

Pool of Argument Topics

- [Introduction](#)
- [Understanding the Context for Writing](#)
- [Preparing for the Argument Task](#)
- [How to Interpret Numbers in Argument Topics](#)
- [Tips for this Section](#)
- [Sample Argument Task](#)
- [Sample Essay Responses](#)
- Pool of Argument Topics
- [Scoring Guide](#)

This page contains the Argument topics for the Analytical Writing section of the GRE® revised General Test. When you take the test, you will be presented with one Argument topic from this pool.

Each Argument topic consists of a passage that presents an argument followed by specific task instructions that tell you how to analyze the argument. The wording of some topics in the test might vary slightly from what is presented here. Also, because there may be multiple versions of some topics with similar or identical wording but with different task instructions, it is very important to read your test topic and its specific task directions carefully and respond to the wording as it appears in the actual test.

1---37

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

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

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 居民所独有的。然而最近,考古学家在一个与 Palea 隔着一一条叫做 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。

Woven baskets, prehistoric village of Palea 论断: 这种篮子不只 P 有。因为与他们住的地方隔一条河的地方也被发现有这个篮子,河很深只能划船过,但又没有证据证明 P 有船,而且能装很多人的船是在他们消失后几千年才出现的。另外 P 也没有必要过河,因为他们那边的山上长满了坚果草莓。前提不一定成立。论者是由 P 没有到过这里,得出篮子不只 P 有。但是论者没有提供任何确切的资料证明这里没有 P 来过的痕迹,或是 P 的确没有来过这里。虽然 P 无法过河,但论者也没有告诉我们是否只有过河, P 才能到这里。论者的论据没有说服力。论者指出河很深,而 P 没有船,大船的出现也在 P 之后。但是首先论者没有提供关

于史前时代这条河的状况，有可能这条大河在史前时代并不存在，或是很浅。第二虽然没有证据表明 P 有船，而那个时代也没有大船，但 P 有可能使用一些简便的类似船的工具过河，比如木板。这些都可以使 P 达到这里。至于论者说 P 那边满是食物所以没有必要到这里就更没有说服力了，首先史前时代 P 那边是否也满是食物论者没有说，其次 P 不一定必须是为食物才到其他地方去，他可能是为玩耍或是其他什么偶然的因素。论者的结论很武断。论者认为 P 没有到过这里，所以这些篮子不是 P 的，篮子也就不只 P 有。但是就算 P 没有到过这里，论者也没有提供证据证明其他人不会把 P 的篮子带到这里来，比如说这里人，比如后人。结论：论断要加强说服力还应进一步了解史前时代 P 人生活的状况，并对这里的地理状况提供更详细的资料。

2----N

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

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

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

3----227

The following appeared as a letter to the editor from a Central Plaza store owner.

"Over the past two years, the number of shoppers in Central Plaza has been steadily decreasing while the popularity of skateboarding has increased dramatically. Many Central Plaza store owners believe that the decrease in their business is due to the number of skateboard users in the plaza. There has also been a dramatic increase in the amount of litter and vandalism throughout the plaza. Thus, we recommend that the city prohibit skateboarding in Central Plaza. If skateboarding is prohibited here, we predict that business in Central Plaza will return to its previously high levels."

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

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。

prohibit skateboarding 论断：禁止滑冰 C 广场能成为人们可以聚会和放松的场所。因为现在 C 广场，滑冰的人几乎是唯一能看到的用户，而且纸屑垃圾使得广场很难看。最近的一项

对市中心商人的调查，大多数人支持对滑冰的禁止。而且滑冰的人可以去 M 公园里的场地。前提：是滑冰的人把广场弄得没有吸引力的。论者没有提供任何有关人们为什么不爱去广场的原因，很有可能他把因果关系倒置了，滑冰的人选择广场，是因为广场上没有人。这样，没有滑冰的人，人们也不会去广场。论据：谁说纸屑一定是滑冰的人扔的。商人的调查没有说服力。商人只关心自己的利润，并不能代表大多数市民。也许他们认为滑冰的人碍事，比如挡住了他们的店面，或者他们想在别的什么地方开一个收费的冰场。使用公园里的场地滑冰有可能存在问题。场地是否适合，是否很远等等。

4-----4

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

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

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

在本市的两家最大的房地产经纪公司--Adams Realty 和 Fitch

Realty--之中，Adams 显然更优秀一些。Adams 有 40 名房地产经纪人，而 Fitch 只有 25 个，且很多是兼职工作。而且，Adams 去年的收入是 Fitch 的两倍，其平均房价为\$168000，而 Fitch 仅为\$144000。在 Adams 销售的房屋卖得也更快：十年前，我把我的房产交给 Fitch，它用了四个多月才卖出去；去年，我在 Adams 卖了另一处房产，仅用一个月就售出了。因此，要想让你的房产卖的更快更好，你应该选择 Adams。

real estate firms --Adams Realty and Fitch Realty 论断：找 Adams 卖房快，房价好。因为 A 是最好的，它有更多的年收入，更多的代理，它卖的房子平均价高。而且本人前后 9 年的经历也证明了这一点。论断很武断。找好的代理公司并一定能保证卖房快，房价好。房子本身的特点是最重要的。论断提供的证据不足以说明 A 更好。年收入高，但员工多，平均下来很可能工作效率低。而平均价格也没有说服力，大笼统，房子分类。本人的经历忽视了一个很重要的问题，九年的时间，不仅房地产业会有很大变化，社会变化也会很大。科技的发展，社会需求的变化。另外他两处房子的差别。结论：论断看起来似乎很有条理，证据也很多。但结论却很武断，也很不工平。要评价两家公司的业绩，除了年收外还应该包括很多内容比如工作效率，对市场的了解等等。而要想更快更好地卖出房子，不仅要找一个合适的房产公司，还需要给自己的房子定好位。

5-----20

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

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

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

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。

Balmer Island,moped 结论：降低租车数量，镇里的事故会减少 50%。因为隔壁去年这样做取得了这样的成绩。论断的前提是采取措施降低事故是有必要的，但这样的情况却在论断中看不到。论者没有提供任何有关镇里事故的资料，甚至没有说镇里有没有这样的事故，数量是多少，造成的危害是什么。因为不像汽车，这种事故一般都不会严重，而从论断中我们看不到有这样做的必要。论断还有一个前提是出事故的车主要是租来的车，这非常不公平。如果说镇里的事故需要解决，也不能只简单地限制租车数量。镇里有多少这种车，出事故的有多少是租来的车，这此论断都没提供。如果说事故主要是自己的车，那么这种做法会影响公司利润，会引来他们不满。论断的前提中还有一个漏洞，就是他认为 6 家租车公司每天的租车量都超过了 30，但这也未被论断所保证。论断没有提供目前实际每家的租车数量，如果说目前每家的租车数还不足 30，那么就算真有事故，也不可能因此而有所减少。论断引用的论据是他人成功经验，但这种成功并不必然出现在这里。论据没有提供任何有关两地面临的问题是否相同，也没有提供他们的事故与我们相比是多还是少。如果说降低 50% 以后他们的事故仍比我们多，显然就不具备可借鉴。结论：论断缺乏对事故及其当地情况的基本了解，仅凭他人经验就提出建议非常荒谬。要想说服，还需要提供当地事故数量、危害以及租来车的事故多少等等。

6----45

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

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

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。

Arctic deer 论断: 鹿的数目下降的原因是气温上升。因为气温上升使得海上的冰融化,鹿无法按照传统在冰冻的海面上迁徙。他举例说,最近当地的猎人报告说鹿的数目在下降,而这种下降又伴随全球气温上升的趋势。论断的前提不一定成立。前提是当地的气温的确在上升。但是论者没有提供任何资料证明当地的气温比以前高了。得出论断的前提是鹿的数目的确在下降。但是论者仅用当地猎人的报告,不足以证明。因为很有可能猎人只是因为打不到鹿,而认为鹿数目在下降。但是这些猎人活动的时间、范围以及习惯是否与鹿相同都会影响到他们是否能看见鹿。论断的另一个前提是,气温上升会导致鹿数目下降。但是论者没有提供任何资料证明如果气温上升,环境改变,鹿就会死亡。气温上升或许会使鹿生存的环境发生变化,它们的活动模式或许必需有所改变,但这些都不必造成鹿死亡。论断引用的证据没有说服力。论断说鹿数目下降的同时伴随全球气温上升的趋势。但全球势趋不能代表本地状况,很有可能全球某些地方气温升高很快,使得全球气温上升,但本地的气温仍可能不变,甚至下降。论者的结论很武断。他认为是气温上升改变了鹿的迁徙模式,而不是其他原因导致鹿数目下降。但是显然猎人是否有过度猎杀、鹿的某种食物最近是不是大面积减少等等都能使得鹿数目下降。结论:论者若要增加说服力,还因提供目前鹿数目的变化情况,以及当地气温是否有上升。另外鹿的生存环境是否还存在其他的威胁也需要调查。

7----44

The following is a recommendation from the Board of Directors of Monarch Books.

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

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

Monarch 书店应该在店内开设一个咖啡厅以吸引更多的顾客并更好地和最近开设了咖啡厅的 Regal 书店展开竞争。Monarch 已经在它的店址上经营了 20 余年,由于其对于各类型图书选择

的广泛性而广为人知，并拥有庞大的消费者群体。开设咖啡厅显然能吸引更多的顾客。咖啡厅所需的空间相对较小。咖啡厅的空间可以通过撤销儿童书籍的柜台来获得，由于最近的一次全国调查显示 10 岁以下儿童在总人口中所占的比例将显著下降，因而儿童书籍很可能将不再好卖。

Monarch Books,should open a café 论断：论者建议 M 应该开咖啡角。因为对手最近开了咖啡角。另外 M 开咖啡角一定能吸引更多的顾客。另外他还建议，咖啡角应开在儿童书柜，因为最近的全国人口普查显示，十岁以下人口有明显下降。前提不一定成立。前提是咖啡角能够吸引人，但是论者没有提供任何资料以证明 R 开了咖啡角后顾客有所增加，更没有资料证明买书人去哪家书店是由它是否有咖啡角决定。或者多大程度上决定买书人的选择。论者建议把咖啡角建在儿童区的前提也不一定成立。论者建议的前提是儿童区需要的空间减少了。但是论者并没有提供任何资料表明儿童区的空间有富余，可以被用来开设咖啡角。论者引用的论据没有说服力。首先对手 R 开咖啡馆，但却没有资料表示是否开了后他的顾客有所增加。而论者引用一份全国人口普查中十岁以下儿童有明显下降，以说明儿童区的空间可以减少。首先全国十岁下儿童人口降低，不代表本地也一样。其次十岁以下儿童减少不代表到书店来的儿童减少。第三儿童减少不代表儿童书需求或空间减少，因为儿童书的数目，以及前来的家长。论者的结论没有根据。论者认为咖啡角会引吸引更多客人所以应该开，但是咖啡角也会给书店带来麻烦，比如说书店经营和咖啡角经营不一样，比如说顾客有可能把书带到咖啡角里把书弄脏，这些都是不好解决的麻烦。而如果把咖啡角开在儿童区，也会使书店遇到不必要的麻烦，比如儿童好动，又不会保护自己，可能会弄翻咖啡角的杯子、壶，也把自己弄伤。结论：论段要加强说服力，还应该提供更详细的资料说明开咖啡角的确能够吸引更多顾客，或是有没有咖啡角会很大程度上决定顾客去哪家书店的选择。而关于咖啡角是否开在儿童区，论者还需要看看儿童区是否真有空余的空间以代使用，而且也应该提供有相关的措施避免麻烦。

8----240

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

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

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

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。

1> 前提，现在需要一个新宿舍。没有证据证明现在宿舍不够。论者说五十年后，太多虑了。不足对目前的行为给予任何参考。每年也就增长 2%。

2> 前提，房租上涨学生会愿意在学校住宿舍。房租上涨是很正常的，比如说存在通货膨胀，当地经济发展比较快。而且一般房租上涨说明该地各方面的工资和特价水平都在上涨，包括学费和住宿费。所以，学生可能还是愿意住在校外。

3> 结论：宿舍怎么可能是吸引学生的主要原因呢。

9-----1

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

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

以前的经验显示，我们的商店在那些居民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民。**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。

Nature's Way 论断：在 **Plainsville** 开店会赚钱。 赚钱的前提是收益高出成本，论断没有提供关于在此地开店的成本计算问题 那些参加健身活动的人不一定关心饮食健康，所以不必必然地成为他们的顾客。 就算他们关心饮食健康，那么当地相同商家没有被考虑进去，竞争以及品牌忠实度的问题 他们在关心健康的地区赢利的原因没有说，健康也许不是他们的卖点，而是其它的东西**结论：**论断仅凭一个似是而非的经验和该地的一些表面现象就匆忙做出结论，缺乏说服力。在投资前，该机构应该做充分的市场调查，准确找出自己的优势，并分析当地投资环境、竞争对手、消费习惯等问题。

10-----36

Twenty years ago, Dr. Field, a noted anthropologist, visited the island of Tertia. Using an observation-centered approach to studying Tertian culture, he concluded from his observations that children in Tertia were reared by an entire village rather than by their own biological parents. Recently another anthropologist, Dr. Karp, visited the group of islands that includes Tertia and used the interview-centered method to study child-rearing practices. In the interviews that Dr. Karp conducted with children living in this group of islands, the children spent much more time talking about their biological parents than about other adults in the village. Dr. Karp decided that Dr. Field's conclusion about Tertian village culture must be invalid. Some anthropologists recommend that to obtain accurate information on Tertian child-rearing practices, future research on the subject should be conducted via the interview-centered method.

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

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。

Dr. Karp, an anthropologist 论断：旧观点是错误的，而且以观察为中心的文化研究方法是无效的。因为我最近对包括这个村在内的岛的采访发现，这儿的儿童谈论生理父母比村里其他成年人更多。而我的工作对伍采用以访问为中心的方法，将建立起对该岛文化与儿童抚养传统更准确的理解。论断的前提不被必然保证成立。论断的前提是该村的儿童的确不由全村人抚养。但是论者没有提供任何确切的资料证明这一点。他仅凭自己尚未完成的研究进行猜测，而且也没有提供任何资料以说明他们采用的方法一定更准确。论断的论据没有说服力。论者说采访中发现这一地区的儿童谈论父母比谈论其他成年人更多，但这仅仅能说明儿童与父母的接触更多，比如他们有着天然的血缘关系，比如父母比村里其他成年人更关心自己的儿童，但这都不能排除儿童的抚养是由全村人进行，比如食物喂养，技能传授等等，这并不能说明儿童不由全村人抚养。另外论者也没有告诉我们他们是否在采访中采取了措施以保证结果准确，比如采访话题是否会引导儿童谈论父母。论断的结论太武断。就算旧观点是错误的，也不能由此得出他使用的研究方法是无效的。研究正确与否，除了方法以外还受很多因素制约。比如研究者的能力等等。另外旧观点是在二十年前建立起来的，如果说该村的风俗改变了，则不能证明旧观点是错误的。论者认为他们采用的采访为中心的研究方法肯定能对此问题得出更准确的理解。这与论断无关，而且论者没有提供资料证明采访中心研究适合该地区，更没有资料证明他们的研究结果是正确的。结论：论者要增加说服力还需要进一步研究当地的风俗传统，得出最终的答案。而不能仅凭儿童的谈论而仓促得出结论。

- 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要的两种方法之间的异同，不能说明他的结论更精确

11-----109（不完全一样）

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

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

20 年前 Pine City 建立了严格的法令来限制该市未来建造的高层建筑的数量。从那以后 Pine City 的平均房价显著上涨。和 Pine City 差不多同等规模的 Chestnut City 在过去 20 年中经历了和 Pine City 类似的房价上涨，但 Chestnut City 从未建立任何限制高层建筑的法令。因此限制高层的法令对于平均房价没有影响。所以如果 Maple City 建立限制新的高层建筑的法令的话，这种法令不会影响平均房价。

strict laws,housing prices 论断：如果 M 市要设立严格的限制楼房建设的法规，这些法规不会对平均房价有任何影响。因为 P 城 20 年前设了法规限制新建房屋的数量，该地平均楼价从那时起有了显著提高。而与 P 城规模相当的 C 城，在过去 20 年里也经历了同 P 城一样的价格提升，但是 C 城没有设立任何对新建楼的限制法规。所以说，法规对平均楼价没有影响。论者认为法规不会对 M 城的平均房价有任何影响，它的结论是从 P 城与 C 城在过去二十年里的楼价上升相同而得出的，其中一个有法规而另一个没有。但是论者的比较是否有效，两地是否能进行比较却值得可疑。两地的地理位置不同，经济发展状况不同，这些都会影响楼价，从而使得两市的楼市发展没有比较的基础。两地的居民习惯不同，历史基础不同，使得两地对于政府管理楼房建设产生不同的需求。比如二十年前 P 城实乱，不管不行，而 C 城一直不错，不管也可以。对于楼价的增长，应该主要立足于纵向。我们不能排除如果 P 城不出台法规，就不会有与 C 城一样的楼市增长。而如果 C 出台了，有可能会升得更快。同样，C 城与 P 与 C 可能有着差异，所以无论是 P 还是 C 的经验都不一定发生在 C 城。论者希望能从他人经验中得到指导，但是他还是应该立足于本地区看需求。

12-----9

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

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

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 大学毕业生成功。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。

Omega University, evaluation 论断：终止学生评论教授，毕业生就能保证找到好工作。因为评价使得学生的分数平均增长了 30%，使得潜在雇主认为学生的成绩是被夸张的，从而使

学生没有另一学校学生找工作成功。论断的前提是评论工程使得学生的分数虚夸，这是非常不公平的。论断没有提供有力证据证明学生的实际水平没有比以前有所提高，或是教师的确在给一些能力不高的学生打高分。因为评论工程的实施本身就是希望教师重视学生的意见，从而提高教学水平，最终提高学生的能力，而分数的提高是一个很重要的参数。而论断武断地将整体提升的分数归结为教师不真诚的行为，对学生和教师都非常不公平。论断没有足够的证据。论断说潜在雇主认为分数虚夸，却没有提供任何这方面的证据，仅仅用显然一词表示，不得不让人认为论者有偏见。而说到没有附近另一所学校被录用率高，论者也没有证据表明这是因分数虚夸而导致，他既没有提供该校学生的分数是否比本校低，也没有证明他们其他的能力是否就不如本校，甚至他没有说该校是不是没有采用评价工程。论断认为这么做学生就能保证找到好工作也非常片面。很多因素都会影响学生是否找到工作，其中很重要的一条是专业是否有市场，另外经济是在萧条期还是繁荣期也会影响到学生找工作。这些都不是学校某项措施就能保证的。结论：论断太过武断，他还应该再提供一些有关潜在雇主对该校学生具体评价，看看是否是因为不信任学生的分数而影响了他们录用学生，他们对学生表现出来的其他能力评价又如何。其实学生在找工作方面遇到了困难，学校应该对其进行面试辅导以增强他们的竞争力，或是根据市场需求调整课程，而不应该简单地停止一项旨在提高教学质量的措施。

13----18

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

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

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善计划：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%。

Prunty County, highway safety 论断：要想提高道路安全，就必需改善路况。因为另一个城市五年前这么做了，他们去年的事故记录比五年低了 25%。而该市最近采取的限速措施并不成功，应该取消。因为大多数司机的速度都超过这个限制，事故发生率也只是降低了一点。论断的前提是改善路况有必要，但论断中没有资料支持这一点。该市的路况是不是很糟，事故发生的主要原因是不是因为路况不好，这些论者都没有提供资料。如果说该市的路况好，事故发生的原因主要是因为超速，那么论断的前提显然就不成立。论断要求改善路况

也就没有根据。论断引用的论据是另一个城市的经验，并说明他们取得了成功。但论者没有告诉我们该市五年前面临的情况，比如道路状况比如事故原因与我们是否相同，也没有告诉我们他们的事故发生率是多少。如果说该市五年前的发生率非常高，现在降低 25% 以后还是比我们高，那么他们的经验就不值得我们借鉴。论断认为我们限速的措施不成功，这一点很不公平。论断说现在大多数的司机速度都在新的限速之上，这说明不是限速的措施本身不成功，而是因为司机没有遵守新的措施而导致事故。为此合理的做法应该是加强监督，保证司机遵守新的限速。而措施是新近实施的，短时间里，又在很多人没遵守的前提下已经小量降低了事故发生率，这说明措施还是有效的。结论：改善路况当然是件好事，但这是不是问题的关键所在？论者要说服我们接受他的观点，他还应该进一步提供有关我们道路状况的资料，以及有多少事故发生原因是因为道路不好，而对于限速的措施则应该加强监督确保落实。

14-----N

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

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

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

15-----182

The following memorandum is from the business manager of Happy Pancake House restaurants.

