51,119，1

"Doctors have long suspected that secondary infections may keep some patients from healing quickly after severe muscle strain. This hypothesis has now been proved by preliminary results of a study of two groups of patients. The first group of patients, all being treated for muscle injuries by Dr. Newland, a doctor who specializes in sports medicine, took antibiotics regularly throughout their treatment. Their recuperation time was, on average, 40 percent quicker than typically expected. Patients in the second group, all being treated by Dr. Alton, a general physician, were given sugar pills, although the patients believed they were taking antibiotics. Their average recuperation time was not significantly reduced. Therefore, all patients who are diagnosed with muscle strain would be well advised to take antibiotics as part of their treatment."

医生长期以来怀疑严重肌肉扭伤后的二次感染妨碍了一些患者迅速康复。这一假说现在被一项对两组患者的研究的初步结果所证实。第一组患者全部由专攻运动医学的Dr. Newland治疗肌肉损伤，他们在疗程中经常服用抗生素。他们的康复期平均比通常预期的快40％。第二组患者由综合医师Dr. Alton治疗，他们被给予糖丸，而患者相信他们在服用抗生素。他们的平均康复时间没有明显缩短。因此，任何被确诊为肌肉损伤的患者应被建议服用抗生素作为辅助治疗。

1.没有提供study的详细信息，可能两个医生的方法不同或者是别的原因导致了康复期加快

2.也没有说明抗生素是否具有副作用或其他不好的作用

3.其他因素：没有说明抗生素的价格多高，如果很昂贵……；没有提供信息说明二次感染和肌肉拉伤病人之间有什么关系，或者是肌肉拉伤病人容易二次感染

53,107,2

Thirteen years ago, researchers studied a group of 25 infants who showed signs of mild distress when exposed to unfamiliar stimuli such as an unusual odor or a tape recording of an unknown voice. They discovered that these infants were more likely than other infants to have been conceived in early autumn, a time when their mothers' production of melatonin-a hormone known to affect some brain functions-would naturally increase in response to decreased daylight. In a follow-up study conducted earlier this year, more than half of these children-now teenagers-who had shown signs of distress identified themselves as shy. Clearly, increased levels of melatonin before birth cause shyness during infancy and this shyness continues into later life.

13年前，研究者研究了一组在受到不熟悉的刺激比如不寻常的气味和未知声音的录音时表现出轻微紧张的25名婴儿。他们发现这些婴儿比其他婴儿更可能在早秋怀孕，而早秋是他们的母亲分泌的melatonin--一种已知会影响一些大脑能的荷尔蒙--因日照的减少而增加的季节。在今年早些时候所作的跟踪调查中，这些表现出紧张迹象的儿童--现在已经是十几岁--有一半以上认为自己害羞。显然，出生前melatonin的增加导致婴儿期的羞涩并且这种羞涩将延续至生命更晚的阶段。

1.没有足够的信息表明婴儿表现出signs of mild distress就一定会增加母亲分泌melatonin；可能别的原因导致了婴儿在早秋怀孕

2.也没有信息表明婴儿早期的signs of mild distress导致了后来他们的害羞

3.其他信息：作者没有说明这种害羞会持续到生命的晚期；以及研究的详细信息，是如何判断婴儿的signs of mild distress，准还是不准

45, 104, 3

"Arctic deer live on islands in Canada's arctic region. They search for food by moving over ice from island to island during the course of a 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 decline in arctic deer populations is the result of deer being unable to follow their age-old migration patterns across the frozen sea."

北极鹿生活在加拿大极地区域的岛屿上。它们全年都通过冰块在岛屿间移动来寻找食物。它们的栖居地局限在那些温暖得足以维持它们所需的植物生长，并且在一年的至少某些时候冷到足以让岛屿间的海面结冰以使它们能够在岛屿间旅行的地方。然而，根据当地猎人的报告，鹿的数量正在下降。由于这一报告正好与最近导致海洋冰面融化的全球变暖趋势同时发生，我们可以得出结论：北极鹿的数量的下降是它们无法按它们原有的迁移习惯穿越结冰海面的结果。

1.没有证据表明warming trend已经导致北极鹿无法像祖先一样在冰块上迁徙

2.也没有证据显示驯鹿的数量减少和全球气候变暖有关

3.其他因素：本地猎人的报告是否准确；没有说明，如果北极鹿不能够迁徙就会死亡或者减少

169,80,4

"Some studies conducted by Bronston College, which is also located in a small town, reveal that both male and female professors are happier living in small towns when their spouses are also employed in the same geographic area. Therefore, in the interest of attracting the most gifted teachers and researchers to our faculty and improving the morale of our entire staff, we at Pierce University should offer employment to the spouse of each new faculty member we hire. Although we cannot expect all offers to be accepted or to be viewed as an ideal job offer, the money invested in this effort will clearly be well spent because, if their spouses have a chance of employment, new professors will be more likely to accept our offers."

对于同样位于小城市的Bronston学院所作的一些研究发现，不论男性或女性教授，当他们的配偶在相同的城市有工作时，就更乐于在这些小城市生活。因此，为了吸引最有天分的教师和研究人员加入我们的员工队伍并提高我们员工的士气，我们Pierce大学应该为每一个我们所雇佣的新员工的配偶提供就业机会。尽管我们并不期望所有就业机会都会被接受或被看作是理想的工作，我们在这项努力上的投入显然是值得的，因为如果新教授的配偶有就业机会，他们将更乐于在我们学校就职。

238,79,5

"At nearby Green Mountain College, which has more business courses and more job counselors than does Mira Vista College, 90 percent of last year's graduating seniors had job offers from prospective employers. But at Mira Vista College last year, only 70 percent of the seniors who informed the placement office that they would be seeking employment had found full-time jobs within three months after graduation, and only half of these graduates were employed in their major field of study. To help Mira Vista's graduates find employment, we must offer more courses in business and computer technology and hire additional job counselors to help students with their resumes and interviewing skills."

邻近的Green Mountain学院拥有比Mira Vista学院更多的商业课程和就业顾问，去年其毕业生有90％得到了公司的工作机会。但去年在Mira Vista，所有通知了就业办公室说他们要就业的毕业生中只有70％的人在毕业后三个月内找到全职工作，而且这些毕业生只有一半在本专业就业。为帮助Mira Vista的毕业生找到工作，我们必须提供更多的商业和计算机技术课程，并雇佣更多的就业顾问来帮助学生提高准备简历和面试的技巧。

188,76,6

A new report suggests that men and women experience pain very differently from one another, and that doctors should consider these differences when prescribing pain medications. When researchers administered the same dosage of kappa opioids-a painkiller-to 28 men and 20 women who were having their wisdom teeth extracted, the women reported feeling much less pain than the men, and the easing of pain lasted considerably longer in women. This research suggests that kappa opioids should be prescribed for women whenever pain medication is required, whereas men should be given other kinds of pain medication. In addition, researchers should reevaluate the effects of all medications on men versus women.

一项新报告表明，男性和女性对于疼痛的感受是有显著差异的，医生在开止痛药方的时候应该考虑到这种差异。当研究者把相同剂量的kappa opioids--一种止痛药--分发给智齿刚刚被拔除的28名男子和20名女子的时候，女性报告的她们感受的痛楚要比男性小的多，而且止痛的时间女性更长。这一研究说明当需要止痛药时，应该给女性服用kappa opioids，而应该给男性服用其他的止痛药。而且，研究人员应该重新评估所有药品对于男性以及女性的效用。

7,75,7

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

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

在下一次市长选举中，Clearview的市应投Good Earth Coalition成员Ann Green的票，而不是Clearview市委成员Frank Braun，因为当前的市委成员没有保护我们的环境。举例来说，去年Clearview的工厂数量翻了一番，空气污染水平增加了，而且当地医院因呼吸道疾病就诊的数量增加了25％。如果我们选举Ann Green，Clearview的环境问题肯定将被解决。

1.没有信息说明现在的town council成员是不爱护环境的，工厂可能与他们无关

2.没有信息表明Frank Braun需要为这些污染事件负责

3.其他因素：Ann Green一定能改善环境值得怀疑；其次，呼吸道疾病比一定是工厂的废气导致的

14,74,8

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

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

有证据表明消费者对于自己种植蔬菜越来越感兴趣。上个月举行的一项国家调查显示很多消费者对于超市上供应的新鲜蔬菜的质量不满意。在本地，园艺杂志《大花园》在"Village News"报亭连续三个月售磬。因此，我们Green Thumb Gardening Center可以通过大量增加今春为园艺爱好者准备的蔬菜种子的种类而增加盈利。

1、全国的调查显示的消费者对市场出售的蔬菜不满意，并不一定意味着郊外城镇的蔬菜也不好

2、杂志的销售量高并不一定意味着购买杂志的普通居民多，同样也不意味着购买杂志的居民都想种蔬菜

3、此外，作者还疏忽了许多其他因素：比如，本地居民是否喜爱自己种蔬菜；还有，本地居民喜欢种植哪些蔬菜，如果本地居民只喜欢种植少数几个种类的蔬菜，增加种子的多样性是不会盈利的。

203,74,9

The following appeared in a newspaper feature story.

"At the small, nonprofit hospital in the town of Saluda, the average length of a patient's stay is two days; at the large, for-profit hospital in the nearby city of Megaville, the average patient stay is six days. Also, the cure rate among patients in the Saluda hospital is about twice that of the Megaville hospital. The Saluda hospital has more employees per patient than the hospital in Megaville, and there are few complaints about service at the local hospital. Such data indicate that treatment in smaller, nonprofit hospitals is more economical and of better quality than treatment in larger, for-profit hospitals."

在Saluda镇的小型非盈利医院，患者平均逗留时间是两天；在邻近的Megaville市的大型盈利医院，患者平均逗留时间为6天。而且，Saluda医院患者的治愈率大约是Megaville医院的两倍。Saluda平均每个患者对应的医务人员的数量比Megaville医院多，而且地方医院关于服务的投诉也较少。这些数据表明小型非盈利医院的治疗比大型盈利医院更加经济，质量更高。

35,73,10

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."

水杨酸酯和用来治疗头痛的药物--阿司匹林是同一类化合物。尽管很多食品天然富含水杨酸酯，过去几十年中食品加工公司仍然在食品中加入它来作为防腐剂。这种水杨酸酯在商业上的使用被发现与我们为期20年研究的参加者所报告的头痛发病的平均数量下降是相关的。最近，食品加工公司发现水杨酸酯也可以被用作食品香料。根据这种水杨酸酯的新用途，我们可以预期Mentia居患头痛症的数量将会持续稳步下降。

1.作者没有考虑其他可能过去导致头痛的原因，不一定是缺少Salicylates

2.作者也错误的认为头痛减少是因为事务处理公司把Salicylates用作防腐剂的缘故，可能有别的因素

3.其他因素：调查的具体信息，对象；Salicylates又没有危害

37,67，11

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 unique to 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 only have crossed it by boat, but there is no evidence that the Paleans had boats. And boats capable of carrying groups of people and cargo were not developed until thousands of years after the Palean people disappeared. Moreover, Paleans would have had no need to cross the river-the woods around Palea are full of nuts, berries, and small game. It follows that the so-called Palean baskets were not unique to Palea.

一种具有独特花纹的编织篮子以前只在史前村庄Palea的临近地区发现过，因而被认为是Palea居所独有的。然而最近，考古学家在一个与Palea隔着一条叫做Brim河的村庄Lithos发现了一个这样的Palea篮子。Brim河很深很宽，所以古代Palea人只能坐船穿过它，但没有证据表明Palea人拥有船只。而且能够运载大量人和货物的船只直到Palea人消失几千年后才出现。而且，Palea人应该没有必要穿过这条河流--Palea周围的林地有丰富的果实和小动物。这表明那种所谓的Palea篮子并不是那里所独有的。

1.作者忽略了其他能够导致Palean people过河的因素。可能游泳；或者古代的Brim河没有现在那样深，

2.作者还没有考虑到其他的可能性，导致Palean baskets到达河的另一边，可能是飘过来的

3.其他因素：比如现在河边有的nuts, berries and small game可能在过去没有；或者可能Palean人有船只，只不过后人没有发现证据

161, 65, 12

In a study of reading habits of Leeville citizens conducted by the University of Leeville, most respondents said they preferred literary classics as reading material. However, a follow-up study conducted by the same researchers found that the type of book most frequently checked out of each of the public libraries in Leeville 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Leeville大学所举行的关于Leeville居阅读习惯的调查中，多数被访者说他们倾向于阅读古典文学。然而，由相同的研究人员随后进行的调查发现Leeville所有公共图书馆中最经常被借阅的书是神秘小说。因此，我们可以得出结论，第一次调查的被访者错误地表达了他们的阅读习惯

76, 64, 13

The following appeared as part of an article in a health and beauty magazine.

