

新 GRE-Argument 全翻譯 v2.0

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

一種具有獨特花紋的編織籃子以前只在史前村莊 Palea 的臨近地區發現過，因而被認為是 Palea 居所獨有的。然而最近，考古學家在一個與 Palea 隔著一條叫做 Brim 河的村莊 Lithos 發現了一個這樣的 Palea 籃子。Brim 河很深很寬，所以古代 Palea 人只能坐船穿過它，但沒有證據表明 Palea 人擁有船隻。這表明那種所謂的 Palea 籃子並不是那裡所獨有的。

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

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

最近一項對恒河猴的調查揭示了出生順序對於個體刺激水準的影響。調查顯示在受到刺激的環境下（例如遇到一個不熟悉的猴子），頭胎小猴的皮質醇分泌會翻倍，這樣增加了它及其兄弟姐妹的身體靈活度。人類的頭胎孩子在遇到刺激（例如父母外出回家）時也會分泌出相對濃度的皮質醇。研究同時還發現在懷孕期間，第一次為人母的猴子的皮質醇要比生過幾次孩子後的猴子水準高很多。

3/171. The following appeared as a letter to the editor from the owner of a skate shop in Central Plaza.

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

兩年前，市里投票禁止了在中央廣場玩滑板。他們認為是滑板愛好者的廢棄物和損毀公物的行為使遊客遠離了廣場。然而在過去兩年中，中央廣場的遊客卻只有少數增加，而且廢棄物和損毀公物的行為依然存在。滑板運動在 M 公園就被允許，但是那裡卻沒有任何的廢棄物和損毀公物的行為。為了能讓中央廣場重新煥發生機，我們建議市裡應該取消廣場禁止滑板的禁令。

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

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

在本市的兩家最大的房地產經紀公司--Adams Realty 和 Fitch Realty--之中，Adams 顯然更優秀一些。Adams 有 40 名房地產經紀人，而 Fitch 只有 25 個，且很多是兼職工作。而且，Adams 去年的收入是 Fitch 的兩倍，其平均房價為 \$168,000，而 Fitch 僅為 \$144,000。在 Adams 銷

售的房屋賣得也更快：十年前，我把我的房產交給 Fitch，它用了四個多月才賣出去；去年，我在 Adams 賣了另一處房產，僅用一個月就售出了。因此，要想讓你的房產賣的更快更好，你應該選擇 Adams。

5/159/173.The following appeared in a letter to the editor of the Balmer Island Gazette.

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

b 島的人口在夏季達到了 100000，而助力車則是島上一種非常普遍的交通方式。為了減少由助力車和行人引發的事故，b 島市政府應該限制島上夏季助力車租賃公司的租車數量，從原來的每天 50 量減少到 25 量。通過限制出租數量，市政府將會實現助力車事故減少 50% 的目標，就像去年鄰近 s 島市政府在實施了同樣的政策後所取得的成果。

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

北極鹿生活在加拿大極地區域的島嶼上。它們全年都通過冰塊在島嶼間移動來尋找食物。它們的棲居地局限在那些溫暖得足以維持它們所需的植物生長，並且在一年的至

少某些時候冷到足以讓島嶼間的海面結冰以使它們能夠在島嶼間旅行的地方。然而，根據當地獵人的報告，鹿的數量正在下降。由於這一報告正好與最近導致海洋冰面融化的全球變暖趨勢同時發生，我們可以得出結論：北極鹿數量的下降是它們無法按它們原有的遷移習慣穿越結冰海面的結果。

7/98/99.The following is a recommendation from the Board of Directors of Monarch Books.

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

我們建議 m 書店在店內開設一個咖啡廳。M 書店在目前的店址上已經經營了 20 多年，並由於其廣泛的圖書種類而擁有了龐大的客戶群體。很明顯，新開設的咖啡廳會吸引更多的客戶，空間可以通過撤出兒童書籍櫃檯來獲得，因為最近一次全國調查顯示 10 歲以下兒童的比率顯著下降，所以兒童書就可能沒以前那麼暢銷。開設新咖啡廳將會使 m 吸引更多客戶並更好的與最近剛開設了咖啡廳的 r 書店展開競爭。

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

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

為滿足我們學生的住房需求，Buckingham 學院應該建造一幢新的宿舍。Buckingham 的報名人數正在增加，而且按照現有趨勢，報名人數將會在未來 50 年中增加一倍，從而導致現有住宅不能滿足要求。而且，我們鎮上公寓的平均租金在近幾年間上漲了。因此，學生將會越來越發現難於負擔校外住宿費用。最後，一幢引人注目的新宿舍將會使未來的學生更願意報考 Buckingham。

9/88/90. Nature's Way, a chain of stores selling health food and other health-related products, is opening its next franchise in the town of Plainsville. The store should prove to be very successful: Nature's Way franchises tend to be most profitable in areas where residents lead healthy lives, and clearly Plainsville is such an area. Plainsville merchants report that sales of running shoes and exercise clothing are at all-time highs. The local health club has more members than ever, and the weight training and aerobics classes are always full. Finally, Plainsville's schoolchildren represent a new generation of potential customers: these schoolchildren are required to participate in a fitness-for-life program, which emphasizes the benefits of regular exercise at an early age.

NW 是一家專賣保健食品及其他相關產品的連鎖店，準備將其下一家店鋪開在 Plainsville。這家店一定會很成功：因為我們的商店在那些居對健康生活高度關注的地區是盈利最多的。很明顯，Plainsville 就是這樣的地方。Plainsville 的商家報告說運動鞋和運動衣的銷售處於歷史高點。當地一家康體俱樂部現在的會員比以往任何時候都多，減肥訓練和有氧運動班總是滿員。另外，我們還可以預見到新生代的顧客群：Plainsville 的在校學生被要求參加一個叫做“終生健康”的專案，它強調從小開始經常鍛煉的好處。

10/21/23. Twenty years ago, Dr. Field, a noted anthropologist, visited the island of Tertia. Using an observation-centered approach to studying Tertian culture, he concluded from his observations that children in Tertia were reared by an entire village rather than by their own biological parents. Recently another anthropologist, Dr. Karp, visited the group of islands that includes Tertia and used the interview-centered method to study child-rearing practices. In the interviews

that Dr. Karp conducted with children living in this group of islands, the children spent much more time talking about their biological parents than about other adults in the village. Dr. Karp decided that Dr. Field's conclusion about Tertian village culture must be invalid. Some anthropologists recommend that to obtain accurate information on Tertian child-rearing practices, future research on the subject should be conducted via the interview-centered method.

20 年前，知名人類學 F 博士訪問了 T 島，並從他的觀察中得出結論：T 島的孩子是由整個村子撫養長大而不是他們的親生父母。然而，另一位人類學家 K 最近對生活在 T 島以及周邊一些島嶼的兒童採訪顯示，他們在談話中談到他們呢雙親的時間遠遠多於談到村莊裡其他成年人。K 博士的這次研究證明 F 博士關於 T 島鄉村文化的結論是錯的，一些人類學家建議要想以進一步獲取準確的 T 島的兒童成長規律，未來應該採用採訪為主的方法。

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

M 市政府十分擔心 M 市過度開發，正在討論一項阻止開發本市現有耕地的提議。但市政當局也同樣擔心這樣通過限制新房供地的舉措，由於新房供應遭到限制，會導致房價上漲。支持提案者舉了 C 市為例，C 市 10 年前通過類似的規定，而只導致房價適度(modestly)的增加。然而反對提案者舉了 P 市為例，40 年前 P 市執行了限制新房的規定，而房價到現在翻了兩倍。M 市政府預期此規定通過將會導致 M 市房價顯著的增加。

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

15 年前，Omega 大學實施了一項新措施，鼓勵學生對所有教授的教學效果進行評價。從那以後，Omega 的教授開始給予學生更高的分數，Omega 的學生成績總平均上升了 30%。未來的雇主顯然認為 Omega 的分數貶值了，無法反映出學生的真實能力。因此，Omega 的畢業生找工作時沒有鄰近的 Alpha 大學畢業生成功。為使 Omega 畢業生找到好工作，我們應立即停止學生對教授的評價。

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

為了提升高速公路的安全性，p 市去年把所有高速公路的限速由 55 降到了 45。但是這樣的努力嘗試失敗了，事故發生的數量沒有下降，並且根據高速巡警的報告很多司機都超速駕駛。所以 p 市應該採用 b 市 5 年前相同的道路改善計畫：增加車道寬度，重新鋪設不平路面以及改善危險交叉路口的能見度。今天，b 市的主要道路依然是 55 限速，但上報的事故率卻比 5 年前減少了 25%。

14/118. The following appeared as part of an article in a business magazine.

