

以前考過的共有 60 個題目，所以後面至少把這 60 個題目的提綱複習一遍。

24 次

60/145/146/150/154/155

(8)

The 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.

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

1> 90 多天的冬季看似很久，可以以前的天氣情況沒有提，要是一般的冬季都比這個時間長的話，那麼這個冬天就是暖冬了，自然油料的使用量可能就不會提高，相反還會下降，而且泛泛的指出是在零下，沒有說零下多少度，要是很冷的溫度只持續了一小段時間，而大多數的時間都是比零度低一點點的話，那麼溫度總體上還是提高的，油料也是沒有用處的>

2> 很多的住宅新建起來，不見得很多都會立刻搬進去居住，可能是房子的品質不好，也可能是人們的工資負擔不起那裡昂貴的房價> 又或者交通不便利，環境不好等因素。。。。

3> 這個公司是零售的，而那裡的人們，社區什麼的都是承包給大的集團公司，他們這樣的小公司可能沒有市場>

1.这些年来，人们取暖的主要能源变了么？会不会随着科技的发展，为了环保，换成了 airconditioning 之类的

2.Normal days of the below-average, 如果少于，反而说明了当地气候变暖了，对 oil 的需求反而会减少；也没有 evidence 证明该气候会持续好多年啊

3.房屋建造真正意味着 increasing number of residents 么？环境不好，人们不一定住，离 urban area 太远了，urbanization 日渐流行。Total population decrease

18 次

41 /123/125

(4)

41The 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.

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

1> 事故數量上升不能說明現在這個問題比以前嚴重。因為人口的增加，騎車的人增多，都可能使得相應的事故數目上升。在這個問題上，也許看看事故率是否有上升會更有說服力。

2> 出事故是否與戴頭盔有關，論者沒有相關資料。首先論者對於戴頭盔會使人更容易冒險的結論完全沒有根據，他沒有提供任何資料證明戴頭盔的人都覺得這樣很安全。完全有可能戴頭盔的人會比不戴的人更加小心。

3> 其次論者也沒有提供有多少戴頭盔的人出了事故，如果出事故的人大多數都沒有戴頭盔，這樣就不能證明戴頭盔會使得容易出現事故。

1.事故數量上升不代表交通問題比原來嚴重了，人口增加了，自然事故數量就增加了，應該看比例

2.沒有證據說明戴頭盔有用，有的戴頭盔的人的安全意識比不戴的人高的多哦~

3.

16 次

45/49

(13)

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.

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

1. 沒有證據表明 Omni 大學的宿舍維護費用減少是因為網路授課的緣故
 2. 沒有資訊表明 Humana 大學和 Omni 是相類似的
 3. 其他因素：作者沒有考慮是什麼原因導致 Humana 大學維護建築的費用上升；此外，也沒有考慮是否有更好的辦法吸引學生報考
- 1> 沒有證據表明 Omni 大學的宿舍維護費用減少是因為網路授課的緣故，可能是學校生源不好，或者是學費太貴，學校為了建新的教學樓和宿舍把舊的給拆了，所以費用就少了，或者是學校限電。
 - 2> 沒有資訊表明 Humana 大學和 Omni 是相類似的
 - 3> 其他因素：作者沒有考慮是什麼原因導致 Humana 大學維護建築的費用上升；此外，也沒有考慮是否有更好的辦法吸引學生報考

113/126/127/161 bm180

(14)

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

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

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

1> 升職的那個畢業生可能本身就很優秀，即使沒有參加這個所謂的速讀課程肯定也會有很好的表現，而且即使這個課程真的有那麼些須的作用的話，那麼僅僅提到兩個人的情況是不足以令人信服的，而且另一個例子也有問題，雖然讀得快，可是他能記住多少內容，吸收多少精華？

2> 可能學費僅僅 500 塊，但是還有別的費用，像什麼閱讀資料費，輔導費，或者要求你買什麼教材的，再加上公司的人數眾多，會是不小的開銷，給公司造成巨大的財務負擔>

3 要求所有員工參與培訓不合理， 每個人的閱讀水平不一樣的，有的是浪費時間金錢啊啊啊

14 次

7/98/99(44)

(15)

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.

