

Opening Exam Directions

Welcome to Manhattan GMAT's simulated exam platform! This platform is designed specifically for the Internet Explorer web browser. (Other browsers may work but are not explicitly supported.)

In order to ensure an optimal simulated experience, **please adjust your browser window so that you can see all of the buttons on the bottom of the exam interface *without* needing to scroll down.** You should NOT see an active vertical scroll bar on the right of your browser window.

If you do see an active vertical scroll bar on the right side of your browser window, go to the VIEW menu at the top of the Internet Explorer window, then select TOOLBARS, and **uncheck** as many toolbars as necessary to eliminate the active vertical scroll bar. After doing this, you will no longer need to scroll down to see the buttons on the bottom of the exam interface. At the end of the exam, you may go back and re-check these toolbars to return to your normal view.

If you have any questions, please contact us at techsupport@manhattangmat.com or call 800-576-GMAT (4628).

Good luck practicing!

Note: GMAT is a registered trademark of the Graduate Management Admission Council which neither sponsors nor endorses this test preparation service.

AWA Essays

In the Analytical Writing Assessment, you will be asked to write 2 essays. You will have exactly 30 minutes to write each essay.

In the first essay, you are required to **analyze an argument**. Your task is to critique the argument, not to present your own view on the given subject.

In the second essay, you are required to **analyze an issue**. Your task is to present and support your particular view on the given issue.

AWA ESSAYS: ANALYSIS OF AN ARGUMENT

ESSAY QUESTION:

The following appeared in an article in a human resources magazine:

"Six months ago, in an experiment aimed at boosting worker productivity, Company Z started providing free gourmet lunches to its employees. The Company hoped that these office lunches would encourage employees to remain in the building during lunch-hour and motivate employees to work harder throughout the day. A survey found that soon after the lunch program was implemented, the average number of hours worked by most Company Z employees increased dramatically. During this same period, the Company's profits also increased substantially. Thus, it is safe to say that the lunch program was a huge success and that Company Z should make the program permanent."

YOUR RESPONSE:

AWA ESSAYS: ANALYSIS OF AN ISSUE

ESSAY QUESTION:

"Although the modern information age has opened up channels of communication that never before existed, it, paradoxically, has destroyed the foundation of community by isolating individuals in a technological world that involves little real human interaction."

Discuss the extent to which you agree or disagree with the position stated above. Support your viewpoint using reasons and examples from your own experience, observations, or reading.

YOUR RESPONSE:

Problem Solving

Each Problem Solving question consists of a quantitative question and 5 answer choices. Solve the problem and select the best of the given answer choices.

Note that all numbers given are real numbers. Figures are drawn as accurately as possible, except when explicitly stated otherwise.

1. How many integers are there between 51 and 107, inclusive?

- 51
- 55
- 56
- 57
- 58

2. Which of the following is the second greatest?

- .000008
- 8×10^{-8}
- $8 \div 10^5$
- .0008

- $\frac{1000}{88 \div 10^6}$

3. The number of passengers on a certain bus at any given time is given by the equation $P = -2(S - 4)^2 + 32$, where P is the number of passengers and S is the number of stops the bus has made since beginning its route. If the bus begins its route with no passengers, how many passengers will be on the bus two stops *after* the stop where it has its greatest number of passengers?

- 32
- 30
- 24
- 14
- 0

Data Sufficiency

Each Data Sufficiency question consists of a question and two statements, labeled (1) and (2), in which certain data are given. You have to decide whether the data given in the statements are sufficient for answering the question.

In questions that ask you to find a numerical quantity, data provided in the statements are considered sufficient only if it is possible to determine exactly one numerical value for the quantity.

You must answer each question by choosing from 5 Data Sufficiency answer choices:

- (A) Statement 1 ALONE is sufficient, but statement (2) alone is not sufficient.
- (B) Statement 2 ALONE is sufficient, but statement (1) alone is not sufficient.
- (C) BOTH statements (1) and (2) TOGETHER are sufficient, but NEITHER statement ALONE is sufficient.
- (D) EACH statement ALONE is sufficient.
- (E) Statements (1) and (2) TOGETHER are NOT sufficient.

These 5 answer choices are presented (in this exact order) for every Data Sufficiency question.

Note that all numbers given are real numbers. Figures are not necessarily drawn to scale.

4. At a charity fundraiser, 180 of the guests had a house both in the Hamptons and in Palm Beach. If not everyone at the fundraiser had a house in either the Hamptons or Palm Beach, what is the ratio of the number of people who had a house in Palm Beach but not in the Hamptons to the number of people who had a house in the Hamptons but not in Palm Beach?

(1) One-half of the guests had a house in Palm Beach.

(2) Two-thirds of the guests had a house in the Hamptons

- Statement (1) ALONE is sufficient, but statement (2) alone is not sufficient.
- Statement (2) ALONE is sufficient, but statement (1) alone is not sufficient.
- Both statements TOGETHER are sufficient, but NEITHER one ALONE is sufficient.
- EACH statement ALONE is sufficient.
- Statements (1) and (2) TOGETHER are NOT sufficient.

5. If r , s , and t are all positive integers, what is the remainder of

$$\frac{2^p}{10}, \text{ if } p = rst?$$

(1) s is even

(2) $p = 4t$

- Statement (1) ALONE is sufficient, but statement (2) alone is not sufficient.
- Statement (2) ALONE is sufficient, but statement (1) alone is not sufficient.
- Both statements TOGETHER are sufficient, but NEITHER one ALONE is sufficient.
- EACH statement ALONE is sufficient.
- Statements (1) and (2) TOGETHER are NOT sufficient.

6. If $2^{2x-1} = 8^y$ then x in terms of y equals:

- $2y - 1$
- $\frac{3y + 1}{2}$
- $\frac{y - 1}{2}$
- $\frac{y + 1}{2}$
- $\frac{3y - 1}{2}$

7. When a cylindrical tank is filled with water at a rate of 22 cubic meters per hour, the level of water in the tank rises at a rate of 0.7 meters per hour. Which of the following best approximates the radius of the tank in meters?

- $\sqrt{10} / 2$
- $\sqrt{10}$
- 4
- 5
- 10

8. 8 cities, including Memphis, compete in a national contest to host a political convention. Exactly one city wins the competition. What is the probability that Memphis does not win the competition?