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

最近一項根據每天平均睡眠時間，對 300 名 m 市廣告公司男女高管調查顯示出了高管們所需的睡眠時間與他們公司成功與否的關聯。根據對這些廣告公司的研究，那些公司高管報告說每天睡眠不足 6 小時的公司利潤更高並且發展更快。這些結果表明如果公司想蓬勃發展，他們就必須只雇傭那些每天睡眠不足 6 小時的管理人員。

15/51/130/131/133.. The following memorandum is from the business manager of Happy Pancake House restaurants.

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

Happy Pancake House 在美國西南部的餐廳用人造黃油代替了天然黃油。但是這種改變對顧客的影響非常小因為只有大約 2% 的顧客投訴，這說明 100 個人中有 98 人對於這種替換是樂於接受的。而且，很多服務生報告說很多仍然要了天然黃油的顧客在被給予人造黃油的時候並沒有投訴。顯然，這些顧客要麼分不清天然黃油和人造黃油，要麼是用"天然黃油"這個詞彙來指天然黃油或人造黃油。

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

調查顯示 m 市的老百姓把水上運動 (游泳、划船及垂釣) 作為最受歡迎的娛樂活動。貫穿 m 市的 M 河很少被用於水上運動，然而城市公園部門很少投入資金去維護沿河的活動設施。這麼多年居民們一直投訴河水的品質及味道。為了回應這一投訴，當局最近宣佈了清理 M 河的計畫，因此 M 河的水上活動使用將會增加。所以市政府應該增加對河岸活動設施的資金投入。

17/93. The following appeared in a memorandum from the manager of WWAC radio station.

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

為了扭轉觀眾流失的局面，WWAC 的老闆們決定必須要摒棄目前的搖滾樂風格。儘管我們廣播區域內人口增加，收聽人數依然下降。但增加的人口主要是一些退休後移居本地的。我們必須要抓住這些新的聽眾，我們可以轉變音樂風格來迎合他們，但最近本地音樂銷量的持續走低表明他們對音樂沒什麼興趣。所以，我們可以變為新聞談話類的形式來提升我們電臺在本地的人氣。

18/20. The following is a memorandum from the business manager of a television station.

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

去年，我們的深夜新聞節目投入了更多的時間播放全國新聞，較少的時間播放天氣預報和地方新聞。在同一時期，我們從觀眾那裡獲得的投訴大部分是關於電視臺對於天氣和地方新聞的播放的。而且，若干曾經在我們深夜新聞節目播放廣告的地方企業剛剛取消了和我們的廣告契約。因此，為吸引更多的電視觀眾觀看我們的新聞節目並避免失去未來的廣告收入，我們應該在我們所有的新聞節目中增加天氣和地方新聞的播報。

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

兩年前，R 地區的 WCQP 電臺決定增加在其廣播節目的電話參與節目。此後，其在 R 地區的聽眾覆蓋率急劇增加。鑒於 WCQP 這種措施的成功，同時也根據一項全國範圍的調查顯示很多的觀眾比較喜歡這樣的電話參與節目，M 地區的 Kick 電臺的經理建議 Kick 也應該增加類似的電話參與節目以來擴大在其地區的聽眾佔有率。

22/1 19/120/138. According to a recent report, cheating among college and university students is on the rise. However, Groveton College has successfully reduced student cheating by adopting an honor code, which calls for students to agree not to cheat in their academic endeavors and to notify a faculty member if

they suspect that others have cheated. Groveton's honor code replaced a system in which teachers closely monitored students; under that system, teachers reported an average of thirty cases of cheating per year. In the first year the honor code was in place, students reported twenty-one cases of cheating; five years later, this figure had dropped to fourteen. Moreover, in a recent survey, a majority of Groveton students said that they would be less likely to cheat with an honor code in place than without. Thus, all colleges and universities should adopt honor codes similar to Groveton's in order to decrease cheating among students.

通過最近一次報告，大學作弊現象顯著增加。然而 G 大學卻通過採取誠信制度的方式使該校學生作弊現象減少。該制度要求同學同意在學業中不作弊，並且但他們懷疑別人作弊是告知老師。G 大學的誠信制度取代了原有的老師嚴密監管的老體制，在老體制中平均每年有 30 起作弊被上報。而在實施新制度後的第一年，學生上報了 21 起。五年後，這一數字更是下降到 14 起。另外，最近一項調查顯示，G 大學絕大多數學生表示有了誠信制度以後比以前更不可能作弊了。因此，所有的大學都應該採取與 G 大學類似的誠信制度來降低學生作弊現象。

24/(26/28).A recently issued twenty-year study on headaches suffered by the residents of Mentia investigated the possible therapeutic effect of consuming salicylates. Salicylates are members of the same chemical family as aspirin, a medicine used to treat headaches. Although many foods are naturally rich in salicylates, food-processing companies also add salicylates to foods as preservatives. The twenty-year study found a correlation between the rise in the commercial use of salicylates and a steady decline in the average number of headaches reported by study participants. At the time when the study concluded, food-processing companies had just discovered that salicylates can also be used as flavor additives for foods, and, as a result, many companies plan to do so. Based on these study results, some health experts predict that residents of Mentia will suffer even fewer headaches in the future.

最近一項 20 年關於 M 地區百姓頭痛的研究正在探尋水楊酸的潛在治療作用。水楊酸酯和用來治療頭痛的藥物--阿司匹林是同一類化合物。儘管很多食品天然富含水楊酸酯，

食品加工公司仍然在食品中加入它來作為防腐劑。這種水楊酸酯在商業上的使用被發現與我們為期 20 年研究的參加者所報告的頭痛發病的平均數量下降是相關的。但研究結束時，食品加工公司卻剛剛發現水楊酸酯也可以被用作食品香料，因此很多公司準備這樣添加。依據以上的研究，一些健康專家預期 Mentia 居患頭痛症的數量將會持續穩步下降。

25/100/102/164..The following was written as a part of an application for a small-business loan by a group of developers in the city of Monroe.

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

在 Monroe 建立爵士樂俱樂部將會是非常盈利的產業。當前，最近的爵士俱樂部也在 65 英里以外；因此，我們籌建的俱樂部 C Note 將會佔有全部的本地市場。而且，爵士樂在 Monroe 非常流行：去年夏天 10 萬多人參加了 Monroe 的爵士音樂節，若干知名爵士音樂家居住在 Monroe，Monroe 獲評價最高的廣播節目是平時每天播出的 Jazz Nightly。最後，一項全國性研究表明典型的爵士愛好者每年花費近 1000 元用於爵士娛樂。

26/28(與 24 稍微不同).The following appeared in the summary of a study on headaches suffered by the residents of Mentia.

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

new use for salicylates, we can expect a continued steady decline in the number of headaches suffered by the average citizen of Mentia."

水楊酸酯和用來治療頭痛的藥物--阿司匹林是同一類化合物。儘管很多食品天然富含水楊酸酯，過去幾十年中食品加工公司仍然在食品中加入它來作為防腐劑。這種水楊酸酯在商業上的使用被發現與我們為期 20 年研究的參加者所報告的頭痛發病的平均數量下降是相關的。最近，食品加工公司發現水楊酸酯也可以被用作食品香料。根據這種水楊酸酯的新用途，我們可以預期 Mentia 居患頭痛症的數量將會持續穩步下降。

27/29.The following appeared in a letter to the editor of a local newspaper.