"A group of volunteers participated in a study of consumer responses to the new Luxess face cream. Every morning for a month, they washed their faces with mild soap and then applied Luxess. At the end of that month, most volunteers reported a marked improvement in the way their skin looked and felt. Thus it appears that Luxess is truly effective in improving the condition of facial skin."

一组志愿者参加了一项关于消费者对新的Luxess面霜的反应的调查。在一个孕的每个早晨，他们都用柔和香皂洗脸然后使用Luxess。一个援后，多数志愿者报告说他们皮肤的观感显著改。因此，这说明Luxess对于改面部皮肤状况确实有效。

186, 63, 14

The following is a recommendation from the director of personnel to the president of Professional Printing Company.

"In a recent telephone survey of automobile factory workers, older employees were less likely to report that having a supervisor present increases their productivity. Among workers aged 18 to 29, 27 percent said that they are more productive in the presence of their immediate supervisor, compared to 12 percent for those aged 30 or over, and only 8 percent for those aged 50 or over. Clearly, if our printing company hires mainly older employees, we will increase productivity and save money because of the reduced need for supervisors."

在最近一次对汽车工厂工人的电话调查中，年纪大一些的员工更少报告说有管理员在场会提高他们的生产效率。在18到29岁的员工中，27％的人说当他们的顶头上司在场时更有效率，相比之下，30岁及以上的工人只有12％，50岁及以上的工人只有8％这样认为。显然，如果我们印刷公司主要雇佣年级大一些的员工的话，我们的劳动生产率将会提高，并且节省开支，因为对于管理员的需求将会减少。

18,61,15

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

"In an attempt to improve highway safety, Prunty County recently lowered its speed limit from 55 miles per hour to 45 on all major county roads. But the 55 mph limit should be restored, because this safety effort has failed. Most drivers are exceeding the new speed limit and the accident rate throughout Prunty County has decreased only slightly. If we want to improve the safety of our roads, we should instead undertake the same kind of road improvement project that Butler County completed five years ago: increasing lane widths and resurfacing rough roads. Today, major Butler County roads still have a 55 mph speed limit, yet there were 25 percent fewer reported accidents in Butler County this past year than there were five years ago."

为提高高速公路的安全性，Prunty County最近把镇上所有主要路段的最高限速从55mph降到了45。但我们应该回复到55mph的限速，因为这种保障安全的努力已经失败了。多数司机都超过了新的限速，而且Prunty County全镇的事故率仅有微量下降。如果我们要提高公路安全性，我们应该采取Butler County在5年前完成的同样的道路改计划：增加车道宽度和重新铺装不平整路面。现在，Butler County的主要道路仍然使用55mph限速，而那里近年间上报的事故发生率比五年前减少了25％。

1、作者没有提供足够的信息说明Prunty County的减速政策失败了：时间太短

2、其次，没有提供足够的证据证明Butler County的政策是成功的：25%的数字不准，即便是少了，不一定是因为拓宽马路和平整路面的结果

3、作者还忽略了其它因素：首先，Butler County的情况是否和Prunty County一样；其次，Butler Country花费在拓宽马路和平整路面上的钱要多少

162, 61, 16

A recent study shows that people living on the continent of North America suffer 9 times more chronic fatigue and 31 times more chronic depression than do people living on the continent of Asia. Interestingly, Asians, on average, eat 20 grams of soy per day, whereas North Americans eat virtually none. It turns out that soy contains phytochemicals called isoflavones, which have been found to possess disease-preventing properties. Thus, North Americans should consider eating soy on a regular basis as a way of preventing fatigue and depression.

最近一次研究显示居住在北美大陆的人患慢性疲劳和慢性抑郁症的数量分别为居住在亚洲大陆居的9倍和31倍。有趣的是，亚洲人平均每天食用20克大豆，而北美人几乎不吃。人们发现大豆含有一种具有抗病效的植物化合物单黄酮。因此，北美人应该考虑经常食用大豆作为预防疲劳和抑郁的方法。

137,60,17

The following appeared in an editorial in the Mason City newspaper.

"At present, Mason City residents seldom use the nearby Mason River for any kind of recreational activity, even though surveys of the region's residents consistently rank water sports (swimming, fishing, and boating) as a favorite form of recreation. Since there have been complaints about the quality of the water in the river, residents must be avoiding the river because they think that it is not clean enough. But that situation is about to change: the agency responsible for rivers in our region has announced plans to clean up Mason River. Therefore, recreational use of the river is likely to increase, so the Mason City council will need to increase its budget for improvements to the publicly owned lands along the Mason River."

当前，Mason市很少利用附近的Mason河来进行娱乐活动，尽管对该地区居的几次调查一直指出他们把水上运动（游泳、垂钓和划船）作为他们最喜欢的娱乐形式。由于曾经存在对于这条河水质的投诉，居一定是因为他们认为河水不够干净才不在这里活动。但这种情况就会改变了：我们地区负责河流管理的部门公布了澄清Mason河的计划。因此，河流的娱乐用途很可能将会增加，因而Mason市的市委有必要增加用于改Mason河沿岸公共土地的预算。

15,58,18

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 their 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."

最近一次调查中超过80％的回应者表达了他们想减少含脂肪和胆固醇的食品的愿望，现在很多食品商店都提供丰富的低脂肪食品。由于Old Dairy Industries当前生产的很多产品都有很高的脂肪和胆固醇含量，该公司的销量有可能严重下降，其盈利无疑会减少。因而我们建议Old Dairy的贡持有者抛出他们所持的股份，其他投资者也不应购买该公司的股份。

1、作者没有说明调查的具体信息：调查对象等

2、没有支持详细的证据证明Old Dairy的价格会下降以及盈利会减少

3、作者没有考虑其他因素：Old Dairy近期的发展计划；

20,57,19

The following appeared in a letter to the editor of the Balmer Island Gazette.

"The population of Balmer Island increases to 100,000 during the summer months. To reduce the number of accidents involving mopeds and pedestrians, the town council of Balmer Island should limit the number of mopeds rented by each of the island's six moped and bicycle rental companies from 50 per day to 30 per day during the summer season. By limiting the number of rentals, the town council is sure to attain the 50 percent reduction in moped accidents that was achieved last year in the neighboring island of Torseau, when Torseau's town council enforced similar limits on moped rentals."

Balmer Island的人口在夏季达到了100000。为减少由助力车和行人引发的事故，Balmer Island市委应把本岛六个助力车和自行车出租公司的助力车出租数量在夏季从每天50辆限制到每天30辆。通过限制出租数量，市委肯定能够实现助力车事故减少50％的目标，就像去年邻岛Torseau市委实施了类似的对于助力车出租的限制后所达到的那样。

1、作者没有提供足够的证据证明减少出租的数量事故就会减少，人们可能会自己购买自行车

2、作者也没有提供任何临近岛屿的情况，可能和Balmer Island Gazette完全不同

3、作者还忽略了其它因素：比如，考虑其它能够减少事故的因素是否比限制租车数量更好；此外，Torseau去年事故的减少是否是因为限制出租的结果

209,57,20

The following recommendation was made by the Human Resources Manager to the board of directors of the Fancy Toy Company.

"In the last three quarters of this year, under the leadership of our president, Pat Salvo, our profits have fallen considerably. Thus, we should ask for her resignation in return for a generous severance package. In Pat's place, we should appoint Rosa Winnings. Rosa is currently president of Starlight Jewelry, a company whose profits have increased dramatically over the past several years. Although we will have to pay Rosa twice the salary that Pat has been receiving, it will be well worth it because we can soon expect our profits to increase considerably."

在今年的过去三个季度里，在我们总裁Pat Salvo的领导下，利润显著下降。因此，我们应该给予她优厚的补偿并要求她辞职。我们应该任命Rosa

Winnings来代替她的职位。Rosa当前是Starlight

Jewelry的总裁，这家公司的利润在过去几年中显著增长。尽管我们要付给Rosa两倍于我们付给Pat的工资，但这将是值得的因为我们马上可以看到利润的显著增长。

9, 56, 21

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

"Fifteen years ago, Omega University implemented a new procedure that encouraged students to evaluate the teaching effectiveness of all their professors. Since that time, Omega professors have begun to assign higher grades in their classes, and overall student grade averages at Omega have risen by thirty percent. Potential employers apparently believe the grades at Omega are inflated; this would explain why Omega graduates have not been as successful at getting jobs as have graduates from nearby Alpha University. To enable its graduates to secure better jobs, Omega University should now terminate student evaluation of professors."

15年前，Omega大学实施了一项新措施，鼓励学生对所有教授的教学效果进行评价。从那以后，Omega的教授开始给予学生更高的分数，Omega的学生成绩总平均上升了30％。未来的雇主显然认为Omega的分数贬值了；这可以解释为什么Omega的毕业生找工作时没有邻近的Alpha大学毕业生成。为使Omega毕业生找到好工作，我们应立即停止学生对教授的评价。

1.没有信息说明30%的份数增长是评估教授效率的结果

2.没有信息说明是成绩缩水导致毕业生找不到好工作

3.其他因素：没有考虑是否有其他因素帮助提高Omega学生的就业率；没有说明让学生评价教授是否有好的一面

200,55,22

Statistics collected from dentists indicate that three times more men than women faint while visiting the dentist. This evidence suggests that men are more likely to be distressed about having dental work done than women are. Thus, dentists who advertise to attract patients should target the male consumer and emphasize both the effectiveness of their anesthetic techniques and the sensitivity of their staff to nervous or suffering patients.

从牙医那里获得的统计数据表明在看牙医时男性昏厥的次数是女性的三倍。这一证据说明男性在接受牙科治疗时比女性更容易感到痛楚。因此，那些做广告来吸引患者的牙医应该定位于男性顾客，并同时强调他们的麻醉技术和他们的职员对于紧张和痛苦患者的敏感度。

164,53,23

Claitown University needs both affordable housing for its students and a way to fund the building of such housing. The best solution to this problem is to commission a famous architect known for experimental and futuristic buildings. It is common knowledge that tourists are willing to pay money to tour some of the architect's buildings, so it can be expected that tourists will want to visit this new building. The income from the fees charged to tourists will soon cover the building costs. Furthermore, such a building will attract new students as well as donations from alumni. And even though such a building will be much larger than our current need for student housing, part of the building can be used as office space.

Claitown大学需要为学生提供负担得起的住房和建造这些住房的融资途径。对于这一问题的最好解决办法就是请一位知名建筑师来设计一幢试验性和未来式的建筑。众所周知游客愿意花钱参观这名建筑师的一些建筑，因此我们可以预测游客将想要参观这座新建筑。从游客那里收取的钱将很快收回建楼的成本。而且，这样一座建筑将会吸引校友的捐款和新学生。尽管这样的建筑将比我们当前学生住房所需的大很多，但它的一部分可以用作办公空间。

237,53,24

The following appeared as part of an article in a local Beauville newspaper.

"According to a government report, last year the city of Dillton reduced its corporate tax rate by 15 percent; at the same time, it began offering relocation grants and favorable rates on city utilities to any company that would relocate to Dillton. Within 18 months, two manufacturing companies moved to Dillton, where they employ a total of 300 people. Therefore, the fastest way for Beauville to stimulate economic development and hence reduce unemployment is to provide tax incentives and other financial inducements that encourage private companies to \*relocate here."

根据一项政府报告，去年Dillton市把它的营业税率降低了15％；同时，该市给予迁移至Dillton的公司一定的搬迁费和相应城市设施使用费的优惠。在18个月内，两家生产商搬迁到了Dillton，他们在那里一共雇佣了300名工人。因此，Beauville市刺激经济发展从而降低失业率最快的方法就是提供税率以及其他经济上的优惠来鼓励私有企业搬迁到本地。

25,51,25

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

"Two years ago, the town of Ocean View built a new municipal golf course and resort hotel. During the past two years, tourism in Ocean View has increased, new businesses have opened there, and Ocean View's tax revenues have risen by 30 percent. The best way to improve Hopewell's economy, and generate additional tax revenues, is to build a golf course and resort hotel similar to those in Ocean View."