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



之前拥有广大群众不代表现在也行，那是过去二十年的情况，现在经济萧条

National survey 不能代表个体，有可能这家店的 target 恰恰是儿童

和 M 类比，两者坐落的地点啥的都不一样，怎么能肯定盈利那？

34/58/94

(16)

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

"In an effort to improve our employees' productivity, we should implement electronic monitoring of employees' Internet use from their workstations. Employees who use the Internet from their workstations need to be identified and punished if we are to reduce the number of work hours spent on personal or recreational activities, such as shopping or playing games. By installing software to

detect employees' Internet use on company computers, we can prevent employees from wasting time, foster a better work ethic at Climpson, and improve our overall profits."

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.

哪里有证据说明他们玩电脑了？对于小公司难以区分

这个 monitor 的安装是否侵犯了个人权利导致

Monitor 有用么是最好的么？有没有别的办法啊，合理安排时间之类

77/169 bm25

(6)

77The 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. 兩年前 Ocean View 建造了一個新

的市立高爾夫球場和度假旅館。過去兩年中，Ocean View 的旅客增加了，開設

了很多新的商業，而且稅收增加了 30%。改 Hopewell 的經濟，產生更多稅收的

最好途徑就是建立一個和 Ocean View 類似的高爾夫球場和度假旅館。

1. 沒有足夠的證據表明在 Hopewell 修建地方性的高爾夫球場和度假勝地會和 Ocean View 一樣收到更高的稅收和促進經濟

2. 此外，作者提供詳細的說明 Ocean View 的經濟提高是因為修建了市高爾夫球場以及度假酒店的結果

3. 作者還忽略了其他因素：作者沒有提供 Hopewell 居民的資訊，可能當地的風俗習慣排斥旅遊；此外，作者沒有考慮其他更好的提升經濟的方法，可能有更好的方式，比如廠辦企業等來提高當地經濟

1> 遊客增加和新的商業不一定是這個高爾夫球旅館的餓原因，可能是政府的政策，地方的環境優美，旅遊旺季，或者是人們生活水準高了，全國普遍的發展都快，

2> 稅收增加的餓原因，政府的各種措施，獎勵，或者是別的其他的大企業的發展或者加盟，自己地方企業的快速成長，或者是稅收本身的力度加大了

3> 作者還忽略了其他因素：作者沒有提供 Hopewell 居民的資訊，可能當地的風俗習慣排斥旅遊；此外，作者沒有考慮其他更好的提升經濟的方法，可能有更好的方式，比如廠辦企業等來提高當地經濟

35/52/128/129 bm185

(7)

129The 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. 一個月前，Sunnyside 塔樓最低的五層的所有淋浴噴頭被調節成水壓只有以前的大約三分之一。儘管在調節之後用水量的確切讀數還沒有出來，但這種變革顯然將為 Sunnyside 公司節省大量的花費，因為公司必須每月為所用的水付費。除了關於低水壓的幾起投訴，在調節之後沒有發生關於淋浴噴頭的問題的報告。我預計在 Sunnyside 塔樓所有的 12 層都限制水壓將會增加我們未來的利潤。

1> 前提，是否節水了。既然還不知道具體的指數就不排除用水量上升的可能。因為水流變小，用水時間就會加長。另外由於水壓的沖洗 swill 作用沒了，這種時間上的補償 compensate 很有可能會特別長。

2> 前提，沒人抱怨。首先剛一個月就有了抱怨。其次樓層越高對水壓要求越到。第三樓上的人可能特殊，他們用水特別多，特別喜歡大流量的洗澡。時間長必然引起樓主不高興。

3> 結論：利潤，收入得靠賣房，有可能是租房，水費只是其中很小一部分成本。

39 bm23

(10)

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.

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

1. 最近的海鮮食品的需求比去年上升 30%並不意味著海鮮食物的市場變得很大
2. 全國對於雙收入家庭的調查並不意味著 Bar City 同樣適用
3. 作者同樣忽略了其他因素：比如 Bar City 當地的餐廳數量很多而且對於海鮮食品的供應是否已經足夠豐富；或者是否 Bar City 的居民的飲食習慣

1> 的海鮮食品的需求比去年上升 30%並不意味著海鮮食物的市場變得很大（別的類型餐館的情況 > ），人們的消費增加了可能是由於人們生活的水準提高了，或者是海鮮的價格貴了，不代表吃的人多了，專營和不專營是不一樣的概念