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

乘客抱怨在郊區與市中心的 B 高速公路的更長交通高峰期使他們在路上的時間多花了一倍。一個駕駛協會的不錯建議是拓寬高速公路，修建一條附加機動車道。但去年但臨近的 G 高速採用了相同的方法後交通狀況更加惡化。一種更好的建議是在 B 高速上修一條自行車道。很多的當地人都是自行車愛好者。一條新的自行車道將會激勵他們騎自行車外出，這樣的方式照比駕駛協會的建議會減少高峰時間而不是延長。

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

"The birthrate in our city is declining: in fact, last year's birthrate was only one-half that of five years ago. Thus the number of students enrolled in our public schools will soon decrease dramatically, and we can safely reduce the funds budgeted for education during the next decade. At the same time, we can reduce

funding for athletic playing fields and other recreational facilities. As a result, we will have sufficient money to fund city facilities and programs used primarily by adults, since we can expect the adult population of the city to increase."

我們市的出生率正在降低：事實上，去年的出生率只是 5 年前的一半。因此學生的入學人數將會急劇下降，我們可以放心的削減未來 10 年的教育經費。與此同時，我們也可以減少對操場和其他活動設施的經費。所以，我們可以有充足的費用去扶持城市設施及其他的成人項目，因為我們預測未來城市裡面的成人人口將會增加。

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

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

在我們 t 地區，政府用於公立學校教育的開支大部分都是從各地市政府徵收的稅收而來的。然而，依據總體稅收比率及相關政策來看，該地區不同城市對於公立教育的重視程度是不同的。例如，p 城市用於公立學校的預算是 b 市的 2 倍，儘管兩個城市居民的數量基本相同。所以，p 城市百姓顯然比 b 市居民更加關注公立教育。

32/104/167/105/106.The following appeared in a memo from a vice president of Quiot Manufacturing.

"During the past year, Quiot Manufacturing had 30 percent more on-the-job accidents than at the nearby Panoply Industries plant, where the work shifts are one hour shorter than ours. Experts say that significant contributing factors in many on-the-job accidents are

fatigue and sleep deprivation among workers. Therefore, to reduce the number of on-the-job accidents at Quiot and thereby increase productivity, we should shorten each of our three work shifts by one hour so that employees will get adequate amounts of sleep."

在過去，Q 工廠的工傷事故比鄰近的 Panoply 工廠多 30%，Panoply 的每班工作時間比我們的短一個小時。專家相信導致很多工傷事故的重要因素就是工人的疲勞和睡眠不足。因此，為減少 Q 的工傷事故數量並提高生產效率，我們應該把我們的三個班次的工作時間每個都減少一小時，從而我們的雇員將有更充足的睡眠。

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

"Several recent surveys indicate that home owners are increasingly eager to conserve energy. At the same time, manufacturers are now marketing many home appliances, such as refrigerators and air conditioners, that are almost twice as energy efficient as those sold a decade ago. Also, new technologies for better home insulation and passive solar heating are readily available to reduce the energy needed for home heating. Therefore, the total demand for electricity in our area will not increase—and may decline slightly. Since our three electric generating plants in operation for the past twenty years have always met our needs, construction of new generating plants will not be necessary."

一些最近的調查表明，房主越來越強烈地希望節省能源，並且生產商現在正在推出很多比十年前的電器幾乎節能兩倍的家用電器，比如冰箱和空調，這些電器要比 10 年前出售的節能 50%。而且，更好的房屋隔熱和被動式太陽能採暖的新技術已經可以用於減少家庭採暖所需的能源。因此，我們預計我們地區的用電需求總量不會增加，而可能有輕微下降。由於我們的已經運作了 20 年的三座發電站總能夠滿足需求，我們無需建造新的發電廠。

34/58/94.The vice president of human resources at Climpson Industries sent the following recommendation to the company's president.

"In an effort to improve our employees' productivity, we should implement electronic monitoring of employees' Internet use from their workstations. Employees who use the Internet from their workstations need to be identified and punished if we are to reduce

the number of work hours spent on personal or recreational activities, such as shopping or playing games. By installing software to detect employees' Internet use on company computers, we can prevent employees from wasting time, foster a better work ethic at Climpson, and improve our overall profits."

為提高我們的員工的生產效率，我們應該在員工的電腦上加裝電子監控來監視員工對互聯網的使用。如果我們要減少用於私人以及娛樂活動，比如購物或玩遊戲的工作時間，那些在電腦上不正當使用互聯網的員工必須要被確認並且受到懲罰。通過在公司電腦上安裝檢測員工使用互聯網的軟體，我們可以防止員工浪費時間，並培養 C 公司更好的工作氛圍，以及提高我們的整體利潤。

35/52/128/129.The following appeared in a letter from the owner of the Sunnyside Towers apartment complex to its manager.

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

一個月前，Sunnyside 塔樓最低的五層的所有淋浴噴頭被調節成水壓只有以前的大約三分之一。儘管在調節之後用水量的確切讀數還沒有出來，但這種變革顯然將為 Sunnyside 公司節省大量的花費，因為公司必須每月為所用的水付費。除了關於低水壓的幾起投訴，在調節之後沒有發生關於淋浴噴頭的問題的報告。我預計在 Sunnyside 塔樓所有的 12 層都限制水壓將會增加我們未來的利潤。

36/166.The following report appeared in the newsletter of the West Meria Public Health Council.

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

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

我們注意到一種新的可以保證顯著減少學校和工作崗位缺席的療法。一項研究顯示在附近的 EM，魚的消費量很高，那的百姓每年因為感冒去看醫生的次數每年只有一兩次。這表明吃大量的魚很明顯可以預防感冒。另外，由於感冒是缺課和缺席的最常見原因，我們建議每天服用從魚油提煉出的營養物以來有效的預防感冒和減少缺席。

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

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

十年前，作為一項綜合城市改造項目的一部分，Transopolis 市為了工業用途在快速路旁邊改造了一大片嚴重低於標準的住房。隨後，那裡建立了若干工廠，犯罪率降低了，全市資產稅收入增加。為進一步使城市重新繁榮，我們應該在城市另一側的正在衰落的居住區採取類似的行動。由於現有鄰近社區的一些住宅和公寓無人居住，這一行動產生的搬遷戶的住所將有所保障。

38/95/96.The following appeared in a memo from the new vice president of Sartorian, a company that manufactures men's clothing.

"Five years ago, at a time when we had difficulties in obtaining reliable supplies of high quality wool fabric, we discontinued production of our alpaca overcoat. Now that we have a new fabric supplier, we should resume production. This coat should sell very well: since we

have not offered an alpaca overcoat for five years and since our major competitor no longer makes an alpaca overcoat, there will be pent-up customer demand. Also, since the price of most types of clothing has increased in each of the past five years, customers should be willing to pay significantly higher prices for alpaca overcoats than they did five years ago, and our company profits will increase."

五年前，當我們在獲取可靠的高品質羊毛毛料的管道方面存在困難的時候，我們停止了高檔羊毛外衣的生產。現在有了新的毛料供應商，我們應該重新開始生產。這種外衣應該會賣的很好：因為我們已經五年沒有供應羊毛外衣了，而且由於我們的主要競爭對手已不再生產羊毛外衣，消費者將有很迫切的需求。而且，由於過去五年中多數種類的服裝價格每年都在上漲，消費者應該願意花比五年前高的多的價格購買羊毛外衣，從而我們公司的利潤將會上升。

39/174.A recent sales study indicates that consumption of seafood dishes in Bay City restaurants has increased by 30 percent during the past five years. Yet there are no currently operating city restaurants whose specialty is seafood. Moreover, the majority of families in Bay City are two-income families, and a nationwide study has shown that such families eat significantly fewer home-cooked meals than they did a decade ago but at the same time express more concern about healthful eating. Therefore, the new Captain Seafood restaurant that specializes in seafood should be quite popular and profitable.