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

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

Happy Pancake House 在美国西南部的餐厅用人造黄油代替了天然黄油。只有大约 2% 的顾客曾经投诉，这说明 100 个人中有 98 人对于这种替换是乐于接受的。而且，很多服务生报告说很多仍然要了天然黄油的顾客在被给予人造黄油的时候并没有投诉。显然，这些顾客要么分不清天

然黄油和人造黄油，要么是用"天然黄油"这个词汇来指天然黄油或人造黄油。因此，为避免购买天然黄油的花费，Happy Pancake House 应该把这项节省措施推广到在东南部以及东北部的餐厅。

Butter has now been replaced by margarine 论断：H 饭店应该在东南部地区和东北部地区也用人造黄油换成黄油这项省钱的改变。因为在美国西南部地区 H 城的这种改变，只引起了 2% 的顾客抱怨，这显示 98% 的人对这种变化挺高兴。另外很多服务商报告说很多仍然说要黄油的顾客，当他们得到的是人造黄油时也没有说什么。很清楚，要么是他们分辨不出来，要么就是他们用黄油这个名称称呼这两种产品。前提，顾客没意见。2% 的顾客抱怨，不代表 98% 的就高兴。有人不在乎，有人在乎但不说，但下次会不再光顾。证据，要黄油的顾客拿到人造的不说什么，不表示他们分辨不出来，没资料显示顾客看不出来，或是不在乎。他们怕麻烦，或是不得已。但下次还是不去。结论：各地不一样，有些地方的人特别在乎人造的问题。还有地方不一样，货的成本可能也会有区别。

16----137

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

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

当前，Mason 市很少利用附近的 Mason 河来进行娱乐活动，尽管对该地区居民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，居民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善 Mason 河沿岸公共土地的预算。

use the River for recreational activity 论断：政府需要为河边的公共场所的改善增加支出，因为河上娱乐可能会上升。目前居民很少用河进行娱乐，尽管对他们的调查一直说这是他们最喜欢的娱乐方式。由于一直有关于河水质量的抱怨，居民必须避开河水。不过这种情况会有改变，负责我们这个区的机构宣布了清理河的计划。前提，河水干净了河上娱乐会上升。尽管论者本地居民一直把水上运动列为他们最喜欢的运动，但由于长时间很少有人使用它，我们并不知道居民是否愿意在 M 河上进行这种娱乐。M 河有可能不适合。前提，河水会干净。机构宣布了计划，不一定河水就能干净，污染程度，还有工作效率，都不一定能达到标准。结论，公共场所需要改进吗？不一定吧。结论：这篇社论没有了解当地情况，也不知道前景如何，政府的决策还需考虑。

17-----235

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

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

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

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功，最近大选前组织的一次调查显示，本地居民对于及时的政治报导很感兴趣。

shift program from rock-and-roll to a continuous news format 论断：K 应该别再播摇滚乐而改成滚动新闻。因为听众地区的老年人急剧上升，而听众却在下降。另外，我们地区的音乐商店报告说音乐唱片的销售在下降。最后隔壁城的滚动新闻电台挺成功，一份在最近选举前做的调查显示当地居民对更了解政治有兴趣。 前提，没什么人听音乐节目了。没有证据表明。老年观众上升和听众人数下降都不说明问题，因为我们不知道基数是多少。另外观众人数下降有可能跟近期节目做得不好有关系，电台应该努力把音乐节目质量提高，吸引对音乐感兴趣的人。而对于老年人，他们也许不爱听摇滚乐，但也没有证据说他们会喜欢政治新闻。 前提，没有听音乐了。音乐商店和电台不一样，一个花钱买片子，一个免费听歌曲。商店销售下降可能跟经济萧条购买力下降以及最近没有什么新唱片发行有关系，而这种情况可能正好会使听电台音乐的人增加。 前提，滚动新闻节目好。没有证据说明新闻的观众比音乐的观众多，而且选举前情况特殊这种形势可能会很快改变。 结论：电台还是应该尽量按照现有的路子发展，因为毕竟积累了一定的经验和影响力，转变动静太大。

18----135

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

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

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

去年，我们的深夜新闻节目投入了更多的时间播放全国新闻，较少的时间播放天气预报和地方新闻。在同一时期，我们从观众那里获得的投诉大部分是关于电视台对于天气和地方新闻的播放的。

而且，若干曾经在我们深夜新闻节目播放广告的地方企业刚刚取消了和我们的广告契约。因此，为吸引更多的电视观众观看我们的新闻节目并避免失去未来的广告收入，我们应该在我们所有的新闻节目中增加天气和地方新闻的播报。

late-night news program 论断：为吸引更多观众并避免广告收入继续流失，我们应该在所有新闻节目中加大对天气和当地新闻的报道。因为去年我们夜间新闻一直在增加全国新闻的时间，天气和当地新闻的时间少了。同一时间我们收到的大多观众投诉都是与天气和当地新闻有关的。另外当地几家以前在夜间新闻节目有广告的公司刚撤消了与我们的广告合同。 不一定成立的前提，这样的改变使得夜间新闻不受观众欢迎。首先论者没有提供数据表明夜间新闻的收视率从发生这样的改变后是否有下降的趋势，所以我们不能得出这样的结论。其次，论者说接到的大多数投诉是关于天气和当地新闻的，但抱怨的内容是什么论者没有提供，我们不能排除是说节目不真实，而不一定是说量不够。另外大多数是多少？如果最近的投诉一共只有两三个，那么一两个抱怨也同样不能说明这样的改变有问题。 不一定成立的前提，这样的改变使得广告被撤。论者没有提供有关为什么广告被撤，因而不能在这两者之间建立起必然的因为联系。因为完全有其它原因存在，比公司财力发生问题，或是公司的其他策略有变化，这都有可能使广告被撤。 结论，即使这样的改变使得夜间新闻不受观众欢迎，但也不能推广到全天节目。因为夜间新闻的收视率一般来说最小，其观众的收视兴趣也与其他时段不同。所以不代表所有节目都需要这么做。结论：论者应该对变化后的节目做一次收视调查，并了解撤广告的原因，才能得出正确的答案。另外，各时段节目特点不一样，不能一刀切。

19-----97

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

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

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。

television station KICK 论断：为了扩大我们在本地区的观众面，进而提高公司利润，**K** 也应该修改它的广播安排包括增加更多的体育报道。因为一份全国性的调查显示，相当多数的男人会愿意看更多的电视体育节目。在 **W** 提高体育节目后，它们地区的电视观众几乎翻了一倍。 前提是增加体育报道会扩大观众面，但是论者的论据并不能保证这一点。首先全国的情况与本地区的情况不一定完全相同，所以那份调查也就不一定能说明本地区也会有同样的情况存在。其次调查显示男人爱看，那么女人、孩子、老人对体育节目的态度如何，不考虑这些，这样的调整就有可能失去部分现有观众。 **W** 台，首先 **W** 在另一个地区，该地区人

们的生活习惯、性别比例都与我们不同，所以他们的经验不一定适合我们。另外 W 的收视率增加不一定是因为体育节目，W 有可能还进行了其他的改变，而且没有资料显示增加的观众主要是男人。第三很有可能 W 台以前的体育节目非常少，就是现在也没有我们多，那么就不能证明我们现在仍需要增加。结论武断，增加体育报道需要多投入，而且我们不一定在此有优势。另外即使增加体育报道会扩大我们的收视范围，但如果没有广告对此感兴趣，也不能提高公司利润。结论：论者没有对本地区的观众以及本台的节目进行了解，单凭一份普通意义上的调查和别人的经验就得出结论。他应该进一步了解本台的观众收视偏爱，并了解体育节目的广告情况。

20（与 18 题一样）-----135

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

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

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

21（与 10 题相同）-----36

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

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

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

22-----242

According to a recent report, cheating among college and university students is on the rise. However, Groveton College has successfully reduced student cheating by adopting an [honor code 诚信制度](#), which calls for students to agree not to cheat in their academic endeavors and to notify a

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

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

为解决最近上报的大学生作弊现象显著增加的问题，大学和学院应该采取和 Groveton 学院类似的诚信制度，该制度要求学生同意在学业中不作弊，并且当他们怀疑别人作弊的时候通知老师。Groveton 的诚信制度代替了原有的学生被老师严密监视的老体制，在老体制中平均每年有 30 起作弊被上报。该制度被证明成功的多：在它实施的第一年，学生上报了 21 起作弊；五年后，这一数值下降到了 14 起。而且，在最近一次由 Groveton 诚信委员会组织的调查中，大部分学生说有了诚信制度他们更加不太可能作弊。

dramatic rise in cheating 论断：为打击最近报告急剧上升的作弊行为，各校应该采用和 G 校一样的 H 办法，这是让学生同意不在学术课程上作弊，并若怀疑有人作弊就报告老师。这个办法替换了一个过时的系统，就是让老师近距离地监督，而且平均每年都会有 30 起作弊报告。这个办法很成功，第一年 21 起，五年后，这个数字降到了 14 起。另外，最近的一份调查说大多数学生说有 H 他们比没有更不可能作弊。同意不做弊不等于就不作弊。没有学生会说自己就是要作弊。这个办法有问题，以怀疑为基础，但怀疑表示猜测，会不准确。有可能会毁坏学生关系。论据，报告的作弊数从五年前的 21 降到现在 14，并不说明问题。首先，没有说趋势一直在下降，有可能去年是 30 多起。其次有可能学生已经对这个失去耐心，没有人报告了。而老师却还依赖学生之间的监督。调查，可能学生说的是本来也不想作弊。

23-----36

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

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

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

24----35

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

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

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 居民患头痛症的数量将会持续稳步下降。

headaches, residents of Mentia 论断：S 的新用途会继续平稳地降低居民平均头疼。因为 S 与阿斯匹林同属一个化学家庭。过去几十年中食品公司把 S 做为防腐剂添加到食品中，一项长达二十年的研究发现这种商业用途的增加伴随着头疼报告的下降。论断的前提不被必然保证。论断的前提是 S 能治疗或降低头疼。但是论者并没有提供有关的科学研究以证明 S 具有这样的作用。虽然论者说 S 与阿斯匹林同属一个化学家庭，但这只能说明他们的化学结构相近，并不能保证必然具有与阿斯匹林一样的作用。论断的论据不具备说服力。论断引用一份二十年的研究，这份研究说在 S 被食品商用于防腐剂的年代里，研究中报告头疼的人少了。首先论者没能排除有人头疼但没报告的可能性。其次是他也没能排除其他因素导致头疼下降的可能，比如医学发达，环境质量好了，人们生活规律了等等。这都不能说明 S 的食用降低了头疼的发生。论者的结论非常武断。他认为头疼还会有持续稳步下降，但就算 S 真能影响头疼也还可能会有其他因素导致头疼上升，比如生活节奏加快、工作压力突然加大等等。另外如果 S 对头疼有作用，是否是越多越好，论断也没有给出依据。结论：论者所做的结论很武断，论者若想增加说服力还应该提供具体关于 S 的医疗作用的研究。

25----6

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

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

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

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 将会赚钱。

Jazz club loan, city of Monroe 论断：在 Monroe 开一家 Jazz club 会很赚钱。因为该市有很多人喜爱爵士乐，爵士乐迷每年都会有很大笔开销花在与爵士乐相关的事情上，另外该市最近一家 Jazz club 也很远，所以它们会拥有整个市场。论断很片面，赚钱除了与市场环境有关以外还与公司的经营管理密不可分。论断没有提供任何有关他们管理人员的资料，以及他们对 Jazz club 营销的任何设想。断然认为有好的市场环境就会赚钱。论断也武断。认为喜欢爵士乐的人就会去 Jazz club。而且听爵士乐的方式有很多，比如电台，比如自己在家听 CD 等等。电台的乐迷和参加聚会的人并不一定成为他们的消费者，而他们每年在爵士乐上的销费更不一定必须包括去 Jazz club 的费用。论断很仓促。论断认为不叫 Jazz club 的俱乐部就不放爵士乐，就不是他们的竞争对手。虽然最近一家 Jazz club 也有 65 公里远，但也许就在他们旁边就有很多家俱乐部也以爵士乐为主，虽然不叫做 Jazz club。另外大多数人去俱乐部的根本原因并不是听音乐，他们用爵士乐做卖点并不一定能在竞争中取胜。结论：他们应该更多地考虑如何经营俱乐部以保证他赚钱，而不能光依赖外部的环境。另外究竟人们去 Jazz club 的原因是什么，人们花在俱乐部上的钱又会是多少，都还有待进一步调查。

26-----35

The following appeared in the summary of a study on headaches suffered by the residents of Mentia.

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

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

27-----55

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

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

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

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功因为 Shady Village 的很多市民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。

Commuters are complaining, rush hour traffic 论断：在蓝高速增加一个自行车道而不是汽车道一定能解决问题。因为很多 S 村的人很热衷骑车，最近一份在那儿的调查显示 75% 的被访者说如果增加自行车道，他们每周骑车上班的时间会比现在多。而最近在绿高速增加的汽车道在去年高峰时的堵车状况实际在上升，它显然吸引了更多的车。论断的前提不一定成立。前提是开了自行车道后 S 村的人会更更多地放弃开车改为骑车。虽然论者说 S 村的人热衷于骑车，但也许他们只是拿它当娱乐和运动，并不表示他们愿意骑车上班。而关于在当地做的调查，论者没能提供资料证明被访者具有代表性，如果接受访问的都是坐公交车而没有车的人，或是距离近的人，那么这个前提就不会成立。另外骑车的人受所候影响，如果遇到恶劣天气，人们是否还会骑车而不开车，这些都是不一定能保证的。论断引用的论据没有说服力。他举例说绿高速增加汽车道吸引了更多的车，而堵车问题实际更严重了。首先绿高速的问题不一定会在蓝高速发生，因为两地的地点不同，面临的情况不一样，比如绿高速的大车多，经常出车祸等。其次不排除绿高速新增车道设计不合理、路况差等因素，这样也不能证明开汽车道就不能解决问题。论者的结论太武断。论者认为 S 村的人愿意更多地骑车上班，所以开自行车道就一定解决堵车问题。但如果 S 村的人现在根本不骑车上班，今后也只是偶尔试试，那么开了自行车道也不能解决问题。另外解决交通堵塞还有赖于很多方面，如果设计不合理，路况不好，经常发生车祸，都无法保证论者的办法会很成功。结论：论者要加强说服力，还必须进一步提供有关 S 村人是否愿意骑车上下班的资料，并对开设自行车道做周密的设计和管理。

28-----35

The following appeared in the summary of a study on headaches suffered by the residents of Mentia.

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

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

29----55

The following appeared in an editorial in a local newspaper.

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

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

30-----N

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

"The **birthrate** 出生率 in our city is declining: in fact, last year's birthrate was only one-half that of five years ago. Thus the number of students enrolled in our public schools will soon decrease dramatically, and we can safely reduce the funds budgeted for education during the next decade. At the same time, we can reduce funding for athletic playing fields and other recreational facilities. As a result, we will have sufficient money to fund city facilities and programs used primarily by adults, since we can expect the adult population of the city to increase."

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

31-----214

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

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

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

在 **Treehaven** 地区的每个城市，政府用于公立学校教育的开支大部分都是从政府征收的税收而来的。然而，该地区不同城市对公共教育的重视程度是不同的。举例而言，**Parson** 市用于公立学校的预算通常是 **Blue** 市的两倍，尽管两城市居民数量基本相同。因此，**Parson** 市的居民显然比 **Blue** 市居民更关注公立学校教育。

each city in the region of Treehaven 论断：P 城的居民比 B 城更关心公立学校的教育。P 城每年拨到公立学校的财政经费是 B 城的两倍，尽管两个城市的居民人数相同。B 城收入可能比 P 城少五倍，这样他的教育经费所占的比例是 P 城的近三倍。P 城的学生是 B 城的四倍，每个学生摊到的是只有 B 城的一半。钱花得多不一定就更关心，政府的态度与居民的态度不一定一致。

32-----12

The following appeared in a memo from a vice president of Quiot Manufacturing.

"During the past year, Quiot Manufacturing had 30 percent more on-the-job accidents than at the nearby Panoply Industries plant, where the work shifts are one hour shorter than ours. Experts say that significant contributing factors in many on-the-job accidents are fatigue and sleep deprivation among workers. Therefore, to reduce the number of on-the-job accidents at Quiot and thereby increase productivity, we should shorten each of our three work shifts by one hour so that employees will get adequate amounts of sleep."

