。

总之，就目前情况看，这一论证是不具说服力的。为支持其论点，作者也许可以通过做一个城市范围内的可靠的研究方式来表明，餐厅的常客对海鲜的需求量足以支持一家新开张的海鲜馆，而且在海湾城市的餐厅吃鱼的顾客中有足够数量的人至少可能并且乐于尝试新的餐厅。为支持其论点，作者也应提供可靠证据来证明海湾城市的情况也反映出所引用的全国性的趋势，而这些趋势在可预知的将来里还会在海湾城市继续存在。最后，为了更好地评价这个论证，我需要一份在海湾城市新开一家海鲜馆的详尽收入和支出预算，以确定使这么一家受欢迎的餐厅能够赢利的可能性。

【逻辑问题提纲】

本文作者一共攻击了原文的五处缺陷：

1. 海鲜食品消费量增加 30% 这一百分比数值并不能说明居民对于海鲜有很大的需求量。

2. 就算海湾城市的海鲜需求量很大，消费者也未必光顾新开的餐厅。

3. 对于双收入家庭饮食习惯的全国性调查结果不一定适用于海湾城市的情况（整体不能代表局部）。

4. 即使海湾城市的家庭饮食习惯符合全国潮流，他们也不一定去新的海鲜餐馆就餐。

5. 作者没有考虑开设新餐馆的成本与收益之比，过高的采购与宣传成本可能导致餐馆无利可图。

- 逻辑思路提示：没有全面衡量正负得失的错误：很多题目中，在作者判断某种行为、制定某种决策的时候，只看到了事物好的或者坏的一方面，然后就根据一方面的信息下结论，这是一种不理性的思路，也是一个我们可以批判的点。这种缺陷在一些题目中的具体体现就是：作者认为某种行为和措施必然赢利的时候，没有考虑实行这种行为和措施所必须的投入，即没有计算投入与产出之比。所以当看到作者单方面鼓吹某某事物一定赢利的时候，要想一想：你考虑成本了吗？本文第五点攻击的就是这类错误，作者只看到海鲜餐厅可能有需求，就认为开设这样一个餐馆能赚钱，但我们还必须考虑开餐馆所

必须的诸如场地、原材料、人力、宣传等投入，只有在全面衡量了投入与产出，也就是得与失之后我们才能下结论。

【开头方式】

This argument's conclusion is that...开头段列举原文结论的时候，我们既可以像前面很多题目那样，用the author concludes that...这类的宾语从句表达，也可以换一换形式，用这个表语从句引出结论。

【论证展开】

整体递进的论证结构：前面说过在一个论证段之中的不同句子可以使用递进关系联系起来，而全文的不同论证段之间也可以用递进关系来维系，这样可以使文章的逻辑非常紧凑，整体性很强。在这篇范文中，作者在论证第二、第四、第五三个错误时都使用了 even if 的让步句式作为开头，观察一下即可发现，让步的内容就是前一段所攻击的错误。像这种环环相扣的论证系统是值得学习和使用的，先攻击第一个最明显的错误，然后在第二段让步，就算我们认为第一个错误不存在，这里还有第二个缺陷；然后再递进，就算第二个错误我们可以忽略，还存在第三个错误，等等。当然让步的语言不一定都用 even if，可以积累很多可用于让步的句式。

【语言提示】

- 用于推测其他可能的句式：This scenario is quite possible, especially considering that ...
- 用于论证段落小总结的句式：(1) Lacking evidence that ..., the argument's conclusion that ... is unjustified. (2) Thus, lacking evidence that ... the argument's claim that ... is dubious. (3) Any of these scenarios, if true, would cast considerable doubt on the argument's conclusion that...
- 用于描述整体调查结果不能用于个体的句式：the nationwide study showing ... does not necessarily apply to ...
- 用于表达作者没有考虑成本与收益之比的句式：(1) Profitability is a function of both revenue and expense. (2) Without weighing revenue against expenses the argument's conclusion is premature at best.
- 结尾句式：(1) To bolster it the argument's author must show—perhaps by way of a reliable citywide study—that ... (2) The author would also bolster the argument by providing reliable evidence that ... (3) To better assess the argument I would need detailed cost and revenue estimates for ...