2> 對於雙收入家庭的調查並不意味著 Bar City 同樣適用(而且他們不願意在家裡吃也不代表他們願意出去吃的是海鮮>)，而且他們的工資即使是雙收入或者比較高，但是不代表他們能夠經常吃的起昂貴的海鮮

3> 同樣忽略了其他因素：比如 Bar City 當地的餐廳數量很多而且對於海鮮食品的供應是否已經足夠豐富；或者是否 Bar City 的居民的飲食習慣

The author believes that the new Captain Seafood restaurant will surely be popular and profitable because the consumption of seafood in the past 5 years have increased by 30 percent and a national survey reported that the two income families are more likely to eat outside than they did 10 years ago. The argument is based on assumptions that is invalid,

which makes the argument not cogent enough. Several specific evidence are needed to support the conclusion.

First of all, a 30 percent increase in the consumption is not valid enough to manifest the popularity of the seafood. If five years ago, the assumption of seafood per month was 50 tons, then nowadays, the assumption per month is 65 tons. The 15 tons increase is a small increase in the long period and can not prove the popularity of seafood. Also, if the total population increased very quickly, the 30 percent increase is normal for the denser population. To strengthen the argument, the author should provide the average assumption of the citizens and compare the statistics to five years ago. If the average assumption have increased 30 percent, then the claim is valid enough to confirm the future success of the seafood restaurant. (需求上升 30 百分之, 不算很大, 得看基数是多少, 如果基数很小, 那么增长也不多啊亲)

Secondly, the author points out that the national survey reported that the two-income family are more likely to eat outside than they were a decade ago and the family prefer the healthier seafood. This is ridiculous, There are many other causes that may lead to the family to eat fewer family meals. For instance, the economic situation is much better than it is ten years ago and the average wage of the citizens have increased a lot that the family have more extra income to eat outside home. They go to the seafood restaurant more frequently not because of the favor of the food but because of the improvement of life quality. Moreover, there is no evidence to prove that seafood is healthier than any other kind of food. To make the argument more convincing, the author should give specific analysis of the national survey and make it clear whether the popularity of the seafood or other factors that contributes to the increase assumption of seafood. (national survey 的情况并不能代表 Bay City 的情况, 即使收入增加, 不代表大家都要出去吃海鲜这种啊)

Thirdly, the author claims that the Captain Seafood Restaurant that specializes in seafood will be profitable and popular. This is an arbitrary judge for there are many other factors that can influence the run of the restaurant. The first is the location, if the restaurant locates in an prosperous urban area, then it is without doubt that the restaurant will be a big success. What if it locates in the poorest blocks, the output is quite different. The second is the service quality of the restaurant, without the kind waiters and waitress and the high quality seafood they provide, it is impossible for the restaurant to gain success. To strengthen the conclusion, the author have to confirm the comprehensive of the restaurant, such as the

location, the quality of the food and so on. (决定一个餐厅是否成功不一定只有一个因素，餐厅地理位置的坐落，当地街区人民 额生活水平都会影响的)

To sum up, before reaching the conclusion that the Captain Seafood restaurant will be a profitable business run, the author should confirm the validity of the national survey and the specific circumstances of the seafood restaurant to make the argument more persuasive.(546)

九次

50

(17) (挺难写的)

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.

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

1> 推論以研究為基礎，但這還只是初步的研究，並不足以得出醫學上的結論。因為 30 位以及三個星期都不足以說明問題。

2> 但是拋開這些不考慮，論者的推理過程仍有錯誤。•第三個星期志願者醒來以後的感覺論者沒有提供。是比前兩星期更加疲勞還是什麼。事實上論者提到了志願者在停藥的第二個星期裡睡眠非常不好，這有可能是第三個星期睡的時間長的主要原因，因為他們實在太累。所以沒有醒來後的感覺作標準，無法評價志願者的睡眠品質，因為無法知道薰衣草的作用。

3> 研究本身對志願者有影響,是否會有副作用或者不良反應。志願者三個星期裡的睡眠變化與對環境的熟悉有關，第三個星期完全熟悉了，所以不緊張了。•在短期內的概念不清楚。

1.该 research 是否可靠？30 个 volunteer 的选取是否合理？这几个 volunteer response to the therapy 是否可靠，有人撒谎么？