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

在过去，**Alta** 工厂的工伤事故比邻近的 **Panoply** 工厂多 30%，**Panoply** 的每班工作时间比我们的短一个小时。专家相信导致很多工伤事故的重要因素就是工人的疲劳和睡眠不足。因此，为减少 **Alta** 的工伤事故数量并提高生产数量，我们应该把我们的三个班次的工作时间每个都减少一小时，从而我们的雇员将有更充足的睡眠。

Alta Manufacturing, on-the-job accidents 论断：要减少事故从而提高产量，就应该把三个班次

的工作时间各减少一个小时。因为去年我们的事故比附近的那家高了 30%，专家认为疲劳和睡眠不足是发生事故的很重要原因。论断的前提是我们的事故是因为睡眠不足和疲劳造成的，但是论者并没有提供这方面的资料。事故的发生有很多种原因，比如说技术问题，比如说操作违规等等。论据没有排除这些可能性。论断还有一个前提是我们的工作时间超出了工人的承受能力，从而造成了工人疲劳。但是这个前提同样也没有得到保证。因为就算我们的工作事故是因为疲劳造成的，论者也没有提供资料以证明这种疲劳是因为我们工作时间过长而导致。因为完全有可能是工人的业余生活，比如过度地娱乐，家庭的负担，甚至有可能是第二职业的原故造成。这些论者都没有考虑到。论断引用与附近一家工厂的比较作为证据。但他却没有说明这家工厂是否与我们的工作性质相同。不同的工作发生事故的可能性肯定不同，比如建筑业和制药业就没有可比性。另外有没有可能这家工厂采取了比我们更好的保护措施？这也能有效的防止事故发生。结论：论者没有对事故发生的原因进行分析就得出结论太过草率。要有效防止事故的发生，我们还需要进一步了解事故的原因、工人的工作状态，并切实采用保护措施。只有这样才行。

33-----208

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

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

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

一些最近的调查表明，房主越来越强烈地希望节省能源，并且生产商现在正在推出很多比十年前的电器几乎节能两倍的家用电器，比如冰箱和空调。而且，更好的房屋隔热和被动式太阳能采暖的新技术已经可以用于减少家庭采暖所需的能源。因此，我们预计我们地区的用电需求总量不会增加，而可能有轻微下降。由于我们的已经运作了 20 年的三座发电站总能够满足需求，我们无需建造新的发电厂。

homeowners eager to conserve energy 论断：建新的电厂不需要。因为三家电厂在过去 20 年里都满足了我们的需求，而我们的用电总量有可能不会上升并有希望会小幅下降。几项最近的调查显示人们越来越希望保持能源，而制造商的家用电器也比十年前节电能力提高了两倍。另外新的技术使家庭隔热更好，日光照射等也使得家庭供暖的用电需求会下降。前提，家用电量不会上升。没有直接的证据表明现在的用电指数的走势。给的证据不足以保证这一点。首先，人们的愿望和新的家用电器的节能不能保证这样的结果。已经有的是否愿意换新

的，而原来没有的买新的，必然就增加用电量。其次供暖用电下降，其他用电会上升。前提，三家电厂现在还能满足需求。没有直接证据，而过去满足不代表现在还能满足。结论，不必建新的。干嘛不以备后用，城市发展，工业发展用电可能会上升。

34----127

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

"In an effort to improve our employees' productivity, we should implement electronic monitoring of employees' Internet use from their workstations. Employees who use the Internet from their workstations need to be identified and punished if we are to reduce the number of work hours spent on personal or recreational activities, such as shopping or playing games. By installing software to detect employees' Internet use on company computers, we can prevent employees from wasting time, foster 培养 a better work ethic at Climpson, and improve our overall profits."

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

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。

electronic monitoring of employees' Internet 论断：在公司的电脑上装监测员工因特网使用的软件，可以提高我们整体的利润。因为我们可以防止员工浪费时间，促进好的工作态度。如果想降低员工在工作中花在私事和娱乐活动上的时间，在工作间使用因特网的员工就应该查出来被并处罚。（都是前提不成立）装软件可以防止员工浪费时。也许确实可以防止员工在上班期间使用因特网干私事和玩游戏，但不能保证员工通过其他途径的私事和娱乐时间不会上升。比如会有人不能在因特网上买东西了，他就会在上班时间溜出办公事出商场买。减少干私事可以促进好的工作态度和效率。论者没有提供目前员工的工作态度如何，私事和娱乐是否已经影响到了他们的工作效果。如果工作不是很多，员工少量的私事和娱乐也许不会影响他们的工作。但公司通过这种监测方式，监测员工的行为，倒有可能引起员工的不满，尽管不表达，这样有可能会使他们消极怠工。结论值得怀疑，装软件是否会影响电脑的运行，软件的花费的是多少，论者没有提供资料。如果电脑工作的速度会下降，软件的花费过大，也不能提高我们整体的利润。而且利润的上升牵扯到成本、业绩等等内容，不是工作态度好了，就可以上升的。结论：论者没有资料证明目前员工的工作效率和态度已经影响到了公司的运行，所以我们无法判断是否有必要这种对员工行为的进行监测。而监测是否能够促进工作态度也值得怀疑，这样的建议还需要更多的考虑。

35-----185

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

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

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

一个月之前，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。

showerheads 论断：对 20 层的 S 塔楼限制水流，能够进一步提高我们的利润。因为这样可以为公司节省很多钱。一个月前，下面五层楼的淋浴喷头被调整，限制了三分之一的水流量。虽然调整后具体的用水指数还不知道，这个变化显然会为公司节约大量的钱。除了一些关于水压的抱怨外，没有别的关于喷头的抱怨。前提，是否节水了。既然还不知道具体的指数就不排除用水量上升的可能。因为水流变小，用水时间就会加长。另外由于水压的冲洗作用没了，这种时间上的补偿很有可能会特别长。前提，没人抱怨。首先刚一个月就有了抱怨。其次楼层越高对水压要求越到。第三楼上的人可能特殊，他们用水特别多，特别喜欢大流量的洗澡。时间长必然引起楼主不高兴。结论：利润，收入得靠卖房，有可能是租房，水费只是其中很小一部分成本。

36----38

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

"An innovative treatment has come to our attention that promises to significantly reduce absenteeism in our schools and workplaces. A study reports that in nearby East Meria, where fish consumption is very high, people visit the doctor only once or twice per year for the treatment of colds. Clearly, eating a substantial amount of fish can prevent colds. Since colds represent the most frequently given reason for absences from school and work, we recommend the daily use of Ichthaid—a nutritional supplement derived from fish oil—as a good way to prevent colds and lower absenteeism."

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

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 and 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。

Public Health Council, absenteeism 论断：吃 Ichthaid 是防止感冒和旷课的好办法。因为一项研究表明，东部地区吃鱼多的地方每年只去医院接受两次感冒治疗，这说明吃大量的鱼能够防止感冒。而又因为感冒是人们旷课旷工的最常用理由。前提不被保证成立。论断的前提是 Ichthaid 能起到和鱼一样的效果，但论者没有提供任何资料证明这一点。虽然说鱼能够防止感冒，但这并不意味着鱼油也能，更不能保证鱼油中的某种成份比如 Ichthaid 能有这样的效果。因为从鱼到鱼油再 Ichthaid 是一个提炼过程，论者没有提供证据证明防止感冒的因素都留在了 Ichthaid 里。因而这一前提不一定成立。论断的论据不具有说服力。论断引用一份在东部地区的研究，说当地人吃鱼多，一年只去医院看两次感冒。首先是东部地区的环境气候是否与西部地区一样，有没有可能那儿更温暖，气温变化小，这也可能使得人少感冒。其次感冒的人不一定会去医院，一年去医院接受两次感冒治疗并不意味着一年只得两次感冒，有很多人感冒就自己在家里休息或吃药。没有这些资料，我们都不能从这份研究中确信是因为吃鱼所以东部人就少感冒了。结论非常武断。论者认为感冒是旷最经常的理由，所以是降低感冒也就是降低旷工旷课的好办法。但是论者没有提供资料有多少旷的人是因为感冒，还是用感冒作为借口。我们都知道身体不舒服是最容易请到假的办法，另外 Ichthaid 有没有副作用，会使人得其他的病，论者也没有提供资料。如果说感冒减少后，人们改用其他的借口，或是肠胃病的人又多了，显然这不人进一个好办法。结论：论者要增强说服力还需要具体了解东部人是否真较少感冒，是否吃鱼在起作用。而且还应该了解 Ichthaid 的作用，和它可能会带来的问题。

37-----230

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

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

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

十年前，作为一项综合城市改造项目的一部分，Transopolis 市为了工业用途在快速路旁边改造了一大片严重低于标准的住房。随后，那里建立了若干工厂，犯罪率降低了，全市资产税收入增加。为进一步使城市重新繁荣，我们应该在城市另一侧的正在衰落的居住区采取类似的行动。由于现有邻近社区的一些住宅和公寓无人居住，这一行动产生的搬迁户的住所将有所保障。

substandard housing near the freeway 论断：为进一步搞活城市，我们应该在城市的居民正在减少的城市另一边采用同样的行动（把地用作工业）。因为那儿的一些房子和公寓目前没人住，这个计划需要的备用房已经有了。十年前，做为整个郊区搞活计划的一部分，T 城把高速边的一些低质量房用于工业。结果那么建了很多工厂，犯罪率也下降了，整个城市的财税收入也上升了。前提，这边有地用于工业。没有证据证明这边有足够的空间发展工业，或者说发展工业适合该地区。如果说该地区附近有很多疗养院，sanatorium or park，建工业就会影响该地区的环境。论据，论者引用十年前另一边的经验，但首先时间相隔十年，经验是否能被借鉴值得怀疑，其次另一边可能有大量质量不好的房屋，这些房屋迟早要被推倒用做别的用途，但是论者没有说这边的房屋是有是也主要是质量不好的房屋。如果不是，这是种浪费，且会引起房主不满。第三，犯罪率的下降和财税的上升与工业发展之间的因果关系不被保证。有可能该地区在这十年间制定了严格的法律，加派了更多的警察，并且还在发且比如商业、旅游业等项目。其实新建的工厂一般来说税交的都不多。结论：就算发展工业好，条件是否具备也难说。闲置的空房不等于没人要，房主不一定会答应让别人来住。

38----21

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

"Five years ago, at a time when we had difficulties in obtaining reliable supplies of high quality wool fabric, we discontinued production of our alpaca overcoat. Now that we have a new fabric supplier, we should resume production. This coat should sell very well: since we have not offered an alpaca overcoat for five years and since our major competitor no longer makes an alpaca overcoat, there will be pent-up customer demand. Also, since the price of most types of clothing has increased in each of the past five years, customers should be willing to pay significantly higher prices for alpaca overcoats than they did five years ago, and our company profits will increase."

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

五年前，当我们在获取可靠的高质量羊毛毛料的渠道方面存在困难的时候，我们停止了高档羊毛外衣的生产。现在有了新的毛料供应商，我们应该重新开始生产。这种外衣应该卖得很好：因为我们已经五年没有供应羊毛外衣了，而且由于我们的主要竞争对手已不再生产羊毛外衣，消费者将有很迫切的需求。而且，由于过去五年中多数种类的服装价格每年都在上涨，消费者应该愿意花比五年前高的多的价格购买羊毛外衣，从而我们公司的利润将会上升。

wool fabric,manufactures men's clothing 论断：重新做衣服，公司赢利会上升。因为这种服装会卖得很好，市场上肯定会有大量需求，而且五年来服装价格每年都会上升，人们肯定愿意付比五年前更高高的价格来购买这种服装。论断的前提是这种服装现在会有市场，但这并不一定被保证。论者说因为他们五年没有生产，而他们最大的竞争对手也不再生产，所以市场的需求肯定很好。但是论者既没说五年前这种服装的市场如何，也没有做具体的调查以证明现在消费者的确还喜欢这种服装。而他们最大的竞争对手不再生的原因是什么，有没有可能正是因为这种服装已不受人欢迎，所以他们才停止生产的。这些论者都没有提供，所以论断的前提并不一定成立。论断的另一个前提是现在人们愿意付比五年前高的价格来购买，

但这一前提仅是论者凭猜测得出的，并没有任何证据证明。五年来服装价格上升，并不能保证人们愿意出比五年前高的价格，甚至是相同的价格来购买同五年前一样的衣服。论断做得太武断。有很多方面都会影响是否赢利，其中成本是一个很重要的原因，而关于现在这项成本是多少，与五年前相比高还是低，与其他项目相比又如何，论者也都没有提供相关的资料。另外公司退出这个市场五年，其中变化论者没有考虑进去，市场对公司的品牌陌生了，广告要重新做，公司对市场陌生了，调查和分销点要重新来，这些都会影响公司是否赢利。论断没有考虑其他因素而武断地得出结论，很有可能将公司带入财政赤字。结论：论断仅凭猜测而没有做任何实际调查就得出结论，这样的建议非常荒谬。要说服人，他需要了解现在的服装市场，以及目前的运营成本。

39-----23

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

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

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。

seafood dishes in Bay City 论断：建一个专门的海鲜饭店会受赚钱。因为过去 5 年里本市饭店里海鲜的消费量增长了 30%，而目前也没有一家专门的海鲜餐馆。另外本市大多数家庭都是双收入，一份全国性的调查显示这样的家庭比十年前更少地在家里做饭，而同时更关心食品健康。论断的前题是专门的海鲜饭店在本市是需要的，但这个前提并没有被保证成立。因为论者没有提供任何证据以证明当地人想要一家专门的海鲜饭店，也没有证据表明本市人对目前普通餐馆的海鲜供应不满意。虽然论者提到本市海鲜消费五年前增长了 30%，但这只说明海鲜食品受到人们更多欢迎，而并不代表专门的海鲜饭店是需要的，因为论者没有说有多少人去普通的餐馆却只消费海鲜，更有可能的情况是人们在吃海鲜的时候还愿意点其他食品。从论断中我们并不能看到在本市有必要建一家专门的海鲜餐馆。论断的论据中也存在问题。论者说本市的家庭多为双收入的，而全国范围来说这样的家庭较少在家里吃，而更关心饮食健康。但首先这与专门的海鲜餐馆是否营利并无直接关系，因为没有证据证明这些双收入家庭更愿意到专门海鲜店吃饭，或是更愿意吃海鲜，也没有证据他们认为到专门的海鲜店或是食用海鲜比其他的方式更健康。而且全国范围的情况是否与本地相同也不被保障，缺乏对本地消费者的了解，生硬套用全国经验，使得论据没有说服力。论据说专门的海鲜店会受欢迎会赚钱，这个结论有些武断。餐馆的经营很关键，就算有市场需求但经营不善，都可能使得餐馆不赚钱。论断没有提出任何关于专门海鲜店在经营服务上有设想，甚至没有

提出这样的餐馆能不能比普通餐馆提供更好的海鲜服务，比如品种多，更新鲜等等。这样我们都无法得出结论会赚钱。结论：论断还太过武断也很片面。要想增强说服力，论者还需要提供有关本市对海鲜食品消费的习惯，要求，以及现有的普通餐馆在海鲜食品的服务上是否有不让人满意的地方。另外还应该提供对于这家餐馆的经营的具体方案。

40----34

Milk and dairy products are rich in vitamin D and calcium—substances essential for building and maintaining bones. Many people therefore say that a diet rich in dairy products can help prevent osteoporosis, a disease that is linked to both environmental and genetic factors and that causes the bones to weaken significantly with age. But a long-term study of a large number of people found that those who consistently consumed dairy products throughout the years of the study have a higher rate of bone fractures than any other participants in the study. Since bone fractures are symptomatic of osteoporosis, this study result shows that a diet rich in dairy products may actually increase, rather than decrease, the risk of osteoporosis.

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

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 and 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。

Milk and dairy products are rich in vitamin D and calcium 论断：吃奶制品会提高患这种病的可能性。因为一项研究发现坚持吃奶制品的人比其他人有更高的骨折率，而骨折这种病的一个病症。论断的前提并不一定保证成立。论断从高骨折率而推出更容易患病，但却没有提供证据证明骨折就意味着患病。虽然骨折是这种病的一个病症，所有患病的人会骨折，但不是所有骨折的人都患有这种病。还有很多种情况会导致人骨折，所以不能从高骨折率而得出易患病的前提。论者的论据不具备说服力。论者说一项对很多人长期的研究发现，那些在研究进行的一年里坚持吃奶制品的人，比研究中的其它人有较高的骨折率。但论据没有提供有关参与研究的人群的性别、年龄、职业等特征的分布，也没有提供坚持吃牛奶的人的资料以及骨折的原因。如果说如果说坚持吃牛奶的人都是老人，不吃牛奶的都是青壮年，或者骨折人经常打球，或是常有剧烈的冲撞，这都不能证明骨折与吃奶制品有关。论者的结论也很武断，因为他忽视了年龄问题、环境问题、遗传问题等对患病的影响。如果说吃奶制品的人群有高骨折率，高骨折率也意味着更容易患病，那么究竟是奶制品在起主导作用，还是环境、年龄以及遗传因素在起主导作用。论者的结论没有考虑到这些，因而很武断。结论：论者若想增强说服力还应该提供这项研究更详细的资料，比如样本人群年龄分布、职业分布，以及骨折人的原因是否是因为患上了这种病。另外还需要有进一步的科学研究，以证明奶制品的确会导致患病。

41----120

The following appeared in a health newsletter.

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

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

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, 而少一些鼓励或要求他们戴头盔。

wearing a helmet while bicycling 论断: 为降低严重的骑车事故, 政府应该更集中对人们进行骑车安全教育, 而少一些鼓励或要求他们戴头盔。因为两项研究显示, 在戴头盔的人从 35% 上升到 80% 的同时, 由骑车引发的事故上升了 200%。这个结果表明骑车的人由于觉得戴头盔安全而更冒险。事故数量上升不能说明现在这个问题比以前严重。因为人口的增加, 骑车的人增多, 都可能使得相应的事故数目上升。在这个问题上, 也许看看事故率是否有上升会更有说服力。出事故是否与戴头盔有关, 论者没有相关资料。首先论者对于戴头盔会使人更容易冒险的结论完全没有根据, 他没有提供任何资料证明戴头盔的人都觉得这样很安全。完全有可能戴头盔的人会比不戴的人更加小心。其次论者也没有提供有多少戴头盔的人出了事故, 如果出事故的人大多数都没有戴头盔, 这样就不能证明戴头盔会使得容易出现事故。结论, 进行安全教育是必要的, 但还是应该鼓励人们戴头盔。头盔是保护性措施, 虽然它不能防止出现事故, 但是能降低事故严重性。结论: 论者应该再具体了解事故率是否比以前上升, 以及出事故的人是否有戴头盔。应该教育人们更加小心, 但是还是应该鼓励戴头盔。

42----152

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

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

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

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。

1> 我们对游客收费，那么人数就会下降，收入不一定是会增高，而且收取的费用不一定足够用来补充沙子，可能最后是游客的人气下降了，钱也少赚了，沙滩的情况还越来的越恶劣

2> 我们T岛的沙滩面积比较大，不像B岛那么小，所以B岛可以不用收取很高的费用就满足填沙的开销，但是我们可能收取很多才可以，但是收费已经让游客很不高兴了，再收的贵的话自然就不会有人来了>（这个反驳有点无赖）

3> 旅游业不能只看我们这个海滩，我们地区类似的岛屿和沙滩很多，而且即使填沙也不见得就一定可以保护建筑，防止海浪的侵袭>

43----11

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

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

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

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，市民对于铝和纸张的循环再生的数量比以前翻了一番。由于垃圾收集的收费在下个月将会加倍，循环再生的材料数量将进一步增加。而且，最近一次调查超过 90% 的回应者表示他们将会在未来做更多的循环再生工作。由于居民对循环再生的有力支持，我们填埋地可利用空间的使用时间将比预期的长得多。

West Egg.garbage disposal 论断：垃圾回收能使空间够用更长时间。因为过去两年里居民对铝和纸的重复利用比前几年多了两倍，而超过 90% 的被访问者也表示他们将来会更多地回收垃圾。另外该市下个月的垃圾采集费用会翻番，这也将使得回收垃圾应该更进一步提高。论断的前提是回收垃圾会使得该坑的使用速度降低从而使用年限增加。但实际上这并没有保障。对于该坑使用年限的预测是在两年前做出来的，且不论其是否准确，但当时该市

制造垃圾的速度可能没有现在快。也就是说，尽管回收垃圾能够减少垃圾的增长，但是如果该市的垃圾总量，尤其是不能被回收的垃圾增长迅速的话，将抵消垃圾回收带来的作用，甚至有可能该坑会比预测的年限更早使用完。很显然，论据中没有提供任何这方面的资料。在论断的论据中也存在一些模糊的地方。首先这两年居民在铝和纸上的回收行为并不能保证他们会坚持或是推广到其他物品中去，而且铝和纸物品在日常的垃圾中所占的比重是多少，该种物品的减少对于垃圾总量的意义是什么，我们也没有从论者那里看到资料。而对于调查，论者没有提供资料以表明被访问者是否具有代表性，调查又是否科学是否采取了措施以保证调查准确反映该市对于垃圾回收的做法，比如说访问的数量、性别比例、年龄段的比例以及行业比例等等。如果该调查只是随机进行的，就不能说明该市的居民都如此。论者的认为从下个月起重复利用的垃圾还会增加，因为垃圾回收的费用提高了。但是垃圾会不会被重复利用，首先取决于它能不能被重复利用，而不是要不要为垃圾回收付出更高费用。当然，提高费用会促使居民将更多的可重复利用的垃圾重复利用，但如果现在居民已经做到了这点，提高费用并不必然得会使得重复利用上升。不过有关居民日常垃圾中有多少是可重复利用的，论者没有提供。论者的论断也欠周全。居民重复利用垃圾，但是除了由居民制造的日常垃圾以外其他的垃圾比如工业垃圾的情况怎么样？没有资料进行比较，论断得出得太仓促。结论：论者的结论太过草率。要想具体了解重复利用垃圾对于垃圾增长的作用，论者还需要做大量进一步的调查，比如目前垃圾中有多少是可被重复利用的，居民对于重复利用的垃圾的具体态度，目前垃圾增长的速度等等。只有了解了这些，才能得出正确结论。

44-----141

The following appeared in a letter to the editor of a journal on environmental issues.