(1) The probability that any one of the 8 cities does not win the competition is $7/8$.

(2) The probability that Memphis wins the competition is $1/8$.

- Statement (1) ALONE is sufficient, but statement (2) alone is not sufficient.
- Statement (2) ALONE is sufficient, but statement (1) alone is not sufficient.
- Both statements TOGETHER are sufficient, but NEITHER one ALONE is sufficient.
- EACH statement ALONE is sufficient.
- Statements (1) and (2) TOGETHER are NOT sufficient.

9. Is $\frac{a}{b} < 0$?

1) $\frac{a^2}{b^3} > 0$

(2) $ab^4 < 0$

- Statement (1) ALONE is sufficient, but statement (2) alone is not sufficient.
- Statement (2) ALONE is sufficient, but statement (1) alone is not sufficient.
- Both statements TOGETHER are sufficient, but NEITHER one ALONE is sufficient.
- EACH statement ALONE is sufficient.
- Statements (1) and (2) TOGETHER are NOT sufficient.

10. Paul's income is 40% less than Rex's income, Quentin's income is 20% less than Paul's income, and Sam's income is 40% less than Paul's income. If Rex gave 60% of his income to Sam and 40% of his income to Quentin, Quentin's new income would be what fraction of Sam's new income?

- 11/12
- 13/17
- 13/19
- 12/19
- 11/19

11. It takes machine A x hours to manufacture a deck of cards that machine B can manufacture in $1/x$ hours. If machine A operates alone for y hours and is then joined by machine B until 100 decks are finished, for how long will the two machines operate simultaneously?

- $100y - x$
- $\frac{100x - y}{x^2 + 1}$
- $\frac{100x - y}{x^2 + 1}$
- $100y - x^3 - x$
- $\frac{100y - x^2y - y}{x^2 + 1}$
- $\frac{100x}{x^2 + 1}$

12. If $5a = 3b = 25$, then $30ab =$

- 50
- 100
- 625
- 1000
- 1250

13. If x is an integer, is x^3 even?

- (1) $2x + 2$ is even
 (2) $3x + 1$ is even

- Statement (1) ALONE is sufficient, but statement (2) alone is not sufficient.
- Statement (2) ALONE is sufficient, but statement (1) alone is not sufficient.

- Both statements TOGETHER are sufficient, but NEITHER one ALONE is sufficient.
- EACH statement ALONE is sufficient.
- Statements (1) and (2) TOGETHER are NOT sufficient.

14. If x is not equal to 0, is $|x|$ less than 1?

$$(1) \frac{x}{|x|} < x$$

$$(2) |x| > x$$

- Statement (1) ALONE is sufficient, but statement (2) alone is not sufficient.
- Statement (2) ALONE is sufficient, but statement (1) alone is not sufficient.
- Both statements TOGETHER are sufficient, but NEITHER one ALONE is sufficient.
- EACH statement ALONE is sufficient.
- Statements (1) and (2) TOGETHER are NOT sufficient.

15. Joan, Kylie, Lillian, and Miriam all celebrate their birthdays today. Joan is 2 years younger than Kylie, Kylie is 3 years older than Lillian, and Miriam is one year older than Joan. Which of the following could be the combined age of all four women today?

- 51
- 52
- 53
- 54
- 55

16. An investor purchased a bond for p dollars on Monday. For a certain number of days, the value of the bond increased by r percent per day. After this period of constant increase, the bond

decreased the next day by q dollars and the investor decided to sell the bond that day for v dollars. When did the investor sell the bond

if
$$r = 100 \left(\sqrt[p]{\frac{v+q}{p}} - 1 \right) ?$$

- Wednesday of the same week
- Thursday of the same week
- Friday of the same week
- Monday of the next week
- Tuesday of the next week

17. If x is a prime number, what is the value of x ?

- (1) $2x + 2$ is the cube of a positive integer.
 (2) The average of any x consecutive integers is an integer

- Statement (1) ALONE is sufficient, but statement (2) alone is not sufficient.
- Statement (2) ALONE is sufficient, but statement (1) alone is not sufficient.
- Both statements TOGETHER are sufficient, but NEITHER one ALONE is sufficient.
- EACH statement ALONE is sufficient.
- Statements (1) and (2) TOGETHER are NOT sufficient.

18. In a sequence of terms in which each term is three times the previous term, what is the fourth term?

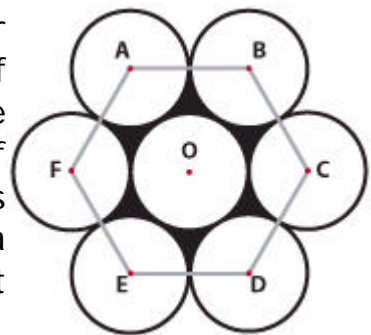
- (1) The first term is 3.
 (2) The second to last term is 3^{10} .

- Statement (1) ALONE is sufficient, but statement (2) alone is not sufficient.
- Statement (2) ALONE is sufficient, but statement (1) alone is not sufficient.
- Both statements TOGETHER are sufficient, but NEITHER one ALONE is sufficient.
- EACH statement ALONE is sufficient.
- Statements (1) and (2) TOGETHER are NOT sufficient.

19. What is the average of $\frac{1}{8}$, $\frac{3}{8}$ and $\frac{1}{2}$?

- $\frac{1}{8}$
- $\frac{1}{4}$
- $\frac{1}{3}$
- $\frac{1}{2}$
- 1

20. Regular hexagon $ABCDEF$ has a perimeter of 36. O is the center of the hexagon and of circle O . Circles A , B , C , D , E , and F have centers at A , B , C , D , E , and F , respectively. If each circle is tangent to the two circles adjacent to it and to circle O , what is the area of the shaded region (inside the hexagon but outside the circles)?



- $108 - 18\pi$
- $54\sqrt{3} - 9\pi$
- $54\sqrt{3} - 18\pi$
- $108 - 27\pi$
- $54\sqrt{3} - 27\pi$

21. If r and q are integers, what is the value of $(5^r)(3^{q+1})$?

(1) $(5^r)(3^q) = 729$

(2) $r + q = 6$

- Statement (1) ALONE is sufficient, but statement (2) alone is not sufficient.
- Statement (2) ALONE is sufficient, but statement (1) alone is not sufficient.
- Both statements TOGETHER are sufficient, but NEITHER one ALONE is sufficient.
- EACH statement ALONE is sufficient.
- Statements (1) and (2) TOGETHER are NOT sufficient.