两年前Ocean View建造了一个新的市立高尔夫球场和度假旅馆。过去两年中，Ocean View的旅客增加了，开设了很多新的商业，而且税收增加了30％。改Hopewell的经济，产生更多税收的最好途径就是建立一个和Ocean View类似的高尔夫球场和度假旅馆。

1.没有足够的证据表明在Hopewell修建地方性的高尔夫球场和度假胜地会和Ocean View一样收到更高的税收和促进经济

2.此外，作者提供详细的说明Ocean View的经济提高是因为修建了市高尔夫球场以及度假酒店的结果

3.作者还忽略了其他因素：作者没有提供Hopewell居民的信息，可能当地的风俗习惯排斥旅游；此外，作者没有考虑其他更好的提升经济的方法，可能有更好的方式，比如厂办企业等来提高当地经济

150,50,26

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

"The decline in the numbers of amphibians worldwide clearly indicates the global pollution of water and air. Two studies of amphibians in Yosemite National Park in California confirm my conclusion. In 1915 there were seven species of amphibians in the park, and there were abundant numbers of each species. However, in 1992 there were only four species of amphibians observed in the park, and the numbers of each species were drastically reduced. The decline in Yosemite has been blamed on the introduction of trout into the park's waters, which began in 1920 (trout are known to eat amphibian eggs). But the introduction of trout cannot be the real reason for the Yosemite decline because it does not explain the worldwide decline."

全球两栖动物数量的下降清楚地说明全球空气和水质的污染。在加州Yosemite国家公园对于两栖动物所进行的两次研究证实了我的结论。1915年公园中有7中两栖动物，每种的数量都很丰富。然而到了1992年在公园中只观察到4种两栖动物，并且每种动物的数量都显著下降。Yosemite公园两栖动物数量的下降曾被归因于始于1920年的在公园水域引入鲑鱼的行为（我们知道鲑鱼捕食两栖动物的卵）。但鲑鱼的引入不会是Yosemite两栖动物数量下降的真正原因应为它并不能解释全球范围的数量下降。

233,50,27

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

"The surface of a section of Route 101, paved two years ago by McAdam Road Builders, is now badly cracked and marred by dangerous potholes. In another part of the state, a section of Route 66, paved by Appian Roadways more than four years ago, is still in good condition. Appian Roadways has recently purchased state-of-the-art paving machinery, and it has hired a new quality-control manager. Because of its superior work and commitment to quality, we should contract with Appian Roadways rather than McAdam Road Builders to construct the access roads for all our new shopping malls."

两年前由McAdam筑路公司修筑的101公路的一段，表面现已严重开裂，并存在危险的坑洼。在同一州的另一个地区，四年多以前由Appian筑路公司修筑的66公路的一段现在依然状况良好。Appian公司最近购买了最先进的筑路机械，并雇佣了一名新的质量监控经理。由于Appian公司更优秀的工作和质量保证，我们应该和他们而不是McAdam公司签订合同修筑我们新的商业街前面的通道。

140,49,28

The following appeared in a report of the Committee on Faculty Promotions and Salaries at Elm City University.

"During her seventeen years as a professor of botany, Professor Thomas has proved herself to be well worth her annual salary of $50,000. Her classes are among the largest at the university, demonstrating her popularity among students. Moreover, the money she has brought to the university in research grants has exceeded her salary in each of the last two years. Therefore, in consideration of Professor Thomas' demonstrated teaching and research abilities, we recommend that she receive a $10,000 raise and a promotion to Department Chairperson; without such a raise and promotion, we fear that Professor Thomas will leave Elm City University for another college."

在Thomas教授作为植物学教授的17年里，她证明了自己确实是值50000元年薪的。她的班级是本校最大的班级之一，这说明她在学生中间的受欢迎度。而且，她给学校带来的研究捐助在过去两年中都超过了她的年薪。因此，鉴于Thomas教授已被证实的教学和研究能力，我们建议将她的年薪增加10000元，并提升为系主任；如果没有这些加薪和提升，我们担心Thomas教授将会离开Elm City大学到别的学校就职。

241,49,29

The following appeared in a memo at the XYZ company.

"When XYZ lays off employees, it pays Delany Personnel Firm to offer those employees assistance in creating resumès 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."

当XYZ裁员的时候，它雇佣了Delany人事公司在这些下岗员工有需要的时候为他们在写简历和提高面试技巧方面提供帮助。下岗员工从Delany的服务中极大受益：去年获得了Delany帮助的员工找工作比没有找Delany的员工快的多。最近，有提案提出用收费较少的Walsh人事公司代替Delany。这将是一个错误，因为在8年前，XYZ使用的就是Walsh，我们当时裁减的员工只有一半在一年之内找到了工作。而且，Delany显然更好，理由是它的员工更多，分支机构也更多。不论如何，去年Delany的客户平均用六个月找到工作，而Walsh的客户平均用了9个月。

10,48,30

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

"The department of agriculture in Batavia reports that the number of dairy farms throughout the country is now 25 percent greater than it was 10 years ago. During this same time period, however, the price of milk at the local Excello Food Market has increased from $1.50 to over $3.00 per gallon. To prevent farmers from continuing to receive excessive profits on an apparently increased supply of milk, the Batavia government should begin to regulate retail milk prices. Such regulation is necessary to ensure both lower prices and an adequate supply of milk for consumers."

Batavia的农业部门报告说全国奶牛农庄的数量比10年前增加了25％。然而就在同一时期，当地Excello Food Market牛奶的价格从每加仑$1.5上涨到了$3.0。为防止农场主在牛奶供应量明显增加的情况下获取过多的利润，Batavia的政府应限制牛奶的零售价。这种限价对于保证更低的牛奶价格和充足的供应是必需的。

1.没有信息表明牛奶受到了很高的利润，可能是别的原因导致牛奶价格升高，成本等

2.没有信息说明牛奶在过去十年的时间里产量增加了，可能是农场增加，但规模小了

3.其他因素：没有信息表明这样的限制和规定能够提供低价供应量充足的牛奶；此外，没有考虑到牛奶农场之间的竞争会导致牛奶价格的降低，以及是否有更好的办法

147,48,31

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 10 to 25 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."

尽管Whirlwind游戏公司的游戏销量在过去两年中下降了，最近一次对于电子游戏玩家的调查显示这种销售趋势可能会逆转。该调查询问游戏玩家对于一个游戏来说他们所认为的最重要特征是什么。根据调查结果，玩家倾向于那些需要最先进的电脑的，具有活灵活现图象的游戏。Whirlwind刚刚面向10－25岁的人群开展了大力的广告活动来推广若干此类游戏，10－25岁是最喜欢玩游戏的年龄层。这说明Whirlwind公司的游戏销量将会在未来几个孕猛增。

165,48,32

The following appeared in a business magazine.

"As a result of numerous consumer complaints of dizziness and nausea, Promofoods requested that eight million cans of tuna be returned for testing last year. Promofoods concluded that the cans did not, after all, contain chemicals that posed a health risk. This conclusion is based on the fact that the chemists from Promofoods tested samples of the recalled cans and found that, of the eight 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 that the three remaining suspected chemicals are naturally found in all other kinds of canned foods."

去年由于有大量消费者投诉说产生了眩晕和恶心，Promofoods要求800万罐金枪鱼回收检测。Promofoods下结论说这些罐头根本不含任何有健康危害的化学物质。这一结论基于这样的事实，即Promofoods的化学家测试了回收的罐头样本，并发现8种最常见的导致眩晕和恶心症状的化学物质中，有五种都没有在任何被测试的罐头中被发现。化学家确实发现剩下三种受怀疑的化学物质在所有其他罐头食品中都存在。

65,47,33

The following appeared in a memo from the president 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, the five best-selling cheeses at our newest store were all 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."

很多年来我们的所有连锁店都储备了很多种类的国产奶酪和进口奶酪。然而去年，我们的最新店里五种销量最高的奶酪都是威斯康星出产的cheddar奶酪。而且，最近一次由Cheese of the World杂志所举行的调查显示，其订阅者对于国产奶酪的倾向性越来越高。由于我们公司可以通过限制库存来减少开支，在我们所有连锁店增加盈利的最好方式就是停止贮备很多进口奶酪而主要集中于国产奶酪。

158,47,34

The Trash-Site Safety Council has recently conducted a statewide study of possible harmful effects of garbage sites on the health of people living near the sites. A total of five sites and 300 people were examined. The study revealed, on average, only a small statistical correlation between the proximity of homes to garbage sites and the incidence of unexplained rashes among people living in these homes. Furthermore, although it is true that people living near the largest trash sites had a slightly higher incidence of the rashes, there was otherwise no correlation between the size of the garbage sites and people's health. Therefore, the council is pleased to announce that the current system of garbage sites does not pose a significant health hazard. We see no need to restrict the size of such sites in our state or to place any restrictions on the number of homes built near the sites.

垃圾场安全委员会最近对于垃圾场对住在附近的居健康的可能危害进行了一次调查。调查一共检测了5个垃圾场和300位居。研究发现平均而言，在垃圾场附近居住和这些居中一种未查明原因的皮炎之间只有很小的相关性。而且，尽管住在最大的垃圾场附近的居患皮炎的比例确实要高一些，但是垃圾场的规模和人们的健康之间是没有关联的。因此，委员会很高兴宣布现有的垃圾场系统不会对健康产生严重的健康危害。我们认为没有必要限制本州这类垃圾场的规模，或对于在垃圾场周围建造的住宅的数量加以任何限制。

207,47,35

It is known that in recent years, industrial pollution has caused the Earth's ozone layer to thin, allowing an increase in the amount of ultraviolet radiation that reaches the Earth's surface. At the same time, scientists have discovered, the population of a species of salamander that lays its eggs in mountain lakes has declined. Since ultraviolet radiation is known to be damaging to delicate tissues and since salamander eggs have no protective shells, it must be the case that the increase in ultraviolet radiation has damaged many salamander eggs and prevented them from hatching. This process will no doubt cause population declines in other species, just as it has in the salamander species.

我们知道近年来工业污染导致地球臭氧层变薄，使到达地球表面的紫外线辐射增加。同时，学者发现在山区湖泊产卵的某种蜥蜴的数量下降了。由于紫外线辐射能够破坏脆弱的组织并且蜥蜴的卵没有保护壳，因此一定是紫外线辐射的增加破坏了很多蜥蜴的卵并阻止它们孵化。这一过程无疑也会导致其他物种数量的下降，就像发生在这种蜥蜴身上的一样。

127,46,36

The vice president for human resources at Climpson Industries sent the following recommendation to the company's president.

"In an effort to improve our employees' productivity, we should implement electronic monitoring of employees' Internet use from their workstations. Employees who use the Internet 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."

为提高我们的员工的生产效率，我们应该在员工的终端上加装电子监控来监视员工对互联网的使用。如果我们要减少用于私人以及娱乐活动，比如购物或玩游戏的工作时间，在终端上使用互联网的员工必须要被确认并且受到惩罚。通过在公司电脑上安装检测员工使用互联网的软件，我们可以防止员工浪费时间，并培养Climpson更好的工作氛围，以及提高我们的整体利润。

38,43,37

The following memo appeared in the newsletter of the West Meria Public Health Council.

"An innovative treatment has come to our attention that promises to significantly reduce absenteeism in our schools and workplaces. A study reports that in nearby East Meria, where fish consumption is very high, people visit the doctor only once or twice per year for the treatment of colds. Clearly, eating a substantial amount of fish can prevent colds. Since colds are the reason most frequently given 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."

我们注意到一种保证可以显著减少学校和工作岗位的缺席的革新疗法。一项研究报告说在附近的East

Meria，鱼的消费量很高，那里的人们每年因为治感冒而去看医生的次数只有一或两次。显然，吃较大量的鱼可以预防感冒。由于感冒是学校和单位缺席的最常见原因，我们建议每天服用Ichthaid，一种从鱼油中提炼的营养物质，作为预防感冒和减少缺席率的有效措施。

1.作者没有提供充足的证据证明吃鱼能故防治感冒，可能East Meria人体好，或者有什么好习惯

2.作者也没有提供充足的证据证明感冒导致了大多数的缺席：有的人可能是装病；或者误以为感冒

3.其他因素：即便是吃鱼能够防治感冒，也没有证据证明吃从鱼油中提炼出来的Ichthaid也能够防治感冒；此外，Ichthaid是否有其他不好的作用，没有说明

56,43,38

Collectors prize the ancient life-size clay statues of human figures made on Kali Island but have long wondered how the Kalinese artists were able to depict bodies with such realistic precision. Since archeologists 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 only be used for life-size sculptures. It also explains why few ancient Kalinese sculpting tools have been found. In light of this development, collectors should expect the life-size sculptures to decrease in value and the miniatures to increase in value.