2.没有说明前两周的更加 tired 的原因是什么？有可能第二个星期没睡好直接导致了第三个星期睡眠质量变好了；或者第三个星期他们已经适应了当前的 sleeping environment

3.对于 志愿者是否有副作用影响，

- 论据(1)力图证明服用睡眠药物的效果。但问题是：“They slept soundly but wakened feeling tired”这个效果是否与被测试者在新环境中（a controlled room）睡眠不适应或者那些电子监控仪器的干扰有关？论者没有提供证据加以说明。
- 论据(2)力图证明停用睡眠药物的效果。但问题是：“they slept less soundly than the previous week and felt even more tired”这个效果是否与被测试者停用睡眠药物之后的心理自我暗示有关？论者仍然没有说明。
- 论据(3)提到 “During the third week, the volunteers slept longer and more soundly than in the previous two weeks”。但问题是：the volunteers slept longer and more soundly than in the previous two weeks 有具体指标吗？怎么才算 slept longer and more soundly？多了几个小时？睡眠中的电子监控结果如何？受试者醒后的精神状态如何？等等。没有较为精确的数据，我们无从判断第一周、

4.

第二周和第三周过后的显著差别。而且，论者能肯定没有其他原因，比如心理作用、环境的影响、前两周的过于疲劳等导致这一结果？

- 当论者依据论据(3)作出判断 the lavender cures insomnia within a short period of time 时，他实际上在假设 During the third week, the volunteers slept longer and more soundly than in the previous two weeks 就足以支持他的判断。但是，要注意：论者在论据(3)中只是说受试者 slept longer and more soundly than in the previous two weeks。这是在同前两周作比较，而不是同正常人作比较。论据(3)的结果只能说明受试者的睡眠比前两周有改善，而不能说明他们的失眠症被治愈了。
- 论者的整个推论过程中最大的问题是：整个研究没有设置另外一组没有使用或者使用了假的 lavender-scented pillows 的受试者作比较。如果没有使用或者使用了假的 lavender-scented pillows 的受试者的情况和论据中的那 30 人的情况相反，将是对题目中结论的有力支持；如果两组情况一样，则论者的结论大有问题。

5.

62/121/122(old98)

(1)

62The 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

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

- 1> 前提不一定成立，即使用 N 洗手能減少感染，論者提供的論據不足以支援。
 - 2> 首先室驗室的結果不證明在現實使用中效果一樣顯著，因為 N 有可能受到現實環境中其它化學和物理因素的影響，而使其失效。
 - 3> 論據沒有說服力，關於 S 醫院的經驗。首先 S 醫院的感染病人比其它醫院少，但是與它不使用 N 的時候呢？如果不使用 N，S 醫院的此類病人也少，就不能證明是 N 防止了病人感染。其次 S 醫院對 N 的測試，但未說是如何使用，可能並不只是用於洗手液。結論：首先 N 是否有副作用，
 - 4> 其次，N 殺死的細菌是否是能引起嚴重感染的，還是只是較弱的。
- 結論：論者應進一步瞭解 N 用於洗手液在實際情況中的殺菌效果，並進一步瞭解 S 醫院的經驗是否值得推廣

1.laboratory 里的实验是否可靠在现实中,the function of the soup may be affected by many facts that make the soup futile.? 实验的实施者有没有收到相关利益的影响而伪造了实验数据?

2.fewer patient infection. Not valid, The total amount of patients in the two hospitals may not be the same. 如果使用 UC 之前就少，那一定是医院其他环境因素影响了感染率。比如本来 Worby 的卫生状况好，worby 的人口抵抗力强等等

3.将这个洗手液推广到所有的医院系统，所有医院一样么？公共卫生一样么？生活习惯，对洗手液的喜好一样么？

八次

13

(18)

13.In an attempt to improve highway safety, Prunty County last year lowered its speed limit from 55 to 45 miles per hour on all county highways. But this effort has failed: the number of accidents has not decreased, and, based on reports by the highway patrol, many drivers are exceeding the speed limit. Prunty County

should instead undertake the same kind of road improvement project that Butler County completed five years ago: increasing lane widths, resurfacing rough highways, and improving visibility at dangerous intersections. Today, major Butler County roads still have a 55 mph speed limit, yet there were 25 percent fewer reported accidents in Butler County this past year than there were five years ago.