22. If $r + s > 2t$, is $r > t$?

(1) $t > s$

(2) $r > s$

- Statement (1) ALONE is sufficient, but statement (2) alone is not sufficient.
- Statement (2) ALONE is sufficient, but statement (1) alone is not sufficient.
- Both statements TOGETHER are sufficient, but NEITHER one ALONE is sufficient.
- EACH statement ALONE is sufficient.
- Statements (1) and (2) TOGETHER are NOT sufficient.

23. 7 teams compete in a track competition. If there are 20 events in the competition, no event ends in a tie, and no team wins more than 3 events, what is the minimum possible number of teams that won at least one event?

- 3
- 4
- 5
- 6
- 7

24. 400% of $(1/2)^4 =$

- 0.025
- 0.0625
- 0.125
- 0.25
- 25

25. Which of the following equations represents a line that is perpendicular to the line described by the equation $3x + 4y = 8$?

- $3x + 4y = 18$
- $3x - 4y = 24$
- $4y - 3x = 26$
- $1.5y + 2x = 18$
- $8x - 6y = 24$

26. Is $a + b > c + d$?

(1) $a > c$

(2) $d < b$

- Statement (1) ALONE is sufficient, but statement (2) alone is not sufficient.
- Statement (2) ALONE is sufficient, but statement (1) alone is not sufficient.
- Both statements TOGETHER are sufficient, but NEITHER one ALONE is sufficient.
- EACH statement ALONE is sufficient.
- Statements (1) and (2) TOGETHER are NOT sufficient.

27. If x and y are integers, is $5x + y$ divisible by 5?

(1) x is divisible by 5

(2) y is divisible by 5

- Statement (1) ALONE is sufficient, but statement (2) alone is not sufficient.
- Statement (2) ALONE is sufficient, but statement (1) alone is not sufficient.
- Both statements TOGETHER are sufficient, but NEITHER one ALONE is sufficient.
- EACH statement ALONE is sufficient.
- Statements (1) and (2) TOGETHER are NOT sufficient.

28. A sphere is inscribed in a cube with an edge of 10. What is the shortest possible distance from one of the vertices of the cube to the surface of the sphere?

- $10(\sqrt{3} - 1)$
- 5
- $10(\sqrt{2} - 1)$
- $5(\sqrt{3} - 1)$
- $5(\sqrt{2} - 1)$

29. Anthony and Michael sit on the six-member board of directors for company X. If the board is to be split up into 2 three-person subcommittees, what percent of all the *possible* subcommittees that include Michael also include Anthony?

- 20%
- 30%
- 40%
- 50%
- 60%

30. A certain NYC taxi driver has decided to start charging a rate of r cents per person per mile. How much, in dollars, would it cost 3 people to travel x miles if he decides to give them a 50% discount?

- $\frac{3xr}{2}$

- $\frac{3x}{200r}$

- $\frac{3r}{200x}$

- $\frac{3xr}{200}$

- $\frac{xr}{600}$

31. Which of the following is a possible length for side AB of triangle ABC if $AC = 6$ and $BC = 9$?

I. 3

II. $9\sqrt{3}$

III. 13.5

- I only
- II only
- III only
- II and III
- I, II and III

32. If a is not equal to b , what is the value of $\frac{a-b}{a^2-b^2}$?

(1) $a + b = 8$

(2) $a - b = 6$

- Statement (1) ALONE is sufficient, but statement (2) alone is not sufficient.
- Statement (2) ALONE is sufficient, but statement (1) alone is not sufficient.
- Both statements TOGETHER are sufficient, but NEITHER one ALONE is sufficient.
- EACH statement ALONE is sufficient.
- Statements (1) and (2) TOGETHER are NOT sufficient.

33. $8^a(1/4)^b = ?$

(1) $b = 1.5a$

(2) $a = 2$

- Statement (1) ALONE is sufficient, but statement (2) alone is not sufficient.
- Statement (2) ALONE is sufficient, but statement (1) alone is not sufficient.
- Both statements TOGETHER are sufficient, but NEITHER one ALONE is sufficient.
- EACH statement ALONE is sufficient.
- Statements (1) and (2) TOGETHER are NOT sufficient.

34. What is the ratio of r to s ?

(1) $r + s = 7$

(2) $r^2 - s^2 = 7$

- Statement (1) ALONE is sufficient, but statement (2) alone is not sufficient.
- Statement (2) ALONE is sufficient, but statement (1) alone is not sufficient.
- Both statements TOGETHER are sufficient, but NEITHER one ALONE is sufficient.
- EACH statement ALONE is sufficient.
- Statements (1) and (2) TOGETHER are NOT sufficient.

35. If xy represents a two-digit number, where x and y are positive single digits, which of the following CANNOT be true?

- $x + y = 3x$
- $x = y$
- $4x = y$
- $x - y = 9$
- $9y = x$

36. How many factors does 36^2 have?

- 2
- 8
- 24
- 25
- 26

37. 6.4 is what percent of 16,000?

- 0.004%
- 0.04%
- 0.4%
- 4%
- 4.4%

Sentence Correction

Each Sentence Correction question presents a sentence, part of which or all of which is underlined. Beneath the sentence you will find five ways of phrasing the underlined part.

Answer choice (A) repeats the original; answer choices (B), (C), (D), and (E) are different.

If you think the original is best, choose answer choice (A); otherwise choose one of the other answer choices--whichever is best.

The best answer choice is the one that conforms to the rules of standard written English and produces the most effective sentence. This answer should be clear and exact, without ambiguity, redundancy, or grammatical error.

1. Because of less availability and greater demand for scientific research, platinum remains consistently expensive, like gold.

- Because of less availability and greater demand for scientific research, platinum remains consistently expensive, like gold.
- Because of less availability and increased demand for scientific research, platinum remains consistently expensive, like that of gold.
- Because of decreased availability and increased demand in scientific research, platinum remains expensive, like gold.
- Because of decreased availability and increased demand for scientific research, platinum remains expensive, like gold.
- Because of decreased availability and greater demand in scientific research, platinum remains at a consistently high price, like that of gold.

2. Despite an expensive publicity campaign, ticket sales for the new play were poor enough that it closed only after two weeks.