收藏家很欣赏Kali岛出产的古代等身泥土雕像，但长期以来不清楚Kali的艺术家如何能够以如此高的精确度刻画人体。由于考古学家最近在Kali发现了人类头部和手的模具，我们现在可以得出结论：古代Kali艺术家使用真人的模子，而不是雕刻工具和技艺来塑造这些雕像。这一发现解释了为什么Kali的缩微雕像是抽象的而且风格迥异：模子只能被用于等身雕像。它同样也解释了为什么很少发现Kali的雕刻工具。由于有了这一研究进展，收藏家应预见到等身雕像的贬值以及缩微雕像的升值。

1.发现Kali的头和手的磨具，不足以排除kali人不用雕刻工具来制作statue

2.发现头和手的磨具不能说明Kali人只在等身大小的雕塑身上使用磨具，更不能解释小雕塑抽象和形态各异的特点

3.其他因素：作者没有考虑其他可能导致小雕塑贬值的因素，可能小雕塑多，大的少；或者大的更有意义，使君主的雕像，小的什么都不是

57,43,39

The following appeared in a newsletter on nutrition and health.

"Although the multimineral Zorba pill was designed as a simple dietary supplement, a study of first-time ulcer patients who took Zorba suggests that Zorba actually helps prevent ulcers. The study showed that only 25 percent of those ulcer patients who took Zorba under a doctor's direction developed new ulcers, compared to a 75 percent recurrence rate among ulcer patients who did not take Zorba. Clearly, then, Zorba will be highly effective in preventing recurrent ulcers and if health experts inform the general public of this fact, many first-time ulcers can be prevented as well."

尽管含多种矿物质的Zorba药片被设计成用作单纯的营养补充药，对于使用了Zorba的溃疡初患者的研究发现Zorba可以帮助预防溃疡。研究表明在医生的指导下服用Zorba的患者中只有25%得了新的溃疡，相比之下，那些没有服用Zorba的溃疡患者的复发率为75％。显然，Zorba在预防溃疡复发方面有很积极的效果，如果健康专家把这一事实公诸于众，很多初次发生的溃疡也同样可以得到预防。

1.没有说明是服用了Zorba导致了复发ulcer的减少，可能有别的原因，可能是服从了医生的指导的结果

2.没有信息表明初次得ulcer的病人也会有这样的效果

3.其他因素：没有提供study的相似信息，病人的信息；没有说明Zorba是否有副作用

226,43,40

The following appeared as part of a memo from the manager of an automobile manufacturing company.

"Because the demand for our automobiles is expected to increase dramatically, we need to open a new manufacturing plant as soon as possible in order to continue to thrive. Our marketing projections indicate that 80 million people will want to buy our automobiles, yet our existing plant can only produce 40 million automobiles. The new plant can be opened on a part-time basis, with workers from our existing site rotating responsibilities, until an operational staff can be trained. A

major airplane manufacturer was extremely successful using this part-time rotating strategy when it opened its new plant five years ago."

由于对我们生产的汽车的需求预计将有飞速增长，我们需要尽快开设一处新的制造工厂以保持繁荣。我们的市场计划指出有8千万人将要买我们的车，而我们现有的工厂只能生产4千万辆。新的工厂可以部分时间运转，让我们现有工厂的职工班工作，直到新的员工被培训出来。一家大型飞机制造公司在五年前开设了新工厂的时候使用了这种非全日班策略，取得了极大的成功。

97,42,41

The following appeared in a memo from the manager of television station KICK.

"A nationwide survey reveals that a sizeable majority of men would like to see additional sports programs on television. After television station WACK increased its sports broadcasts, its share of the television audience in its viewing area almost doubled. To gain a larger audience share in our area, and thus increase company profits, KICK should also revise its broadcast schedule to include more sports coverage."

一项全国性调查发现，大多数的男性希望在电视上看到更多的体育节目。在WACK电视台增加了体育节目后，在其收视范围内的收视率几乎增加了一倍。为在本地区获得更高收视率，并从而增加公司利润，KICK也应该修改其播出计划来播放更多的体育节目。

179,41,42

The following is a memorandum written by the director of personnel to the president of the Cedar Corporation.

"It would be a mistake to rehire the Good-Taste Company to supply the food in our employee cafeteria next year. It is the second most expensive caterer in the city. In addition, its prices have risen in each of the last three years, and it refuses to provide meals for people on special diets. Just last month three employees complained to me that they no longer eat in the cafeteria because they find the experience 'unbearable.' Our company should instead hire Discount Foods. Discount is a family-owned local company and it offers a varied menu of fish and poultry. I recently tasted a sample lunch at one of the many companies that Discount serves and it was delicious-an indication that hiring Discount will lead to improved employee satisfaction."

继续雇佣Good-Taste公司在明年为我们员工餐厅提供饮食将是一个错误。它是本市价格第二贵的餐饮服务商。而且，其价格在过去三年中持续上涨，并且它拒绝为那些有特殊饮食要求的人提供服务。上个月有三名员工向我投诉说他们再也不会在员工餐厅用餐了，因为他们发现那种经历"无法受"。我们公司应该雇佣Discount

Foods。Discount是一个本地的家族企业，它提供鱼类和禽类的多种菜单。我最近在由Discount提供服务的公司之一品尝了一份样品，味道很好，这说明雇佣Discount将会带来更高的员工满意度。

152,40,43

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 reduce the number of people using the beaches and 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 the areas along the shore will be more attractive as a result, the beaches will be preserved and the area's tourist industry will improve over the long term."

Tria岛海岸沙滩的侵蚀对于我们岛和我们的旅游业是个严重的威胁。为阻止侵蚀，我们应该对使用海滩的人收费。尽管这一解决方案会在短期内触怒少量游客，它将会减少使用海滩的人数并增加补充沙子的资金。象临近的Batia岛一样补充沙子将会有助于对我们沿岸建筑的保护，从而减少这些房屋在大风暴中受损的危险。并且由于这会导致沿岸地区更具吸引力，海滩将会受到保护，本地区的旅游业将会在长远得到发展。

160,40,44

As people grow older, an enzyme known as PEP increasingly breaks down the neuropeptide chemicals involved in learning and memory. But now, researchers have found compounds that prevent PEP from breaking neuropeptides apart. In tests, these compounds almost completely restored lost memory in rats. The use of these compounds should be extended to students who have poor memory and difficulty in concentrating-and therefore serious problems in school performance. Science finally has a solution for problems neither parents nor teachers could solve.

随着人们的衰老，一种已知叫做PEP的酶不断地分解与学习和记忆有关的神经化学物质。但现在研究人员已经发现了一些阻止PEP分解神经化学键的化合物。在试验中，这些化合物几乎完全恢复了老鼠失去的记忆。这些化合物的使用可以扩展到那些记忆力较差和因注意力不能集中而在学习中存在严重问题的学生。科学最终能够解决家长和教师都无法解决的问题。

195,40,45

The following is a letter from an editor at Liber Publishing Company to the company's president.

"In recent years, Liber has unfortunately moved away from its original mission: to publish the works of regional small-town authors instead of those of big-city authors. Just last year, 90 percent of the novels we published were written by authors who maintain a residence in a big city. Although this change must have been intended to increase profits, it has obviously backfired, because Liber is now in serious financial trouble. The only way to address this problem is to return to our original mission. If we return to publishing only the works of regional small-town authors, our financial troubles will soon be resolved."

近年来，Liber很不幸地偏离了其原始使命：出版地区性小城镇作家的作品而不是那些大城市作家的作品。就在去年，我们出版的小说中有90％都是由那些在大城市拥有一处住所的作家写的。尽管这一改变的目的一定是为了增加利润，但它显然事与愿违，因为Liber现在正处于严重的财政问题之中。解决这一问题的唯一途径就是回到我们的原始使命。如果我们回复到只出版地区性小城镇作家的作品，我们的财政问题将很快得到解决。

167,39,46

A folk remedy\* for insomnia, the scent in 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. During the first week, volunteers continued to take their usual sleeping medication. They slept soundly but wakened feeling tired. During the second week, the volunteers discontinued their medication. As a result, 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. This shows that over a short period of time lavender cures insomnia. A folk remedy is usually a plant-based form of treatment common to traditional forms of medicine, ones that developed before the advent of modern medical services and technology.

一种治疗失眠的偏方--薰衣草花香，现在被证明是有效的。在一次最近的调查中，30名患有慢性失眠的志愿者在三周之内每晚都在一个受监视的控制室内睡在带薰衣草花香的枕头上。在第一周，志愿者继续服用他们常用的安眠药。他们睡得很沉但醒来时很累。在第二周，他们不服用药物。结果与前一周相比他们睡得不那么沉并且感觉更累。在第三周，他们睡得比前两周时间长而且更深。这表明薰衣草在短时间内治愈了失眠。

\*偏方通常是一种在传统医药中常见的植物治疗形式，这些传统医药是在现代医药服务和科技出现之前发展起来的。

194,39,47

A recent study suggests that people who are left-handed are more likely to succeed in business than are right-handed people. Researchers studied photographs of 1,000 prominent business executives and found that 21 percent of these executives wrote with their left hand. So the percentage of prominent business executives who are left-handed (21 percent) is almost twice the percentage of people in the general population who are left-handed (11 percent). Thus, people who are left-handed would be well advised to pursue a career in business, whereas people who are right-handed would be well advised to imitate the business practices exhibited by left-handers.

最近一项研究发现左撇子比右撇子更可能在商业活动中取得成。研究者研究了1000名著名商业经理并发现这些经理有21％的人用左手写字。因而左撇子的著名商业经理的比例（21％）几乎是总体人群中左撇子比例（11％）的两倍。因此，左撇子应该被建议寻求商业方面的职业，而右撇子应该被建议模仿左撇子的商业行为。

11,38,48

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

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

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

1.没有说明，人口等其他因素是否会导致垃圾数量的增多，可能offset the decease of垃圾，由于循环和回收的增多导致的

2.没有说明会因为垃圾收集费用的提高导致循环数量的增加，更愿意花钱

3.其他因素：调查的详细信息没有说明，比一定所有的人都会那样做；其外，没有证据说明垃圾总量的信息，可能现在的总数比过去多很多，而循环在回收的数量翻倍不能说明总量的情况

26,37,49

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

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

过去五年中，Charles Schade担任了Steel City高中的音乐教学主任，在那期间学校乐队在三次地区乐队比赛中获胜。而且，Steel City高中的音乐排练设备和乐器在过去五年中明显得到改。由于Steel City高中所获得的这些成，Saluda学校委员会应该雇佣Mr.Schade来为整个Saluda学校系统规划和指导总体音乐教育计划。

1.首先，作者不能提供足够的证据证明3次赢得地方性的乐团比赛是Mr. Charles Schade的功劳

2.也没有足够的证据表明是Mr. Charles Schade帮助改善的音乐排练设备和乐器

3.作者还忽略了其他因素：首先，即便上述功劳都是Mr. Charles Schade的结果，他是否会在Saluda学校也能取得这样的成果；聘请Mr. Charles Schade的费用会不会很高

36,36,50

The following appeared in an article written by Dr. Karp, an anthropologist.

"Twenty years ago Dr. Field, a noted anthropologist, visited the island of Tertia and concluded from his observations that children in Tertia were reared by an entire village rather than by their own biological parents. However, my recent interviews with children living in the group of islands that includes Tertia show that these children spend much more time talking about their biological parents than about other adults in the village. This research proves that Dr. Field's conclusion about Tertian village culture is false, and thus that the observation-centered approach to studying cultures is invalid. Because they are using the interview-centered method, my team of graduate students working in Tertia will establish a much more accurate understanding of child-rearing traditions there and in other island cultures."

20年前著名人类学家Field博士访问了Tertia岛，并从他的观察得出结论：Tertia的儿童是由整个村庄的人抚养长大的而不是由他们的双亲。然而，我最近对包含Tertia的一组岛屿上生活的儿童的采访显示，这些儿童的谈话中谈到他们双亲的时间要远多于谈到村庄中其他成年人的时间。这个研究证实了Field博士关于Tertia村庄文化的结论是错误的，因而这种以观察为中心的研究文化的方法是无效的。由于我在Tertia工作的研究生们所用的是以采访为中心的方式，他们将对那里以及其他岛屿文化的儿童抚养传统建立精确的多的了解。

1.作者没有提供足够的证据说明Tertia的结论是错误的

2.作者也没有提供足够的信息说明以观察为主的方法是错误的

3.其他因素：没有提供详细的比较观察为主和访问为主的两种方法之间的异同，不能说明他的结论更精确

6, 35, 51

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

"A jazz music club in Monroe would be a tremendously profitable enterprise. Currently, the nearest jazz club is 65 miles away; thus, our proposed club, the C Note, would have the local market all to itself. Plus, jazz is extremely popular in Monroe: over 100,000 people attended Monroe's jazz festival last summer, several well-known jazz musicians live in Monroe, and the highest-rated radio program in Monroe is 'Jazz Nightly,' which airs every weeknight. Finally, a nationwide study indicates that the typical jazz fan spends close to $1,000 per year on jazz entertainment. It is clear that the C Note cannot help but make money."