最近的銷量調查顯示 Bay City 餐館的海鮮菜肴的消費量比過去五年增加了 30%。而現在該市還沒有專門經營海鮮菜的餐廳。而且，Bay City 的大多數家庭是雙收入家庭，一次國家調查顯示這類家庭在家做飯的數量比十年前顯著減少，同時他們更關注健康飲食。因此，在 Bay City 開設一家新的專營海鮮食品的 C 餐館將會非常受歡迎而且有利可圖。

40.Milk and dairy products are rich in vitamin D and calcium—substances essential for building and maintaining bones. Many people therefore say that a diet rich in dairy products can help prevent osteoporosis, a disease that is linked to both environmental and genetic factors and that causes the bones to weaken significantly with age. But a long-term study of a large

number of people found that those who consistently consumed dairy products throughout the years of the study have a higher rate of bone fractures than any other participants in the study. Since bone fractures are symptomatic of osteoporosis, this study result shows that a diet rich in dairy products may actually increase, rather than decrease, the risk of osteoporosis.

牛奶和乳製品富含維生素 D 和鈣，這是骨骼生長和維持所必須的物質。因此很多人相信多吃乳製品的飲食可以幫助預防骨質疏鬆症，這是一種骨骼隨年齡而顯著弱化而且與環境和基因因素相關聯的疾病。但是一項對大量人群的長期研究發現那些在研究期間經常食用乳製品的人骨折發病率比其他參加研究的人要高。由於骨折是骨質疏鬆症的症狀之一，這一研究結果表明富含乳製品的飲食實際上會增加而不是減少患骨質疏鬆症的危險。

41/123/125. The following appeared in a health newsletter.

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

一項為期十年的對於在騎自行車時戴頭盔的作用的研究顯示，10 年前，所有騎車人大約有 35% 報告說他們戴頭盔，現在這個比例接近 80%。然而另外一項調查顯示在相同的十年期間，因騎車引起的事故數量增加了 200%。這些結果說明騎車人因為戴著頭盔而感到更安全，因而導致他們面臨更大的危險。因此，為減少自行車事故中嚴重傷害的數量，政府應該更多地對人們加強自行車安全的教育，並提供鼓勵或要求騎車人戴頭盔的課程。

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

"Erosion of beach sand along the shores of Tria Island is a serious threat to our island and our tourist

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

T 島海岸的 E 沙灘的侵蝕對於我們島和我們的旅遊業是個嚴重的威脅。為阻止侵蝕，我們應該對使用海灘的人收費。儘管這一解決方案會在短期內觸怒少量遊客，它將會減少使用海灘的人數並增加補充沙子的資金。象臨近的 Batia 島一樣補充沙子將會有助於對我們沿岸建築的保護，從而減少這些房屋在大風暴中受損的危險。由於房屋和海灘將會受到保護，所以 T 島地區的旅遊業將會在長遠得到發展。

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

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

兩年前，我們的顧問預言 West Egg 用於投放垃圾的填埋地將在五年內完全充滿。然而在過去兩年間，市對於鋁和紙張的迴圈再生的數量比以前翻了一番。由於垃圾收集的收費在下個月將會加倍，迴圈再生的材料數量將進一步增加。而且，最近一次調查超過 90% 的回應者表示他們將會在未來做更多的迴圈再生工作。由於居對迴圈再生的有力支持，我們填埋地可利用空間的使用時間將比預期的長得多。

44. The following appeared in a letter to the editor of a

journal on environmental issues.

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

去年，CCC 公司在熱帶國家 West Fredonia 購買了上萬平方英里的土地。在這些地方採礦將會不可避免地導致污染和環境災害，因為 West Fredonia 是很多瀕危物種的棲居地。但如果消費者簡單地拒絕購買用 CCC 所生產的銅而製造的產品，直到 CCC 放棄它的採礦計畫就可以避免這種災害。

45/49.The following is part of a memorandum from the president of Humana University.

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

去年報名參加附近 Omni 大學遠端教學系統的學生人數上升了 50%。同年，Omni 用於宿舍和教室的開支比前一年顯著下降，很可能是因為遠端教學通過互動電腦錄影授課。比較而言，在過去三年中，Humana 學院的報名人數下降了，而且用於房屋維護的費用和財政赤字都上升。因此，為解決這些問題，我們也應該開展並積極推廣與 Omni 一樣的遠端教學系統。我們預計推出這樣的線上課程不光可以增加我們的招生也同時可以解決目前的財政赤字危機。

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

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

醫學專家指出 C 市只有四分之一的市民達到了目前的健康標準，儘管 20 年前，C 的市有一半都達到了那時由國家制定的健康標準。同時專家們認為長時間的使用電腦可能是導致這一現象的原因，但這樣的解釋可能是錯的。由於 C 市是電腦擁有量最高的地區也是總體健康水準最高的地區，顯然使用電腦並沒有導致市民體質的下降。相反，今年用於健身產品和服務的花費低的異乎尋常，這表明最近經濟的衰退最可能是原因，當經濟復蘇了健康水準也會隨之提高。

47/111/112..The following appeared in a memorandum from the owner of Movies Galore, a chain of movie-rental stores.

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

由於利潤下降，我們必須壓縮 G 公司的十家錄影租賃店的營業開支。漲價並不是一個好選擇，因為我們就是因特價銷售而知名的。因此我們應該縮短營業時間。上個月

我們位於鬧市區 Marston 的店營業時間從以前的 9 點縮減到下午 6 點，並通過不再保留發行 5 年以上的電影來減少總庫存量。由於我們所收到的客戶關於這些新政策的投訴很少，我們應該在所有 G 公司的商店實施這些政策作為增加利潤的最好策略。

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

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

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

由於 Clearview 的天然景色和溫和氣候，它應該成為那些為退休後尋找生活地的人的首選。另一項好處是，Clearview 的房價在去年顯著下降，房地產稅一直比鄰近城市低。而且，Clearview 的市長承諾了很多新方案來改學校、街道和公共服務。Clearview 的退休人員也可以在老年時享受到出色的醫療服務，因為該地區的醫生數量高于全國平均水準。

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

in the previous two weeks. Therefore, the study proves that lavender cures insomnia within a short period of time.

一種古老的傳統治療失眠的偏方--薰衣草花香，現在被證明是有效的。在一次最近的調查中，30 名患有慢性失眠的志願者在三周之內每晚都在一個受監視的控制室內睡在帶薰衣草花香的枕頭上。在第一周，志願者繼續服用他們常用的安眠藥。他們睡得很沉但醒來時很累。在第二周，他們不服用藥物。結果與前一周相比他們睡得不那麼沉並且感覺更累。在第三周，他們睡得比前兩周時間長而且更深。這表明薰衣草在短時間內治癒了失眠。

53/144/151.Benton City residents have adopted healthier lifestyles. A recent survey of city residents shows that the eating habits of city residents conform more closely to government nutritional recommendations than they did ten years ago. During those ten years, local sales of food products containing kiran, a substance that a scientific study has shown reduces cholesterol, have increased fourfold, while sales of sulia, a food rarely eaten by the healthiest residents, have declined dramatically. Because of these positive changes in the eating habits of Benton City residents, we predict that the obesity rate in the city will soon be well below the national average.

B 市的居民選擇了更健康的生活方式。他們對於最近一項調查的回答顯示，他們的飲食習慣比十年前更加貼近政府的營養建議。而且，含有 kiran 的食品銷量增長了四倍，在一次科學研究中發現 kiran 是一種能夠降低膽固醇水準的物質。這種趨勢同樣也被 sulia 的銷量下降所證實，sulia 是那些最健康的居極少經常食用的食品。由於這些 B 市居民飲食習慣的積極改變，我們預計該市的肥胖率將很快低於全國平均水準。

54/165.Humans arrived in the Kaliko Islands about 7,000 years ago, and within 3,000 years most of the large mammal species that had lived in the forests of the Kaliko Islands had become extinct. Yet humans cannot have been a factor in the species' extinctions, because there is no evidence that the humans had any significant contact with the mammals. Further, archaeologists have discovered numerous sites where the bones of fish had been discarded, but they found no such areas containing the bones of large mammals, so the humans cannot have hunted the mammals. Therefore, some

climate change or other environmental factor must have caused the species' extinctions.