- were poor enough that it closed only after two weeks
- were poor enough that it was closed only after two weeks
- were so poor that it closed only after two weeks
- were so poor that it was closed after only two weeks

- were so poor that after only two weeks it closed

3. According to anthropologists, the use of human language covers a wide spectrum from practical communication between people engaged in the same task to establishing hierarchy within a social group.

- from practical communication between people engaged in the same task to establishing hierarchy within a social group
- from communicating practically between people engaging in the same task to the establishment of hierarchy within a social group
- from practical communication between people engaged in the same task to the establishing of hierarchy within a social group
- from practical communicating between people engaging in the same task to the establishing of hierarchy within a social group
- from practical communication between people engaged in the same task to the establishment of hierarchy within a social group

Critical Reasoning

Each Critical Reasoning question presents a brief argument or situation, followed by a question and 5 answer choices. Select the best of the given answer choices.

4. Because most hospitals suffer a chronic undersupply of physicians, patients must sometimes wait hours in the emergency room to see a doctor. Nurses should therefore perform initial examinations in hospital emergency rooms to determine which patients merit immediate treatment and which can wait until the emergency physicians have more time to see them.

Which of the following is an assumption on which the argument above is based?

- Hospitals should expand their medical staffs.
- Physicians cannot be trained to perform initial examinations themselves.

- Emergency rooms will run more smoothly if initial examinations are performed.
- Hospitals are always fully staffed with nurses.
- Nurses are competent to judge the severity of patients' conditions.

5. The pace of new technology brings a constant stream of new devices to the market and many of them enjoy commercial success. But analysts warn that announcing new technology too soon after the introduction of a successful device can backfire: consumers may resent feeling pressured to spend money to replace a device they have just purchased, even if the new technology is clearly superior. The result is that consumers either do not buy the old device in anticipation of the new one, or they do not buy the new device out of resentment over having already spent their money on the old one. So if a company wishes to introduce a new device, it should wait until purchases of the old device have begun to decline.

Which of the following, if true, would best support the claims made above?

- New technology often becomes less expensive after an initial surge in sales.
- Media outlets such as television and magazines often report on the planned introduction of new devices while sales of old devices are still strong.
- Consumers are usually able to determine whether new technology is superior to current technology.
- Surveys have shown that consumers prefer to make only one or two technology purchases per year.
- Consumers tend to be loyal to technology companies whose products they enjoy using.

Reading Comprehension

Reading Comprehension questions test your ability to answer questions based on reading passages. You will see several reading passages in the verbal section of the exam.

For each passage, you will be presented with a group of questions based on the content of that passage. Each question will have 5 answer choices. Select the best answer to each question on the basis of what is stated or implied in the particular passage.

In recent years much attention has been paid to distilling those factors that create a positive work environment for corporate employees. The goal ultimately is to discover what allows some companies to foster high employee morale while other companies struggle with poor productivity and high managerial turnover. Several theories have been posited, but none has drawn as much interest from the corporate world, or has as much promise, as value congruence, which measures the "fit" between an employee's values and those of co-workers and the company itself.

Value congruence can be broken into three main subcategories: person-environment ("P-E"), person-person ("P-P"), and perceptual fit ("PF"). Person-environment congruence refers to a harmony between the personal values of the employee and corporate culture of the company in which he or she works. Someone with a high P-E congruence feels personally in tune with his company's stated policies and goals. Conversely, someone with a low P-E congruence feels a sense of disharmony between his own values and the stated policies and goals of his company. A high P-P congruence indicates a sense of solidarity with one's co-workers in terms of shared values and goals. A low P-P congruence indicates a sense of isolation from co-workers brought about by an absence of shared values. Finally, strong PF suggests a strong correspondence between the values that an employee perceives his company to have (whether or not the company actually does) and the values that his co-workers perceive the company to have (again, whether or not it actually does). A weak PF implies that an employee's perception of his company's values differs significantly from that of his co-workers.

Research has shown that P-E and PF congruence are important measures of employee satisfaction, commitment, and likelihood of turnover, while P-P congruence has little bearing on these parameters. Moreover, PF is especially important in establishing harmonious relations between workers and managers. These measures give corporations a robust paradigm for long-term personnel planning and productivity potentials: they allow companies to discover dysfunctional work relationships and clarify misperceived company policies and goals. With these tools in hand,

companies can look forward to increased employee satisfaction and, ultimately, improved company performance.

6. According to the passage, which of the following was a motivation in the creation of the system of value congruence?

- a desire to minimize the liability of upper management for employee dissatisfaction
- a desire to help companies to improve their internal harmony
- a desire to allow employees to increase their earning potential
- a desire to foster awareness of factors influencing managerial success
- a desire to eliminate discrepancies between a company's goals and the values of its employees

7. The passage suggests that perceptual fit congruence would be most useful in determining which of the following?

- whether a company ought to make its policies and goals more transparent
- whether a company ought to provide sensitivity training for its management
- whether a company ought to create more opportunities for interaction among workers
- whether a company ought to address employee grievances more directly
- whether a company ought to implement a more elaborate orientation program for new employees

8. The primary focus of the passage is on which of the following?

- Comparing a new theory of corporate performance to a discredited theory and predicting the usefulness of the new theory.
- Illustrating a new approach to measuring employee satisfaction through a detailed analysis of a particular case.
- Challenging an old view of employee commitment and suggesting that a new paradigm is necessary.

- Promoting a new method of measuring the likelihood of corporate success by explaining its benefits.
- Defending a proposed system of corporate analysis through examples of its success.

9. The bowerbirds of Australia derive their name from the fact that the males build elaborate bowers of sticks and twigs to attract females, decorating them with flowers and other vegetation in a display of courtship.

- the fact that the males build elaborate bowers of sticks and twigs to attract females, decorating them with flowers and other vegetation
- the elaborate bowers of sticks and twigs that the males build and decorate with flowers and other vegetation in order to attract females
- the elaborate bowers of sticks and twigs, decorated with flowers and other vegetation that the males use to attract females
- the fact that the males build elaborate bowers of sticks and twigs, having decorated them with flowers and other vegetation, to attract females
- the elaborate bowers of sticks and twigs that are built by the males and decorated with flowers and other vegetation to attract females

10. Before its independence in 1947, Britain ruled India as a colony and they would relinquish power only after a long struggle by the native people.