在Monroe建立爵士乐俱乐部将会是非常盈利的产业。当前，最近的爵士俱乐部也在65英里以外；因此，我们筹建的俱乐部C

Note将会占有全部的本地市场。而且，爵士乐在Monroe非常流行：去年夏天10万多人参加了Monroe的爵士音乐节，若干知名爵士音乐家居住在Monroe，Monroe获评价最高的广播节目是平时每天播出的Jazz Nightly。最后，一项全国性研究表明典型的爵士爱好者每年花费近1000元用于爵士娱乐。显然C Note将会。

1.去年夏天的爵士节的详细信息没有提供，可能100,000都是外地来的人

2.全国性的调查不一定适用于Monroe，可能根本就不会花那么多

3.其他因素：收听'Jazz Nightly,'的人多不意味着他们愿意花钱去买唱片purchase the Compact Disc；此外，不一定C Note能够赢得全部的本地市场

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

First of all, if the demand for a live jazz club in Monroe were as great as the applicant claims, it seems that Monroe would already have one or more such clubs. The fact that the closest jazz club is 65 miles away suggests a lack of interest among Monroe residents in a local jazz club. Since the applicant has not adequately responded to this concern, his claim that the proposed club would be profitable is untenable.

The popularity of Monroe’s annual jazz festival and of its nightly jazz radio show might appear to lend support to the applicant’s claim. However, it is entirely possible that the vast majority of festival attendees are out-of-town visitors. Moreover, the author provides no evidence that radio listeners would be interested in going out to hear live jazz. For that matter, the radio program might actually pose competition for the C Note club, especially considering that the program airs during the evening.

Nor does the mere fact that several well-known jazz musicians live in Monroe lend significant support to the applicant’s claim. It is entirely possible that these musicians perform elsewhere, perhaps at the club 65 miles away. This would go a long way toward explaining why Monroe does not currently have a jazz club, and it would weaken the applicant’s assertion that C Note would be profitable.

Finally, the nationwide study showing that the average jazz fan spends 1000 dollars each year on jazz entertainment would lend support to the applicant’s claim only if Monroe residents typify jazz fans nationwide. However, the applicant provides no credible evidence that this is the case.

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

101, 35, 52

The following appeared in a memo from the president of a company that makes breakfast cereals.

"In a recent study, subjects who ate soybeans at least five times per week had significantly lower cholesterol levels than subjects who ate no soy products. By fortifying our Wheat-O cereal with soy protein, we can increase sales by appealing to additional consumers who are concerned about their health. This new version of Wheat-O should increase company profits and, at the same time, improve the health of our customers."

在最近的一次调查中，那些每周至少吃五次大豆的调查对象的胆固醇值比不吃大豆制品的人低很多。通过在我们的Wheat-O麦片中添加大豆蛋白，我们可以通过吸引更多的关注自身健康的消费者来增加销量。这种新的Wheat-O应该能够增加公司的利润，并且同时促进我们消费者的健康。

178,35,53

The following appeared in the annual report from the president of the National Brush Company.

"In order to save money, we at the National Brush Company have decided to pay our employees for each brush they produce instead of for the time they spend producing brushes. We believe that this policy will lead to the production of more and better brushes, will allow us to reduce our staff size, and will enable the company factories to operate for fewer hours-resulting in savings on electricity and security costs. These changes will ensure that the best workers keep their jobs and that the company will earn a profit in the coming year."

为节省开支，我们National Brush公司决定不再按员工生产刷子的工时支付工资，而是按他们生产刷子的数量来支付。我们相信这一政策将会导致刷子产量和质量的提高，将会减少我们的员工数量，并将会使工厂能够减少运营时间从而导致电费和保安费用的节省。这些改革将保证那些最好的工人留在这里工作，公司将会在来年有更多的盈利。

232,35,54

The following appeared in a memo from the sales manager of Eco-Power, a company that manufactures tools and home appliances.

"Many popular radio and television commercials use memorable tunes and song lyrics to call attention to the products being advertised. Indeed, a recent study of high school students showed that 85 percent could easily recognize the tunes used to advertise leading soft drinks and fast-food restaurants. Despite our company's extensive advertising in magazines during the past year, sales of our home appliances declined. Therefore, to boost company profits, we should now switch to advertisements featuring a distinctive song."

很多受欢迎的广播和电视广告都使用易于记忆的音乐和歌曲来吸引人们对于广告商品的注意。确实，最近一次对于高中学生的研究发现85％的人能够轻易地识别畅销软饮料和快餐厅广告所用的音乐。尽管我们公司去年在杂志上做了大量广告，我们家居用品的销量还是下降了。因此，为增加公司利润，我们现在应该改为使用独特歌曲的广告。

180,34,55

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 five-hundred-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 costs only $500 per employee-a small price to pay when you consider the benefits to Acme. Included in this fee is a three-week seminar in Spruce City and a lifelong subscription to the Easy Read newsletter. Clearly, Acme would benefit greatly by requiring all of our employees to take the Easy Read course."

很多其他公司最近指出他们的员工参加了Easy Read的速读课程之后生产效率显著提高。这个课程的一名毕业生能够在两个小时之内读完长达500页的报告，另一名毕业生在一年内从助理经理上升到了副总裁。显然，你的阅读速度越快，在一天之内所能吸收的信息就越多。而且，Easy Read的学费只有每人500元，当考虑到它给Acme带来的效益的时候这就是个小数目。这个费用包括在Spruce City举行的为期三周的研讨会和Easy Read新闻刊物的终生赠阅。显然，Acme通过要求所有员工参加Easy Read的课程将会极大地受益。

185,34,56

The following appeared in a letter from the owner of the Sunnyside Towers apartment building to its manager.

"One month ago, all the showerheads on the first five floors of Sunnyside Towers were modified to restrict the water flow to approximately 1/3 of its original force. Although actual readings of water usage before and after the adjustment are not yet available, the change will obviously result in a considerable savings for Sunnyside Corporation, since the corporation must pay for water each month. Except for a few complaints about low water pressure, no problems with showers have been reported since the adjustment. Clearly, restricting water flow throughout all the 20 floors of Sunnyside Towers will increase our profits further."

一个援前，Sunnyside塔楼最低的五层的所有淋浴喷头被调节成水压只有以前的大约三分之一。尽管在调节之后用水量的确切读数还没有出来，但这种变革显然将为Sunnyside公司节省大量的花费，因为公司必须每月为所用的水付费。除了关于低水压的几起投诉，在调节之后没有发生关于淋浴喷头的问题的报告。显然，在Sunnyside塔楼所有的20层都限制水压将会增加我们未来的利润。

192,34,57

The following is a letter to the editor of the Roseville Gazette.

"Despite opposition from some residents of West Roseville, the arguments in favor of merging the townships of Roseville and West Roseville are overwhelming. First, residents in both townships are confused about which authority to contact when they need a service; for example, the police department in Roseville receives many calls from residents of West Roseville. This sort of confusion would be eliminated with the merger. Second, the savings in administrative costs would be enormous, since services would no longer be duplicated: we would have only one fire chief, one tax department, one mayor, and so on. And no jobs in city government would be lost-employees could simply be reassigned. Most importantly, the merger will undoubtedly attract business investments as it did when the townships of Hamden and North Hamden merged ten years ago."

尽管West Roseville的一些居持反对意见，支持合并Roseville和West Roseville的呼声还是占了上风。首先，两地区的居经常搞不清在需要服务的时候应该和哪个政府联系；举例来说，Roseville的警署接到过很多West Roseville居的电话。这种混乱可以通过合并来消除。其次，管理开支将会得到很大节省，因为服务不再重复：我们将只有一个消防局，一个税务局，一个市长，以及其他等等。市政府的工作岗位并不会减少，雇员可以被重新委任。最重要的是，合并无疑会吸引更多的商务投资，就像Hamden和North Hamden在十年前合并时所发生的那样。

235,34,58

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, the number of older people in our listening area has increased dramatically, while the total number of our listeners has recently declined. Also, music stores in our area report decreased sales of recorded music. Finally, continuous news stations in neighboring cities have been very successful, and a survey taken just before the recent election shows that local citizens are interested in becoming better informed about politics."

若干因素表明KNOW电台应该把它的节目从摇滚乐转成连续的新闻节目。举例来说，我们覆盖范围内的老年人数量显著增加，而总的听众数量最近减少了。而且，我们地区音像店中录制音乐的销量下降。最后，邻近城市的连续新闻节目非常成，最近大选前组织的一次调查显示，本地居对于及时的政治报导很感兴趣。

39,33,59

The following appeared in a memorandum from the president of Humana College.

"Last year the number of students who enrolled in long-distance degree programs at Omni University increased by 50%. 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 long-distance programs takes place via interactive video computer connections. In contrast, over the past three years, enrollment at Humana College has diminished and costs of maintaining buildings have risen. Thus, to increase enrollment and solve the problem of budget deficits at Humana College, we should initiate and actively promote long-distance degree programs like those at Omni."

去年报名参加Omni大学远程教学系统的学生人数上升了50％。同年，Omni用于宿舍和教室的开支比前一年显著下降，很可能是因为远程教学通过互动电脑录像授课。比较而言，在过去三年中，Humana学院的报名人数下降了，而且用于房屋维护的费用上升。因此，为增加报名数量并解决Humana学院财政赤字问题，我们也应该开展并积极推广与Omni一样的远程教学系统。

1.没有证据表明Omni大学的宿舍维护费用减少是因为网络授课的缘故

2.没于信息表明Humana大学和Omni是相类似的

3.其他因素：作者没有考虑是什么原因导致Humana大学维护建筑的费用上升；此外，也没有考虑是否有更好的办法吸引学生报考

119,33,60

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

"Traffic problems here in Waymarsh are obviously reaching record levels. While just three months ago it would take me 15 minutes to get to work, it now takes closer to 25. Waymarsh should follow the example of our neighboring city Gearsville. Last year, Gearsville implemented a policy that rewards people who share rides to work with coupons for free gas. Pollution levels in Gearsville have dropped since the policy was implemented, and several friends who live in Gearsville tell me that their trip to work is quicker than it used to be. With the terrible traffic and high pollution in Waymarsh, we must implement a policy similar to Gearsville's."

Waymarsh的交通问题显然正在接近纪录。仅仅三个援前我上班路上需要15分钟，现在几乎需要25分钟。Waymarsh应该借鉴我们临近城市Gearsville的例子。去年，Gearsville实施了一项政策，奖励那些合伙搭车上下班的人以免费的汽油券。政策实施之后Gearsville的污染水平下降了，一些住在Gearsville的朋友告诉我他们上班比以前要快。鉴于Waymarsh严重的交通与污染问题，我们必须实施和Gearsville类似的政策。

46,32,61

Although black bears are common in the eastern Canadian province of Labrador, grizzly bears-often similar in color, but much larger-were believed to exist only in the western provinces. Despite a nineteenth-century explorer's account of having startled and narrowly escaped from a grizzly bear deep in the woods in Labrador, modern scientists find no physical evidence that grizzly bears have ever lived in Labrador. But recent research into the language and legends of the Innu, a people who have lived in Labrador for thousands of years, reveals that their language has words for two different kinds of bears, and their ancient legends attribute different characteristics to the two kinds of bears. Therefore, there probably were grizzly bears in Labrador, and the explorer's account probably accurately identified the bear.

尽管黑熊在加拿大东部的Labrador省份很常见，那种与黑熊颜色类似，但要大的多的灰熊被认为只存在于西部的省份。尽管存在一名19世纪的探险者在Labrador丛林深处遭遇一头灰熊并惊险地逃脱的记载，现代学者并没有发现灰熊曾在Labrador生活的证据。但最近对于已在Labrador生活了数千年的Innu人的语言和传说的研究发现，他们的语言中对于两种不同的熊有不同的词汇，他们的古老传说中确认了两种熊的特征。因此，Labrador可能曾有过灰熊，探险者的记载有可能精确地记叙了熊的存在。

1.语言和传说不能够提供足够的信息说明那里确实同时存在有grizzly bears和黑熊

2.作者没有提供信息说明Innu的其他信息：他们可能从远处移民过来

3.其他因素：这项研究的信息没有提供，可能对Innu的语言理解有误；以及探险者的详细记载，可能那一只并不是grizzly熊

202,32,62

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.

大约7000年前人类到达了Kaliko岛，在3000年内曾经生活在Kaliko岛的树林中的大型哺乳动物绝大多数已经灭绝了。然而人类并不是导致这些物种灭绝的因素，因为没有证据表明人类与这些哺乳动物有很多接触。而且，考古学家发现一些有大量鱼骨被抛弃的场所，而他们并没有发现存在大型哺乳动物骨头的类似场所，因而人类并没有猎杀这些哺乳动物。因此，一定是一些气候上的变化或其他环境因素导致了这些物种的灭绝。

99,30,63

The following appeared in a memo from the economic minister of the small country Paucia.