大約 7000 年前人類到達了 Kaliko 島，在 3000 年內曾經生活在 Kaliko 島的樹林中的大型哺乳動物絕大多數已經滅絕了。然而人類並不是導致這些物種滅絕的因素，因為沒有證據表明人類與這些哺乳動物有很多接觸。而且，考古學家發現一些有大量魚骨被拋棄的場所，而他們並沒有發現存在大型哺乳動物骨頭的類似場所，因而人類並沒有獵殺這些哺乳動物。因此，一定是一些氣候上的變化或其他環境因素導致了這些物種的滅絕。

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

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

儘管 Whirlwind 遊戲公司的遊戲銷量在過去兩年中下降了，最近一次對於電子遊戲玩家的調查顯示這種銷售趨勢可能會逆轉。該調查詢問遊戲玩家對於一個遊戲來說他們所認為的最重要特徵是什麼。根據調查結果，玩家傾向於那些需要最先進的電腦的，具有活靈活現圖像的遊戲。Whirlwind 剛剛面向 10 - 25 歲的人群開展了大力的廣告活動來推廣若干此類遊戲，10 - 25 歲是最喜歡玩遊戲的年齡層。這說明 Whirlwind 公司的遊戲銷量將會在未來幾個月猛增。

56/57/82.The following appeared in a memo from the vice president of marketing at Dura-Sock, Inc.

"A recent study of our customers suggests that our company is wasting the money it spends on its patented Endure manufacturing process, which ensures that our socks are strong enough to last for two years. We have always advertised our use of the Endure process, but

the new study shows that despite our socks' durability, our average customer actually purchases new Dura-Socks every three months. Furthermore, our customers surveyed in our largest market, northeastern United States cities, say that they most value Dura-Socks' stylish appearance and availability in many colors. These findings suggest that we can increase our profits by discontinuing use of the Endure manufacturing process."

最近一次對於 Dura-Sock 使用者的調查表明我們公司用於其專利生產方式"Endure"上的錢是浪費的，這種方式使我們生產的襪子足以使用兩年。Dura-Sock 一直在做廣告宣傳它使用"Endure"方式，但這次新調查顯示儘管我們的襪子十分耐穿，但 Dura-Sock 的消費者每三個月就買一雙 Dura-Sock 襪子。而且，在位於美國北部城市我們最大的商場回應調查的 Dura-Sock 消費者說他們最欣賞 Dura-Sock 時尚的外觀和眾多顏色的選擇。這些事實說明 Dura-Sock 可以通過停止使用"Endure"生產方式來增加盈利。

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

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

"一项全国性调查显示理想居室包含的两个设施一个是大的起居室，另一个是设备完善的厨房。我们的竞争对手 DC 在我们的地区开发的很多新住宅都具备了这两个特点，这些住宅的销售速度和售价明显高于全国平均水平。为增加销售量和利润，我们应将我们所有的新住宅的起居室和厨房增大，并把设备先进的厨房作为标准特色。此外，由于许多最近的顾客说他们不需要一个单独的餐厅用于家庭用餐，我们可以通过去掉餐厅来得到更大的起居室和厨房。

60/145/146/150/154/155. The following appeared in a letter from a firm providing investment advice for a client.

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

在冬季非常寒冷的美國東北部的房屋，一直都使用傳統的油料作為採暖的主要燃料。去年該地區經歷了 90 天低於往年平均氣溫的嚴寒，並且氣象預測家們預測這種天氣會持續未來數年。而且，去年由於人口增長，本地建造了很多的房屋。按此趨勢，我們預測對於油料的需求將會增加，同時也建議對 CI 公司投資，該公司的次要業務之一就是家用採暖油料的零售。

61/139/141/143. The following appeared in an article in the Grandview Beacon.

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

這麼多年來 G 市政府每年都資助 G 的交響樂團。但是去年，個人對樂團的資助增加了 200%，同時樂團公園音樂會的人數翻了一番。另外樂團還宣佈明年的票價將會提高。鑒於目前局面，一些 G 市的官員們認為 G 的交響樂團可以獨立維持生存，可以取消明年對該樂團的政府資助。

62/121/122. The following appeared in a memo from the director of a large group of hospitals.

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

再一次對於抗菌洗手液的實驗研究中，UC 濃縮液比我們醫院目前使用的洗手液多殺 40% 的細菌。我們對在 W 的醫院做的隨後測試中發現，該醫院上報的患者感染數量明顯少於我們集團的其他醫院。因此，為防止嚴重的患者感染，我們應該在我們的醫院系統內的所有洗手站提供 UC 洗手液。

63. The following appeared in a letter to the editor of the Parkville Daily newspaper.

"Throughout the country last year, as more and more children below the age of nine participated in youth-league sports, over 40,000 of these young players suffered injuries. When interviewed for a recent study, youth-league soccer players in several major cities also reported psychological pressure exerted by coaches and parents to win games. Furthermore, education experts say that long practice sessions for these sports take away time that could be used for academic activities. Since the disadvantages outweigh any advantages, we in Parkville should discontinue organized athletic competition for children under nine."

去年在全國範圍內，隨著越來越多的 9 歲以下兒童參加少年體育比賽，有超過 40000 的少年選手受傷。在最近一次研究所作的採訪中，很多大城市的少年足球選手報告說存在來自教練和家長要求贏得比賽的心理壓力。而且，教育專家指出這些運動項目長時間的訓練佔據了本應用於學習的時間。由於不利因素明顯超過了有利因素，我們 Parkville 應該停止組織 9 歲以下兒童的體育比賽。

64. Collectors prize the ancient life-size clay statues of human figures made on Kali Island but have long wondered how Kalinese artists were able to depict

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

收藏家很欣賞 Kali 島出產的古代等身泥土雕像，但長期以來不清楚 Kali 的藝術家如何能夠以如此高的精確度刻畫人體。由於考古學家最近在 Kali 發現了人類頭部和手的模具，我們現在可以得出結論：古代 Kali 藝術家使用真人的模子，而不是雕刻工具和技藝來塑造這些雕像。這一發現解釋了為什麼 Kali 的縮微雕像是抽象的而且風格迥異：模子只能被用於等身雕像。它同樣也解釋了為什麼很少發現 Kali 的雕刻工具。由於有了這一研究進展，收藏家應預見到等身雕像的貶值以及縮微雕像的升值。

65. When Stanley Park first opened, it was the largest, most heavily used public park in town. It is still the largest park, but it is no longer heavily used. Video cameras mounted in the park's parking lots last month revealed the park's drop in popularity: the recordings showed an average of only 50 cars per day. In contrast, tiny Carlton Park in the heart of the business district is visited by more than 150 people on a typical weekday. An obvious difference is that Carlton Park, unlike Stanley Park, provides ample seating. Thus, if Stanley Park is ever to be as popular with our citizens as Carlton Park, the town will obviously need to provide more benches, thereby converting some of the unused open areas into spaces suitable for socializing.

當 Stanley 公園第一次開放的時候，它是本市最大，使用頻率最高的公園。現在它仍是最大的，但使用頻率已經不再高了。上個月在公園停車場架設的攝像機發現公園的受歡迎度下降了：錄影顯示平均每天只有 50 輛車。與之相比，位於商業區中心地帶的 Carlton 小公園在工作日每天遊客超過 150 人。一個很明顯的差異就是 Carlton 公園與 Stanley 公園不同，它提供充足的座椅。因此，如果 Stanley 公園想要和 Carlton 獲得同等的受歡迎度的話，顯

然應該提供更多的長椅，從而把一些未加利用的開闊地轉化成適於人們交往的空間。

66/107/108. The following appeared in a memo from the owner of a chain of cheese stores located throughout the United States.