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

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

去年，Consolidated Copper Company(CCC)在热带国家 West Fredonia 购买了上百万平方英里的土地。在这些地方采矿将会不可避免地导致污染和环境灾害，因为 West Fredonia 是很多濒危物种的栖居地。但如果消费者简单地拒绝购买用 CCC 所生产的铜而制造的产品，直到 CCC 放弃它的采矿计划就可以避免这种灾害。

political rally,tropical nation 论断：消费者拒绝买 CCC 的铜制产品使它放弃采铜计划，就能阻止污染和环境灾害。因为过去几年 CCC 在 WF 买了上百万平方英里的土地，因为 WF 是很多濒危动物的家这些铜不可避免的会造成污染和环境灾害。 被忽略前提：消费者无法辨别产品，因为 CCC 是采铜企业。 不一定成立的前提：即使能分辨，CCC 还可以把销售点转向其它地方。 被忽略的前提：CCC 放弃计划，还会有其他公司。 不公平的结论：没有资料表明 CCC 在带来灾害，可以让他们采取措施。

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

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

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

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。

Arctic deer 论断: 鹿的数目下降的原因是气温上升。因为气温上升使得海上的冰融化,鹿无法按照传统在冰冻的海面上迁徙。他举例说,最近当地的猎人报告说鹿的数目在下降,而这种下降又伴随全球气温上升的趋势。论断的前提不一定成立。前提是当地的气温的确在上升。但是论者没有提供任何资料证明当地的气温比以前高了。得出论断的前提是鹿的数目的确在下降。但是论者仅用当地猎人的报告,不足以证明。因为很有可能猎人只是因为打不到鹿,而认为鹿数目在下降。但是这些猎人活动的时间、范围以及习惯是否与鹿相同都会影响到他们是否能看见鹿。论断的另一个前提是,气温上升会导致鹿数目下降。但是论者没有提供任何资料证明如果气温上升,环境改变,鹿就会死亡。气温上升或许会使鹿生存的环境发生变化,它们的活动模式或许必需有所改变,但这些都不必造成鹿死亡。论断引用的证据没有说服力。论断说鹿数目下降的同时伴随全球气温上升的趋势。但全球势趋不能代表本地状况,很有可能全球某些地方气温升高很快,使得全球气温上升,但本地的气温仍可能不变,甚至下降。论者的结论很武断。他认为是气温上升改变了鹿的迁徙模式,而不是其他原因导致鹿数目下降。但是显然猎人是否有过度猎杀、鹿的某种食物最近是不是大面积减少等等都能使得鹿数目下降。结论:论者若要增加说服力,还因提供目前鹿数目的变化情况,以及当地气温是否有上升。另外鹿的生存环境是否还存在其他的威胁也需要调查。

The following appeared in a health magazine published in Corpora.

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

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

20 年前, Corpora 的市民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,委员会指出所有市民只有四分之一的市民足够健康,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民体质的下降。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。

Corpora,physical fitness 结论:经济形式好了,健康水平会提高。目前全国健康协会说只有四分一的市民身体达标,而此时与健康有关的产品和服务上的开支异常地低。另外虽然全国协会说健康水平下降是多用电脑造成的,但本城的健康水平高同时电脑拥有量也高,所以显然电脑不是不健康的原因。论断的前提不一定成立。论断的前提是经济形式好了,人们在健康产品和服务上的开支就会上升,但这不一定成立。论者没有提供资料证明目前这方面的低开销主要是由于经济不景气造成,或是人们的钱多了就一定会增加这方面的开支。也有可能是目前健康产品和服务不能满足大家的要求,或是服务质量不好。论证的论据没有说服力。论据说 C 城整体健康水平高同时电脑拥有量高,所以证明电脑没有造成健康下降。首先 C 城目前的健康水平如何论者没有提供资料,只是说二十年前 C 城一半的居民达标,那么目前在全国只有四分之一的人达标的情况下,C 城的情况如何,我们不能排除 C 城比全国水平低的可能。其次电脑拥有量高不代表使用电脑时间长。论者结论武断:经济形式好了,人们在与健康有关的产品和服务上的开支增加了,人们健康水平就会提升。但没有证据证明这项开支与人的健康水平有必然联系,甚至没有证据证明这些产品和服务一定能提高人们的健康水平。结论:论者要加要说服力还需要提供资料显示健康产品和服务能多大程度上帮助人们提高健康水平,而目前人们对于这项花销的看如何,是什么导致了开支的下降。

47----213

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

"Because of declining profits, we must reduce operating expenses at Movies Galore's ten movie-rental stores. Raising prices is not a good option, since we are famous for our low prices. Instead, we should reduce our operating hours. Last month our store in downtown Marston reduced its hours by closing at 6:00 p.m. rather than 9:00 p.m. and reduced its overall inventory 存货清单 by no longer stocking any DVD released 发布 more than five years ago. Since we have received very

few customer complaints about these new policies, we should now adopt them at all other Movies Galore stores as our best strategies for improving profits."

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

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。

reduce operating expenses at ten video rental stores 论据：在全 **A** 的十家店里缩短营业时间和减少库存是得高利润的最好办法。因为利润的下降我们必须减少十家音像租赁店的开支。而提高价格不是一个好的办法，因为我们是因特价闻名。相反过去一个月我们在 **M** 的店缩短了三个小时的营业时间和整个库存，收到的抱怨很少。前提，缩短时间和库存是好办法。没有具体对全部的论证，给出的 **M** 店证据没有说服力。首先，没有提 **M** 过去一个月里的利润是不是上升。其次，有人不满也不抱怨，刚一个月就有人抱怨，可能接下来就不来了。第三，一个店的情况不能套用到所有上。被忽略的，减少营业时间和库存，即意味着把更多的顾客让给竞争对手。结论：节约开销不等于利润提高。干嘛说是最，其它方法还有呀。提高价格不一定不行，如果成本实在下不来，可以适当提价。

48----216

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

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

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

由于 **Clearview** 的天然景色和温和气候，它应该成为那些为退休后寻找生活地的人的首选。其中一项好处是，**Clearview** 的房价在去年显著下降，房地产税一直比邻近城市低。而且，**Clearview** 的市长承诺了很多新方案来改善学校、街道和公共服务。**Clearview** 的退休人员也可以在老年时享受到出色的医疗服务，因为该地区的医生数量高于全国平均水平。

planning for retirement 论断：**C** 是人们找地方退休的首选。因为当地风光优美，气候常年稳定，而作为退休金，住房在当地的费用去年也有很显著的下降，房地产税收一直比隔壁几个镇低。市长许诺了新的项目改善学校、街道和公共服务。退休在 **C** 还有好的健康服务，因为这儿医生的数目比全国平均水平高。如果 **C** 真的很适合退休居住，当地一定吸引了不少老人，尤其是退休后搬来居的。听听他们的意见是有说服力的，另外老年人需要同相年纪的伴，这是非常重要的。没有这方面的信息，论断的说服力非常弱。住房的费用在去年下降，

并不证明它比其它地方低，而且今后是否还会上升也不被保证。另外住房费用低以及房产税比隔壁几个镇低，让人不得不担心一个问题，就是当地经济可能比较弱。虽然经济发达并不是老年人最关心的，但与此相关的社会问题会不会存在，比如高失业律带来的社会不稳定等等，另外还有一些服务会不会缺。 许诺的项目并不真正存在，要多少年也说不定。而且学校和街道问题可能老年人并不关心。 医生的水平比数目更重要。

49----39

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

"Last year the number of students who enrolled in online degree programs offered by nearby Omni University increased by 50 percent. During the same year, Omni showed a significant decrease from prior years in expenditures for dormitory and classroom space, most likely because online instruction takes place via the Internet. In contrast, over the past three years, enrollment at Humana University has failed to grow and the cost of maintaining buildings has increased. Thus, to increase enrollment and solve the problem of budget deficits at Humana University, we should initiate and actively promote online degree programs like those at Omni."

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

50----167

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

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

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。

lavender cure insomnia 论断：薰衣草对治疗失眠有效。因为最近的研究中，30位有失眠症的志愿者在三个星期里睡在有薰衣草药片的房里。第一个星期志愿者继续服用普通的失眠

药，他们睡得很香但是醒来会觉得累。第二个星期，志愿者停药，结果他们睡得不那么香感觉更累。到第三个星期，志愿者睡得比前两上星期都要香要长。推论以研究为基础，但这还只是初步的研究，并不足以得出医学上的结论。因为 30 位以及三个星期都不足以说明问题。但是抛开这些不考虑，论者的推理过程仍有错误。 第三个星期志愿者醒来以后的感觉论者没有提供。是比前两星期更加疲劳还是什么。事实上论者提到了志愿者在停药的第二个星期里睡眠非常不好，这有可能是第三个星期睡的时间长的主要原因，因为他们实在太累。所以没有醒来后的感觉作标准，无法评价志愿者的睡眠质量，因为无法知道熏衣草的作用。 研究本身对志愿者有影响。志愿者三个星期里的睡眠变化与对环境的熟悉有关，第三个星期完全熟悉了，所以不紧张了。 在短期内的概念不清楚。

51----182

The following memorandum is from the business manager of Happy Pancake House restaurants.

"Butter has now been replaced by margarine in Happy Pancake House restaurants throughout the southwestern United States. Only about 2 percent of customers have complained, indicating that 98 people out of 100 are happy with the change. Furthermore, many servers have reported that a number of customers who ask for butter do not complain when they are given margarine instead. Clearly, either these customers cannot distinguish butter from margarine or they use the term 'butter' to refer to either butter or margarine. Thus, to avoid the expense of purchasing butter and to increase profitability, the Happy Pancake House should extend this cost-saving change to its restaurants in the southeast and northeast as well."

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

52----185

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

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

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

53-----201

The following appeared in a health magazine.

"The citizens of Forsythe have adopted more healthful lifestyles. Their responses to a recent survey show that in their eating habits they conform more closely to government nutritional recommendations than they did ten years ago. Furthermore, there has been a **fourfold** increase in sales of food products containing kiran, a substance that a scientific study has shown reduces **cholesterol**. This trend is also evident in reduced sales of sulia, a food that few of the most healthy citizens regularly eat."

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

Forsythe 的居民选择了更健康的生活方式。他们对于最近一项调查的回答显示，他们的饮食习惯比十年前更加贴近政府的营养建议。而且，含有 **kiran** 的食品销量增长了四倍，在一次科学研究中发现 **kiran** 是一种能够降低胆固醇水平的物质。这种趋势同样也被 **sulia** 的销量下降所证实，**sulia** 是那些最健康的居民极少经常食用的食品。

conform more closely to government nutritional recommendations 论断: F 的市民现在采用了更健康的生活方式。因为在最近的一次调查中，他们反应出较十年前更接近政府营养建议的饮食习惯。另外，含科学证明可降胆固醇的 **K** 的食品销量增长了四倍，而且 **S** 的销量下降了也是这个趋势的一个证据，很少有最健康的居民经常食用这种食物。 前提: 饮食更健康。证据的问题，首先接近政府的营养建议，由于不知道这个建议的具体内容，所以无法判断这种情况是否就更健康了，这只能说当地人的饮食方式有意或无意地接近一个普遍接受的饮食习惯，但是是否符合当地的情况，还不得知。其次，**K** 的上升不一定是因为人们关心健康或是关心胆固醇，这类食品也许存在其他特征吸引人们，而且这类食品中也可能还含有其他不健康的成分。第三，**S** 的下降与人们是否更健康也无关，没有证据证明食用它会导致不健康。 结论: 饮食更健康不一定生活方式就健康，还有运动，心理等等因素。

54----202

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

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

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。

Humans arrived 7,000 years ago, within 3,000 years mammal extinct. 论断：天气变化或其他环境因素导致了种类灭绝。因为人不可能是灭绝的一个因素。没有证据表明人和哺乳动物有很多接触。另外考古学家发现了很多带有鱼骨的地方，但没有发现含有大型哺乳动物的骨头的地方，所以人不可能捕杀哺乳动物。前提，不是人造成的灭绝。没有接触也能造成灭绝，破坏食物链，污染等等。前提，人没有捕杀哺乳动物。没有发现有遗弃骨头的地方，不证明不猎杀。有可能只带肉回来，或是把骨头做成了装饰品。There still a logical error made by the arguer by treating a lack of proof that something is the case as constituting sufficient proof that it is not the case. 结论：就算不是人造成的，人也脱不了干系。(cannot have been a factor??)

55----147

The following appeared in an editorial in a business magazine.

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

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

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月中猛增。

Whirlwind video games 论断：WW 今后几个月的销售可能会急聚上升。因为一份对电视游戏玩家的调查显示，它的销售趋势会转变。这份调查问玩家们认为游戏的什么特点最重要，他们偏向有生动动画的游戏，这种游戏需要最新的电脑技术。WW 刚刚用大规模广告向 10 到 25 岁的人群推出了几种这样的游戏，这个年纪的人群最可能玩电游。前提：关于 10 到 25 岁最可能玩电游，没有数字，没有根据，是瞎猜的。WW 会卖得好，虽然玩家们认为这是最重要的特点，但并不表示生动了他们就一定买。因为游戏还有其他特点，比如类型、是否刺激、主题等。如果光有技术，思想不足，也不一定卖得好。而且他没有说用的什么技术，我们无法认同是否存在判断失误。论据：广告针对 10-25 岁人群，但调查不是，这两者可能存在偏差。结论：尽管 WV 吸引人，可能经济萧条，或整个市场不好。

56-----111

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

"A recent study of our customers suggests that our company is wasting the money it spends on its patented Endure manufacturing process, which ensures that our socks are strong enough to last for two years. We have always advertised our use of the Endure process, but the new study shows that despite our socks' durability, our average customer actually purchases new Dura-Socks every three months. Furthermore, our customers surveyed in our largest market, northeastern United States cities, say that they most value Dura-Socks' stylish appearance and availability in many colors. These findings suggest that we can increase our profits by discontinuing use of the Endure manufacturing process."

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

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。

Dura-Sock,Endure 论断: DS 可以通过减少在加强耐用性方面的制作程序提高利润。因为新的研究显示,一般的 DS 顾客实际上每三个月就会买新的 DS。另外在我们最大的市场东北部城市的调查中,被访的 DS 顾客表示他们最看重 DS 的外观和颜色的多样。而 DS 一直打广告强调它的耐用可以用两年。前提我们的顾客不再重视耐用性。论者没有提供有关顾客对于耐用性看法的直接资料,而它提供的销售研究又不足以说明这个可能。首先,顾客平均每三个月就买新袜子,但并不说明顾客每双袜子只打算穿三个月,也不证明他们就此放弃了在耐用性上的苛刻要求。他们完全有可能在买了新袜子以后,仍然继续使用旧袜子,而且希望能用很长时间。其次顾客看中式样和颜色多样,并不意味着他们就不被耐用性吸引,完全有可能是因为广告中对于耐用性的强调吸引了顾客,频繁光顾我们,然后才发现我们的式样新颜色多。论据没有说服力。首先该调查是在某地进行的,还不足以说明全国的情况,完全有可能在其他地方有更多的顾客看重我们的耐用性,而不被式样和颜色吸引。其次这个调查是如何进行的,它是否能代表该地区各种顾客的看法。如果接受调查的主要是年轻女性顾客,那么放弃耐用性很可能就失去了妇女、老人以及男性顾客。结论,如果耐用性真不像以前那样受到顾客重视,放弃它也不会带来利润上升。因为式样和颜色都是容易被竞争对手模仿的,唯有耐用和高质量是我们品牌的保证。如果放弃耐用性,我们就会失去竞争优势。结论:要得出正确的结论,论者还应该进一步了解顾客对于耐用性的看法。

57-----111

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

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

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

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

58-----127

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

"In an effort to improve our employees' productivity, we should implement electronic monitoring of employees' Internet use from their workstations. Employees who use the Internet inappropriately from their workstations need to be identified and punished if we are to reduce the number of work hours spent on personal or recreational activities, such as shopping or playing games. Installing software on company computers to detect employees' Internet use is the best way to prevent employees from wasting time on the job. It will foster a better work ethic at Climpson and improve our overall profits."