Argument 26 Improving a school district's music education programs

The following appeared in a memo from the chairperson of the school board in the town of Saluda.

"For the past five years, Mr. Charles Schade has been the music director at Steel City High School, and during that time the school band from Steel City High has won three regional band competitions. In addition, the quality of the music rehearsal facilities and musical instruments at Steel City High has improved markedly over the past five years. Because of such successes at Steel City High, the Saluda school board should hire Mr. Schade to plan and direct the general music education programs for the entire Saluda school system."

【参考译文】过去五年中，查尔斯·谢德先生担任了钢铁城市高中的音乐指挥，在那期间学校乐队在三次地区乐队比赛中获胜。而且，钢铁城市高中的音乐排练设备和乐器在过去五年中明显得

到改善。由于钢铁城市高中所获得的这些成功，撒露达地方教育董事会应该雇用谢德先生来为整个撒露达学校系统规划和指导总体音乐教育计划。

In this memo the chairperson of the Saluda school board recommends hiring Schade, Steel City High's music director for the past five years, to plan and direct the school district's general music-education programs. **To support this recommendation the chairperson points out that** over the past five years Steel's band has won three regional awards and that the school's facilities and instruments have improved markedly. **However, close scrutiny of this evidence reveals that it lends little support for the recommendation.**

First of all, the chairperson unfairly assumes that the three band awards **were attributable to** Schade's abilities and efforts. **Lacking evidence to confirm this assumption, it is entirely possible that** Schade was not the school's band instructor when the band won these awards. **Or, perhaps** the band won all three awards early in Schade's tenure, and his predecessor is to be credited. **For that matter, perhaps** it was the improved quality of the band's musical instruments that should be credited for the awards. **After all, the chairperson provides no evidence that** Schade **was actually responsible for** this improvement. **Without considering and ruling out other possible reasons why** the band won the awards **the chairperson cannot convince me of** Schade's abilities or, in turn, that he should be appointed to the district job.

Even if Schade is to be credited for the band's awards, **it is possible that** the skills that Schade possesses and that resulted in the band's winning these awards are not the same skills required for the district position. **For example, perhaps** Schade's music-conducting ability or his ability to motivate individual students was responsible for the band's award-winning performances. **If so, then the fact that** Steel's band won these awards **would amount to scant evidence at best that** Schade would make an effective administrator for the district.

Next, the chairperson unfairly assumes that improvements in the school's music facilities and instruments **are attributable to** Schade's efforts. **If they are, then I would agree that** Schade might possess valuable administrative skills that would serve the district well. **Yet, just because** these improvements occurred during Schade's tenure **it is unreasonable to assume that** Schade is to be credited for them. **It is entirely possible that** the improvements were the result of another administrator's efforts, or even the efforts of parents. **Without showing clearly that** Schade, and not some other person, **was responsible for** the improvements, **the chairperson cannot convince me that** Schade possesses the administrative abilities needed for the district job.

Finally, in recommending Schade for the job **the chairperson fails to consider other possible** job candidates. **Even if all the evidence shows that** Schade is well qualified, **perhaps** one or more other individuals would be even more suitable for the job. **Without addressing this possibility the chairperson cannot convince me that** the district should hire Schade.

In conclusion, the argument is unpersuasive as it stands. To convince me that Schade would be effective in the new job, **the chairperson must provide clear evidence that** the band's awards and especially the improvements cited are attributable to Schade's abilities and efforts, **and that** these abilities would translate directly to those required for the district position. **Finally, to better evaluate the argument I would need to** compare Schade's qualifications with those of other possible job candidates.