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

很多年來我們的所有連鎖店都儲備了很多種類的國產乳酪和進口乳酪。然而去年，我們的最新店裡五種銷量最高的乳酪都是威斯康辛出產的 cheddar 乳酪。而且，最近一次由 Cheese of the World 雜誌所舉行的調查顯示，其訂閱者對於國產乳酪的傾向性越來越高。由於我們公司可以通過限制庫存來減少開支，在我們所有連鎖店增加盈利的最好方式就是停止貯備很多進口乳酪而主要集中於國產乳酪。

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

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

儘管已成立 50 餘年的當地機構 Rialto 劇院地處鬧市，它必須採取重大變革，否則就將面臨永久停業。它應該借

鑒城外商業街上新的 Apex 劇院的例子。Apex 去年開業的時候，它擁有視聽走廊，豪華地毯和座椅，以及最先進的音響系統。而且，最近一次調查中，超過 85% 的被訪者報告說新發行影片的過高票價致使他們看電影的次數每年至少減少五次。因此，如果 Rialto 想在電影觀眾減少的情況下保持市場份額，它必須提供和 Apex 相同的設施和服務。

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

一項最近的研究報告說養寵物的人平均而言比不養寵物的人活得更長更健康。特別是，養狗的人心臟病發病率更低。根據這些發現，Sherwood 醫院應該和 Sherwood 動物收容所合作建立一個“收養狗”的計畫。這一計畫將會鼓勵正在治療心臟病的患者養狗，這將通過減少這些患者接受治療的次數而減少醫療費用。而且，對於這一計畫的宣傳將鼓勵更多的人從收容所領養寵物，這將減少整體人群患心臟病的危險。

69/70/115. The following appeared in a memo from a vice president of a large, highly diversified company.

"Ten years ago our company had two new office buildings constructed as regional headquarters for two regions. The buildings were erected by different construction companies—Alpha and Zeta. Although the two buildings had identical floor plans, the building constructed by Zeta cost 30 percent more to build. However, that building's expenses for maintenance last year were only half those of Alpha's. In addition, the energy consumption of the Zeta building has been lower than that of the Alpha building every year since its

construction. Given these data, plus the fact that Zeta has a stable workforce with little employee turnover, we recommend using Zeta rather than Alpha for our new building project, even though Alpha's bid promises lower construction costs."

10 年以前我們公司在兩個不同地區擁有兩座地方辦公建築。它們由兩家建築公司--Alpha 和 Zeta 分別建造。儘管兩座建築的平面佈局基本相同，由 Zeta 所建造的建築造價高出了 30%，但去年的維護費用是由 Alpha 建的樓的 50%。而且，Z 大樓建成以來的能耗每年都比 Alpha 大樓要少。這些資料，再加上 Z 公司擁有穩定的員工隊伍且雇員流動性很小的事實，表明我們應該使用 Z 建築公司而不是 A 公司來建造未來的建築工程。儘管 A 的標書承諾造價會更低。

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

"Traffic here in Waymarsh is becoming a problem. Although just three years ago a state traffic survey showed that the typical driving commuter took 20 minutes to get to work, the commute now takes closer to 40 minutes, according to the survey just completed. Members of the town council already have suggested more road building to address the problem, but as well as being expensive, the new construction will surely disrupt some of our residential neighborhoods. It would be better to follow the example of the nearby city of Garville. Last year Garville implemented a policy that rewards people who share rides to work, giving them coupons for free gas. Pollution levels in Garville have dropped since the policy was implemented, and people from Garville tell me that commuting times have fallen considerably. There is no reason why a policy like Garville's shouldn't work equally well in Waymarsh."

W 的交通已經成為一個大問題。儘管 3 年前一個全國的交通調查顯示開車上班族需 20 分鐘，而最近調查顯示現在卻要 40 分鐘。市議會已經建議修築更多的公路來解決這一問題，但這需要很多錢，同時工程也給本地百姓帶了一些不便。我們應該效法臨近的 G 市，去年 G 市實施一項政策鼓勵人們合夥搭車，並給他們免費的加油卷。政策實施後，G 的污染減輕了，一些 G 的人們告訴我在路上的時間明顯的快了很多。因此，我們 W 採用相同的政策也一定會達到相同的效果。

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

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

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

你們最近關於 E 國集體裁員的文章裡稱很多在企業面臨嚴重經濟困難的時候裁員而導致失業的有能力的工人通常要用幾年的時間找到另一份合適的工作。但這種觀點與最近一次關於 E 國經濟的報告相矛盾。報告發現自 1999 年以來新增的就業機會數量遠超過被取消的崗位數量。並且使 E 的失業率達到了近幾十年的最低水準。另外，新增就業機會中有三分之二是那些提供高於平均水準薪酬的企業提供的，而且這些崗位絕大多數是全職工作。

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

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

Mozart 音樂學校顯然應該是所有學音樂學生家長的第一選擇。首先，Mozart 學校面向所有年齡段和能力的孩子們進行招生，並且沒有任何的面試。其次，學校提供幾乎所有的樂器以及範圍廣泛的曲風和流派學習課程，從古典

到搖滾。第三，學校員工包括一些本地最著名的音樂家。最後，很多 Mozart 的畢業生已經成為著名而且較高收入的音樂家。

74/147/148/149/156. The following recommendation was made by the president and administrative staff of Grove College, a private institution, to the college's governing committee.

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

最近，人們一直討論關於結束 G 大學一個世紀以來的女校傳統，開始接受男學生。在最近的一次學院會議上，有大部分員工投票贊成男女同校，認為這會使更多的學生申請 Grove。但是 G 的學生，不論現在還是已經畢業的，都反對同校教育。由學生會所組織的一次調查中，有 80 % 的被訪學生要求學校維持女校形式，並且在回應了一次單獨調查的校友中超過一半的人也反對男女同校。因此，我們建議繼續維持 G 的女校形式。我們預計保持女校的形式將促進學生的精神狀態並且讓校友繼續對學院進行財政資助。

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

"The department of agriculture in Batavia reports that the number of dairy farms throughout the country is now 25 percent greater than it was 10 years ago. During this same time period, however, the price of milk at the local Excello Food Market has increased from \$1.50 to over \$3.00 per gallon. To prevent farmers from continuing to

receive excessive profits on an apparently increased supply of milk, the Batavia government should begin to regulate retail milk prices. Such regulation is necessary to ensure fair prices for consumers."

Batavia 的農業部門報告說全國奶牛農莊的數量比 10 年前增加了 25%。然而就在同一時期，當地 Excello Food Market 牛奶的價格從每加侖\$1.5 上漲到了\$3.0。為防止農場主在牛奶供應量明顯增加的情況下獲取過多的利潤，Batavia 的政府應限制牛奶的零售價。這種規定對於穩定物價是必需的。

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

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

最近一次調查中超過 80% 的回應者表達了他們想減少含脂肪和膽固醇的食品的願望，現在很多食品商店都提供豐富的低脂肪食品。由於 Old Dairy Industries 當前生產的很多產品都有很高的脂肪和膽固醇含量，該公司的銷量有可能嚴重下降，其盈利無疑會減少。因而我們建議 Old Dairy 的資持有者拋出他們所持的股份，其他投資者也不應購買該公司的股份。

77/169. The following appeared in a memo from the mayor of Brindleburg to the city council.

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

revenue that the city can use to fund much-needed public improvements."

兩年前 SV 建造了一個新的市立高爾夫球場和度假旅館。此後，SV 旅遊局報告說旅客增加了 20%，另外當地銀行報告說他們今年受到的新的商業貸款申請大幅提升，同時 SV 的稅收也增加了，並使 SV 的當局宣佈要計畫改善當地的道路和橋樑。我們建議 B 也應該建立一個和 SV 類似的高爾夫球場和度假旅館。我們預計該項目會提升我們的稅收以來去扶持當地公共設施的改善。

78/114/117/116. The following appeared in a memo from the vice president of a food distribution company with food storage warehouses in several cities.

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

最近我們和 Fly-Away Pest-Control 公司簽訂了一項合同來為我們在 Palm City 的速食食品倉庫提供殺蟲服務，但上個月我們發現，那裡有價值超過\$20000 的食品被害蟲破壞。同時，我們使用多年的 Buzzoff Pest-Control 公司繼續在 Winterville 的倉庫服務，上個月那裡只有價值 \$10000 的食品被害蟲破壞。儘管 Fly-Away 的收費低廉的多，我們節省收費的最好方式就是重新使用 Buzzoff 公司來提供我們所有的殺蟲服務。

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

policy, pointing out that very few magazines offer extensive political coverage anymore.