"Using a newly developed variety of seed, farmers in our neighboring country Abundia produced 80 percent more rice last year than in any previous year. To increase the income of farmers in our own country, we should encourage them to cultivate this new variety of rice rather than some of their traditional crops. Such high yields of rice will also improve our country's balance of trade by enabling us to begin exporting it."

通过使用一种新研制的种子，我们临近国家Abundia的农在去年生产了比以往多80％的大米。为增加我们国家农的收入，我们应该鼓励他们培育这种新的大米品种，而不是那些他们的传统谷类作物。这种大米的高产量也将会使我国通过出口大米促进贸易平衡。

156,30,64

The following is taken from an advertisement placed in a weekly business magazine by the Dickens Academy.

"We distributed a survey to senior management at International Mega-Publishing, Inc. The result of the survey clearly indicates that many employees were well prepared in business knowledge and computer skills, but lacked interpersonal skills to interact gracefully with customers. International Mega-Publishing decided to improve customer satisfaction by sending their newly hired employees to our one-day seminars. Since taking advantage of our program, International Mega-Publishing has seen a sharp increase in sales, an indication that the number of their disgruntled customers has declined significantly. Your company should hire Dickens and let us turn every employee into an ambassador for your company."

我们对International Mega-Publishing, Inc的高层管理人员进行了一次调查。调查结果清楚地显示很多员工在商业知识和计算机技能方面准备充足，但是缺乏与客户得体沟通的人际交往能力。International Mega-Publishing决定通过让他们的新员工参加我们为期一天的研讨会来提高客户满意度。在参加了我们的课程之后，International Mega-Publishing的销量急剧上升，这表明不满意的顾客数量显著下降。你们公司应该聘用Dickens来让我们把每名员工变成你们公司的大使.

205,30,65

The following appeared in a recommendation from the president of Amburg's Chamber of Commerce.

"Last October the city of Belleville installed high intensity lighting in its central business district, and vandalism there declined almost immediately. The city of Amburg has recently begun police patrols on bicycles in its business district but the rate of vandalism there remains constant. Since high intensity lighting is apparently the most effective way to combat crime, we should install such lighting throughout Amburg. By reducing crime in this way, we can revitalize the declining neighborhoods in our city."

去年10月Belleville市在其中央商业区安装了高照度灯光，那里的破坏公物的行为几乎立即减少。Amburg市最近开始在其中央商业区安排警察骑自行车巡逻，但破坏公物的发生率并没有变化。由于高照度灯光显然是震慑犯罪的最有效途径，我们也应该在Amburg全市安装这种灯光。通过以这种方式减少犯罪，我们可以使本市重新繁荣起来。

1,29,66

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

"Previous experience has shown that our stores are most profitable in areas where residents are highly concerned with leading healthy lives. We should therefore build our next new store in Plainsville, which has many such residents. Plainsville merchants report that sales of running shoes and exercise clothing are at all-time highs. The local health club, which nearly closed five years ago due to lack of business, has more members than ever, and the weight training and aerobics classes are always full. We can even anticipate a new generation of customers: Plainsville's schoolchildren are required to participate in a 'fitness for life' program, which emphasizes the benefits of regular exercise at an early age."

以前的经验显示，我们的商店在那些居对健康生活高度关注的地区是盈利最多的。因此我们应该把下一家连锁店开设在Plainsville，那里有很多这样的居。Plainsville的商家报告说运动鞋和运动衣的销售处于历史高点。当地一家五年前因缺乏客源而濒临倒闭的康体俱乐部现在的会员比以往任何时候都多，减肥训练和体操班总是满员。我们还可以预见到新生代的顾客群：Plainsville的在校学生被要求参加一个叫做"终生健康"的项目，它强调从小开始经常锻炼的好处。

1.作者没有提供足够的证据表明Plainsville的居民喜爱运动，运动鞋和运动衣的销售好不能说明这个问题，此外，健康俱乐部也一样

2.作者同样没有表明Plainsville一定能够成为Nature's Way的用户，学校让学生运动，不意味着要学生买Nature's Way的产品

3.忽略了其他因素：是否有什么eating habit；当地的运动永平的竞争是否激烈

23,29,67

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

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

1.最近的海鲜食品的需求比去年上升30%并不意味着海鲜食物的市场变得很大

2.全国对于双收入家庭的调查并不意味着Bar City同样适用

3.作者同样忽略了其他因素：比如Bar City当地的餐厅数量很多而且对于海鲜食品的供应是否已经足够丰富；或者是否Bar City的居民的饮食习惯

111,29,68

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

"A recent study of Dura-Sock wearers 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. Dura-Sock has always advertised its use of the "Endure" process, but the new study shows that the average Dura-Sock customer actually purchases new Dura-Socks every three months. Furthermore, Dura-Sock customers surveyed in our largest market, northeastern United States cities, say that they most value Dura-Sock's stylish appearance and availability in many colors. These findings suggest that Dura-Sock can increase its profits by discontinuing its use of the "Endure" manufacturing process."

最近一次对于Dura-Sock使用者的调查表明我们公司用于其专利生产方式"Endure"上的钱是浪费的，这种方式使我们生产的袜子足以使用两年。Dura-Sock一直在做广告宣传它使用"Endure"方式，但这次新调查显示一般Dura-Sock的消费者每三个月就买一双Dura-Sock袜子。而且，在位于美国北部城市我们最大的商场回应调查的Dura-Sock消费者说他们最欣赏Dura-Sock时尚的外观和众多颜色的选择。这些事实说明Dura-Sock可以通过停止使用"Endure"生产方式来增加盈利。

157,29,69

The following is a letter to the editor of a local newspaper.

"As a local merchant, I wish to support the development of a ski resort in the state park north of our township. Along with many other merchants who favor the proposal by Ski the Slopes, Incorporated, I would, of course, experience a growth in my business. But I also know how much more prosperous, not to mention lively and interesting, our community would be if tourism increased. Since the main opposition comes from a few environmentalists\* who do not even live in this community, I see no reason to give in to their views. The First National Bank has finally researched the project and agreed to fund it. As a result, I see no reason to delay development of the resort." Environmentalists are people who advocate the preservation of the natural environment.

作为一个本地商人，我支持在我们城市北部的州立公园建造一个滑雪场。和其他很多支持Ski the Slopes, Incorporated的商人一样，我的生意显然也将会增长。但是我还知道如果旅游业增长了，我们社区将会多么繁荣，还不用说它带来的生机和乐趣。由于主要的反对意见来自一些甚至并不住在本社区的环境主义者\*，我认为没有理由向他们的观点屈服。First National Bank最终研究了这个方案并同意资助它。因此，我认为没有理由推迟滑雪场的建造。

\*环境主义者是倡导保护自然环境的人。

210,29，70

The following is a letter to the editor of a news magazine.

"Clearly, the successful use of robots on missions to explore outer space in the past 20 years demonstrates that robots could be increasingly used to perform factory work more effectively, efficiently, and profitably than human factory workers. The use of robots in factories would offer several advantages. First, robots never get sick, so absenteeism would be reduced. Second, robots do not make mistakes, so factories would increase their output. Finally, the use of robots would also improve the morale of factory workers, since factory work can be so boring that many workers would be glad to shift to more interesting kinds of tasks."

显然，过去20年中机器人在探索外层空间任务中的成使用证明，机器人可以比人类工作人员更有效、更有益地用于进行很多工作。工厂中机器人的使用将带来若干好处。首先，机器人从不生病，从而旷工将会减少。其次，机器人不会出错，因此工厂产量将会增加。最后，使用机器人同样也会提高工厂工人的精神状态，因为工厂工作有时如此枯燥以至于很多工人将会乐于转换到更有趣的任务。

218,29,71

The following appeared in a memorandum from the president of Hyper-Go Toy Company.

"Last year, sales of our Fierce Fighter toy airplane declined sharply, even though the toy had been a top seller for three years. Our customer surveys show that parents are now more worried about youthful violence and are concerned about better education for their children. Therefore, to maintain profits we should discontinue all our action toys and focus exclusively on a new line of educational toys. Several other toy companies have already begun marketing educational toys and report sales increases last year of 200 percent. And since the average family income is growing, sales of new Hyper-Go toys should also increase."

去年，我们Fierce Fighter玩具飞机的销量锐减，尽管该玩具连续三年都非常畅销。我们的消费者调查显示，家长对于青少年暴力越来越担忧，并且关注他们的孩子是否能得到更好的教育。因此，为继续盈利我们应该停止生产所有的动作玩具并专门生产一系列新的教育玩具。若镐他玩具公司已经开始推广教育玩具并且报告说去年的销量增长了200％。由于平均家庭收入正在上涨，新的Hyper-Go玩具销量也会上升。

176,28,72

The following is a memorandum from the sales director to the president of the Healthy-and-Good food company.

"A recent study indicates that Venadial, a new margarine currently produced only in the country of Alta, actually reduces cholesterol levels. Derived from the resin of pine trees, Venadial works by activating a metabolic response that is not yet well understood. However, cholesterol levels fell ten to fifteen percent among participants in the study who consumed Venadial daily, and the risk of heart attack by one-third. In addition, the new margarine is so popular that stores in Alta are unable to keep it on their shelves. Therefore, if our company obtains the exclusive right to sell Venadial internationally, our profits are sure to increase substantially within a very short time."

最近一次研究表明，当前仅在Alta生产的新的人造黄油Venadial实际可以降低胆固醇指标。Venadial从松树树脂中提炼而来，它通过一种现在还未完全明确的代谢反应发生作用。然而，在那些每天食用Venadial的研究对象中，胆固醇指标下降了10－15％，心脏病发病率下降了三分之一。而且，这种新的人造黄油非常受欢迎以至于在Alta的商店中往往一抢而光。因此，如果本公司取得在Venadial的全球独家代理权，我们的利润肯定能够在很短的时间内显著增长。

227,28,73

The following appeared as an editorial in a local newspaper.

"In order to attract visitors to Central Plaza downtown and to return the plaza to its former glory, the city should prohibit skateboarding there and instead allow skateboarders to use an area in Monroe Park. At Central Plaza, skateboard users are about the only people one sees now, and litter and defaced property have made the plaza unattractive. In a recent survey of downtown merchants, the majority supported a prohibition on skateboarding in the plaza. Clearly, banning skateboarding in Central Plaza will make the area a place where people can congregate for fun or for relaxation."

为使闹市区中央广场吸引更多的观光者并回复该广场以前的繁荣，我们市应该禁止在那里玩滑板，让滑板爱好者使用Monroe公园地区活动。在中央广场，人们唯一可以看到的就是玩滑板的人，废弃物和损毁的公物使广场失去了往日的吸引力。在最近一次对闹市区商户的调查中，大多数人都支持禁止在广场玩滑板。显然，在中央广场禁止滑板将会使该地区成为人们可以聚集起来娱乐和休闲的场所。

239,28,74

The following appeared as an editorial in the local newspaper of Dalton.

"When the neighboring town of Williamsville adopted a curfew four months ago that made it illegal for persons under the age of 18 to loiter or idle in public places after 10 p.m., youth crime in Williamsville dropped by 27 percent during curfew hours. In Williamsville's town square, the area where its citizens were once most outraged at the high crime rate, not a single crime has been reported since the curfew was introduced. Therefore, to help reduce its own rising crime rate, the town of Dalton should adopt the same kind of curfew. A curfew that keeps young people at home late at night will surely control juvenile delinquency and protect minors from becoming victims of crime."

4个月前当邻近城市Williamsville实行了宵禁，规定18岁以下人员在晚上10点以后在公共场所闲逛和逗留被视为非法的时候，Williamsville在宵禁时间内的青少年犯罪下降了27％。在Williamsville的市镇广场，一个曾经因发生在这里的高犯罪率而导致市反感的地方，在宵禁实施以来没有一起犯罪被上报。因此，为降低日益增长的犯罪率，Dalton市也应该实行同样的宵禁。把青少年留在家中的宵禁肯定能控制青少年犯罪并保护未成年人不成为犯罪的牺牲品。

240,28,75

The following appeared in a memo written by a dean at Buckingham College.

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

为满足我们学生的住房需求，Buckingham学院应该建造一幢新的宿舍。Buckingham的报名人数正在增加，而且按照现有趋势，报名人数将会在未来50年中增加一倍，从而导致现有住宅不能满足要求。而且，我们镇上公寓的平均租金在近几年间上涨了。因此，学生将会越来越发现难于负担校外住宿费用。最后，一幢引人注目的新宿舍将会使未来的学生更愿意报考Buckingham。

55,27,76

The following appeared in a Letter to the Editor of the Shady Village newspaper.