【参考译文】

在这个备忘录里，撒露达（Saluda）地方教育董事会的主席推荐聘用谢德，钢铁城市高中（Steel City High）最近五年的音乐指挥，来策划并指导这个学区的总体音乐教育规划。为了支持这个建议，该主席指出在最近的五年里，钢铁城市高中的乐队已经赢得了三次地区奖项，而且这个学校的设备和乐器有了显著的改善。但是，进一步仔细分析这个证据会发现它对支持这个建议一点帮助也没有。

首先，主席不合理地认为乐队所得的三个奖项归功于谢德的能力和努力。由于缺乏证据来确认这个假定，这个学校的乐队赢得这些奖项的时候谢德完全有可能不是这个学校乐队的指导老师。或者，有可能这个乐队是在谢德就职早期赢得所有三个奖项的，那么功劳就应该属于谢德的前任了。同样，也有可能是因为这个乐队的乐器质量提高了，所以才赢得了那些奖项。毕竟，主席并没有提供任何证据证明这个进步是谢德的功劳。没有考虑到并排除这个乐队获奖的其他可能的原因，这个主席就不能使我信服谢德的能力，甚至进而聘他担任地区工作。

即使对于乐队获奖，谢德确实有功劳，但是有可能谢德所拥有并促成乐队获奖的那些技能与地区职位所要求的技能并不相同。例如，也许谢德的音乐指挥能力和他激励学生个人的能力使得这个乐队在演出中获奖。如果是这样的话，钢铁城市高中的乐队获奖的事实很难证明谢德能够在这个地区担当一个杰出的管理者。

其次，这个主席想当然地认为这所学校的音乐设备和乐器方面的改进都归功于谢德的努力。如果事实确实是如此，那么我将同意谢德可能具备可以很好地为该地区服务的可贵的管理技巧。然而，光凭这些改进发生在谢德的任期内就想当然地认为这是他的功劳是不合理的。这些改进完全有可能是另一个管理者，或者甚至是学校的学生父母努力的结果。没有明确的证明正是谢德，而不是其他人，有助于这些改进，这个主席就不能使我确信谢德拥有为该地区工作所需要的管理能力。

最后，在推荐谢德来担当这项工作的同时，这个主席没有考虑其他可能的工作候选人。即使全部证据都证明谢德相当合格，或许也还有其他一个或更多人会更适合这项工作。没有考虑到这种可能性，主席就不能使我信服这个地区应该雇用谢德。

总之，就目前情况看，这个论证不能说服人。要让我相信谢德将在新工作里表现出色，这个主席就必须提供可靠的证据证明乐队获奖，特别是上面说的改进都归功于谢德的能力和努力，而这些能力都将会直接转化为该地区的职位所要求的能力。最后，为了更好地评价这个论证，我有必要把谢德的条件和其他可能的工作候选人进行一番比较。

【逻辑问题提纲】

本文作者一共攻击了原文的四处缺陷：

1. 学校乐队的三次获胜未必都是谢德的功劳。
2. 谢德领导乐队获胜的能力对于指导全区学校音乐教学未必有用。
3. 学校音乐排练设备和乐器的改善未必是谢德带来的。
4. 作者没有考虑其他候选人的可能情况，而认定谢德是惟一适合的人选。

【语言提示】

- 开头段句式：However, close scrutiny of this evidence reveals that it lends little support for the recommendation.
- 论证段句式：(1) For that matter, perhaps ... (2) After all, the chairperson provides no evidence that Schade was actually responsible for ... (3) If they are, then I would agree that ... (4) Yet, just because... it is unreasonable to assume that ... (5) Without address-

ing this possibility the chairperson cannot convince me that ...

Argument 28 Breakfast for students in the Mylar school district

The following is a memo from the superintendent of the Mylar school district.

"A recent six-month study, in which breakfast was made available at school for 100 schoolchildren ages five to twelve, found that children on the breakfast plan were less likely than other children to be absent from or late for school. Clearly, eating breakfast before school plays a role in reducing student absenteeism and tardiness. It is also well known that children who regularly eat a healthful breakfast tend to perform better in school. Therefore, in order to reduce absenteeism and tardiness and to improve academic performance in all of Mylar's elementary and secondary schools, we should provide breakfasts for all students before each school day."