- Before its independence in 1947, Britain ruled India as a colony and they would relinquish power
- Before independence in 1947, Britain had ruled India as a colony and relinquished power
- Before its independence in 1947, India was ruled by Britain as a colony and they relinquished power
- Before independence in 1947, India had been ruled as a colony by Britain, which relinquished power

- Before independence in 1947, India had been a colony of the British, who relinquished power

11. A higher interest rate is only one of the factors, albeit an important one, that keeps the housing market from spiraling out of control, like it did earlier in the decade.

- that keeps the housing market from spiraling out of control, like it did earlier in the decade.
- that keep the housing market from spiraling out of control, as it did earlier in the decade
- that keeps the housing market from spiraling out of control, as it did earlier in the decade
- that keep the housing market from spiraling out of control, like earlier in the decade
- that keep the housing market from spiraling out of control, like it did earlier in the decade

12. Absenteeism among employees has decreased steadily over the past several years. Two possible explanations have been offered. First, improved health insurance has allowed employees to maintain better health. Second, improved working conditions have improved morale, leading to less desire to avoid work. However, since absenteeism has also decreased at companies with poor or no health insurance and poor working conditions, one must conclude that the cause of the decrease is the increased tendency of employers to deduct missed days from employees' paychecks.

Which of the following indicates a flaw in the reasoning above?

- Employees who lack health insurance often have low morale.
- Companies with poor working conditions are most likely to deduct pay for missed work days
- Most employees are not honest about the reasons that they miss work
- The definition of absenteeism is not clear
- Improved health care, improved working conditions, and fear of losing money are not the only possible explanations for decreased absenteeism

13. Zoologists warn of an imminent surge in the number of animal species that will become extinct within this century. They caution that the rate of extinction will only increase. They are wrong, however. One need only consider the information gathered on insects: 47 species of North American insect vanished between 1900 and 1950, but only 23 species of such insects became extinct between 1950 and 2000.

The answer to which of the following questions provides information that would be most helpful in evaluating the argument above?

- How many species of non-native insect species have been introduced into North America since 1950?
- Has any special effort been made to save North American insect species?
- How many years' experience do the zoologists have in evaluating patterns of extinction among animals?
- Are insects susceptible to the same causes of extinction as are mammals?
- How many acres of woodland are set aside each year as wildlife refuges?

14. In response to the increasing cost of producing energy through traditional means, such as combustion, many utility companies have begun investing in energy sources such as wind and solar power, hoping someday to rely on them completely and thus lower energy costs. The utility companies claim that these sources require an initial outlay of funds for construction and materials but then only a modest amount for maintenance. This makes them more economical than nonrenewable sources such as gas, oil, and coal, whose prices can fluctuate dramatically according to availability.

The claim of the utility companies presupposes which of the following?

- The public will embrace the idea of wind and solar power.
- No new deposits of gas, oil, and coal will be discovered in the near future
- Weather patterns are consistent and predictable

- The necessary technology for conversion to wind and solar power is not more expensive than the technology needed for energy created through combustion.
- Energy produced through combustion cannot be made more economical

Sarah Meyers McGinty, in her useful new book *Power Talk: Using Language to Build Authority and Influence*, argues that while the simple lingual act of declaring power does not help a powerless person gain influence, well-considered linguistic techniques and maneuvers do. McGinty does not dispute the importance of factors such as expertise and ability in determining stature, but argues persuasively that these power determinants amount to little in a person unable to communicate effectively. Management theorists share McGinty's view that communication is essential for success and many surveys have shown that the ability to communicate effectively is the characteristic judged by managers to be most critical in determining promotability.

McGinty divides speech into two categories: "language from the center" and "language from the edge". In McGinty's words, "Language from the center makes a speaker sound like a leader." McGinty suggests that not only is language from the center for those in high positions of power, but it is also for those of lower ranks who wish to gain more power and credibility. A speaker using language from the center exhibits the following: he directs rather than responds; he makes statements rather than asks questions; he contradicts, argues, and disagrees; he uses his experience persuasively; and he maintains an air of impersonality in the workplace. McGinty suggests that the use of language from the center can alter or create a new balance of power. These assertions are supported by studies that show that people accept leadership from those they perceive to be experts.

Language from the edge stands in stark contrast to language from the center. Language from the edge is careful, exploratory, and inquiring. It is inclusive, deferential, and collaborative. A speaker using language from the edge responds rather than directs; asks questions; strives to make others feel heard and protected; and avoids argument. The main purpose of language from the center is to claim authority for a speaker, while language from the edge strives to build consensus and trust. McGinty argues that true power comes from a deep understanding of when to use which style and the ability to use both as necessary.

What distinguishes McGinty's discussion of effective communication is her focus on communication skills as a way of gaining power; this focus is in contrast with most general management theory, which focuses on communication skills as a way of preventing misunderstandings, avoiding conflict, and fostering interpersonal relationships. McGinty, however, holds that language not only helps maintain relationships but also lends authority. According to *Power Talk*, effective communication skill "is an understanding of how situation shapes speech and how speech shapes situation" and "an understanding of how speech styles and the forces that affect those styles . . . can build your authority, and enhance your credibility and impact."

15. The passage suggests that which of the following would be an example of someone using language from the center?

- A low-level employee requesting help on a project beyond his capabilities
- A manager explaining the benefits of a new procedure by drawing on the procedure's success in another setting
- A low-level employee believing that he has been wrongly criticized by his supervisors
- A manager soliciting opinions from his workforce regarding a proposed change
- A low-level employee refusing to alter his behavior despite repeated warnings

16. The passage suggests that McGinty would be most likely to agree with which of the following?

- Language from the center is more effective than language from the edge.
- Managers who use language from the edge are not authoritative.
- Powerful people are both authoritative and inclusive.
- The only way to become powerful is to learn to use language from the center.
- Language from the edge is used primarily by low-level employees.

17. The primary focus of the passage is on which of the following?

- Demonstrating the effectiveness of a certain framework in the business world
- Explaining the advantages of a new approach to business communication
- Analyzing the details of a controversial theory of business
- Evaluating a proposed model of business communication
- Defending an outdated method of personnel management

18. Which of the following best describes the relation of the fourth paragraph to the passage as a whole?

- It summarizes and contextualizes McGinty's argument.
- It questions the usefulness of McGinty's thesis.
- It casts doubt on the universality of management theory.
- It supports an alternative view of McGinty's proposal.
- It offers additional support for McGinty's conclusions.