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

1. The author fails to rule out the possibility that not enough time has passed to determine the effectiveness of this change in reducing the accident rate. (I.E) ★★★
2. The author ignores the possibility that the accident rate on the county's major roads has decreased while on minor roads not subject to the speed-limit reduction it has increased. (I.I) ★★★★★
3. The argument assumes that all other factors affecting highway accident rates have remained unchanged since the county lowered its speed limit. (P→F) ★★★
4. The fact that most drivers are exceeding the new speed limit does not indicate that the policy is ineffective. (NCR) ★★
5. The author unfairly implies that the higher speed limit in Butler County has not served to increase the incidence of road accidents in that county. (lack of controlled experiment) ★★★
6. The cited statistic involves only "reported" accidents in Butler County, we do not know the percentage of accidents which are going unreported in that county. (I.I) ★★★
7. The situation at Prunty County and Butler County may not be comparable. (F.A) ★★★★★
8. The author fails to demonstrate that road improvement will be both sufficient and necessary to guarantee fewer accidents in Prunty County. (sufficiency/necessity of the solution) ★★★★★

46

(19)

The following appeared in a health magazine published in Corpora.

"Medical experts say that only one-quarter of Corpora's citizens meet the current standards for adequate physical fitness, even though twenty years ago, one-half of all of Corpora's citizens met the standards as then defined. But these experts are mistaken when they suggest that spending too much time using computers has caused a decline in fitness. Since overall fitness levels are highest in regions of Corpora where levels of computer ownership are also highest, it is clear that using

computers has not made citizens less physically fit. Instead, as shown by this year's unusually low expenditures on fitness-related products and services, the recent decline in the economy is most likely the cause, and fitness levels will improve when the economy does."

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

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

- . 1. 作者沒有提供的資訊說明使用電腦並不是導致身體衰退的主要原因
2. 作者沒有足夠的資訊說明是經濟衰退導致健身產品和服務消費的下降，並最終導致人們身體的下降
3. 其他因素：作者沒有提供標準的資訊，可能是標準提高了；沒有提供其他可能的導致身體下降的原因，可能是傳統飲食習慣
- 1> 人口增加是比例下降的一個因素，也可能是健康準則的定義發生了變化，
- 2> 電腦擁有量最多不代表使用的就多，就頻繁，而且那裡的人可能在那裡工作，但是不住人
- 3> 沒有提供其他可能的導致身體下降的原因，可能是傳統飲食習慣
- 4> 作者沒有足夠的資訊說明是經濟衰退導致健身產品和服務消費的下降，並最終導致人們身體的下降

The author claims that there is a pronounced decline in the citizen's physical fitness during the past 20 years and the major cause of this decline is due to the economical crisis instead of the increasing use of computers. He believes this because people in the area of the highest ownership of computers also have the highest physical fitness and the expense people spent on fitness-related products have decreased a lot. The argument is not cogent enough for the author to draw the conclusion

First of all, the author assumes the conclusion that less percent of citizen meet the standards for adequate physical fitness than 20 years ago is valid enough. The argument does not make it clear how is the survey conducted? If the people who joined in the health tests were drawn from the most healthy part of the citizen and on contrast the people joined in the tests nowadays are selected from a health care center. Without doubt that the percentage of the people who meet the standard physical fitness decreased a lot. Only by making a clear analysis of the specific process of the survey can the experts draw the conclusion. (20 年前和如今調查是否可靠？选取的人群是否具有代表性？是否能说明 decrease 这个事实)

Secondly, the author assumes that the use of computer is not the cause of the decrease in the physical fitness because the physical fitness level of the area is actively proportional to the ownership of the computer. This is ridiculous for there are many factors that can contribute to the high level of physical fitness. For instance, the people who work long time in front of the computer screen are more concerned about their physical condition that they develop the good habit to exercise regularly after work. Also, it is possible that though they own the computer, they do not use them frequently as the author originally thought. (何以证明电脑不是导致的? 大的拥有率不代表常用, 有可能用电脑的人更加注重健康导致了高拥有率, 高健康率)