【参考译文】 在最近一项为期六个月的研究中，我们为 100 名 5～12 岁的小学生在学校提供早餐；研究发现参加早餐计划的儿童比其他儿童更不容易缺席或迟到。显然，上学前吃早餐对于减少学生的缺席和迟到作用很大。而且众所周知，经常吃健康早餐的儿童一般在学校的表现也更好。因此，为减少迈拉地区所有小学和初中的缺席和迟到的现象，以及提高学习成绩，我们应该在每天上课前为所有学生提供早餐。

In this memo, the superintendent of the Mylar school district concludes that by providing breakfast to all its students the district would reduce tardiness and absenteeism as well as improve the overall academic performance of its students. **To support this conclusion the superintendent points out that** during a 6-month trial program involving 100 students ranging in age from 5 to 12, these students were less likely to be tardy or absent than other students. **The superintendent also cites the well-known fact that** eating healthful breakfasts on a regular basis improves academic performance. **The superintendent's argument is problematic in several respects, rendering the argument unconvincing as it stands.**

The argument's chief problem is that it relies on numerous unsubstantiated assumptions about the 6-month study. **One such assumption is that** the participants' regular and punctual attendance was attributable to the fact that breakfasts were provided. **Yet logic and common sense inform me that the results might have been due instead to one or more other factors. Perhaps** these particular students were compelled to show up punctually and regularly for some other reason. **Perhaps** the 100 participants were comparatively reliable and disciplined children who are less likely in any event to be late for school. **Or perhaps** the participants are relatively healthy and therefore less likely to be absent from school than the average student. **Moreover, it is uncertain whether** the program's participants even ate the breakfasts that the trial program provided. **In short, without considering and ruling out alternative explanations for the study's results, the superintendent cannot justifiably conclude that** the results are due to the fact that breakfasts were provided to participating students.

Even if the participants' punctual and regular attendance was due to the breakfasts provided to them, **the statistical reliability of the trial program's results is questionable. The number of participants, 100, might constitute an insufficiently small sample to draw any reliable conclusions about** how district students 5 - 12 years of age would behave under similar conditions—as a group. The larger this group compared to the sample of 100 participants, the less reliable the study's results. **Also, the sample might be unrepresentative of** district students as a group. **For example, perhaps** the 100 participants happened to be children who eat small dinners and are therefore hungry for breakfast.

Even if the 100 participants are statistically representative of district students who are 5 - 12 years of age, **one cannot infer that** older, secondary-school students would behave similarly under similar conditions. **Yet by concluding that the** district should implement the program for its secondary-school students as well, **the superintendent seems to assume without supporting evidence that this is the case. In short, lacking assurances that** the 100 participants are statistically representative of all district students, **the superintendent cannot draw any reliable conclusions based on the study.**

Aside from the problems involving the 6-month study, **the superintendent's conclusion that** the overall academic performance of district students would improve under the proposed program **is unwarranted. By relying on the fact that** eating healthful breakfasts on a regular basis improves academic performance, **the superintendent assumes that** the district's breakfasts would be healthful and that students would eat them on a regular basis. **Yet no evidence is offered to substantiate these crucial assumptions. It is entirely possible that** the district's breakfasts would not be sufficiently healthful, or that district students would not eat these breakfasts regularly. **In fact, the superintendent has not shown either that** the trial program's participants **or that** the broader population of district students would eat healthful breakfasts, or any breakfast at all, under any circumstances.

In conclusion, the superintendent's argument is specious. To bolster it she must provide clear evidence that the 100 participants in the trial program actually attended school regularly and punctually because of the breakfasts provided, **and that** these 100 students are statistically representative not only of other 5 - 12 year-olds but of older students as well—as a group. **Finally, to better evaluate the claim that** the program would improve academic performance **I would need more information about** the healthfulness of the breakfasts provided under the proposed program.

【参考译文】

在这份备忘录里，迈拉学区的主管人认为，通过给所有学生提供早餐，该地区学生的拖拉迟到和缺勤情况将有所好转，并且学生的总的学业成绩也将有所提高。为了支持这个结论，主管人指出在一个长达六个月，涉及从 5~12 岁的 100 个学生的试行计划里，这些学生比起其他学生，很少有迟到和缺勤的情况。主管人也引用了人所共知的事实，即定时吃有益于健康的早餐会提高学生的学业成绩。就目前情况看，主管人的论证在以下几个方面是有疑问的，使得这篇论证不足以让人信服。