"Commuters are complaining that the rush hour traffic on Blue Highway between Shady Village and Bright City has doubled their commuting time. Some commuters have asked that an additional traffic lane be built, but the recent creation of such a lane on nearby Green Highway apparently attracted more commuters, judging from the fact that rush-hour traffic jams actually increased there this past winter. To reduce rush-hour traffic on Blue Highway, a bicycle lane should be added instead of a traffic lane. This approach will succeed because many citizens of Shady Village are avid bicyclists; 75 percent of respondents to a recent questionnaire distributed there said they would like to bicycle more hours per week than they currently do."

乘客抱怨说Shady Village和Bright City之间的Blue Highway高峰时期的交通拥堵使他们在路上所花的时间多了一倍。一些乘客曾要求修建一条附加机动车道，但最近在附近的Green Highway所修建的类似车道显然吸引了更多的车辆，这可以从去年冬天那里的高峰时段交通拥堵增加的事实判断出来。为减少Blue Highway高峰时段的交通拥堵，应该修建一条自行车道而不是机动车道。这一措施将会取得成因为Shady

Village的很多市是积极的自行车爱好者；最近在那里举行的问卷调查中有75％的回应者说他们愿意用比当前更多的时间骑车。

1.作者没有提供足够的证据说明新秀的lane吸引了更多的commuters。可能rush hour减少了

2.没有提供调查的详细信息，可能只有一部分喜欢运动的人参加了，而其实没有那么多

3.其他因素：没有考虑其他可能的方法减少交通拥挤；出台新的政策，法规，限制汽车的使用

120,27,77

The following appeared in a health newsletter.

"A ten-year nationwide study of the effectiveness of wearing a helmet while bicycling indicates that ten years ago, approximately 35 percent of all bicyclists reported wearing helmets, whereas today that number is nearly 80 percent. Another study, however, suggests that during the same ten-year period, the number of accidents caused by bicycling has increased 200 percent. These results demonstrate that bicyclists feel safer because they are wearing helmets and they take more risks as a result. Thus, 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."

一项为期十年的对于在骑自行车时戴头盔的作用的研究显示，10年前，所有骑车人中大约有35％报告说他们戴头盔，现在这个比例接近80％。然而另外一项调查显示在相同的十年期间，因骑车引起的事故数量增加了200％。这些结果说明骑车人因为戴着头盔而感到更安全，因而导致他们面临更大的危险。因此，为减少自行车事故中严重伤害的数量，政府应该更多地对人们加强自行车安全的教育，并提供鼓励或要求骑车人戴头盔的课程。

143,26,78

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

"Your recent article on corporate downsizing\* in the United States is misleading. The article gives the mistaken impression that many competent workers who lost jobs as a result of downsizing face serious economic hardship, often for years, before finding other suitable employment. But this impression is contradicted by a recent report on the United States economy, which found that since 1992 far more jobs have been created than have been eliminated. The report also demonstrates that many of those who lost their jobs have found new employment. Two-thirds of the 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 in which corporations deliberately reduce the number of their employees.

你们最近关于美国集体裁员的文章是有误导性的。该文章给人们一种错误的印象，即很多在企业面临严重经济困难的时候裁员而导致失业的有能力的工人通常要用几年的时间找到另一份合适的工作。但这种感觉与最近一次关于美国经济的报告相矛盾，报告发现自1992年以来新增的就业机会数量远超过消失的岗位数量。该报告也指出很多失业人员已经找到了新工作。新增就业机会中有三分之二是那些提供高于平均水平薪酬的企业提供的，而且这些岗位绝大多数是全职工作。

217,26,79

The following appeared in a brochure promoting the purchase of local franchises for a national chain of gyms.

"Now is the time to invest in a franchise so that you can profit from opening one of our gyms in your town. Consider the current trends: Power-Lift Gyms are already popular among customers in 500 locations, and national surveys indicate increasing concern with weight loss and physical fitness. Furthermore, last year's sales of books and magazines on personal health totaled more than $50 million, and purchases of home exercise equipment almost doubled. Investing now in a Power-Lift Gym franchise will guarantee a quick profit."

现在是投资于Power-Lift Gym特许权的良好时机从而你可以在你们城市开设一家体育馆。考虑一下当前的潮流：Power-Lift Gym已经在500个地点的消费者中相当流行，全国调查表明对于减肥和健身的关注越来越多。而且，去年关于个人健康的书籍和杂志销售总额超过了5千万元，家庭健身器具的购买量几乎翻了一番。现在投资Power-Lift Gym特许权将保证快速致富。

222,26，80

The following article appeared in a recent issue of a college newspaper.

"Among all students who graduated from Hooper University over the past five years, more physical science majors than social science majors found permanent jobs within a year of graduation. In a survey of recent Hooper University graduates, most physical science majors said they believed that the prestige of Hooper University's physical science programs helped them significantly in finding a job. In contrast, social science majors who found permanent employment attributed their success to their own personal initiative. Therefore, to ensure that social science majors find permanent jobs, Hooper University should offer additional social science courses and hire several new faculty members who already have national reputations in the social sciences."

在过去五年从Hooper大学毕业的所有学生中，物理学专业的毕业生在毕业一年内找到固定工作的人数要多于社会科学的毕业生。在一次对于Hooper大学最近的毕业生的调查中，多数物理学专业的学生说他们认为Hooper大学物理学科的声望在他们找工作的过程中起到了极大的作用。相比之下，找到固定工作的社会科学毕业生则把他们的成归因于他们自己的能动性。因此，为保证社科毕业生找到固定工作，Hooper大学应该提供更多的社科课程并雇佣一些已经在社科领域获得全国声誉的新教员。

48,25，81

The following appeared in a newspaper article published in the country of Corpora.

"Twenty years ago, one half of all citizens in Corpora met the standards for adequate physical fitness as then defined by the national advisory board on physical fitness. Today, the board says that only one quarter of all citizens are adequately fit and suggests that spending too much time using computers may be the reason. But 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."

20年前，Corpora的市有一半都达到了那时由国家健身顾问委员会所定义的充分的健康标准。今天，委员会指出所有市只有四分之一的市足够健康，并指出长时间的使用电脑可能是原因。但是由于在Corpora电脑拥有量最高的地区也是总体健康水平最高的地区，显然使用电脑并没有导致市体质的下降。相反，今年用于健身产品和服务的花费低的异乎寻常，这表明最近经济的衰退最可能是原因，当经济复苏了健康水平也会随之提高。

1.作者没有提供的信息说明使用电脑并不是导致身体衰退的主要原因

2.作者没有足够的信息说明是经济衰退导致健身产品和服务消费的下降，并最终导致人们身体的下降

3.其他因素：作者没有提供标准的信息，可能是标准提高了；没有提供其他可能的导致身体下降的原因，可能是传统饮食习惯

187,25，82

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

"A new discovery warrants a drastic change in the diets of people living in the United States. Two scientists have recently suggested that omega -3 fatty acids (found in some fish and fish oils) play a key role in mental health. Our ancestors, who ate less saturated fat and more polyunsaturated fat, including omega -3 fatty acids, were much less likely to suffer from depression than we are today. Moreover, modern societies-such as those in Japan and Taiwan-that consume large quantities of fish report depression rates lower than that in the United States. Given this link between omega -3 fatty acids and depression, it is important for all people in the United States to increase their consumption of fish in order to prevent depression."

一项新发现表明生活在美国的居饮食将会发生显著变化。两名学者最近指出omega-3脂肪酸（它在一些鱼类以及鱼油中被发现）在精神健康方面有很重要的作用。我们的祖先食用更少的饱和脂肪和更多的多重不饱和脂肪，包括omega-3脂肪酸，他们患抑郁症的可能性比我们现在要低很多。而且，食用大量鱼类的现代社会--比如象日本和台湾那样的社会--抑郁症的上报率比在美国要低。基于以上omega-3脂肪酸和抑郁症的联系，让所有的美国人增加鱼类的食用量以防止抑郁症是很重要的。

166,24，83

The following appeared in a local newspaper.

"People should not be misled by the advertising competition between Coldex and Cold-Away, both popular over-the-counter cold medications that anyone can purchase without a doctor's prescription. Each brand is accusing the other of causing some well-known, unwanted side effect: Coldex is known to contribute to existing high blood pressure and Cold-Away is known to cause drowsiness. But the choice should be clear for most health-conscious people: Cold-Away has been on the market for much longer and is used by more hospitals than is Coldex. Clearly, Cold-Away is more effective."

人们不应该被任何人不用医生处方就可以买到的OTC药品Coldex和Cold-Away之间的广告战所误导。每个牌子都指责另一种药会导致某种众所周知的不良副作用：Coldex导致血压升高而Cold-Away导致嗜睡。但对于多数关心健康的人来说选择是明显的：Cold-Away比Coldex上市时间更长而且被更多的医院所使用。显然，Cold-Away效果更好。

42,23，84

The following appeared in a proposal from the economic minister of the country of Paraterra.

"In order to strengthen its lagging economy, last year the government of the nearby country of Bellegea began an advertising campaign to promote ecologically sound tourism (ecotourism). This year the number of foreign visitors arriving at Bellegea's main airport doubled, and per capita income in Bellegea increased by ten percent. To provide more income for the population of Paraterra and also preserve the natural environment of our tiny country, we too should begin to promote ecotourism. To ensure that our advertising campaign is successful, we should hire the current director of Bellegea's National Tourism Office as a consultant for the campaign."

临近城市Bellegea的政府为促进其落后的经济，去年开展了一项对生态旅游的广告推广。今年到达Bellegea主要机场的外国游客数量翻了一番，人均收入增加了10％。为增加Paraterra居的收入并保护我们有限国土的天然环境，我们也应该推广生态旅游。为保证我们广告策略的成，我们应该雇佣Bellegea现任国家旅游局的主任来担任广告的顾问。

1.作者没有提供足够的信息证明是生态旅游的广告导致了Bellegea旅游的发展和人均收入的增加

2.作者没有说明Bellegea和Paraterra具有可比性

3.其他因素：没有说明the current director of Bellegea's National Tourism Office能够为我们的生态旅游计划提供什么好处，以及花费多少；此外，没有说明其他交通工具的使用情况，可能是由于汽车和火车乘客的减少，导致的飞机乘客翻两倍。

225,23，85

The following appeared as part of a letter to the editor of a local newspaper.

"During her three years in office, Governor Riedeburg has shown herself to be a worthy leader. Since she took office, crime has decreased, the number of jobs created per year has doubled, and the number of people choosing to live in our state has increased. These trends are likely to continue if she is reelected. In addition, Ms. Riedeburg has promised to take steps to keep big companies here, thereby providing jobs for any new residents. Anyone who looks at Ms. Riedeburg's record can tell that she is the best-qualified candidate for governor."

在州长Riedeburg在位的三年中，她证明了自己是一个合格的领导者。自从她就任以后，犯罪减少了，每年创造的就业机会数量翻了一番，选择在本州居住的人数也增加了。如果她再次当选，这种趋势很可能将会继续下去。而且，Riedeburg承诺说要采取措施使大公司留在这里，从而为新居提供就业机会。任何目睹了Riedeburg工作成就的人都会认为她是州长的最佳人选。

100,22，86

The following appeared in a memo from the chief operating officer of the Presto Manufacturing Company.

"Since orders for our major product increased by over 200 percent last quarter, we should promptly expand production by building a new manufacturing plant in Summit City. Summit City is the ideal location for the new plant because it has low property taxes, extensive blocks of land available for immediate purchase, and a large number of residents who are not currently employed."

由于上个季度我们主要产品的定单增加了200％多，我们应该马上通过在Summit City建造一座新工厂来扩大生产。Summit City是新工厂的理想位置，因为那里的地产税比较低，具有可以立即购买的大片土地，以及大量尚未就业的居。

168,22，87

Typically, as people age, their bone mass decreases, making them more vulnerable to bone fractures. A recent study concludes that the most effective way to reduce the risk of fractures in later life is to take twice the recommended dose of vitamin D and calcium daily. The three-year study followed a group of French women in their eighties who were nursing-home residents. The women were given daily supplements of twice the recommended dose of vitamin D and calcium. In addition, the women participated in a light weightlifting program. After three years, these women showed a much lower rate of hip fractures than is average for their age.

通常当人们衰老的时候，他们的骨质减少，使他们容易骨折。最近一项研究认为在老年减少骨折危险的最好办法就是每天服用双倍于推荐用量的维生素D和钙。这项为期三年的研究跟踪了一组在养老院生活的80多岁的法国妇女。她们每天被给予两倍于推荐用量的维生素D和钙。而且，这些妇女参加了轻微的举重活动。三年之后，这些妇女髋关节骨折的发生率低于同龄人的平均水平。

211,22，88

The following appeared in a memorandum to faculty from the academic vice president of Waymarsh University.