Thirdly, the author stated that the low cost on the physical fitness-related service and products are due to the decline in the economical situation. So he drew the conclusion that once the economic recovers, the physical fitness level will return to the original high level. It is arbitrary for the author to make the conclusion without compelling reasons. Even if the economic situation decreases, it does not mean that people will cut the budget on the fitness related services. Besides, there are other factors that may contribute to the decrease of the expense of the products and services, People who are busy at work can spare less time to enjoy the physical services to relax themselves, thus leading to the decrease in the percent of physical health. Also, may be the people find the fitness-related service to be futile that it makes no difference whether they consume the products and services. Only after the author ruling out the other factors can he draw the conclusion that the economic decline is the major course. (经济衰退一定意味着健康用品的下降么? 经济不好不代表人们就放弃健康服务--从而导致健康水平下降? 有可能他们认为那些服务并不是那么有效那

All in all, the argument is full of unconvincing assumptions which need further scrutiny. Even if the claim of the decrease in the people whose standard fitness is below the standard level, the author has to consider more comprehensively about the various factors that contribute to the phenomenon.

152/153 bm171

(9)

152The 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.

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

1> 前提是否成功--是否在贏利。沒有資料證明在贏利。如果公司故意用低于商品价值的价格恶性竞争，短期内是有优势的，但在长期情况下会导致各种财政赤字，不久将来就会 **bankrupt**

2 論據：顧客選擇 **BB**，最主要的可能不是因為低價，而是其他因素。不然別人降價，顧客早回去了。其他 的原因，该 **cereal** 风味独特，许多顾客都对他有好的评价，价格不仅 **cheap** 而且 **high quality**

3.作者做了个 **analogous**, **the sale of the other kinds of product is the same as the sale of the cereal**.别的在原材料价格上，市场营销策略上不一样 啊啊啊

一个商品在价格战中成功不代表可以到所有的商品上都成功，需要考虑具体的顾客需求等等

The author believes that the Bargain Brand will achieve success if it expand its business and begin marketing the low-priced food because before other companies who tried to compete with Bargain Brand all failed though they decreased the price to a low level. Also, the cereal products of the company attracted a large number of costumers. However, before the company decides to take the stratedy, there are several questions which need to be ask.

First of all, Is the cheap price the real cause of the popularity of the companies' products among the customers? There are many other factors that can be contributed to the big sale of the cereal products. For example, the costumers are in favor of the flavor of the products and many of them claim that their children give high comment on the food. Also, maybe the cereal products occupy the largest part in the commercial chain that even the most competitive opponents lost their market due to the less occupation of the market.

The second question to point out is whether the company gained great profit in the sales. There is no convincing statistics that suggest the profit made by the company. It is highly possible that the company lowered the price which is below the original value of the products in order to attract most of the costumers. However, the company has always be in serious financial crisis that the business is sure to go down during the future. However, if the company has gained much profits from the sales of the cereal products, then the plan to expand the business is a reasonable path for the company to achieve further success.

The third question to ask is



七次

78/114/117/116

(3)

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

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

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

1. 作者沒有提供足夠的證據證明 Buzzoff 的效果比 Fly-Away Pest-Control Company 好，可能過去 Buzzoff 在這個地區效果更差
2. 作者也沒有提供詳細的資訊說明這兩個公司的價格各是多少，如果差價很高，則還是應當選 Buzzoff
3. 其他因素：沒有說明這兩個公司的其他服務，比如是否會對損害的食物進行補償，是否有其他增值服務
 - 1> 兩個地方的規模不同，儲存的東西不同，而且一個月的情況不能說明什麼太大的問題
 - 2> 作者沒有提供足夠的證據證明 Buzzoff 的效果比 Fly-Away Pest-Control Company 好，可能過去 Buzzoff 在這個地區效果更差，作者也沒有提供詳細的資訊說明這兩個公司的價格各是多少，如果差價很高，則還是應當選 Buzzoff
 - 3> 其他因素：沒有說明這兩個公司的其他服務，比如是否會對損害的食物進行補償，是否有其他增值服務

建议：重新启用 B 来提供杀虫服务

- 1.没有提供详细的资料，两个公司的具体价格差异，如果差异较大，那么尽管 Fly 造成的事物损失较大，总体的利润还是 F 比较高；而 Bu 虽然 pest 损失小，可是收费过于高昂
 - 2.是否有其他原因导致了两地的事物破坏情况不一样，不一定是服务质量的原因 Palm city 气候不适宜，更多 pest；两地储存的东西不一样，P 的更容易受虫害
 - 3.没有说明两个公司的 extra service 假如 F 会补偿损失，而 B 根本不管，那么还是 F 较为划算啦
-