论证的主要问题是关于那六个月的研究所做的许多无确实根据的假定。假定之一是参加者定时和准时出席可归因于提供了早餐。然而逻辑和常识告诉我，结果可能是由其他一种或多种因素造成的。或许这些学生因为其他一些原因而被迫准时并且正常到校。或许这 100 个参加者相对而言是可信赖的，并且是遵守纪律的，他们不论在什么情况下都不太可能上课迟到。或者也许那些参加者比一般学生较为健康，因此不太可能缺勤。此外，甚至计划的参加者是否吃了试行计划所提供的早餐也是不确定的。简而言之，如果没有考虑到并排除其他的对研究结果的解释，主管人不能无可非议地断定该结果是因为向参加的学生提供了早餐而引起的。

即使参加者准时和正常到校是由于向他们提供了早餐，试行计划的结果在统计上的可靠性也是有疑问的。参加者的数量是 100，这能不能作为一个充分的样本，从而得出任何有关本学区 5~12 岁的学生作为一个整体在相似的条件下会有怎样的表现的可靠结论。这个整体与 100 个参加者的样本相差越大，研究的结果就越不可靠。同样，这个样本可能不能代表学区学生这个整体。例如，或许 100 个参加者碰巧是因晚餐吃少了因而在早晨很饿。

即使在统计学上这 100 个参加者可以代表学区 5~12 岁的学生，我们也不能由此推断出更大一些的中学生在相似的状况下将有类似的表现。主管人似乎断定情况确实如此，因为他得出结论，认为该地区也应该为中学生实施该项计划，然而，对此没有提出证据来支持。简而言之，在不能保证 100 个参加者在统计学上能够代表全部地区的学生的情况下，主管人不能基于此研究得出任何可靠的结论。

除了与六个月的研究有关的那些问题，主管人关于执行了建议后学生的总成绩将会有所提高的结论也是没有根据的。在引述定时吃有益于健康的早餐能够提高学业成绩的事实时，主管人假定本地区的早餐将是有益于健康的，而且学生将会定时吃早餐。但是他没有提供证据证明这些至关紧要的假定。完全可能地区的早餐不够健康，或者学区的学生不会定时吃这些早餐。实际上，主管人没有证实试行计划的参加者和学区的更多的学生不管在任何情况下都将会吃有益于健康的早餐，或者吃早餐。

总之，主管人的论证是可疑的。为了支持此论证，她必须提供清楚的证据证明试行计划的 100 个参加者正常而准时到校确实是因为提供了早餐而导致，并且这 100 个学生作为一个整体在统计上不仅可以代表 5~12 岁的学生，也可以代表年龄更大的学生。最后，为了更好地评价该计划能够提高学业成绩的这一主张，我需要更多的关于提议的计划中所提供的早餐对健康的有益程度的信息。

【逻辑问题提纲】

本文作者一共攻击了原文的四处缺陷：

1. 参加调查的儿童准时到校未必是因为被提供了早餐而导致的，在这一段中作者用了三个 perhaps 来引导这些学生不迟到的其他可能原因。

2. 参加调查的 100 个样本未必能够代表全体学生的情况（取样代表性的问题）。

3. 即使早餐计划对于 5~12 岁的小学生确实有效，我们也不能认为它对于中学生也同样起作用（以少推多的差异范围草率推广）。

4. 作者没有提供任何信息表明本地区学生的早餐一定会是“健康”的，或者他们一定经常按时吃早餐。

● 逻辑思路提示：

1）本文论述的第一个问题是早餐计划和学生出勤之间的因果关系，这一点还可以从调查的角度做其他两方面的展开：首先，作者没有告诉我们这些样本是如何确定的，因而代表性值得怀疑；另一方面，还是对于调查参加者的经典质疑套路：那些本来就不太迟到的儿童可能更愿意，或有条件参加早餐计划，因为作者提到早餐是在学校提供的，因此也只有不迟到的学生才能够吃到早餐，这实际是一个因果倒置的错误。

2）以少推多的草率推广：一般在题目中如果出现了诸如 all / every / any 这类词汇的时候，都会出现以少推多的差异范围。如本文就是作者仅从 100 名小学生的调查出发就简单推出所有的中小学生都可以从早餐计划获益。

【语言提示】

● 开头段句式：The superintendent also cites the well-known fact that ...