鑒於過去三年中 N 報紙銷量最低的幾期雜誌是在封面上刊登了國際新聞故事的那幾期，N 報紙出版商建議該雜誌減少對政治的關注而應更多的轉向經濟和個人理財方面。她指出在最近的一次大眾感興趣的雜誌調查中顯示大部分讀者對經濟問題的關注大於對政治方面的關注。然後 N 報紙的編輯卻反對這樣的變革，他指出很少有雜誌會大量的報導政治內容。

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

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

最近我們的市場部門調查顯示，儘管觀眾們對 S 的正面評價增加，但去年來 S 影院的人數為近幾年最低。很明顯，這些評價還未能深入我們未來的觀眾的心理。因此，目前的問題不在於我們的影片品質而是大眾根本沒有意識到我們擁有如此高品質的影片。因此，S 影院應該將明年更多的預算資金用於廣告以來讓更多人認識到我們的影片。

81. The following appeared in a business magazine.

"As a result of numerous complaints of dizziness and nausea on the part of consumers of Promofoods tuna, the company requested that eight million cans of its tuna be returned for testing. Promofoods concluded that the canned tuna did not, after all, pose a health risk. This conclusion is based on tests performed on samples of the recalled cans by chemists from Promofoods; the chemists found that of the eight food chemicals most commonly blamed for causing symptoms of dizziness and nausea, five were not found in any of the tested

cans. The chemists did find small amounts of the three remaining suspected chemicals but pointed out that these occur naturally in all canned foods."

去年由於有大量消費者投訴說產生了眩暈和噁心，Promofoods 要求 800 萬罐金槍魚回收檢測。Promofoods 下結論說這些罐頭根本不含任何有健康危害的化學物質。這一結論基於這樣的事實，即 Promofoods 的化學家測試了回收的罐頭樣本，並發現 8 種最常見的導致眩暈和噁心症狀的化學物質中，有五種都沒有在任何被測試的罐頭中被發現。化學家確實發現剩下三種受懷疑的化學物質在所有其他罐頭食品中都存在，並指出這在所有的罐頭中都存在，屬於正常現象。

83/84. The following is a letter to the editor of an environmental magazine.

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

1975 年國家公園野生動物調查顯示其有 7 種兩棲動物，每種的數量都很豐富。然而到了 2002 年在公園中只觀察到 4 種兩棲動物，並且每種動物的數量都顯著下降。同時全球兩棲動物數量也在持續的下降，有可能是由於全球空氣和水質的污染，但 X 公園的下降有幾乎確定是另外一種原因導致的：1975 年的在公園水域引入鮭魚的行為（鮭魚捕食兩棲動物的卵）。

85/87. In a study of the reading habits of Waymarsh citizens conducted by the University of Waymarsh, most respondents said that they preferred literary classics as reading material. However, a second study conducted by the same researchers found that the type of book most frequently checked out of each of the public libraries in Waymarsh was the mystery novel. Therefore, it can be concluded that the respondents in the first study had misrepresented their reading habits.

在一次由 W 大學所舉行的關於 W 居閱讀習慣的調查中，多數被訪者說他們傾向於閱讀古典文學。然而，由相同的研究人員隨後進行的調查發現 W 所有公共圖書館中最經常被借閱的書是神秘小說。因此，我們可以得出結論，第一次調查的被訪者錯誤地表達了他們的閱讀習慣

86/89. The following appeared in a memo at XYZ company.

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

當 XYZ 裁員的時候，它僱傭了 Delany 人事公司在這些下崗員工有需要的時候為他們在寫簡歷和提高面試技巧方面提供幫助。下崗員工從 Delany 的服務中極大受益：去年獲得了 Delany 幫助的員工找工作比沒有找 Delany 的員工快的多。最近，有提案提出用收費較少的 Walsh 人事公司代替 Delany。這將是一個錯誤，因為在 8 年前，XYZ 使用的就是 Walsh，我們當時裁減的員工只有一半在一年之內找到了工作。而且，Delany 顯然更好，理由是它的員工更多，分支機構也更多。不論如何，去年 Delany 的客戶平均用六個月找到工作，而 Walsh 的客戶平均用了 9 個月。

91. Three years ago, because of flooding at the Western Palean Wildlife Preserve, 100 lions and 100 western gazelles were moved to the East Palean Preserve, an area that is home to most of the same species that are found in the western preserve, though in larger numbers, and to the eastern gazelle, a close relative of the western gazelle. The only difference in climate is that the eastern preserve typically has slightly less rainfall. Unfortunately, after three years in the

eastern preserve, the imported western gazelle population has been virtually eliminated. Since the slight reduction in rainfall cannot be the cause of the virtual elimination of western gazelle, their disappearance must have been caused by the larger number of predators in the eastern preserve.

3 年前，由於 P 西部野生動物保護區的洪水，100 只獅子和 100 只西部羚羊被轉移到了東部，這裡也是很多與西部物種屬相同種族的物種的家，儘管數量更大，同時也是西部羚羊的近親-東部羚羊的家。氣候上唯一的區別就是東部雨量微少一些。不幸的是，3 年後，東部保護區的外來西部羚羊幾乎絕跡。因為雨量的微小差別不可能是導致西部羚羊滅絕的原因，其滅絕原因一定是因為東部保護區內大量的食肉動物的存在。

92. (101/103) Workers in the small town of Leeville take fewer sick days than workers in the large city of Masonton, 50 miles away. Moreover, relative to population size, the diagnosis of stress-related illness is proportionally much lower in Leeville than in Masonton. According to the Leeville Chamber of Commerce, these facts can be attributed to the health benefits of the relatively relaxed pace of life in Leeville.

小城鎮 L 的員工病假天數比 50 英里外的大城市 Mason 要少。而且，相對於人口數量，L 的抑鬱類診斷人數也遠遠少於 M。根據 L 的商業部門總結，這樣的健康狀態歸結於 L 相對比較悠閒的生活節奏。

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

"Over the past ten years, there has been a 20 percent decline in the size of the average audience at Classical Shakespeare Theatre productions. In spite of increased advertising, we are attracting fewer and fewer people to our shows, causing our profits to decrease significantly. We must take action to attract new audience members. The best way to do so is by instituting a 'Shakespeare in the Park' program this summer. Two years ago the nearby Avon Repertory Company started a 'Free Plays in the Park' program, and its profits have increased 10 percent since then. If we start a 'Shakespeare in the Park' program, we can predict that our profits will increase, too."

在過去的 10 年間，CS 劇院的平均觀眾人數下降了 20%。儘管廣告的力度加大，但卻越來越難以吸引觀眾來看我們的演出，結果導致我們的利潤明顯下滑。我們必須要採取行動來吸引新的觀眾，最好的方式就是在今年夏天舉辦一個“Shakespeare in the park”活動。因為 2 年前，臨近的 A 公司開展了一次“free play in the park”的活動後，利潤上漲了 10%。如果我們開展一次“Shakespeare in the park”活動，我們預計我們的利潤也會上漲。

101/103(與 92 稍微不同).There is now evidence that the relaxed pace of life in small towns promotes better health and greater longevity than does the hectic pace of life in big cities. Businesses in the small town of Leeville report fewer days of sick leave taken by individual workers than do businesses in the nearby large city of Masonton. Furthermore, Leeville has only one physician for its one thousand residents, but in Masonton the proportion of physicians to residents is five times as high. Finally, the average age of Leeville residents is significantly higher than that of Masonton residents. These findings suggest that people seeking longer and healthier lives should consider moving to small communities.

現有證據表明，在小城市的悠閒生活方式比在大城市快節奏的生活更有利於健康和長壽。小城鎮 Leeville 的商業行業所上報的員工病假天數比鄰近大城市 Mason 要少。而且，Leeville 每千人只有一名醫生，而 Mason 市醫生的比例是 Leeville 的五倍。Leeville 居的平均年齡顯著高於 Mason 居。這些資料表明尋求更健康更長壽生活的人應該考慮移居到小型社區。

109/110.The following appeared in a memorandum from the general manager of KNOW radio station.

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

若干因素表明 KNOW 電臺應該把它的節目從搖滾樂轉成連續的新聞節目。舉例來說，我們覆蓋範圍內的老年人數量顯著增加，而總的聽眾數量最近減少了。而且，我們地區音像店中音樂的銷量下降。最後，鄰近城市的連續新聞節目非常成功。從搖滾樂轉型到 24 小時新聞節目將會吸引更多的老年聽眾並將會保障 KNOW 電臺的未來。

113/126/127/161.The following is a recommendation from the personnel director to the president of Acme Publishing Company.