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

59-----94

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

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

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

一项全国性调查发现人们最想拥有的两项家庭设施就是具备冲浪浴缸的浴室和大厨房。我们的竞争对手 **Domus Construction** 在附近开发的新住宅安装了冲浪浴缸，这些住宅的销售速度和售价显著高于平均水平。为增加我们的销售和利润，我们应该在所有新住宅中设置冲浪浴缸和大型厨房作为标准配置。由于我们的新客户没有提出对小型庭院的任何投诉，我们也可以通过减小庭院的尺寸来增加盈利。

two most desired home features 论断：应该用涡轮澡桶和大的厨房作新家的标准设计，并减小花园的面积，以提高利润。因为一份全国性的调查显示，最受欢迎的室内设计是有涡轮澡桶的浴室和大的厨房。我们竞争对手 D 在开发区附近建的房就有涡轮澡桶，它以高出平均价很多的价格卖的很快。另外我们最近的买主都对小花园没什么意见。 论断前提不一定成立，即用这样的标准设计能高的利润，但论者没有提供有关资料。豪华的装饰和舒适的享受很多人都会喜欢，这样的设计会提高建筑成本，论者没有为此提供证据表明我们的顾客愿意为这种奢侈品多出钱，也就不能证明它的利润高。 论据没有说服力。全国性的调查不具有指导性，因为不是针对当地，和我们目标顾客的。首先一处楼盘的例子不足以证明这样的设计有好的市场。第二，没有证据证明 B 公司的这个项目利润高，虽然它卖得快价格高，但是豪华的设计必须使成本提高。第三 B，两家公司的目标顾客不一样，我们以普通人为主。第四，B 公司可能还有其他的独到之处使楼受欢迎，而不是因为澡桶。 最近的买主没有抱怨小花园，可能是因为抱怨还没有反馈上来，过一段时间你就会听到了。另外也有可能最近的几处楼有特殊性，比如价格比较低，买主是不挑剔等。这不代表今后所有的买主都不在乎花园面积。结论：论者没有详细了解市场，要正确做出决策还需要了解本公司目标顾客群对室内装修的意见。

60----66

The following appeared in a letter from a firm providing investment advice for a client.

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

Write a response in which you examine the stated and/or unstated assumptions of the argument.

Be sure to explain how the argument depends on these assumptions and what the implications are for the argument if the assumptions prove unwarranted.

investment advice,heating oil 论断：预测热油需求会上升，推荐投资主营业为家用热油的 CI 公司。因为东北部地区去年经历了 90 天低于平均气温的天气，而且 W 大学预这样的天气状况还将持很几年。另外该地区过去几年建了很多新家，而且他们传统上使用油做为主要供热原料。 前提不一定成立。前提是东北部地区的热油需求会上升，但是没有资料明确显示这一点，论者甚至没有提供该地区在去年经历低温时热油需求是否上升，也没有提供资料证明该地区仍将使用热油做原料了。 论据没有说服力。W 大学的预测是否具有权威性，或是准确性，论者的论断没有保证这一点。而新建的家是否仍然使油做为原料，也没有得到保证。这两个论据都不能说明前该地区油需求会上升。 论断仓促。东北部地区的热油需求会上升，并不说明热油需求的总量会上升，更不能说明 CI 公司的利润会上升。如果其他地方需求下降的量过大过该地区上升的量，那么热油的总需求就是在下降，而 CI 公司的利润也会因此而不被保证必然上升。另外 CI 公司的其他业务也会影响它的利润。结论：论者没有为结论提供充足准确的资料，并且结论做得非常武断，没有考虑其它因素，可能会造成投资者决策错

误。

61----68

The following appeared in an article in the *Grandview Beacon*.

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

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

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。我们的市民都注意到，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。

[budget planner, City of Grandview](#) 论断：为了防止赤字，必须消除对乐团的资助。因为消除对乐团的资助，就能防止财政赤字。我们居民都很清楚政府每年都为乐团提供资助支持他们的节目。但是现在没有政府的资助乐团也能成功，因为给乐团的私人捐款增加了 200%，乐团系列演出的上座率也提高了一倍。乐团同时宣布明年票价要上升。前提不一定成立。前提是不给乐团资助，就能防止赤字出现。但是论者没有告诉我们给乐团的资助是多少，下一年可能出现的赤字数目是多少。如果赤字数目大过给乐团的资助，这个前提就不成立。另一个前提是乐团没有政府资助也能成功。论者举了一系列的例子说明乐团其它收入在上升，但是上升不能证明收入足够乐团使用，如果原来各项基础都很低的话，很有可能上升后，目前的收入仍不够乐团使用。这样就更不能保证乐团在没有政府资助的情况下，有足够的资金运作。结论武断。如果消除对乐团的资助可以防止赤字，也不能说明必须消除。首先政府是否资助乐团原因很多，不仅是财政是否宽裕决定的，所以尽管可能会有赤字，政府也不一定就必须消减。其次消除赤字的方法也很多，比如减少在其他方面的开支，并不是必须消除这一项。结论：论者的论据不足以说明乐团可以在没有政府资助的情况下成功，而且结论也非常武断，若要增加说服力，还需进一步提供乐团目前具体的资金数目，并充分考虑各项因素，作出决定。

62-----98

The following appeared in a memo from the director of a large group of hospitals.

"In a laboratory study of [liquid antibacterial hand soaps](#), a concentrated solution of UltraClean produced a 40 percent greater reduction in the bacteria population than did the liquid hand soaps

currently used in our hospitals. During a subsequent test of UltraClean at our hospital in Workby, that hospital reported significantly fewer cases of patient infection than did any of the other hospitals in our group. Therefore, to prevent serious patient infections, we should supply UltraClean at all hand-washing stations throughout our hospital system."

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

在一次对于抗菌洗手液的实验研究中，Nadasept 浓缩液比我们医院现在使用的洗手液多杀灭 40% 的细菌。在我们 Saluda 的医院随后所作的对 Nadasept 的测试中，该医院上报的患者感染数量显著少于我们集团的其他医院。因此，为防止严重的患者感染，我们应该在我们的医院系统所有的洗手站提供 Nadasept。

liquid antibacterial hand soaps 论断：为防止严重的病人感染，我们应该在我们系统内的所有洗手处提供 N。因为在一项对于液体抗菌洗手液的实验室研究中，N 这种集中溶夜比其它我们医院使用的洗手液多杀死了 40% 的细菌。后在 S 医院对 N 的测试中，这家医院报告的病人感染案例比其它医院少很多。前提不一定成立，即使用 N 洗手能减少感染，论者提供的论据不足以支持。首先实验室的结果不证明在现实使用中效果一样显著，因为 N 有可能受到现实环境中其它化学和物理因素的影响，而使其失效。论据没有说服力，关于 S 医院的经验。首先 S 医院的感染病人比其它医院少，但是与它不使用 N 的时候呢？如果不使用 N，S 医院的此类病人也少，就不能证明是 N 防止了病人感染。其次 S 医院对 N 的测试，但未说是如何使用，可能并不只是用于洗手液。结论：首先 N 是否有副作用，其次，N 杀死的细菌是否是能引起严重感染的，还是只是较弱的。结论：论者应进一步了解 N 用于洗手液在实际情况中的杀菌效果，并一步了解 S 医院的经验是否值得推广。

63-----206

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

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

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

去年在全国范围内，随着越来越多的 9 岁以下儿童参加少年棒球和足球比赛，有超过 80000 的少年选手受伤。在最近一次研究所作的采访中，很多大城市的少年棒球选手报告说存在来自教练和家长要求赢得比赛的心理压力。而且，教育专家指出这些运动项目长时间的训练占据了本应用于学习的时间。由于不利因素明显超过了有利因素，我们 Parkville 应该停止组织 9 岁以下儿童

的体育比赛。

children below nine in softball injuries 论断：P 应该停止组织九岁以下孩子的体育竞赛。因为它的坏处大于它的好处。去年当全国有越来越多的九岁下孩子参加垒球和足球的青年队时，这些年青的运动员有越过 8 万人受伤。最近的一份调查看，一些大城市的垒球青年队队员说有来自教练和父母要赢的压力。另外，教育专家说这些体育活动长时间的训练占用了应该用于学术活动的时间。 前提，九岁下孩子参加体育活动受伤。没有证据。既没说这 8 万人里有没有九岁下儿童，也没有说 8 万人是否比以前就多了。 前提，体育比赛让孩子有心里压力。证据来自几个大城市，说的人可能针对的是高水平的比赛。没有证据说 P 城里九岁下的孩子也有这种压力。 前提，占用学术时间。首先没有证据证明 P 城九岁下的孩子不参加体育活动就会增加自己的学术时间。其次，没有证据说这些参加体育活动的孩子学校表现不好。 结论，忽视体育比赛的好处，何来好与坏的对比。

64----56

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

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

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。

life-size clay statues, Kalinese artists 论断：K 的艺术家是用实际人体做模型来雕刻的。因为考古学家最近在 K 发现了一些人头和手的模型。这个发现解释了为什么 K 的小雕塑是抽象的完全另一种风格，因为模型只能用来做真人大小的雕刻。它同时也解释了为什么很少有古 K 的工具被发现。论者还认为这将使得真人大小的雕像价值下降，小型雕像价值上升。 论断的前提不一定成立。前提是这些人头和手的模型是用来做雕刻的。但是论者看来只是在猜测，因为他没有提供任何有关与这些被发现在模型有关的雕像。没有资料显示有雕像是根据这些模型做出来的。 论断的论据没有说服力。论者认为 K 的小雕像与大雕像风格迥异，而且都很抽象，正是因为他们无法用人体做模型。但是论者没有提供资料证明小雕像与大雕像的用途创作者是否一样，因为这些都会使得两者之间存在风格差异，而不一定是因为模型的问题。 论断的另一个论据是说很少有 K 的雕刻工具被发现出来，但这并不能说明 K 的

工具很少，人体是 K 的工具。因为工具有可能是因各种原因被毁坏了，或者仅仅是考古学家还没有找到而已。论断很武断。就算这些模型是用来雕刻的，但并不能得出 K 的所有人体大小的雕像都是用这种方法制作出来的。毕竟被发现的也只是一些头部和手部的模型，这至少不能排除其它部位不用这种方式制作。论断也没有根据。论者认为这个发现将使得大雕像价值下降，小雕像价值上升。但论者并没有提供任何资料证明用模型做的雕像就不值得研究，或是收藏家们对于人体模型很反感，或是他们对小雕像的兴趣有所增长。结论：论者若要加强说服力，还需要提供资料解释是否有雕像是用这些模型做出来的，并还需要提供有收藏家对这一发现的想法。

65---63

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

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

当 Stanley 公园第一次开放的时候，它是本市最大，使用频率最高的公园。现在它仍是最大的，但使用频率已经不再高了。上个月在公园停车场架设的摄像机发现公园的受欢迎度下降了：录像显示平均每天只有 50 辆车。与之相比，位于商业区中心地带的 Carlton 小公园在工作日每天游客超过 150 人。一个很明显的差异就是 Carlton 公园与 Stanley 公园不同，它提供充足的座椅。因此，如果 Stanley 公园想要和 Carlton 获得同等的受欢迎度的话，显然应该提供更多的长椅，从而把一些未加利用的开阔地转化成适于人们交往的空间。

1> 这个公园本身就没有停车厂，人们开车去的也很少，基本上都是徒步去。。。没有证据表明它的使用率下降了

2> CARLTON 位于市中心，虽然有停车场，但是人们把听听在那里完全有可能是因为他们上班的地方没有停车的地方，他的游客有 150，可是 STANLEY 的游客人数没有写，所以也无法比较

3> 还有就是座椅的问题，两个公园的主题不同，前者是自然，后者是为城市生活的人们凭添绿色，给人们一个小小的休息的地方，长椅的数量不能衡量

66

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

"For many years all the stores in our chain have stocked a wide variety of both domestic and imported cheeses. Last year, however, all of the five best-selling cheeses at our newest store were

domestic cheddar cheeses from Wisconsin. Furthermore, a recent survey by *Cheeses of the World* magazine indicates an increasing preference for domestic cheeses among its [subscribers](#). Since our company can reduce expenses by limiting inventory, the best way to improve profits in all of our stores is to discontinue stocking many of our varieties of imported cheese and concentrate primarily on domestic cheeses."

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

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。

[cheese stores](#), 论断：提高我们所有商店利润的最好办法就是停止储存很多种进口奶酪，而主要集中在国产芝士上。因为这样可以降低存货费用。新开的几家商店里去年卖得最好的五种芝士都是从 **W** 进的某芝士，而且芝士世界杂志的一份最新调查显示，对国产芝士的偏爱在他的订阅者中上升。论断前提不一定成立。前提是这样做能使我们所有商店的利润提高。但是论者没有提供任何资料使得这个前提必然成立。他既没有提供所有商店的国产奶酪销售情况，也没有提供我们顾客对于奶酪选择的偏爱。论断的论据没有说服力。首先新开的几家商店的情况不能说明所有商店，也许他们开在 **W**，或是那儿的人们与 **W** 的联系特别紧密。其次卖得最好不能说明利润最高，因为有可能是它们价格特别低，另外新开业卖得好不代表以后也会好，可能这几个牌子最近在做促销活动，这样势头不会保持。关于杂志的调查。首先杂志的订阅人数是多少，如果看的人少这份调查就没有代表性。另外什么人订这份杂志，如果它的主要客户不是顾客而是研究芝士制造或是销售的人，那么也不能说明顾客中有偏爱国产芝士。第三，调查是否公正，我们不排除偏爱进口奶酪的订者没有寄回问卷，或者就没有订这份杂志。论者结论武断：提高利润的办法还有很多，论者没有提供资料证明这个就比别的好。结论：论者的结论很仓促，没有仔细研究调查的科学性，也没有考虑到新开店的经验是否具有代表性，仓促做出结论可能会导致商店决策错误。

67---43

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

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

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

尽管已成立 50 余年的当地机构 Rialto 剧院地处闹市，它必须采取重大变革，否则就将面临永久停业。它应该借鉴城外商业街上新开的 Apex 剧院的例子。Apex 去年开业的时候，它拥有视听走廊，豪华地毯和座椅，以及最先进的音响系统。而且，最近一次调查中，超过 85% 的受访者报告说新发行影片的过高票价致使他们看电影的次数每年至少减少五次。因此，如果 Rialto 想在电影观众减少的情况下保持市场份额，它必须提供和 Apex 相同的设施和服务。

Rialto Theater, 论断：如果 R 要在缩小的电影市场中继续保持他的份额，他就必须提供像 A 一样的服务。A 去年开业提供了一些先进的小规模服务，另外一份最新的调查显示，超过 85% 的被访问者认为最近发行的电影的高价格，使他们每年去电影院的次数不会超过 5 次。论断的前提不一定成立。前提是 A 那样的服务能给 R 带来赢利，但论者却没有提供任何资料证明 A 在赢利，也没有提供任何资料证明人们愿意选择 A 这样的服务，而不愿意看传统的电影。另外 A 处在城外的购物中心里，也许观众都是前去购物的人而不是专门去看电影的，而 R 在城里并且是一家有五十年历史的老电影院，他在城里也许已经有了一批固定的观众，人们也都是因为看电影才去 R，两家地理位置不同，观众群也不相同。所以要 R 效仿 A 的前提不必然成立。论断的论据没有说服力。论断说最近的调查中 85% 的受访者表示电影的高价格，使得他们每年去电影院的次数不会超过五次。但论据没有提供资料说明被访问者的年龄、性别、职业尤其是收入分布特征，以证明调查具有代表性。另外论据也没有表明不去电影院的人还是会去 A 那样的地方。当然论据也没有说 A 那样的地方是否价格也比电影低。论者的结论太过武断。他认为 R 要在继续萎缩的电影观众中继续保持他原有的份额，就必须提供像 A 一样的特殊服务。但论者没有提供任何资料证明没有其它办法能使 R 保持份额。结论：论者若要加强说服力，就必须提供科学的电影观众调查，并提供有关观众是否更愿意 A 那种服务。

68---129

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

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

一项最近的研究报告说养宠物的人平均而言比不养宠物的人活得更长更健康。特别是，养狗的人心脏病发病率更低。根据这些发现，Sherwood 医院应该和 Sherwood 动物收养所合作建立一个“收养狗”的计划。这一计划将会鼓励正在治疗心脏病的患者养狗，这将通过减少这些患者接受治

疗的次数而减少医疗费用。而且，对于这一计划的宣传将鼓励更多的人从收养所领养宠物，这将减少整体人群患心脏病的危险。

pet owners 论断：收养狗工程能降低医药费，并降低一般人群患心脏病的危险。因为最近一项研究报告宠物主人一般有更长和健康生命，尤其是狗主患心脏病的数目更小。医院应该与 AS 建立合作收养狗工程。这个工程能在病人中提倡拥有狗来从心脏病中康复，这将减少病人来往治疗的次数从而帮助降低医药费。另外对这项工程的宣传也将鼓励更多的人从收养所收养宠物，这将降低一般人群患心脏病的危险。 不一定成立的前提，收养狗能降低心脏病或是帮助康复。论者没有提供任何资料直接证明收养宠物对身体有什么样的好处，尤其是收养狗是否能帮助降低心脏病发生。要知道这是比较难以让人置信的，考虑到要多担心宠物，这是有可能增加人们心理压力的。 论据不足信，论据引用最近一项研究，但研究仅说有狗的人中得心脏病的人少，但并没说养狗使得人们患心脏病少。另外这项研究也存在一些值得怀疑的地方。首先，没有提供关于宠物主人的其他特征，比如年龄、职业、性别我们不能判断这项研究是否有代表性。其次，研究没有排除其他可能降低发病的可能，比如养宠物的人是否经济条件好，生活比较悠闲等等这些都会影响健康。要知道，有心情有能力关心宠物的人，一般都已经把自己照顾得很好了。 结论，即使能够帮助心脏病病人康复，医药费也不一定降低。比如收养所的宠物身上很可能带有细菌，它们会把病菌传染给病人，这样其它疾病的增多使得医药费不一定降低。同样，对这项工程的宣传也不一定会让更多的人去收养所收养宠物。有人不愿意养宠物，所以普遍下降不被保证。 结论：论者应该再进一步提供关于宠物如何或为什么可以帮助人们健康的资料，这样我们才能考虑是否应该开展这样的活动。

69---93

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

"Ten years ago our company had two new office buildings constructed as regional headquarters for two regions. The buildings were erected by different construction companies—Alpha and Zeta. Although the two buildings had identical floor plans, the building constructed by Zeta cost 30 percent more to build. However, that building's expenses for maintenance last year were only half those of Alpha's. In addition, the energy consumption of the Zeta building has been lower than that of the Alpha building every year since its construction. Given these data, plus the fact that Zeta has a stable workforce with little employee turnover, we recommend using Zeta rather than Alpha for our new building project, even though Alpha's bid promises lower construction costs."