● 论证段句式：(1) The argument's chief problem is that it relies o numerous unsubstantiated assumptions about... (2) Yet logic and common sense inform me that the results might have been due instead to one or more other factors. (3) Moreover, it is uncertain whether ... (4) the statistical reliability of the trial program's results is questionable. (5) The number of participants might constitute an insufficiently small sample to draw any reliable conclusions about ... (6) Also, the sample might be unrepresentative of ... as a group. (7) Yet by concluding that ..., the superintendent seems to assume without supporting evidence that this is the case. (8) In short, lacking assurances that ..., the superintendent cannot draw any reliable conclusions based on the study. (9) Aside from the problems involving ..., the superintendent's conclusion that ... is unwarranted. (10) Yet no evidence is offered to substantiate these crucial assumptions. (11) In fact, the superintendent has not shown either that ... or that ...

Argument 141 The environmental impact of copper mining

The following appeared in a newsletter distributed at a recent political rally.

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

【参考译文】去年，统一铜公司（CCC）在热带国家西弗莱德尼亚购买了上百万平方英里的土地。在这些地方采矿将会不可避免地导致污染和环境灾害，因为西弗莱德尼亚是很多濒危物种的栖居地。但如果消费者完全拒绝购买用 CCC 所生产的铜而制造的产品，直到 CCC 放弃它的采矿计划，就可以避免这种灾害。

The author of this newsletter excerpt concludes that if consumers refuse to buy products made with Consolidated Copper Company (CCC) copper the company will eventually abandon its mining plans in the nation of West Fredonia, thereby preventing pollution and an "environmental disaster" in that country. **To justify this conclusion the author points out that** CCC has recently bought more than a million square miles of land in West Fredonia, and that West Fredonia is home to several endangered animal species. **I find this argument specious on several grounds.**

First, the author provides no evidence that the West Fredonia land that CCC has acquired amounts to a significant portion of land inhabited by endangered animal species, or that CCC's land is inhabited by endangered animal species at all. **Nor does the author provide clear evidence that** CCC's mining activities are of the type that might cause pollution, the extinction of animal species, or any other environmental damage. **Lacking such evidence the author simply cannot convince me that** CCC must abandon its plans in order that such damage be prevented.

Secondly, even assuming CCC's planned mining activities in West Fredonia will cause pollution and will endanger several animal species, **it is nevertheless impossible to assess the author's broader contention that** CCC's activities will result in "environmental disaster," at least without an agreed-upon definition of that term. If by "environmental disaster" the author simply means some pollution and the extinction of several animal species, then the claim would have merit; otherwise, it would not. **Absent either a clear definition of the term or clear evidence that** CCC's activities would carry grave environmental consequences by any reasonable definition, **the author's contention that** CCC's activities will result in environmental disaster **is simply unjustified.**

Thirdly, the author's position that environmental disaster is "inevitable" absent the prescribed boycott precludes the possibility that other measures can be taken to prevent CCC from carrying out its plans, or to offset any harm that CCC causes should it carry out its plans. **Yet the author fails to provide assurances that** no other means of preventing the predicted disaster are available. **Lacking such evidence the author cannot reasonably conclude that** the proposed boycott is needed to prevent that disaster.

Finally, even if the prescribed boycott is needed to prevent pollution and environmental disaster in West Fredonia, **the author assumes too hastily that** the boycott will suffice for these purposes. Perhaps additional measures would be required as well. For instance, perhaps consumers would also need to boycott other companies that pollute West Fredonia's environment. **In short, without any evidence that** the recommended course of action will be enough to prevent the predicted problems, **the author's conclusion remains dubious at best.**

In sum, as it stands the argument is wholly unpersuasive. To bolster it the author must show that CCC's planned mining activities on its newly acquired land will pollute and will threaten endangered animal species. **The author must also** define "environmental disaster" and show that the inevitable results of CCC's activities, absent the proposed boycott, would meet that definition. **To better assess the argument it would be useful to know** what other means are available for preventing CCC from mining in West Fredonia or, in the alternative, for mitigating the environmental impact of those mining activities. **Also useful would be any information about** the likelihood that the boycott would be effective in accomplishing its intended objectives.