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

很多其他公司最近指出他們的員工參加了 Easy Read 的速讀課程之後生產效率顯著提高。這個課程的一名畢業生能夠在兩個小時之內讀完長達 500 頁的報告，另一名畢業生在一年內從助理經理上升到了副總裁。顯然，你的閱讀速度越快，在一天之內所能吸收的資訊就越多。而且，Easy Read 的學費只有每人 500 元，當考慮到它給 A 公司帶來的效益的時候這就是個小數目。這個費用包括在 S 市舉行的為期三周的研討會和 Easy Read 新聞刊物的終生贈閱。顯然，A 公司通過要求所有員工參加 Easy Read 的課程將會極大地受益。

132/134/136.The following appeared in a letter to the school board in the town of Centerville.

"All students should be required to take the driver's education course at Centerville High School. In the past two years, several accidents in and around Centerville have involved teenage drivers. Since a number of parents in Centerville have complained that they are too busy to teach their teenagers to drive, some other

instruction is necessary to ensure that these teenagers are safe drivers. Although there are two driving schools in Centerville, parents on a tight budget cannot afford to pay for driving instruction. Therefore an effective and mandatory program sponsored by the high school is the only solution to this serious problem."

Centerville 高中的所有學生都應該被要求參加駕駛員教育課程。在過去兩年中，Centerville 周圍有幾起交通事故涉及了青少年駕駛者。由於 Centerville 的一些家長抱怨說他們太忙沒有時間教他們的孩子駕駛，必須有一些其他的課程來保證這些孩子成為安全的駕駛者。儘管在 Centerville 已經有兩所駕校，手頭不寬裕的家長無法負擔駕校學費。因此由學校組織的有效的強制性課程是解決這一嚴重問題的唯一方案。

135/137/140.The data from a survey of high school math and science teachers show that in the district of Sanlee many of these teachers reported assigning daily homework, whereas in the district of Marlee, most science and math teachers reported assigning homework no more than two or three days per week. Despite receiving less frequent homework assignments, Marlee students earn better grades overall and are less likely to be required to repeat a year of school than are students in Sanlee. These results call into question the usefulness of frequent homework assignments. Most likely the Marlee students have more time to concentrate on individual assignments than do the Sanlee students who have homework every day. Therefore teachers in our high schools should assign homework no more than twice a week.

Attria 州的教育部建議高中學生應該每天都被佈置家庭作業。然而最近一項對於全州的數學和理化高中教師的調查卻對每天佈置家庭作業的作用提出了疑問。在 Sanlee 地區，86%的教師報告說他們每週佈置 3 - 5 次家庭作業，而在 Marlee 地區，只有少於 25%的教師報告說每週佈置 3 - 5 次作業。而 Marlee 地區的學生綜合成績更好，而且比起 Sanlee 的學生更不容易留級。因此，我們高中的所有教師每週佈置作業都不應該超過兩次。

142.Hospital statistics regarding people who go to the emergency room after roller-skating accidents indicate the need for more protective equipment. Within that group of people, 75 percent of those who had accidents

in streets or parking lots had not been wearing any protective clothing (helmets, knee pads, etc.) or any light-reflecting material (clip-on lights, glow-in-the-dark wrist pads, etc.). Clearly, the statistics indicate that by investing in high-quality protective gear and reflective equipment, roller skaters will greatly reduce their risk of being severely injured in an accident.

醫院對那些滑板事故後來醫院急救的人的調查顯示他們需要更具保護性的設備。在那群人中，75%在大街或停車場發生事故的人沒有穿著任何防護衣服（頭盔，護膝等等）或任何的反光物質（小手電筒，或者夜光護腕等等）。很明顯，該資料表明投資高品質的防護工具及反光設備，滑板玩家們會大大減少其在事故中受傷的機率。

152/153.The following appeared in a memo to the board of directors of Bargain Brand Cereals.

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

一年以前我們推出了第一種產品 Bargain Brand 早餐麥片。我們低廉的價格迅速從一些銷量最大的麥片廠商那裡吸引了大量客戶。儘管這些廠商曾經試圖通過降低價格來與我們競爭，並且儘管有一些公司打算推出他們自己的廉價品牌，但我們從未需要通過漲價來持續盈利。基於我們銷售麥片的成，Bargain Brand 應該擴展業務，並且儘快開始推出其他的廉價食品。

157/158.The following appeared in a memo from the marketing director of Top Dog Pet Stores.

"Five years ago Fish Emporium started advertising in the magazine Exotic Pets Monthly. Their stores saw sales increase by 15 percent after their ads began appearing in the magazine. The three Fish Emporium stores in Gulf City saw an even greater increase than that. Because Top Dog Pet Stores is based in Gulf City,

it seems clear that we should start placing our own ads in Exotic Pets Monthly. If we do so, we will be sure to reverse the recent trend of declining sales and start making a profit again."

五年前，F 商店開始在 EP 月刊雜誌上做廣告，此後其銷售額上漲了 15%。G 市的三家 F 商店增長更為明顯，因為 TD 寵物商店就座落在 G 市，看起來很明顯我們應該開始在 EP 月刊上做廣告了。如果這樣做，我們一定會扭轉最近的銷售趨勢並且在此盈利。

160/172.The following appeared in a recommendation from the President of the Amburg Chamber of Commerce.

"Last October, the city of Belleville installed high-intensity lighting in its central business district, and vandalism there declined almost immediately. The city of Amburg, on the other hand, recently instituted police patrols on bicycles in its business district. However, the rate of vandalism here remains constant. Since high-intensity lighting is clearly the most effective way to combat crime, we recommend using the money that is currently being spent on bicycle patrols to install such lighting throughout Amburg. If we install this high-intensity lighting, we will significantly reduce crime rates in Amburg."

去年 10 月 Belleville 市在其中央商業區安裝了高照度燈光，那裡的破壞公物的行為幾乎立即減少。Amburg 市最近開始在其中央商業區安排員警騎自行車巡邏，但破壞公物的發生率並沒有變化。由於高照度燈光顯然是震懾犯罪的最有效途徑，我們建議應該把原來用於巡邏的開銷用來在 Amburg 全市安裝這種燈光。如果我們安裝這樣的高照度燈，那麼 Amburg 的犯罪率會大幅降低。

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

"The primary function of the Committee for a Better Oak City is to advise the city government on how to make the best use of the city's limited budget. However, at some of our recent meetings we failed to make important decisions because of the foolish objections raised by committee members who are not even residents of Oak City. People who work in Oak City but who live elsewhere cannot fully understand the business and politics of the city. After all, only Oak City residents

pay city taxes, and therefore only residents understand how that money could best be used to improve the city. We recommend, then, that the Committee for a Better Oak City vote to restrict its membership to city residents only. We predict that, without the interference of non-residents, the committee will be able to make Oak City a better place in which to live and work."

O 城市改善委員會的主要責任就是在如果更好使用有限的預算方面給予其建議。但是，在最近的會議上我們沒有做出任何的重要的決定，是因為在會議上一些並非 O 市民的委員們提出的愚蠢的反對意見。那些只在 O 工作而不居住的人是根本不可能完全瞭解這裡的政治和經濟的。總而言之，只有 O 的市民繳稅，因此只有他們才知道如何使用這筆錢更好的改善本市。所以我們的建議是城市改善委員會的委員們只有 O 市市民才可以投票。我們預計沒有了外地人的干預，這個委員會會使我們 O 市變成更適宜工作和居住的城市。

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

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

兩年前由 G 築路公司修築的 101 公路的一段，表面現已嚴重開裂，並存在危險的坑窪。在同一州的另一個地區，四年多以前由 Appian 築路公司修築的 66 公路的一段現在依然狀況良好。Appian 公司最近購買了最先進的築路機械，並雇傭了一名新的品質監控經理。由於 Appian 公司更優秀的工作和品質保證，我們應該和他們而不是 G 公司簽訂合同修築我們新的商業街前面的通道。我們預計這條有 A 修築的通道最少 4 年不用維修。