19. Recently, many critics of the U.S. government have pointed out that this country is the only industrialized nation without a national vaccine laboratory and suggested that this lack makes the American public more vulnerable than other advanced nations to diseases such as avian flu or other flu epidemics. When asked at a press conference, a government official said these critics were disloyal and thus wrong about the public's vulnerability. To support his claim, he cited the international preeminence of American doctors and hospitals as well as the middle ranking of the United States among United Nation member nations in the health categories of infant mortality, life span, and nutrition. He also added that all of the Europeans that he knew preferred to undergo major medical treatments in the United States rather than in the socialized medical systems in place in their home countries.

All of the following are flaws in the official's logic EXCEPT:

- The official accepts that the quality of physicians and hospitals is a major factor, albeit not the only one, affecting the public's vulnerability to disease.
- The critics could be disloyal but not wrong.

- The Europeans that the official cited are overwhelmingly wealthy males over the age of fifty.
- The official relies on health statistics that are based on a complete accounting of deaths, injuries, and illnesses suffered by the American public from all causes, including the ten percent attributable to infectious diseases.
- The UN health ranking that the official cited is based on an almost complete survey of the nations of the world.

20. Educator: Like any other difficult pursuit, music requires intense study and practice in order for one to become proficient. But many school music programs encourage only children who demonstrate early aptitude to continue studying music, while children who are not especially musical are directed towards other activities. Having learned to think of themselves as musically inept, these children do not devote any time to music and thus deprive themselves of the opportunity to develop a latent talent.

The educator's statements, if true, would best support which of the following conclusions?

- Music education should not devote special attention to talented students.
- Everyone has the potential to learn music.
- Talent is not always apparent at an early age.
- Children are particularly sensitive to criticism from adults.
- All children should study music.

21. Alpacas' fleece is worth surprisingly little compared to their market value; a top breeding specimen bringing upwards of \$100,000 even if five pounds of fleece fetches only \$80 to \$240.

- Alpacas' fleece is worth surprisingly little compared to their market value; a top breeding specimen bringing upwards of \$100,000 even if five pounds of fleece fetches only \$80 to \$240
- Alpacas' fleece is worth surprisingly little in comparison with its market value; a top breeding specimen bringing upwards of \$100,000 while five pounds of fleece fetches only \$80 to \$240

- The fleece of the alpaca is worth surprisingly little compared to its market value, while a top breeding specimen can bring upwards of \$100,000 even though five pounds of fleece fetch only \$80 to \$240
- The fleece of the alpaca is worth surprisingly little compared to the animal's market value; a top breeding specimen can bring upwards of \$100,000 while five pounds of fleece fetch only \$80 to \$240
- The worth of the alpaca's fleece is surprisingly little compared to the animal's market value; a top breeding specimen can bring upwards of \$100,000 even though five pounds of fleece fetches only \$80 to \$240

22. The health commissioner said that the government had implemented strict measures to eradicate the contaminated food and, despite the recent illnesses, it will try to prevent the outbreak from recurring in the future.

- it will try
- that it tried
- it had tried
- it would try
- that it would try

23. The artwork of Vincent Van Gogh, mostly paintings executed in bright colors with loose, expressive brushstrokes and drawings done in pen and ink, will be shown for the first time in minor museums where they can be appreciated by people who a trip to a major city may be too expensive for.

- where they can be appreciated by people who a trip to a major city may be too expensive for
- where they can be appreciated by people for whom a trip to a major city may be too expensive
- where people who a trip to a major city is too expensive for can appreciate it
- where it can be appreciated by people for whom a trip to a major city may be too expensive
- where it can be appreciated by people who a trip to a major city may be too expensive for

Lysosomal storage diseases form a category of genetic disorders resulting from defective enzymes that normally function to degrade unneeded molecules in cells. These enzymes do their work in the lysosome, a small compartment in a cell analogous to a garbage disposal. The lysosome contains between thirty and forty different degradative enzymes. When any one of the lysosomal enzymes is defective, the molecules requiring that specific enzyme for their degradation will accumulate and cause that individual's lysosomes to swell enormously. The physiological effects of such swelling on the individual include motor and mental deterioration, often to the point of premature death. But each disease resulting from one specific defective lysosomal enzyme has its own characteristic pathology. The age of onset, rate of progression, and severity of the clinical symptoms observed in patients with the same defective lysosomal enzyme are highly variable. For many years, this variability in patients with the same defective enzyme puzzled scientists. Only recently have researchers begun to answer the riddle, thanks to a genetic analysis of a lysosomal storage disorder known as Tay-Sachs disease.

As in most lysosomal storage diseases, patients suffering from Tay-Sachs disease show both mental and motor deterioration and variability in age of onset, progression, and severity. Physicians have categorized the patients into three groups: infantile, juvenile, and adult, based on onset of the disease. The infantile group begins to show neurodegeneration as early as six months of age. The disease advances rapidly and children rarely live beyond 3 years old. The first symptoms of the disease appear in juvenile cases between 2 and 5 years of age, with death usually occurring around age 15. Those with the adult form generally live out a normal lifespan, suffering from milder symptoms than do those with the infantile and juvenile forms. Researchers hoped that the categorization would yield insight into the cause of the variability of symptoms among Tay-Sachs patients, but this turned out not to be the case.

In Tay-Sachs disease, undegraded materials accumulate mainly in the lysosomes in the brains of patients, but the kinds of molecules left undegraded and the specific identity of the defective lysosomal enzyme responsible for the malfunction were not discovered until the 1950s and 60s, respectively. The main storage molecule was found to be a lipid-like material known as GM2 ganglioside. The defective enzyme was later identified as hexosaminidase. In 1985, the gene coding for the normal hexosaminidase enzyme was cloned and its DNA sequence determined. Shortly thereafter, the DNA sequences of genes

encoding hexosaminidase from many Tay-Sachs patients were studied. It soon became apparent that not one or two but many different types of mutations in the hexosaminidase gene could result in Tay-Sachs disease. Some of the mutations prevented the synthesis of any hexosaminidase, preventing all such enzyme activity in the cell. Patients with this type of mutation all had the infantile form of Tay-Sachs disease. Other mutations were found in certain regions of the gene coding for areas of the enzyme known to be critical for its catalytic activity. Such mutations would allow for only extremely crippled hexosaminidase activity. Most of the patients with these mutations clustered in the juvenile category. Adult Tay-Sachs patients presented mutations in the regions of the hexosaminidase gene that were less important for the enzyme's activity than were those affected in juvenile patients. Scientists quickly hypothesized that the variation in age of onset and severity of Tay-Sachs disease correlated with the amount of residual enzymatic activity allowed by the genetic mutation. Though more research is needed to demonstrate similarity with other lysosomal storage diseases, the work done on Tay-Sachs disease has already offered a promising glimpse into the underlying mechanisms of these disorders.