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

10 年以前我们公司在两个不同地区拥有两座地方办公建筑。它们由两家建筑公司 Alpha 和 Zeta 分别建造。尽管两座建筑的平面布局基本相同，由 Zeta 所建造的建筑造价高出了 30%，去年的维护费用是由 Alpha 建的楼的两倍。而且，Zeta 大楼建成以来的能耗每年都比 Alpha 大楼要多。这些数据，再加上 Alpha 公司拥有稳定的员工队伍且雇员流动性很小的事实，表明我们应该使用 Alpha 建筑公司而不是 Zeta 来建造未来所有的建筑工程。

office buildings,Alpha and Zeta 论断：我们今后的项目应该用 A 而不应该用 Z。因为十年前 A 和 Z 分别在两个不同的地方为我们建了两个办公楼。尽管两个楼有完全一样的地面设计，

但是 Z 公司多花了 30%，而且去年它那楼的维修费用是 A 楼的两倍，每年的能量消耗也比 A 楼高，另外 A 员工流失少有稳定的劳动力。论断前提是 A 比 Z 好，论是论者没有提供任何有关两家公司目前的规模，技术以及员工情况。论据没有说服力。首先，两个楼在两个不同的地房，地质条件的不同，以及建造时的气候不同都会影响到楼的造价，以及相关的费用。第二，地面设计一样并不意味着两个楼一样，可能 Z 公司的楼更高，设计更周全。第三楼的用途和使用量直接决定了楼的维修费用和能量消耗，可能 Z 楼使用更多一些。论者用的例子是十年前的，十年的时间两家公司可能都变化挺大，当时的情况不足以说明现在，以及以后。而关于稳定的劳动力，这并不能保证 A 的工作效率一定高。论断的结论武断。即使 A 比 Z 好，也不意味着都要用 A。结论：论者没有足够的证据支持自己的观点，单凭早年肤浅的资料没有说服力。论者应该进一步了解两家公司目前的状况，并根据具体的项目特征选择适合的公司。

70----93

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

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

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

71----119

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

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

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

Waymarsh 的交通问题显然正在接近纪录。仅仅三个月前我上班路上需要 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。

1> 我的上班时时间变长和交通问题没有关系可能，例如公司搬家了，或者自己搬家了，路程不好走，或者孩子开始上学了，每天要送孩子，而在校门口早上都是聚集了送孩子的家长，所以才会时间长了，和交通没有关系

2> 即使和交通有关系，不见得一样的政策在我们城市也适用那些合伙上下班搭车的人可能自己本身没有车，而我们城市的大多数人都有自己的车，而且也不会习惯和别人天天挤一辆车

3> 没有证据表明污染问题和交通问题挂钩，而且汽车尾气不一定是主要的污染源，例如化工厂，生活污水等等，而改善污染的问题是针对于这些的

72---143

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

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

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

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

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。

1> 推论完全建立在这篇报道，但报道没有提供任何数字与证据，无法判断它的真实与准确。先以它真实为前提，论者的推理中有问题。新设的岗位多，不一定被裁的工人上，人口在增多，有更多的人要找工作。

2> 被裁员的工人可能无法得到那三分之二的工高资和全职岗位。因为岗位工种限制、技术限制、年龄限制。很多失业人找到工作，不是全部，而且也许用了很多年。失业人数也在增加。

73---172

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

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

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

Mozart 音乐学校显然应该是所有注意到其声誉的学音乐学生的第一选择。首先，Mozart 学校强调集中的练习和训练，因而学生通常在很小的时候就开始接受训练。其次，学校拥有充足的师资和最先进的专业器具，其员工包括一些全球最著名的音乐教师。最后，很多 Mozart 的毕业生已经成为全国最有名而且收入最高的音乐家。

- 1> 学校好，学费贵不贵？另外给出的三个原因都有问题。
- 2> 早期开始大量练习。首先这样不一定好，比如抑制学生想象力等等，这是教育界一直比较争论的。
- 3> 其次对于学生来说，严格的训练可能会吓着他们而不愿去。
- 4> 第三，很早期开始训练，多早，年纪稍大的岂不是不行了。坦率说，这是一条weaken.
- 5> 先进设备和好的老师。先进设备给不给学生用，好的老师还教不教学。
- 6> 音乐家的问题，没给数字和证据，无法想信其客观。

74----174

The president of Grove College has recommended that the college abandon its century-old tradition of all-female education and begin admitting men. Pointing to other all-female colleges that experienced an increase in applications after adopting **coeducation**, the president argues that coeducation would lead to a significant increase in applications and enrollment. However, the director of the **alumnae** association opposes the plan. Arguing that all-female education is essential to the very identity of the college, the director cites annual surveys of incoming students in which these students say that the school's all-female status was the primary reason they selected Grove. The director also points to a survey of Grove alumnae in which a majority of respondents strongly favored keeping the college all female.

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

我们建议Grove学院保留其已有百年历史的女校传统，而不是允许录取男性。确实有大部分员工投票赞成男女同校，认为这会使更多的学生申请Grove。但由学生会所组织的一次调查中，有80%的被访学生要求学校维持女校形式，并且在回应了一次单独调查的校友中超过一半的人也反对男女同校。因此，维持女校形式将促进学生的精神状态并且让校友继续对学院进行财政资助。

- 1> 前提，联合教育会降低士气减少校友支持，没有证据。

2> 论据，两校调查都没有具体的总数，调查本身的可信度不高。而且可能会有其他问题使得他们没有说实话，比如女生可能都比较害羞。而且同意改变就意味着对现状不满意，有人会影响这种心理而说实话。

3> 比较扩大申请带来的收入和校友捐资减少。

4> 结论：尽管学生真不喜欢联合教育，学校也应该从教育的目的考虑，不能一味顺从学生。社会是男女共存的，联合教育可能比全女生教育更合适。有可能80%就已经说明学生有问题了。

75----10

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

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

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

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。

department of agriculture in Batavia 论断：为保证消费者得到低价和足够的牛奶供应，规范价格非常必要。因为奶农数量在过去 10 年增加了 25%，而同时市场里的牛奶价格却升了一倍，这表明奶农从中获得了多余的利润。论断的前提是牛奶农们获得了多余的利润，但是却没有提供相应的证据。论者没有对牛奶生产所需的成本作任何调查，也没有提供农民获得的赢利具体是多少，更没有提供这样的赢利与其他产品的市场相比是否超出了应该的范围。这样武断地认为农民拿到了多余的利润非常不公平。论断引用的证据是牛奶价格在牛奶农场数量上升的同时，翻了一倍。但论据中有很多疑点，首先农场数量的增长不一定必然带来牛奶产量的上升。我们知道根据一般规律，产品数量上升会带来相应价格的下降，但是论据却没有提供任何有关牛奶产量的资料，这并不能排除农场数量增多的同时，单个农场的产量却在下降，从而导致市场上牛奶供应持平甚至有可能下降。另外价格的变化与供应量的变化之间也不是必然的，牛奶价格上涨有可能是整个经济环境的问题，比如说通货膨胀，论据没有提供任何有关整个市场或是其他商品价格变化的资料。论者认为市场的牛奶价格过高需要规范，以保证消费者获得低价足够的牛奶供应。但是他却忽视了一个重要问题就是牛奶的价格上涨正反应了牛奶需求量的上升。如果调低价格，牛奶市场就会失去一部现有的牛奶资源，从而导致供应不足。结论：该论断仅凭市场的表象就作出结论，缺乏对牛奶市场的深入调查。要进一步了解牛奶市场的价格是否合理是否需要规范，他还需要了解目前的牛奶供应量是多少，是否满足消费者需求，以及整个市场的价格水平。

The following appeared in a newsletter offering advice to investors.

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

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

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 的股票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。

Over 80 percent their intake of foods containing fats and cholesterol 论断：Old Dairy Industries 的销量可能会大幅减少，利润也无疑会降低，所以建议他该卖股份了，其他人也别入股进来。因为他大部分的产品都是高脂肪高卡路里的，而如今低脂肪产品很多，人们也有降低脂肪和卡路里摄入的愿望，为此他还引用了一个调查，表明有 80% 的人是这样的。论断的前提是不成立的。论者认为 Old Dairy Industries 不会有健康的产品，所以没有投资的价值。但这显然太过武断。论者没有提供证据表明 Old Dairy Industries 没有在开发此类产品，今后也坚决不卖健康产品。如果说 Old Dairy Industries 已经在开发健康产品的话，以它目前的市场份额，它的新产品还是有希望有很好的市场表现的。论断认为 Old Dairy Industries 的现有产品市场会缩小。他举例说一份调查的 80% 被访者有愿望降低脂肪卡路里摄入量，但他没有证据表明脂肪卡路里的含量是否是人们选择食品时的唯一或是最重要标准，因为其他像口味、价格以及品牌问题肯定还是会左右人们的选择。另外有关这份调查的有效性，代表性论者也没有给出资料，如果说这份调查的被调查者都是老人或是肥胖者，那么它显然不具备普遍说服力。没有这些资料，Old Dairy Industries 的现有产品并不能被肯定会失去它以往的市场份额。论断的另一个论据是商店里低脂肪的产品很多，但这显然与 Old Dairy Industries 的市场表现毫无关系。因为论者既没有例举出这些产品是哪种类型，蛋糕还是冰淇淋，与 Old Dairy Industries 的是不是相同，有没有对 Old Dairy Industries 的市场造成冲激，也没有说明人们是否更愿意买这些商品。这些产品的存在不足以证明 Old Dairy Industries 将失去它的市场。论断得出的也很没有道理。就算 Old Dairy Industries 对市场需求反应迟钝，正在一步步失去它的市场份额，也不能就此认为它一点都不具备投资价值。毕竟目前市场上大多数的食品市场由它占有，这种品牌号召力首先就非常吸引人。另外其他的因素比如销售渠道，管理能力，营销方式等等也都是考量这个企业是否有投资价值的标准。毕竟今天不是最后的宣判，Old Dairy Industries 或其他有兴趣的投资人可以从今天开始改造 Old Dairy Industries，比如说抓紧推出健康食品。结论：论者没有深入了解 Old Dairy Industries 和目前的食品市场就仓促得出结论，这样非常不公平。如果要证明 Old Dairy Industries 的确不值得投资，论者还

需要进一步证明该公司已无法开发出新产品，现在市场也已受到健康食品的严重冲击，另外还有就是 Old Dairy Industries 以前的所有优势也不复存在。

77----25

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

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

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

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%。改善 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。

Ocean View ,Hopewell. 论断：建一个高尔夫场和假日饭店，是提升 Hopewell 经济和税收的最好方法。因为隔壁两年前这么做了，他们取了效果。论断的前提是本市没有高尔夫场和假日饭店，或是有但不够吸引人。但这一前提在论断中没有被保障成立。因为论断没有提供任何有关本市目前旅游设施的资料，这样我们就无法评估建一个高尔夫场等是必要还是浪费。前提不成立，论断也就不成立。论断引用隔壁的成功经验做论据，却不具备说服力。首先我们不知道隔壁的旅游收是否就比我们多，如果说他们提高 30% 以后还没我们多的话，他们是否具备学习价值就可怀疑。另外隔壁和我们的情况是否相同，论断也没提供。如果说他们是在农村而我们在城市，或是他们在海边，我们在高原，这样都使得他们的成功不必然出现在我们这里。论断说这是最好的方法也显然太过武断。论断没有提供资料以证明这种方法比其他的好，甚至没有告诉我们它能给我们带来多少增长，比我们以前的方法或是其他途径快在哪里。结论：论者没有对本市的旅游设施进行了解，但凭其他地区的成功经验就要硬搬，非常荒谬。要增强说服力，论者还需要进一步了解本市旅游资源的优势与劣势。

78----41

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

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

Even though the price charged by Fly-Away is considerably lower, our best means of saving money is to return to Buzzoff for all our pest control services."

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

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Winterville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> 两个地方的规模不同，储存的东西不同，而且一个月的情况不能说明什么太大的问题
- 2> 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，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Buzzoff
- 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

79---173

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

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

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。

- 1> 过去三年最低的几期是以自己为标准还是所有的杂志为标准，如果是以自己为标准，那么如果我们的杂志是最好的杂志，远远的超过了其它同类杂志的数量和质量，那么即使是销售最低的，在整个杂志界看来我们仍然是最好的，而且只有那么几期的情况，如果其他大多数的期都刊登了国际新闻，而且这些期杂志的销售情况非常的好的话，那么就证明可能是别的原因造成了这三期杂志销量的不好
 - 2> 与我们竞争的新闻周刊减少了国际新闻的数量，可是没有信息表明他们的销售情况因此而增加了
 - 3> 虽然费用在增加，可是报道别的新闻的开销同样很大，和这些新闻的投资比起来可能还是低的，而且观众的反响很好，销路很好，很受关注
-

80---N

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

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

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

81---165

The following appeared in a business magazine.

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

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

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。

- 1> 八种常见的以外还有其他不常见但同样会造成头晕恶心的。
- 2> 三种哪儿都有的可能含量超标。另外食物不同作用也会不同。
- 3> 样品选取是否科学，另五种还是有可能存在于其它的里面，或是已售出的罐头的。

82---111

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

"A recent study of Dura-Socks customers suggests that our company is wasting the money it spends on its patented Endure manufacturing process, which ensures that our socks are strong enough to last for two years. We have always advertised our use of the Endure process, but the new study shows that despite the socks' durability, our customers, on average, actually purchase new Dura-Socks every three months. Furthermore, customers surveyed in our largest market—northeastern United States cities—say that they most value Dura-Socks' stylish appearance and availability in many colors. These findings suggest that we can increase our profits by discontinuing use of the Endure manufacturing process."

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

83----150

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

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

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

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 种两栖动物，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。

decline in the numbers of amphibians worldwide 论断：**YNP** 地区两栖动物的下降不是因为鲑鱼的引入。全球范围两栖动物的数目下降，显示有全球水域和空气的污染。两次关于 **YNP** 两栖动物的研究支持我们的结论。在 1915 年这里有 7 种两栖动物，每种数目都很多。但是在 1992 年，这里只看得到四种，每种数目也都显著下降。这种下降一直被归结为公园水域引入鲑鱼，而这种引入不能解释全球性的下降。论断中有两个结论，一全球下降，显示全球有污染。二是 **YNP** 地区的原因不是因为鲑鱼。但是两个结论论者都没有提供相关的证据，我们既不知是否全球数目有下降，也不知道 **YNP** 地区是否还有其他因素。两次研究仅能证明 **YNP** 地区的数目在下降，但没有得出结论。论者也没有提供任何资料表明该地区存在空气或水域污染。因而不能像论者所以为的那样支持他关于全球数目下降显示全球有污染的结论。（不是污染引起该地区下降）是否有全球性的数目下降，又否是存在全球性的污染，论者都没有提供任何有关的证据。而且论者也未能在这两者之间建立因果关系，我们无法得出结论，即数目下降的原因是否是因为污染，因为也无法用以证实 **YNP** 地区的下降

有可能是因为污染，也就不能排除已建立的可能，即鳟鱼引起了下降。（不是污染引起了全球的下降） YNP 地区情况完全可以不和全球相同。结论：论者的推论中有明显的逻辑错误，他将两个仍需要证实的结论，互为彼此推理过程的基础。思维极其混乱。

84-----150

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

"Two studies of amphibians in Xanadu National Park confirm a significant decline in the numbers of amphibians. In 1975 there were seven species of amphibians in the park, and there were abundant numbers of each species. However, in 2002 only four species of amphibians were observed in the park, and the numbers of each species were drastically reduced. One proposed explanation is that the decline was caused by the introduction of trout into the park's waters, which began in 1975. (Trout are known to eat amphibian eggs.)"

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

85---161

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

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

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

1> 古典文学里有很多都是神话小说。奥德赛，希望神话都是古典小说。

2> 公共图书馆不是唯一的书源。可以买，可以去私人图书馆。有可能是因为公共图书馆里古典小说藏量不丰富，或是神话小说过多而造成的。人们只是顺便借来看看。

3> 第二次研究时间多长，有可能只是暂时现象。比如流行。

86-----241

The following appeared in a memo at XYZ company.

"When XYZ **lays off** employees, it pays Delany Personnel Firm to offer those employees assistance in creating résumés and developing interviewing skills, if they so desire. Laid-off employees have benefited greatly from Delany's services: last year those who used Delany found jobs much more quickly than did those who did not. Recently, it has been proposed that we use the less expensive

Walsh Personnel Firm in place of Delany. This would be a mistake because eight years ago, when XYZ was using Walsh, only half of the workers we laid off at that time found jobs within a year. Moreover, Delany is clearly superior, as evidenced by its bigger staff and larger number of branch offices. After all, last year Delany's clients took an average of six months to find jobs, whereas Walsh's clients took nine."

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

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。

1> 前提，W不好。论据用的八年前，八年，够发生很多事情了。另外，被裁掉的员工的状况也应该考虑进去，也许以前我们裁员的标准非常严格，非常不合格的才裁掉。不像现在公司可能状况不好，挺好的员工也给裁了。而且两个公司给安排的工作质量上可能差了很多

2> 前提，D好。首先人多机构多不代表效率高服务好，反而可能会增加成本。第二员工的经历，不可否认，接受这项服务的人会比不接受的人有更强烈的马上找到工作的愿望。所以找的时候，会比别人格外卖力。最后，顾客平均找工作的时间，工作性质、顾客能力都会影响。

3> 结论，既然W便宜，可能公司最近是不是财政紧张。若是换换也行，总比没有强吧。

87----161

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

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

88----1

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

"Our previous experience has been that our stores are most profitable in areas where residents are highly concerned with leading healthy lives. We should therefore build one of our new stores in Plainsville, which clearly has many such residents. Plainsville merchants report that sales of running shoes and exercise equipment are at all-time highs. The local health club, which nearly closed five years ago due to lack of business, has more members than ever, and the weight-training

and aerobics classes are always full. We can even anticipate a new generation of customers: Plainsville's schoolchildren are required to participate in a program called Fitness for Life, which emphasizes the benefits of regular exercise at an early age."

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

89---241

The following appeared in a memo at XYZ company.

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

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

90-----1

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

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

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

91-----N

Three years ago, because of flooding at the Western Palean Wildlife Preserve, 100 lions and 100 western gazelles 羚羊 re moved to the East Palean Preserve, an area that is home to most of the

same species that are found in the western preserve, though in larger numbers, and to the eastern gazelle, a close relative of the western gazelle. The only difference in climate is that the eastern preserve typically has slightly less rainfall. Unfortunately, after three years in the eastern preserve, the imported western gazelle population has been virtually eliminated. Since the slight reduction in rainfall cannot be the cause of the virtual elimination of western gazelle, their disappearance must have been caused by the larger number of predators in the eastern preserve.

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

92---234

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

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

现有证据表明，在小城市的悠闲生活方式比在大城市快节奏的生活更有利于健康和长寿。小城镇 Leeville 的商业行业所上报的员工病假天数比邻近大城市 Mason 要少。而且，Leeville 每千人只有一名医生，而 Mason 市医生的比例是 Leeville 的五倍。Leeville 居的平均年龄显著高于 Mason 居。这些数据表明寻求更健康更长寿生活的人应该考虑移居到小型社区。

1> 前提，小镇居民身体好。病假没意义，别忘了有人 goldbrick 称病偷懒。小镇居民不需要医生。没证据，医生少可能医生不够，小镇的人还得跑大老远去找医生。而城市里医生多，很方便。

2> 前提，小镇居民长寿。值得怀疑，小镇可能经常会有退休的老人去居住，大城市里都是忙碌的年轻人。

3> 结论：去哪里生活还有很多因素限制，又想长寿和健康，又想事业有成，就得权衡权衡了。

93---235

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

"WWAC must change from its current rock-music format because the number of listeners has been declining, even though the population in our listening area has been growing. The population growth has resulted mainly from people moving to our area after their retirement, and we must make listeners of these new residents. But they seem to have limited interest in music: several local stores selling recorded music have recently closed. Therefore, just changing to another kind of music is not going to increase our audience. Instead, we should adopt a news-and-talk format, a form of radio that is increasingly popular in our area."