【参考译文】

这篇通讯摘录的作者断定，如果消费者拒绝购买用统一铜公司（CCC）的铜生产的铜产品，该公司将最终放弃它在西弗莱德尼亚国的采矿计划，而那个国家也将因此免受污染并避开一场“环境灾难”。为了证明这个结论是正确的，作者指出统一铜公司（CCC）已于近期在西弗莱德尼亚买下 100 多万平方英里的土地，而西弗莱德尼亚栖息着几种濒危动物。我发现本文在若干方面是可疑的。

首先，作者没有提供证据证明统一铜公司（CCC）已购入的西弗莱德尼亚的土地就是濒危动物种类所栖息的土地的重要组成部分，或者濒危动物种类确实就栖息在统一铜公司（CCC）的土地上。作者也未明确证明统一铜公司（CCC）进行的采矿活动是属于会引起污染，导致动物种类灭绝，或其他环境破坏的那一类活动。缺乏这些证据，作者根本无法使我相信，为了防止这种破坏，统一铜公司（CCC）必须放弃它的计划。

第二，即使假设统一铜公司（CCC）已计划的采矿活动确实将在西弗莱德尼亚引起污染并危及数种动物，作者关于统一铜公司（CCC）的活动将最终导致“环境灾难”的论点更加宽泛得让人不可能对其进行准确的评价。至少如果对“环境灾难”这个术语没有一致的定义，就不可能对其进行准确的评价。如果作者所谓的“环境灾难”仅仅表示一些污染和几种动物的灭绝，那么其主张还有一些价值；否则，它将是可疑的。缺乏对该术语的明确定义，或者未能通过清晰证据证实统一铜公司（CCC）的活动确实将导致严重的环境后果，并且对严重的环境后果做出合理的定义，那么作者所做的关于统一铜公司（CCC）的活动将导致环境灾难的论点是完全不合理的。

第三，作者认为如果人们不进行联合抵制，那么环境灾难是“不可避免”的。其实，除了作者指定的办法，人们可以采用其他措施来阻止统一铜公司（CCC）开展计划，或者如果计划已被实施，人们也有办法来弥补其造成的损害，但作者的观点排除了这种可能性。然而作者未能提供确切保证证实没有其他可采用的方法来阻止预计可能发生的灾难。缺乏这样的证据，作者不能

合理地断定人们必须用他提议的联合抵制的方法来防止那个灾难的发生。

最后，即使人们确实需要采取指定的联合抵制的方法来防止将在西弗莱德尼亚产生的污染和环境灾难，作者认为联合抵制就可以达到上述目的也太轻率了。也许还需要加上别的措施才能达到目的。例如，或许消费者也需要联合抵制污染西弗莱德尼亚环境的其他公司。简而言之，如果没有任何证据证明作者所建议的行动方式足以解决预计的问题，那么无论如何作者的结论都是可疑的。

总之，就目前情况看，这个论点是完全不具有说服性的。为了支持其论点，作者必须说明统一铜公司（CCC）所计划的采矿活动将对它新购得的土地产生污染，并威胁到濒危的动物种类。作者还必须确定“环境灾难”的定义，并说明如果不进行他提议的联合抵制，他所定义的“环境灾难”也将成为统一铜公司（CCC）的活动不可避免的后果。了解还有什么方法可以阻止统一铜公司（CCC）在西弗莱德尼亚进行开采，或者有什么办法可以减轻那些采矿活动对环境的影响，对更好地评价这个论证都是很有用的。此外，任何关于通过联合抵制达成原定目标的可能性的信息也都是很有用的。

【逻辑问题提纲】

本文作者一共攻击了原文的四处缺陷：

1. 缺乏 CCC 所购买土地具体位置，以及这些土地与所谓的濒危动物栖居地关系的信息（信息不完整的错误）；也没有说明 CCC 的采矿方式就会导致污染、环境危害和物种灭绝。

2. 作者对于“环境灾难”一词没有具体定义，因而作者的预言没有说服力。

3. 作者没有考虑到除了抵制 CCC 的产品之外还有其他可能措施也可以用来防止和减少可能的环境危害。

4. 关于抵制行动一定能达到防止 CCC 所导致的环境危害的效果的假设未必成立。

● 逻辑思路提示：结论可行性的问题：实际上，本文还有一个可以攻击的缺陷，就是作者所提倡的抵制行为本身在客观上的可行性。请考虑一下，如果消费者真的想要响应作者的号召抵制由 CCC 所生产的铜而制造的产品的话，还需要一个前提条件，就是消费者必须能够区分出哪些产品是由 CCC 的铜生产的，哪些是由其他公司的铜生产的。这就是结论的客观可行性的问题。对于结论明显不太可能实现的题目可以从这个点进行攻击。