24. The author of the passage is primarily concerned with

- illuminating the physiological consequences of Tay-Sachs disease
- explaining the importance of research on a specific disease to other diseases of that type
- arguing for a more detailed examination of lysosomal storage diseases
- challenging a traditional view of a class of diseases as incomplete
- describing the implications of genetic mutations for mortality rates

25. It can be inferred from the passage that which of the following statements is true of lysosomal storage diseases?

- They are generally caused by mutations to the hexosaminidase gene
- They are undetectable until physical symptoms are present

- They can be fatal even when allowing some enzymatic activity.
- They are most lethal when onset is in a patient's infancy
- Their causes were unknown before the 1950s

26. The passage suggests that which of the following lines of inquiry would be most useful in determining the relevance of the research done on Tay-Sachs disease to lysosomal storage diseases generally?

- Do patients suffering from other lysosomal storage diseases have the same mortality rate as those suffering from Tay-Sachs?
- Do other lysosomal storage diseases affect the hexosaminidase gene?
- How many different mutations are present in the defective genes responsible for other lysosomal storage diseases?
- Does the onset of other lysosomal storage diseases vary with the location of mutations in DNA sequences?
- What purpose does GM2 ganglioside serve in the human body?

27. In the 18th and 19th centuries, it was believed in many coastal American cities that the waterfront was an undesirable location for residential buildings. As a result, much of the waterfront in these cities was never developed aesthetically and was left to industry and commerce. Today, however, waterfront properties are generally seen as prestigious, as evidenced by the large sums paid for homes along the beach front. A developer who wishes to make a large profit would be wise to buy urban waterfront lots and erect residential buildings on them.

Which of the following, if true, most strongly supports the claim made about urban waterfront properties?

- People today have more money, relatively speaking, to spend on real estate than they did in previous centuries.
- People will be willing to spend large sums on properties in predominantly industrial or commercial districts.
- Many urban waterfront lots are available for purchase
- Many coastal American cities are encouraging developers to rehabilitate the waterfront through tax incentives.

- Properties in interior residential districts in coastal American cities are significantly more expensive than those along the waterfront.

28. The city government should invest surplus funds in improving the city's transportation network. **Most of the network was put in place at a time when the city was much smaller in both area and population.** The subway system is outdated and understaffed. The buses rarely run on schedule and their routes are inconvenient. **If the city does not make changes soon to the network, it will see many of its prized industries relocate to more convenient cities and, as a result, the city's financial health will be jeopardized.**

In the argument above, the two portions in **boldface** play which of the following roles?

- The first is an explanation of a current state of affairs; the second is a prediction based on that state of affairs.
- The first is a statement of fact in support of the author's conclusion; the second is that conclusion.
- The first emphasizes an existing problem; the second offers a proposal to solve that problem.
- The first is information the author suggests has been overlooked in the situation at hand; the second describes that situation
- The first is a justification of an impending problem; the second describes the consequences of that problem

29. Creative professionals, such as clothing designers, graphic designers, and decorators, often have very poor managerial skills and do not succeed when they try to run their own businesses. In fact, most of these creative types are less skilled in business than is the average white-collar professional who does not work in a creative field. Generally, creative talent and business acumen rarely go hand in hand.

If the statements above are true, which of the following must be true?

- No successful businesspeople are creative.
- Some creative types are not less skilled at business than is the average white-collar worker who is not creative.
- Creativity precludes success in business.
- Any white-collar worker who is not creative is more successful in business than any creative professional.
- Business is not a creative endeavor.

30. The media claim that the economy is entering a phase of growth and prosperity. They point to lower unemployment rates and increased productivity. Their analysis is false, though. The number of people filing for bankruptcy has increased every month for the last six months and bankruptcy lawyers report that they are busier than they have been in years.

Which of the following is an assumption on which the argument depends?

- Unemployment rates are not useful indicators of growth and prosperity.
- Economic growth cannot be measured in terms of productivity.
- Legislation has not been recently passed to make legal bankruptcy easier to obtain.
- There has not been an increase in the number of bankruptcy lawyers
- The media often misrepresent the current state of economic affairs.

31. Researchers have discovered a new species of sparrow that lives only in cypress groves, almost wholly dependent on the berries of a certain type of vine that grows on cypress trees and whose coloring is completely different from all other sparrows.

- that lives only in cypress groves, almost wholly dependent on the berries of a certain type of vine that grows in cypress trees and whose coloring is completely different from all other sparrows.
- that lives only in cypress groves, is almost wholly dependent on the berries of a certain type of vine that grows on cypress

trees, and has coloring completely different from that of all other sparrows

- living only in cypress groves, is almost wholly dependent on the berries of a certain type of vine that grows on cypress trees, and whose coloring is completely different from all other sparrows
- that lives only in cypress groves, almost wholly dependent on the berries of a certain type of vine that grows on cypress trees, and whose coloring is completely different from that of all other sparrows
- living only in cypress groves, depending almost wholly on the berries of a certain type of vine that grows on cypress trees, and having coloring completely different than all other sparrows

32. In response to growing demand for high-end vehicles, the interiors of the newest models of car are so luxurious that they sell for nearly twice the price of last year's models.

- the interiors of the newest models of car are so luxurious that they sell for nearly twice the price of last year's models
- the interiors of the newest models of car are so luxurious that the cars sell for nearly twice the price of last year's models
- auto makers have installed interiors in the newest models of car that are so luxurious that they sell for nearly twice the price of last year's models
- the interior of the newest models of car are so luxurious that they are sold for nearly twice the price of last year's models
- auto makers have installed interiors in the newest models of car that are so luxurious that the cars sell for nearly twice the price of last year's models

33. In preparation for the cold winter months, it was the usual custom for prehistoric people to gather and preserve, with smoke or by salting it, as much meat that they could during the summer.