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



94---127

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

"A recent national survey found that the majority of workers with access to the Internet at work had used company computers for personal or recreational activities, such as banking or playing games. In an effort to improve our employees' productivity, we should implement electronic monitoring of employees' Internet use from their workstations. Using electronic monitoring software is the best way to reduce the number of hours Climpson employees spend on personal or recreational activities. We predict that installing software to monitor employees' Internet use will allow us to prevent employees from wasting time, thereby increasing productivity and improving overall profits."

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



95---21

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

"Five years ago, at a time when we had difficulty obtaining reliable supplies of high-quality wool fabric, we discontinued production of our popular alpaca overcoat. Now that we have a new fabric supplier, we should resume production. Given the outcry from our customers when we discontinued this product and the fact that none of our competitors offers a comparable product, we can expect pent-up consumer demand for our alpaca coats. This demand and the overall increase in clothing prices will make Sartorian's alpaca overcoats more profitable than ever before."

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



96----21

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

"Five years ago, at a time when we had difficulty obtaining reliable supplies of high-quality wool fabric, we discontinued production of our popular alpaca overcoat. Now that we have a new fabric supplier, we should resume production. Given the outcry from our customers when we discontinued this product and the fact that none of our competitors offers a comparable product, we can expect

pent-up consumer demand for our alpaca coats. Due to this demand and the overall increase in clothing prices, we can predict that Sartorian's alpaca overcoats will be more profitable than ever before."

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

97----N

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

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

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

98---44

The following is a recommendation from the business manager of Monarch Books.

"Since its opening in Collegeville twenty years ago, Monarch Books has developed a large customer base due to its reader-friendly atmosphere and wide selection of books on all subjects. Last month, Book and Bean, a combination bookstore and coffee shop, announced its intention to open a Collegeville store. Monarch Books should open its own in-store café in the space currently devoted to children's books. Given recent national census data indicating a significant decline in the percentage of the population under age ten, sales of children's books are likely to decline. By replacing its children's books section with a café, Monarch Books can increase profits and ward off competition from Book and Bean."

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

99---44

The following is a recommendation from the business manager of Monarch Books.

"Since its opening in Collegeville twenty years ago, Monarch Books has developed a large customer base due to its reader-friendly atmosphere and wide selection of books on all subjects.

Last month, Book and Bean, a combination bookstore and coffee shop, announced its intention to open a Collegeville store. Monarch Books should open its own in-store café in the space currently devoted to children's books. Given recent national census data indicating a significant decline in the percentage of the population under age ten, sales of children's books are likely to decline. By replacing its children's books section with a café, Monarch Books can increase profits and ward off competition from Book and Bean."

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

100-----6

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

"Jazz music is extremely popular in the city of Monroe: over 100,000 people attended Monroe's annual jazz festival last summer, and the highest-rated radio program in Monroe is 'Jazz Nightly,' which airs every weeknight. Also, a number of well-known jazz musicians own homes in Monroe. Nevertheless, the nearest jazz club is over an hour away. Given the popularity of jazz in Monroe and a recent nationwide study indicating that the typical jazz fan spends close to \$1,000 per year on jazz entertainment, a jazz music club in Monroe would be tremendously profitable."

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

101---234

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

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

102---6

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

"Jazz music is extremely popular in the city of Monroe: over 100,000 people attended Monroe's annual jazz festival last summer, and the highest-rated radio program in Monroe is 'Jazz Nightly,'

which airs every weeknight. Also, a number of well-known jazz musicians own homes in Monroe. Nevertheless, the nearest jazz club is over an hour away. Given the popularity of jazz in Monroe and a recent nationwide study indicating that the typical jazz fan spends close to \$1,000 per year on jazz entertainment, we predict that our new jazz music club in Monroe will be a tremendously profitable enterprise."

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

103---234

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

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

104---12

The following appeared in a memo from a vice president of a manufacturing company.

"During the past year, workers at our newly opened factory reported 30 percent more on-the-job accidents than workers at nearby Panoply Industries. Panoply produces products very similar to those produced at our factory, but its work shifts are one hour shorter than ours. Experts say that fatigue and sleep deprivation among workers are significant contributing factors in many on-the-job accidents. Panoply's superior safety record can therefore be attributed to its shorter work shifts, which allow its employees to get adequate amounts of rest."

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

105---12

The following appeared in a memo from the vice president of Butler Manufacturing.

"During the past year, workers at Butler Manufacturing reported 30 percent more on-the-job accidents than workers at nearby Panoply Industries, where the work shifts are one hour shorter than ours. A recent government study reports that fatigue and sleep deprivation among workers are significant contributing factors in many on-the-job accidents. If we shorten each of our work shifts by

one hour, we can improve Butler Manufacturing's safety record by ensuring that our employees are adequately rested."

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

106-----12

following appeared in a memo from the Board of Directors of Butler Manufacturing.

"During the past year, workers at Butler Manufacturing reported 30 percent more on-the-job accidents than workers at nearby Panoply Industries, where the work shifts are one hour shorter than ours. A recent government study reports that fatigue and sleep deprivation among workers are significant contributing factors in many on-the-job accidents. Therefore, we recommend that Butler Manufacturing shorten each of its work shifts by one hour. Shorter shifts will allow Butler to improve its safety record by ensuring that its employees are adequately rested."

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

107---66

following appeared in a memo from the business manager of a chain of cheese stores located throughout the United States.

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

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

108----66

following appeared in a memo from the owner of a chain of cheese stores located throughout the United States.

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

stores is to discontinue stocking many of our varieties of imported cheese and concentrate primarily on domestic cheeses."

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

109---235

following appeared in a memorandum from the general manager of KNOW radio station.

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

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

110---230

following appeared in a memorandum from the manager of KNOW radio station.

"Several factors indicate that KNOW radio can no longer succeed as a rock-and-roll music station. Consider, for example, that the number of people in our listening area over fifty years of age has increased dramatically, while our total number of listeners has declined. Also, music stores in our area report decreased sales of rock-and-roll music. Finally, continuous news stations in neighboring cities have been very successful. We predict that switching KNOW radio from rock-and-roll music to 24-hour news will allow the station to attract older listeners and make KNOW radio more profitable than ever."

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

111---213

following appeared in a memorandum from the owner of Movies Galore, a chain of movie-rental stores.

"In order to stop the recent decline in our profits, we must reduce operating expenses at Movies Galore's ten movie-rental stores. Since we are famous for our special bargains, raising our rental prices is not a viable way to improve profits. Last month our store in downtown Marston significantly decreased its operating expenses by closing at 6:00 P.M. rather than 9:00 P.M. and by reducing its stock by eliminating all movies released more than five years ago. By implementing similar changes

in our other stores, Movies Galore can increase profits without jeopardizing our reputation for offering great movies at low prices."

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

112---213

following appeared in a memorandum from the owner of Movies Galore, a chain of movie-rental stores.

"In order to reverse the recent decline in our profits, we must reduce operating expenses at Movies Galore's ten movie-rental stores. Since we are famous for our special bargains, raising our rental prices is not a viable way to improve profits. Last month our store in downtown Marston significantly decreased its operating expenses by closing at 6:00 p.m. rather than 9:00 p.m. and by reducing its stock by eliminating all movies released more than five years ago. Therefore, in order to increase profits without jeopardizing our reputation for offering great movies at low prices, we recommend implementing similar changes in our other nine Movies Galore stores."

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

113---180

following is a recommendation from the personnel director to the president of Acme Publishing Company.

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

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

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。

Easy Read Speed-Reading Course, Publishing Company 论断: A 让所有员工参加快速阅读课程会收获很大。因为很多其它公司说他们参加这个课程的员工生产力提高很大, 这个课程的一个毕业生两个小时里能五百页的报告, 另一个毕业生在一年之内就从经理助理升到了副总裁。显然, 读得越快, 你一个工作日里获得的信息就越多。另外这个课程花费只有五百元, 这与从其受到的利比是非常低的。它包括在云杉城三个星期的课程和一生的快速阅读新闻信。 前提收获大, 证据有问题。首先, 两个人的例子不说明问题, 这个课程的大多数学员怎么样? 第二五百页那人, 看的是什麼内容, 又记住了多少。第三当副总的那人, 他升职的原因可能跟阅读完全没有关系。 前提, 对我们是否有用。公司不同, 员工不同, 工作内容不同。如果我们的员工阅读已经很好了, 就不用了吧。 结论: 有用也不用所有人都去呀, 还有一些岗位根本用不着快速阅读。而且还得要员工都带薪放三个星期的假。

114---41

following appeared in a memo from the vice president of a food distribution company with food storage warehouses in several cities.

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

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

115----93

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

"Ten years ago our company had two new office buildings constructed as regional headquarters for two different regions. The buildings were erected by two different construction companies—Alpha and Zeta. Even though the two buildings had identical floor plans, the building constructed by Zeta cost 30 percent more to build, and its expenses for maintenance last year were twice those of the building constructed by Alpha. Furthermore, the energy consumption of the Zeta building has been higher than that of the Alpha building every year since its construction. Such data, plus the fact that Alpha has a stable workforce with little employee turnover, indicate that we should use Alpha rather than Zeta for our contemplated new building project."

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

116----41

following appeared in a memo from the vice president of a food distribution company with food storage warehouses in several cities.

"Recently, we signed a contract with the Fly-Away Pest Control Company to provide pest control services at our warehouse in Palm City, but last month we discovered that over \$20,000 worth of food there had been destroyed by pest damage. Meanwhile, the Buzzoff Pest Control Company, which we have used for many years in Palm City, continued to service our warehouse in Winterville, and last month only \$10,000 worth of the food stored there had been destroyed by pest damage. This difference in pest damage is best explained by the negligence of Fly-Away."

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

117----41

following appeared in a memo from the vice president of a food distribution company with food storage warehouses in several cities.

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

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

118----N(和 14 一样)

following appeared as part of an article in a business magazine.

"A recent study rating 300 male and female advertising executives according to the average number of hours they sleep per night showed an association between the amount of sleep the executives need and the success of their firms. Of the advertising firms studied, those whose executives reported needing no more than six hours of sleep per night had higher profit margins and faster growth. On the basis of this study, we recommend that businesses hire only people who need less than six hours of sleep per night."

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

119----242

dence suggests that academic honor codes, which call for students to agree not to cheat in their academic endeavors and to notify a faculty member if they suspect that others have cheated, are far more successful than are other methods at deterring cheating among students at colleges and universities. Several years ago, Groveton College adopted such a code and discontinued its old-fashioned system in which teachers closely monitored students. Under the old system, teachers reported an average of thirty cases of cheating per year. In the first year the honor code was in place, students reported twenty-one cases of cheating; five years later, this figure had dropped to fourteen. Moreover, in a recent survey, a majority of Groveton students said that they would be less likely to cheat with an honor code in place than without.

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

120----242

eral years ago, Groveton College adopted an honor code, which calls for students to agree not to cheat in their academic endeavors and to notify a faculty member if they suspect that others have cheated. Groveton's honor code replaced a system in which teachers closely monitored students. Under that system, teachers reported an average of thirty cases of cheating per year. The honor code has proven far more successful: in the first year it was in place, students reported twenty-one cases of cheating; five years later, this figure had dropped to fourteen. Moreover, in a recent survey, a majority of Groveton students said that they would be less likely to cheat with an honor code in place than without. Such evidence suggests that all colleges and universities should adopt honor codes similar to Groveton's. This change is sure to result in a dramatic decline in cheating among college students.

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

121----98

following appeared in a memo from the director of a large group of hospitals.

"In a controlled laboratory study of liquid hand soaps, a concentrated solution of extra strength UltraClean hand soap produced a 40 percent greater reduction in harmful bacteria than did the liquid hand soaps currently used in our hospitals. During our recent test of regular-strength UltraClean with doctors, nurses, and visitors at our hospital in Worktown, the hospital reported significantly fewer cases of patient infection (a 20 percent reduction) than did any of the other hospitals in our group. Therefore, to prevent serious patient infections, we should supply UltraClean at all hand-washing stations, including those used by visitors, throughout our hospital system."

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

122----98

following appeared in a memo from the director of a large group of hospitals.

"In a controlled laboratory study of liquid hand soaps, a concentrated solution of extra strength UltraClean hand soap produced a 40 percent greater reduction in harmful bacteria than did the liquid hand soaps currently used in our hospitals. During our recent test of regular-strength UltraClean with doctors, nurses, and visitors at our hospital in Worktown, the hospital reported significantly fewer cases of patient infection (a 20 percent reduction) than did any of the other hospitals in our group. The explanation for the 20 percent reduction in patient infections is the use of UltraClean soap."

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

123----120

following appeared in a health newsletter.

"A ten-year nationwide study of the effectiveness of wearing a helmet while bicycling indicates that ten years ago, approximately 35 percent of all bicyclists reported wearing helmets, whereas today that number is nearly 80 percent. Another study, however, suggests that during the same ten-year period, the number of accidents caused by bicycling has increased 200 percent. These results demonstrate that bicyclists feel safer because they are wearing helmets, and they take more risks as a result. Thus, there is clearly a call for the government to strive to reduce the number of serious injuries from bicycle accidents by launching an education program that concentrates on the factors other than helmet use that are necessary for bicycle safety."

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

124----98

following appeared in a memo from the director of a large group of hospitals.

"In a controlled laboratory study of liquid hand soaps, a concentrated solution of extra strength UltraClean hand soap produced a 40 percent greater reduction in harmful bacteria than did the liquid hand soaps currently used in our hospitals. During our recent test of regular-strength UltraClean with doctors, nurses, and visitors at our hospital in Worktown, the hospital reported significantly fewer cases of patient infection (a 20 percent reduction) than did any of the other hospitals in our group. Therefore, to prevent serious patient infections, we should supply UltraClean at all hand-washing stations, including those used by visitors, throughout our hospital system."

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

125---120

following appeared in a health newsletter.

"A ten-year nationwide study of the effectiveness of wearing a helmet while bicycling indicates that ten years ago, approximately 35 percent of all bicyclists reported wearing helmets, whereas today that number is nearly 80 percent. Another study, however, suggests that during the same ten-year period, the number of accidents caused by bicycling has increased 200 percent. These results demonstrate that bicyclists feel safer because they are wearing helmets, and they take more risks as a result. Thus there is clearly a call for the government to strive to reduce the number of serious injuries from bicycle accidents by launching an education program that concentrates on the factors other than helmet use that are necessary for bicycle safety."

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

126----180

following is a recommendation from the personnel director to the president of Acme Publishing Company.

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

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

127-----180

following is a recommendation from the personnel director to the president of Acme Publishing Company.

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

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

128----185

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

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

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

129---185

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

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

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

130----182

following memorandum is from the business manager of Happy Pancake House restaurants.

"Butter has now been replaced by margarine in Happy Pancake House restaurants throughout the southwestern United States. Only about 2 percent of customers have filed a formal complaint, indicating that an average of 98 people out of 100 are happy with the change. Furthermore, many servers have reported that a number of customers who ask for butter do not complain when they

are given margarine instead. Clearly, either these customers cannot distinguish butter from margarine or they use the term 'butter' to refer to either butter or margarine. Thus, to avoid the expense of purchasing butter, the Happy Pancake House should extend this cost-saving change to its restaurants throughout the rest of the country."

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

131----182

following memorandum is from the business manager of Happy Pancake House restaurants.

"Butter has now been replaced by margarine in Happy Pancake House restaurants throughout the southwestern United States. Only about 2 percent of customers have complained, indicating that an average of 98 people out of 100 are happy with the change. Furthermore, many servers have reported that a number of customers who ask for butter do not complain when they are given margarine instead. Clearly, either these customers cannot distinguish butter from margarine or they use the term 'butter' to refer to either butter or margarine. Thus, we predict that Happy Pancake House will be able to increase profits dramatically if we extend this cost-saving change to all our restaurants in the southeast and northeast as well."

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

132----175

following appeared in a letter to the school board in the town of Centerville.

"All students should be required to take the driver's education course at Centerville High School. In the past two years, several accidents in and around Centerville have involved teenage drivers. Since a number of parents in Centerville have complained that they are too busy to teach their teenagers to drive, some other instruction is necessary to ensure that these teenagers are safe drivers. Although there are two driving schools in Centerville, parents on a tight budget cannot afford to pay for driving instruction. Therefore an effective and **mandatory** program sponsored by the high school is the only solution to this serious problem."

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

Centerville高中的所有学生都应该被要求参加驾驶员教育课程。在过去两年中，Centerville周围有几起交通事故涉及了青少年驾驶者。由于Centerville的一些家长抱怨说他们太忙没有时间教他们的孩子驾驶，必须有一些其他的课程来保证这些孩子成为安全的驾驶者。尽管在Centerville已经有两所驾校，手头不宽裕的家长无法负担驾校学费。因此由学校组织的有效的强制性课程是解决这一严重问题的唯一方案。

1> 涉及了青少年不代表是青少年或者该校学生的驾驶责任，可能是他人在驾驶，造成的事故中有学生和青少年，或者是由于其他的原因造成的事故，和驾驶本身没有太大的关联> 例如天气，地形，特殊情况>

2> 一些家长具体是多少？学校组织类似的课程也是需要钱的，如果投资太多的话可能学校也是无法承担>

3. 这些课程学生到底愿不愿意，是否必要，可能学生都已经很熟练的驾驶了。

4 为什么得是所有学生，有的学生可能根本就不想开车。 。

133---182

following memorandum is from the business manager of Happy Pancake House restaurants.

"Butter has now been replaced by margarine in Happy Pancake House restaurants throughout the southwestern United States. Only about 2 percent of customers have complained, indicating that an average of 98 people out of 100 are happy with the change. Furthermore, many servers have reported that a number of customers who ask for butter do not complain when they are given margarine instead. Clearly, either these customers cannot distinguish butter from margarine or they use the term 'butter' to refer to either butter or margarine. Thus, to avoid the expense of purchasing butter and to increase profitability, the Happy Pancake House should extend this cost-saving change to its restaurants in the southeast and northeast as well."

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

134---175

following appeared in a letter to the school board in the town of Centerville.

"All students should be required to take the driver's education course at Centerville High School. In the past two years, several accidents in and around Centerville have involved teenage drivers. Since a number of parents in Centerville have complained that they are too busy to teach their teenagers to drive, some other instruction is necessary to ensure that these teenagers are safe drivers. Although there are two driving schools in Centerville, parents on a tight budget cannot afford to pay for driving instruction. Therefore an effective and mandatory program sponsored by the high school is the only solution to this serious problem."

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

135----193

data from a survey of high school math and science teachers show that in the district of Sanlee many of these teachers reported assigning daily homework, whereas in the district of Marlee, most science and math teachers reported assigning homework no more than two or three days per week. Despite receiving less frequent homework assignments, Marlee students earn better grades overall and are less likely to be required to repeat a year of school than are students in Sanlee. These

results call into question the usefulness of frequent homework assignments. Most likely the Marlee students have more time to concentrate on individual assignments than do the Sanlee students who have homework every day. Therefore teachers in our high schools should assign homework no more than twice a week.