【论证展开】

针对作者定义模糊的概念进行论证：

本文论证的第二点就是作者对“environmental disaster”一词定义不清。如果作者的论证中使用了过于危言耸听、概念模糊的语言，也可以抓住这一点进行攻击。严格的说，这实际上还是差异概念的错误。论证时可以结合其他论证手法，比如本文，先让步说就算 CCC 的采矿过程可能导致污染，但这也不表明一定会产生作者所说的环境灾难。然后对环境灾难一词的定义展开论证，指出如果它指的是污染和危害一些物种，那就还说的过去，但从一般的意义来说还够不上“灾难”的程度。

【结尾方式】

本文结尾所用句式值得借鉴：(1) To better assess the argument it would be useful to know ... (2) Also useful would be any information about... 用这两句来指出作者还需要做的工作，整体感很强。注意积累不同的结尾语言和句式以避免僵化和雷同。

【语言提示】

● 开头段承上启下的语言：I find this argument specious on several grounds.

- 用于攻击作者所用概念模糊不清的句式：(1) Even assuming ..., it is nevertheless impossible to assess the author's broader contention that ... (2) Absent either a clear definition of the term or clear evidence that ..., the author's contention that ... is simply unjustified.
- 其他句式：(1) Yet the author fails to provide assurances that ... (2) Lacking such evidence the author cannot reasonably conclude that ... (3) The author assumes too hastily that ... (4) In short, without any evidence that ..., the author's conclusion remains dubious at best.
- 结尾句式：(1) In sum, as it stands the argument is wholly unpersuasive. (2) To bolster it the author must show that ... (3) The author must also ... (4) To better assess the argument it would be useful to know ... (5) Also useful would be any information about ...

Argument 142 The link between **iron in the diet** and heart disease

The article entitled "Eating Iron" in last month's issue of Eating for Health reported that a recent study found a correlation between high levels of iron in the diet and an increased risk of heart disease. Further, it is well established that there is a link between large amounts of red meat in the diet and heart disease, and red meat is high in iron. On the basis of the study and the well-established link between red meat and heart disease, we can conclude that the correlation between high iron levels and heart disease, then, is most probably a function of the correlation between red meat and heart disease.

【参考译文】 上一期的《健康饮食》杂志上刊登的题为《食铁》的文章报道说，最近一项研究发现饮食中铁的含量过高与心脏病发病率增加有关联。而且，我们已经知道饮食中含大量的牛羊肉和心脏病是有联系的，牛羊肉中铁的含量很高。基于以上研究和牛羊肉与心脏病之间的已知联系，我们可以得出结论，铁含量高与心脏病之间的关联最有可能是牛羊肉与心脏病之间关联的作用。

In this argument, the author cites a study correlating the amount of iron in a person's diet with the person's risk of heart disease. **The author also cites** a well-established correlation between diets that include large amounts of red meat, which is high in iron, and the incidence of heart disease. **The author concludes** that the correlation observed in the study is a function of the correlation between red meat and heart disease. **This argument suffers from a series of poor assumptions, which render it wholly unpersuasive as it stands.**

To begin with, the author provides no evidence that the study's results are statistically reliable. In order to establish a strong correlation between dietary iron and heart disease, **the study's sample must be sufficient in size and representative of the overall population of** heart-disease victims. **Lacking evidence of a sufficiently representative sample, the author cannot justifiably rely on the study to draw any conclusion whatsoever.**

Even assuming that the study is statistically reliable, **a direct correlation between** a high-iron diet and heart disease **does not necessarily prove that the former causes the latter. While a high correlation is strong evidence of a causal relationship, in itself it is not sufficient. The author must also account for all other possible factors leading to** heart disease, **such as** genetic propensity, amount of exercise, and so forth. **Lacking evidence that** the heart-disease sufferers whom the study observed were similar in all