- it was the usual custom for prehistoric people to gather and preserve, with smoke or by salting it, as much meat that they could during the summer.

- prehistoric people usually gathered as much meat as they could during the summer, preserving it either by smoking or salting
- it was the usual custom of prehistoric people to gather and preserve, either with smoke or by salting, as much meat that they could during the summer
- prehistoric people had the usual custom of gathering and preserving as much meat, either by smoking or salting it, as they could during the summer
- it was usually that prehistoric people would gather and preserve as much meat as they could, which was either smoked or salted during the summer

The fall of the Berlin Wall represented a political victory of the free market against a centrally planned economy. Though highly interventionist and dependent on international defense and industrial subsidy, West Germany was a model of economic expansion in the post-war era. East Germany, while relatively successful in comparison with other Eastern Bloc nations, was far behind West Germany with regard to the buying power of its people. It was hard to avoid obvious comparisons such as the fact that 1 in 4 East Germans did not even have an indoor toilet. Western German authorities were therefore committed to rapid integration of the two Germanys without resorting to massive controls on internal migration, external capital controls, or continuation of a large state-owned industrial sector.

Other nations were already wary of a united Germany. France, a perpetual competitor, saw Germany's size advantage increase overnight. In Gross Domestic Product ("GDP") alone, an historical size advantage of 23% jumped to nearly 30%, with stronger growth promised when East Germany was fully integrated.

Within Germany, there should have been no doubt that integration would be costly. The question was whether the government was up to the task. In Italy, for example, the central government has invested tremendous resources in promoting the economy of its under-performing Southern region. In contrast, in the United States, the local population bears the burden of varying economic performance. For example, the American South is allowed to exist with much higher rates of poverty and lower education than the rest of the nation.

Rather than allow East Germany to fall into total disrepair—perhaps as Russia later would—with millions fleeing to the West and a long-term negative impact on national GDP growth, West German authorities decided to try to spend their way out of the crisis, creating almost overnight an infrastructure in East Germany to provide a standard of living comparable to that in West Germany. The goal was to take an under-performing country and raise it to “first world” standards in only a few years. This goal would have been preposterous had not West Germany possessed the resources to accomplish the task.

34. Which of the following best describes the way the first paragraph functions in the context of the passage?

- A specific example is presented to illustrate the main elements of a general economic theory.
- Evidence is presented in support of a revision of a commonly held view
- Information that is necessary for understanding the main argument of the passage is presented.
- Questions are raised which are answered in subsequent paragraphs.
- A qualified view of the author's main point is contrasted with a less specific view.

35. According to the author, which of the following is the principal reason that German reunification could succeed?

- The additional population from East Germany gave the reunified Germany an economic advantage over other European nations.
- East Germany had not been as impoverished as other Eastern Bloc countries.
- West Germany did not plan to control internal migration from East Germany.
- West Germany patterned its economic plan after a successful Italian model.
- West Germany was a materially stable country.

36. The author mentions the United States most probably in order to

- argue against a commonly held belief about market economies
- provide an example of a situation seen as undesirable
- offer an alternative solution to an economic problem
- illustrate an economic principle called into question
- demonstrate the positive consequences of economic planning

37. The passage suggests which of the following about the relationship between West Germany and France?

- Historically, the economy of West Germany had been more stable than that of France.
- The Gross Domestic Product of West Germany had always been greater than that of France.
- The size of West Germany's population gave it an advantage over France in international trade.
- France did not view its economic position against West Germany as unassailable.
- West Germany planned to use reunification to bolster its economic advantage over France.

38. During the recent spate of brushfires in the Southwest, homeowners who lived near affected areas were advised to douse their roofs with water to prevent their houses from catching fire, before evacuating the area. After the fires were brought under control and the homeowners were allowed to return to the area, many who doused their roofs discovered significant fire damage to their houses. Clearly, then, dousing their roofs was a wasted effort.

Which of the following, if true, would most weaken the conclusion above?

- The houses of owners who did not douse the roofs with water suffered appreciably more fire damage than did those of owners who did douse the roofs with water.
- Not all homeowners who doused their roofs did so to the same extent.

- The fire insurance rates for those who doused their roofs did not increase after the fire.
- The houses that suffered the least damage were those in which the owners remained and continuously doused the roofs
- Most of the homeowners who doused their roofs had been through a brushfire evacuation before.

39. Country X contains many rivers that flow down from its high mountains. These rivers have been dammed to harness the hydroelectric power that can be derived from this resource. More than enough power is generated from these dams to meet the country's energy needs. Yet, citizens of Country X often experience power shortages or even outages.

Which of the following, if true, best explains the situation described above?

- The flow of the rivers is heavier in the spring than at other times of year.
- Citizens of Country X rely heavily on electronic appliances in their homes.
- Country X has not invested in alternate sources of energy.
- Most of the electricity generated in Country X is sold to other countries.
- Some of the most powerful rivers in Country X have yet to be dammed.

40. Historians have long debated whether the spectacular rise and fall of Napoleon in the decades after the French Revolution was the necessary outcome of the political vacuum having been created by the toppled monarchy.

- was the necessary outcome of the political vacuum having been created by the toppled monarchy
- was the necessary outcome of the political vacuum created by toppling the monarchy
- were the necessary outcome of the political vacuum that the toppled monarchy created
- was the necessary outcome of the political vacuum created from toppling the monarchy

- were the necessary outcome of the political vacuum created by the toppling of the monarchy

41. William Shakespeare, though long considered as being one of the finest writers in English or any other language, was the subject of speculation over the years that he was not the real author of works attributed by him.

- William Shakespeare, though long considered as being one of the finest writers in English or any other language, was the subject of speculation over the years that he was not the real author of works attributed by him.
- William Shakespeare, though long considered as one of the finest writers in English or any other language, has been the subject of speculation over the years that he was not the real author of works attributed to him.
- William Shakespeare, though long considered to be one of the finest writers in English or any other language, was the subject of speculation over the years that he was not the real author of works attributed to him.
- William Shakespeare, though long considered one of the finest writers in English or any other language, has been the subject of speculation over the years that he was not the real author of works attributed to him.
- William Shakespeare, though long considered to be one of the finest writers in English, was over the years the subject of speculation that he had not been the real author of works attributed by him.

End of Exam

Congratulations, you have completed this exam or question bank!