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

Attrra 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。

- 1> 前提，留级的少教学效果就好。留级是个极端现象，不能说明教学效果，它与各校的政策有关系。有可能M在这方面的标准比较松。
- 2> 论据有问题：首先两个学校的老师和学生的能力没有考虑进来，如果说这方面的差异很大，教学效果就不是作业多少带来的。
- 3> 其次，数学和理科两门功课不能代表所有课程。
- 4> 第三，M的作业数目不确定，有可能M有很多功课是要学生长期完成的。
- 5> 结论，各校情况都不一样。不超过两次的概念是怎么来的，不一定就好。

136---175

following appeared in a letter to the school board in the town of Centerville.

"All students should be required to take the driver's education course at Centerville High School. In the past two years, several accidents in and around Centerville have involved teenage drivers. Since a number of parents in Centerville have complained that they are too busy to teach their teenagers to drive, some other instruction is necessary to ensure that these teenagers are safe drivers. Although there are two driving schools in Centerville, parents on a tight budget cannot afford to pay for driving instruction. Therefore an effective and mandatory program sponsored by the high school is the only solution to this serious problem."

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

137---193

le the Department of Education in the state of Attrra recommends that high school students be assigned homework every day, the data from a recent statewide survey of high school math and science teachers give us reason to question the usefulness of daily homework. In the district of Sanlee, 86 percent of the teachers reported assigning homework three to five times a week, whereas in the district of Marlee, less than 25 percent of the teachers reported assigning homework three to five times a week. Yet the students in Marlee earn better grades overall and are less likely

to be required to repeat a year of school than are the students in Sanlee. Therefore, all teachers in our high schools should assign homework no more than twice a week.

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

138---242

following appeared as an editorial in the student newspaper of Groveton College.

"To combat the recently reported dramatic rise in cheating among college students, colleges and universities should adopt honor codes similar to Groveton's, which calls for students to agree not to cheat in their academic endeavors and to notify a faculty member if they suspect that others have cheated. Groveton's honor code replaced an old-fashioned system in which teachers closely monitored students. Under that system, teachers reported an average of thirty cases of cheating per year. The honor code has proven far more successful: in the first year it was in place, students reported twenty-one cases of cheating; five years later, this figure had dropped to fourteen. Moreover, in a recent survey conducted by the Groveton honor council, a majority of students said that they would be less likely to cheat with an honor code in place than without."

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

139---68

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

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

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

140---193

le the Department of Education in the state of Attra suggests that high school students be assigned homework every day, the data from a recent statewide survey of high school math and science teachers give us reason to question the usefulness of daily homework. In the district of Sanlee, 86

percent of the teachers reported assigning homework three to five times a week, whereas in the district of Marlee, less than 25 percent of the teachers reported assigning homework three to five times a week. Yet the students in Marlee earn better grades overall and are less likely to be required to repeat a year of school than are the students in Sanlee. Therefore, we recommend that all teachers in our high schools should assign homework no more than twice a week.

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

141---68

following appeared in a memo to the board of the Grandview Symphony.

"The city of Grandview has provided annual funding for the Grandview Symphony since the symphony's inception ten years ago. Last year the symphony hired an internationally known conductor, who has been able to attract high-profile guest musicians to perform with the symphony. Since then, private contributions to the symphony have doubled and attendance at the symphony's concerts-in-the-park series has reached new highs. Now that the Grandview Symphony is an established success, it can raise ticket prices. Increased revenue from larger audiences and higher ticket prices will enable the symphony to succeed without funding from the city government."

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

142----N

pital statistics regarding people who go to the emergency room after roller-skating accidents indicate the need for more protective equipment. Within that group of people, 75 percent of those who had accidents in streets or parking lots had not been wearing any protective clothing (helmets, knee pads, etc.) or any light-reflecting material (clip-on lights, glow-in-the-dark wrist pads, etc.). Clearly, the statistics indicate that by investing in high-quality protective gear and reflective equipment, roller skaters will greatly reduce their risk of being severely injured in an accident.

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

143-----68

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

"When the Grandview Symphony was established ten years ago, the city of Grandview agreed to provide the symphony with annual funding until the symphony became self-sustaining. Two years ago, the symphony hired an internationally known conductor, who has been able to attract high-profile guest musicians to perform with the symphony. Since then, private contributions to the symphony have tripled and attendance at the symphony's outdoor summer concert series has

reached record highs. Now that the symphony has succeeded in finding an audience, the city can eliminate its funding of the symphony."

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

144---201

citizens of Forsythe have adopted more healthful lifestyles. Their responses to a recent survey show that in their eating habits they conform more closely to government nutritional recommendations than they did ten years ago. Furthermore, there has been a fourfold increase in sales of food products containing kiran, a substance that a scientific study has shown reduces cholesterol. This trend is also evident in reduced sales of sulia, a food that few of the healthiest citizens regularly eat.

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

145---66

following appeared in a memo to the board of directors of a company that specializes in the delivery of heating oil.

"Most homes in the northeastern United States, where winters are typically cold, have traditionally used oil as their major fuel for heating. Last heating season, that region experienced 90 days with below-normal temperatures, and climate forecasters predict that this weather pattern will continue for several more years. Furthermore, many new homes are being built in the region in response to recent population growth. Because of these trends, we can safely predict that this region will experience an increased demand for heating oil during the next five years."

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

146---66

following appeared in a memo to the board of directors of a company that specializes in the delivery of heating oil.

"Most homes in the northeastern United States, where winters are typically cold, have traditionally used oil as their major fuel for heating. Last heating season, that region experienced 90 days with below-normal temperatures, and climate forecasters predict that this weather pattern will continue for several more years. Furthermore, many new homes are being built in the region in response to recent population growth. Because of these trends, we can safely predict that this region will experience an increased demand for heating oil during the next five years."

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

147----174

following recommendation was made by the president and administrative staff of Grove College, a private institution, to the college's governing committee.

"We recommend that Grove College preserve its century-old tradition of all-female education rather than admit men into its programs. It is true that a majority of faculty members voted in favor of coeducation, arguing that it would encourage more students to apply to Grove. But 80 percent of the students responding to a survey conducted by the student government wanted the school to remain all female, and over half of the alumnae who answered a separate survey also opposed coeducation. Keeping the college all female will improve morale among students and convince alumnae to keep supporting the college financially."

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

148----174

following recommendation was made by the president and administrative staff of Grove College, a private institution, to the college's governing committee.

"We recommend that Grove College preserve its century-old tradition of all-female education rather than admit men into its programs. It is true that a majority of faculty members voted in favor of coeducation, arguing that it would encourage more students to apply to Grove. But 80 percent of the students responding to a survey conducted by the student government wanted the school to remain all female, and over half of the alumnae who answered a separate survey also opposed coeducation. Keeping the college all female will improve morale among students and convince alumnae to keep supporting the college financially."

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

149----174

following recommendation was made by the president and administrative staff of Grove College, a private institution, to the college's governing committee.

"We recommend that Grove College preserve its century-old tradition of all-female education rather than admit men into its programs. It is true that a majority of faculty members voted in favor of coeducation, arguing that it would encourage more students to apply to Grove. But 80 percent of the students responding to a survey conducted by the student government wanted the school to remain all female, and over half of the alumnae who answered a separate survey also opposed

coeducation. Keeping the college all female will improve morale among students and convince alumnae to keep supporting the college financially."

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

150----66

following appeared in a letter from a firm providing investment advice to a client.

"Homes in the northeastern United States, where winters are typically cold, have traditionally used oil as their major fuel for heating. Last year that region experienced 90 days with below-average temperatures, and climate forecasters at Waymarsh University predict that this weather pattern will continue for several more years. Furthermore, many new homes have been built in this region during the past year. Because these developments will certainly result in an increased demand for heating oil, we recommend investment in Consolidated Industries, one of whose major business operations is the retail sale of home heating oil."

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

151

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

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

152----171

following appeared in a memo to the board of directors of Bargain Brand Cereals.

"One year ago we introduced our first product, Bargain Brand [breakfast cereal](#). Our very low prices quickly drew many customers away from the top-selling cereal companies. Although the companies producing the top brands have since tried to compete with us by lowering their prices and although several plan to introduce their own budget brands, not once have we needed to raise our prices to continue making a profit. Given our success in selling cereal, we recommend that Bargain Brand

now expand its business and begin marketing other low-priced food products as quickly as possible."

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

一年以前我们推出了第一种产品 **Bargain Brand** 早餐麦片。我们低廉的价格迅速从一些销量最大的麦片厂商那里吸引了大量客户。尽管这些厂商曾经试图通过降低价格来与我们竞争，并且尽管有一些公司打算推出他们自己的廉价品牌，但我们从未需要通过涨价来持续盈利。基于我们销售麦片的成功，**Bargain Brand** 应该扩展业务，并且尽快开始推出其他的廉价食品。

1> 前提是否成功---是否在赢利。没有资料证明在赢利。

2> 低价低利润率，而且知名品牌都降价了，如果你提价就会失去顾客。用一个需要证明的，而且可能不存在的原因，解释一个现象。而且这个现象的真实情况有可能会削弱结论。

3> 论据：顾客选择 **BB**，最主要的可能不是因为低价，而是其他因素。不然别人降价，顾客早回去了。

4> 结论：一个产品因为低价成功，不保证其他市场低价也能成功。尽快拓展业务，还要考虑大的经济环境，和顾客的状况。

153---171

following appeared in a memo to the board of directors of Bargain Brand Cereals.

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

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

154-----66

following appeared in a letter from a firm providing investment advice to a client.

"Homes in the northeastern United States, where winters are typically cold, have traditionally used oil as their major fuel for heating. Last year that region experienced twenty days with below-average temperatures, and local weather forecasters throughout the region predict that this weather pattern will continue for several more years. Furthermore, many new homes have been built in this region during the past year. Based on these developments, we predict a large increase in the demand for heating oil. Therefore, we recommend investment in Consolidated Industries, one of whose major business operations is the retail sale of home heating oil."

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

155-----66

following appeared in a letter from a firm providing investment advice to a client.

"Homes in the northeastern United States, where winters are typically cold, have traditionally used oil as their major fuel for heating. Last year that region experienced twenty days with below-average temperatures, and local weather forecasters throughout the region predict that this weather pattern will continue for several more years. Furthermore, many new homes have been built in this region during the past year. Because of these developments, we predict an increased demand for heating oil and recommend investment in Consolidated Industries, one of whose major business operations is the retail sale of home heating oil."

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

156----174

following recommendation was made by the president and administrative staff of Grove College, a private institution, to the college's governing committee.

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

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

157----N

following appeared in a memo from the marketing director of Top Dog Pet Stores.

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

Monthly. If we do so, we will be sure to reverse the recent trend of declining sales and start making a profit again."

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

158----N

following appeared in a memo from the marketing director of Top Dog Pet Stores.

"Five years ago, Fish Emporium started advertising in the magazine *Exotic Pets Monthly*. Their stores saw sales increase by 15 percent. The three Fish Emporium stores in Gulf City saw an even greater increase than that. Because Top Dog has some of its largest stores in Gulf City, it seems clear that we should start placing our own ads in *Exotic Pets Monthly*. If we do so, we will be sure to reverse the recent trend of declining sales and start making a profit again."

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

159----20

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

"The population on Balmer Island increases to 100,000 during the summer months. To reduce the number of accidents involving mopeds and pedestrians, the town council of Balmer Island plans to limit the number of mopeds rented by each of the island's six moped rental companies from 50 per day to 30 per day during the summer season. Last year, the neighboring island of Torseau enforced similar limits on moped rentals and saw a 50 percent reduction in moped accidents. We predict that putting these limits into effect on Balmer Island will result in the same reduction in moped accidents."

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

160----205

following appeared in a recommendation from the President of the Amburg Chamber of Commerce.

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

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

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> 前提，装灯会降底犯罪率。没有直接证据证明这样会有效。隔壁 B 城的降低了肆意破坏行为，但 A 可能根本就没有这类的犯罪，而另外抢动强奸到挺多。

2> 论据也有问题，因为没有证据说是灯起的作用，它们可能同时还有其他措施，比如新法规，比如警察增多等等。

结论：犯罪降低了，neighborhood 也不一定就提高。还有其他因素可能导致，比如经济萧条等等。

161----180

following is a recommendation from the personnel director to the president of Acme Publishing Company.

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

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

162---68

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

"It is time for the city of Grandview to stop funding the Grandview Symphony Orchestra. It is true that the symphony struggled financially for many years, but last year private contributions to the symphony increased by 200 percent and attendance at the symphony's concerts-in-the-park series doubled. In addition, the symphony has just announced an increase in ticket prices for next year. For these reasons, we recommend that the city eliminate funding for the Grandview Symphony Orchestra from next year's budget. We predict that the symphony will flourish in the years to come even without funding from the city."

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

163-----38

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

"An innovative treatment has come to our attention that promises to significantly reduce absenteeism in our schools and workplaces. A study reports that in nearby East Meria, where consumption of the plant beneficia is very high, people visit the doctor only once or twice per year for the treatment of colds. Clearly, eating a substantial amount of beneficia can prevent colds. Since colds are the reason most frequently given for absences from school and work, we recommend the daily use of nutritional supplements derived from beneficia. We predict this will dramatically reduce absenteeism in our schools and workplaces."

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

164-----6

following was written by a group of developers in the city of Monroe.

"A jazz music club in Monroe would be a tremendously profitable enterprise. At present, the nearest jazz club is over 60 miles away from Monroe; thus, our proposed club, the C Note, would have the local market all to itself. In addition, there is ample evidence of the popularity of jazz in Monroe: over 100,000 people attended Monroe's jazz festival last summer, several well-known jazz musicians live in Monroe, and the highest-rated radio program in Monroe is 'Jazz Nightly.' Finally, a nationwide study indicates that the typical jazz fan spends close to \$1,000 per year on jazz entertainment. We therefore predict that the C Note cannot help but make money."

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

165-----202

ans arrived in the Kaliko Islands about 7,000 years ago, and within 3,000 years most of the large mammal species that had lived in the forests of the Kaliko Islands were extinct. Previous archaeological findings have suggested that early humans generally relied on both fishing and hunting for food; since archaeologists have discovered numerous sites in the Kaliko Islands where the bones of fish were discarded, it is likely that the humans also hunted the mammals. Furthermore, researchers have uncovered simple tools, such as stone knives, that could be used for hunting. The only clear explanation is that humans caused the extinction of the various mammal species through excessive hunting.

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

166----38

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

"An innovative treatment has come to our attention that promises to significantly reduce absenteeism in our schools and workplaces. A study reports that in nearby East Meria, where fish consumption is very high, people visit the doctor only once or twice per year for the treatment of colds. This shows that eating a substantial amount of fish can clearly prevent colds. Furthermore, since colds are the reason most frequently given for absences from school and work, attendance levels will improve. Therefore, we recommend the daily use of a nutritional supplement derived from fish oil as a good way to prevent colds and lower absenteeism."

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

167---12

following appeared in a memo from a vice president of Alta Manufacturing.

"During the past year, Alta Manufacturing had thirty percent more on-the-job accidents than nearby Panoply Industries, where the work shifts are one hour shorter than ours. Experts believe that a significant contributing factor in many accidents is fatigue caused by sleep deprivation among workers. Therefore, to reduce the number of on-the-job accidents at Alta, we recommend shortening each of our three work shifts by one hour. If we do this, our employees will get adequate amounts of sleep."

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

168----177

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

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

membership to city residents only. We predict that, without the interference of non-residents, the committee will be able to make Oak City a better place in which to live and work."

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

Oak City 的市俱乐部主要目的是讨论本地事务，其成员资格应该继续被限制在居住在 Oak City 的市。那些在 Oak City 工作但在别的地方居住的人无法真正理解本城市的政治和经济。把成员资格限制在本市居非常重要，因为只有居民付城市税因而也只有他们才知道这些钱如何使用才能促进城市发展。无论如何，以这种方式限制成员资格不太可能使很多在 Oak City 工作的外地人失望，因为邻近城市 Elm City 的市俱乐部一直采取开放成员资格的政策，但在过去 10 年中只有 25 名外地人加入了 Elm City 的市俱乐部。

1> 并不是交了城市税，或者居住在这个城市就代表他们更好的了解了这个城市，很多人可能在这里生活了一辈子，但是他对城市的了解程度不一定比那些在这里工作的人清楚，因为城市也是在不断的变化的。

2> 错误的对照：1可能E市的外地人本身就很少，而O市的外地人较多> 2，或者E市的要求很严格，很多外地人都想报名参加，但是名额有限，而且入选的要求严格> O市的外地人反响也是如此，可是却根本一点点机会都没有>

3> 另外由于这些人有不同城市的经历，应该好好利用。不然只局限于本地，可能眼界狭窄。不会让非本地员工失望，论据不足信。E城可能是小城，没多少外地人关心和工作，但O可能经济要发展一些，吸引了很多外地人。进行讨论就是一个很好的表现。

169---77

following appeared in a memo from the mayor of Brindleburg to the city council.

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

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

170---233

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

"The surface of a section of Route 101, paved just two years ago by Good Intentions Roadways, is now badly cracked with a number of dangerous potholes. In another part of the state, a section of

Route 40, paved by Appian Roadways more than four years ago, is still in good condition. In a demonstration of their continuing commitment to quality, Appian Roadways recently purchased [state-of-the-art](#) paving machinery and hired a new quality-control manager. Therefore, I recommend hiring Appian Roadways to construct the access roads for all our new shopping malls. I predict that our Appian access roads will not have to be repaired for at least four years."

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation is likely to have the predicted result. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

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。

1> 前提，A 修的路比 M 好。论据问题，可能 101 道在市中心，或是常有重型货车通过，再不然还有地面的地质问题，都是造成损毁严重的原因。66 可能就容易多了。

2> 前提，A 比 M 好。没有直接的证据证明 A 现在比 M 好，相反，新机器和新经理，都说明 M 和以前修 66 时不一样了，磨和问题，适应问题，都不是以前的经验能保证的。

2> 结论：商场的活可能跟 66 完全不一样，另外就通过一次工程就得出永久结论，不公平。

171---227

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

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

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

172---205

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

"Last October the city of Belleville installed high-intensity lighting in its central business district, and vandalism there declined within a month. The city of Amburg has recently begun police patrols on bicycles in its business district, but the rate of vandalism there remains constant. We should install high-intensity lighting throughout Amburg, then, because doing so is a more effective way to combat crime. By reducing crime in this way, we can revitalize the declining neighborhoods in our city."

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

173---20

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

"The population on Balmer Island doubles during the summer months. During the summer, then, the town council of Balmer Island should decrease the maximum number of moped rentals allowed at each of the island's six moped and bicycle rental companies from 50 per day to 30 per day. This will significantly reduce the number of summertime accidents involving mopeds and pedestrians. The neighboring island of Torseau actually saw a 50 percent reduction in moped accidents last year when Torseau's town council enforced similar limits on moped rentals. To help reduce moped accidents, therefore, we should also enforce these limitations during the summer months."

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

174---23

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

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