"So that we can better accomplish Waymarsh University's academic goals, we should adopt the job-opportunity (job-op) program offered at Plateau Technical College and strongly encourage all students at Waymarsh to participate in it. The success of the job-op program at Plateau is evident: over the past two years, more than 75% of the freshmen at Plateau have enrolled in the optional job-op program. Moreover, at Plateau, the grades of job-op students are consistently higher than those of other students, 90% of the job-op students receive job offers within a month after their graduation, and most former job-op students report much success in their careers."

为使我们更好的完成Waymarsh大学的教学目标，我们应该采纳Plateau技术学院所提供的就业机会（job-op）课程，并积极鼓励所有Waymarsh的学生参加该课程。Plateau的job-op课程的成就是证据：在过去两年中，Plateau75％的一年级学生选修了job-op课程。而且，在Plateau参加job-op课程的学生成绩要比其他学生高很多，90％的参加job-op的学生在毕业后一个月内得到了就业机会，多数以前的job-op学生报告了在他们职业中的成。

40,21，89

The following appeared in a memorandum from the president of Excello Food Markets.

"In 90 towns where Excello has food markets, natural-food stores specializing in organic food products—products containing no chemical preservatives and made with foods grown without pesticides—have opened nearby as competitors. Surveys of our own customers reveal a growing concern about foods grown using pesticides or preserved with chemicals. Recently our market in Sun City participated in a local food tasting fair, and 75 percent of the fair goers who visited the Excello booth requested free samples of organic fruit. Such evidence indicates that to increase our profits, we should begin to stock a full line of organic food products in all our markets."

1.作者试图用太阳城有75%的用户要求免费品尝食物，说服我们应该在全国推出有机食品是不科学的

2.作者没有提供信息说明竞争者的信息，可能这些有机食物的竞争者经营情况并不好

3.其他因素：是否能够来来很大的利润；调查说明人们越来越关注有机食物是否全面客观，范围多大

41,21，90

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 Wintervale, 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 Company for all our pest-control services."

最近我们和Fly-Away Pest-Control公司签订了一项合同来为我们在Palm City的快餐食品仓库提供杀虫服务，但上个月我们发现，那里有价值超过$20000的食品被害虫破坏。同时，我们使用多年的Buzzoff Pest-Control公司继续在Wintervale的仓库服务，上个月那里只有价值$10000的食品被害虫破坏。尽管Fly-Away的收费低廉的多，我们节省收费的最好方式就是重新使用Buzzoff公司来提供我们所有的杀虫服务。

1.作者没有提供足够的证据证明Buzzoff的效果比Fly-Away Pest-Control Company好，可能过去Buzzoff在这个地区效果更差

2.作者也没有提供详细的信息说明这两个公司的价格各是多少，如果差价很高，则还是应当选Bezzoff

3.其他因素：没有说明这两个公司的其他服务，比如是否会对损害的食物进行补偿，是否有其他增值服务

68,21，91

The following appeared in a memo from a budget planner for the City of Grandview.

"To avoid a budget deficit next year, the City of Grandview must eliminate its funding for the Grandview Symphony. Our citizens are well aware of the fact that while the Grandview Symphony Orchestra was struggling to succeed, our city government promised annual funding to help support its programs. Last year, however, private contributions to the Symphony increased by 200 percent, and attendance at the Symphony's concerts-in-the-park series doubled. The Symphony has also announced an increase in ticket prices for next year. Such developments indicate that the Symphony can now succeed without funding from city government and we can eliminate that expense from next year's budget. This action will surely prevent a budget deficit."

为避免来年的财政赤字，Grandview市必须停止它对Grandview交响乐队的资助。我们的市都注意到，当Grandview管弦乐队为其维持做斗争的时候，我们市政府承诺每年提供资助来支持乐队的计划。然而去年，对乐队的个人资助增加了200％，乐队的公园音乐会的听众人数翻了一番。乐队还宣布明年的票价将会提高。这些事实说明乐队可以不用市政府的资助就能维持，我们可以取消来年预算中这一支出。这一行动肯定能够防止财政赤字。

159,21，92

The nation of Claria covers a vast physical area. But despite wide geographic differences, many citizens are experiencing rising costs of electricity. A recent study of household electric costs in Claria found that families who cooled their houses with fans alone spent more on electricity than did families using air conditioners alone for cooling. However, those households that reported using both fans and air conditioners spent less on electricity than those households that used either fans or air conditioners alone. Thus, the citizens of Claria should follow the study's recommendation and use both air conditioners and fans in order to save money on electricity.

Claria这个国家覆盖了广泛的地理区域。但尽管存在很大地理差异，很多居都遇到了电费上涨的经历。最近一项对于Claria家庭用电花费的研究发现，那些单独使用风扇来降温的家庭电费花费比那些单独使用空调降温的家庭要多。然而，那些报告说同时使用风扇和空调的家庭电费花费比单独使用风扇或空调的家庭少。因此，Claria的居应该遵从这个研究的建议，同时使用空调和风扇来节省电费花费。

213,21，93

The following appeared in a memorandum from the owner of Armchair Video, a chain of video rental stores

"Because of declining profits, we must reduce operating expenses at Armchair Video's ten video rental stores. Raising prices is not a good option, since we are famous for our special bargains. 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 film released more than two years ago. Since we have received very few customer complaints about these new policies, we should now adopt them at all other Armchair Video stores as our best strategies for improving profits."

由于利润下降，我们必须压缩Armchair Video十家录像租赁店的营业开支。涨价并不是一个好选择，因为我们就是因特价销售而知名的。因此我们应该缩短营业时间。上个月我们位于闹市区Marston的店营业时间从以前的9点缩减到下午6点，并通过不再保留发行两年以上的电影来减少总库存量。由于我们所收到的客户关于这些新政策的投诉很少，我们应该在所有Armchair Video的商店实施这些政策作为增加利润的最好策略。

34,20,94

Milk and dairy products are rich in vitamin D and calcium, substances essential for building and maintaining bones. Many people therefore believe that a diet rich in dairy products can help prevent osteoporosis, a disease in which the bones weaken significantly with age and that is linked to both environmental and genetic factors. But a long-term study of a large number of people has found that those who have 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 a symptom of osteoporosis, this study result shows that a diet rich in dairy products may actually increase, rather than decrease, the risk of osteoporosis.

牛奶和奶制品富含维生素D和钙，这是骨骼生长和维持所必须的物质。因此很多人相信多吃奶制品的饮食可以帮助预防骨质疏松症，这是一种骨骼随年龄而显著弱化而且与环境和基因因素相关联的疾病。但是一项对大量人群的长期研究发现那些在研究期间经常食用奶制品的人骨折发病率比其他参加研究的人要高。由于骨折是骨质疏松症的症状之一，这一研究结果表明富含奶制品的饮食实际上会增加而不是减少患骨质疏松症的危险。

1.作者没有提供足够的证据证明，使骨质酥松症而不是其他的因素导致了骨折。可能有其他的原因

2.作者还忽略了导致骨质酥松的其他原因。不一定是牛奶导致的

3.其他因素：这个研究的具体过程以及对象的情况。

17,19,95

The following appeared in a letter to the editor of the Walnut Grove town newspaper.

"Walnut Grove's town council has advocated switching from EZ Disposal (which has had the contract for trash collection services in Walnut Grove for the past ten years) to ABC Waste, because EZ recently raised its monthly fee from $2,000 to $2,500 a month, whereas ABC's fee is still $2,000. But the town council is mistaken; we should continue using EZ. EZ collects trash twice a week, while ABC collects only once. Moreover, EZ-which, like ABC, currently has a fleet of 20 trucks-has ordered additional trucks. Finally, EZ provides exceptional service: 80 percent of respondents to last year's town survey agreed that they were 'satisfied' with EZ's performance."

Walnut Grove的市委提议选择ABC Waste，而不是EZ Disposal（它是过去十年中和Walnut Grove签约提供垃圾收集服务的机构），因为EZ最近把他们每月的收费从$2000提高到了$2500，而ABC仍然是$2000。但市委是错误的，我们应该继续使用EZ。EZ每周收集两次垃圾，而ABC只收集一次。而且，EZ当前的卡车拥有量和ABC一样都是20辆，但它已定购了更多的车辆。最后，EZ还提供优越的服务：去年市镇调查中80％的回应者同意他们对于EZ的表现是"满意"的。

1、作者认为EZ比ABC更值得，基于EZ一周手机两次垃圾而ABC只有一次。但并没有提出详细的信息证明一个月清理两次垃圾对于Walnut Grove是必要的。

2、此外，作者还指出EZ正在订购额外的卡车并提供许多额外服务，但并没有提供ABC的情况。首先，没必要，其次说不准ABC也有。

3、作者还忽略了许多其它因素：比如作者引用的调查的一些情况，可能参与这个调查的人很少，因此不能代表全部公民。也没有说明民众对于ABC的态度

149,19，96

The following is a memorandum from the director of personnel to the president of Get-Away Airlines.

"Since our mechanics are responsible for inspecting and maintaining our aircraft, Get-Away Airlines should pay to send them to the Quality-Care Seminar, a two-week seminar on proper maintenance procedures. I recommend this seminar because it is likely to be a wise investment, given that the automobile racing industry recently reported that the performance of its maintenance crews improved markedly after their crews had attended the seminar. These maintenance crews perform many of the same functions as do our mechanics, including refueling and repairing engines. The money we spend on sending our staff to the seminar will inevitably lead to improved maintenance and thus to greater customer satisfaction along with greater profits for our airline."

由于我们的机修师负责检测和维护我们的飞机，Get-Away航空公司应该花钱把他们送去参加一个为期两周的，关于合理维护流程的质量保障研讨会。我推荐这个研讨会是因为这应该是一个明智的投资，因为赛车企业最近报告说他们的维修人员的水平在他们参加完研讨会之后显著提高了。这些维修人员和我们机修师所作的工作有很多是相同的，包括加注燃油和维修引擎。我们用于把员工送去参加研讨会的花费必然会为本公司带来维护水平的提高，并带来更高的客户满意度和更大的利润。

173,19，97

The following is a memorandum issued by the publisher of a newsmagazine, Newsbeat, in the country of Dinn.

"Our poorest-selling magazine issues over the past three years were those that featured international news stories on their front covers. Over the same period, competing news-magazines have significantly decreased the number of cover stories that they devote to international news. Moreover, the cost of maintaining our foreign bureaus to report on international news is increasing. Therefore, we should decrease our emphasis on international news and refrain from displaying such stories on our magazine covers."

过去三年中我们销量最低的几期杂志是在封面上刊登了国际新闻故事的那几期。在同一时期，与我们竞争的几种新闻刊物显著减少了刊登在封面上的国际新闻数量。而且，我们用于维持国外部报导国际新闻的费用正在增加。因此，我们应该减少对于国际新闻的强调并且避免把这类消息刊登在杂志封面上。

193,19，98

The Department of Education in the state of Attra recommends that high school students be assigned homework every day. Yet a recent statewide survey of high school math and science teachers calls the usefulness of daily homework into question. In the district of Sanlee, 86 percent of the teachers reported assigning homework three to five times a week, whereas in the district of Marlee, less than 25 percent of the teachers reported assigning homework three to five times a week. Yet the students in Marlee earn better grades overall and are less likely to be required to repeat a year of school than are the students in Sanlee. Therefore, all teachers in our high schools should assign homework no more than twice a week, if at all.

Attra州的教育部建议高中学生应该每天都被布置家庭作业。然而最近一项对于全州的数学和理化高中教师的调查却对每天布置家庭作业的作用提出了疑问。在Sanlee地区，86％的教师报告说他们每周布置3－5次家庭作业，而在Marlee地区，只有少于25％的教师报告说每周布置3－5次作业。而Marlee地区的学生综合成绩更好，而且比起Sanlee的学生更不容易留级。因此，我们高中的所有教师每周布置作业都不应该超过两次。

145,18，99

A new study collected data that shows that people who snore are more likely to gain weight than are people who do not snore. It is well known that many people who snore also stop breathing frequently during the night for a few seconds, a condition called sleep apnea. The interruption of breathing wakes the person-often so briefly that the waking goes unnoticed-and can leave the person too tired during the day to exercise. Anyone who snores, therefore, should try to eat less than the average person and to exercise more.

一项新的调查所收集的数据显示打呼噜的人比不打呼噜的人更容易长胖。我们知道很多打呼噜的人夜间也经常有数秒钟的呼吸停顿，这种现象被称为睡眠呼吸中断。这种呼吸的停顿导致本人醒来--通常十分短暂以至于不被察觉--并且会使本人在白天很累而无力锻炼。因此，所有打呼噜的人都应该比正常人少吃多锻炼。