六次

15/51/130/131/133 bm182

(12)

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 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. 在整個美國西南部

的所有 Hp 餐廳都採用人造黃油替代了天然黃油。只有 2%的顧客投訴，這意味著 100 人中有 98 人對於這次改變都是愉悅的。另外，很多服務生報告說很多投訴要天然黃油的顧客在被給了人造黃油以後便沒有了投訴。很明顯，要麼是這些顧客無法辨清人造或天然黃油，要麼是他們用天然黃油來指代人造或天然黃油。因此，為了避免購買天然黃油的花銷並且提升利潤率，Hp 餐廳應該將這種節約開銷的方式推廣到美國東南部以及東北部的所有餐廳。

1. 百分之二的顾客对这个决定不满，这个调查是否可靠？调查人数是否够多？
(假如一共就调查了 50 个人) 够有代表性，调查人的 response 是否 active，有可能有人不满他憋着不说啊，下次就不来了

2. 美国 southwestern 的情况和别的地方一样么？各地的食物原材料成本不同，有可能东北那儿生产 natural butter，反而价格低啊，顾客对事物的要求一样么，万一那些地方的人很在意这种，那么这个改变就是消极的

3. 拿到人造黄油的顾客不说不代表他们分辨不出来，有可能他们只是怕麻烦，有的分辨不出来，只会失去顾客

1> 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。

2> 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。但下次还是不去买了。

3> 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。

4> 不一定省钱>

132/134/136 old175bm

(5)

132The 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 高中的所有學生都應該被要求參加駕駛員教育課程。在過去兩年中，Centerville 周圍有幾起交通事故涉及了青少年駕駛者。由於 Centerville 的一些家長抱怨說他們太忙沒有時間教他們的孩子駕駛，必須有一些其他的課程來保證這些孩子成為安全的駕駛者。儘管在 Centerville 已經有兩所駕校，手頭不寬裕的家長無法負擔駕校學費。因此由學校組織的有效的強制性課程是解決這一嚴重問題的唯一方案。

1> 涉及了青少年不代表是青少年或者該校學生的駕駛責任，可能是他人在駕駛，造成的事故中有學生和青少年，或者是由於其他的原因造成的事故，和駕駛本身沒有太大的關聯> 例如天氣，地形，特殊情況>

2> 一些家長具體是多少？學校組織類似的課程也是需要錢的，如果投資太多的話可能學校也是無法承擔>

3> 學習這些課程學生到底願不願意，是否必要，可能學生都已經很熟練的駕駛了。

1.事故发生包含青少年不代表是该校学生的责任，有可能是别人的责任，也有肯能学校周围的路况不好，交警监管不严。气候多雨能见度差导致事故高发

2.一些家长抱怨没时间教，经济无法承担？一些是多少，学校开始课程也是需要经费的，不代表就能免费啊啊啊

3.要求 all students 都要参与培训是否合理？有些驾驶技术较好的同学不需要学了，是浪费时间

五次

69/70/115 (93)

(2)

69The 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 年以前我們公司在兩個不同地區擁有兩座地方辦公建築。它們由兩家建築公司--Alpha 和 Zeta 分別建造。儘管兩座建築的平面佈局基本相同，由 Zeta 所建造的建築造價高出了 30%，但去年的維護費用是由 Alpha 建的樓的 50%。而且，Z 大樓建成以來的能耗每年都比 Alpha 大樓要少。這些資料，再加上 Z 公司擁有穩定的員工隊伍且雇員流動性很小的事實，表明我們應該使用 Z 建築公司而不是 A 公司來建造未來的建築工程，儘管 A 的標書承諾造價會更低。

- 1> 儘管格局一樣，造價高> 維修費高> 但是這些都沒有有力的論證，因為兩個樓的其他資訊沒有提，如果兩個樓的大小差了很多，那麼這些略高一點的花費就變的合理了，而且還可能更划算，在平均看來>`
- 2> 兩個樓的用途不一樣，或者地理位置等其他因素造成他們的能耗不同，開銷不同>
- 3> 可能 A 公司比較大，他的人員流動大也不奇怪，這樣的競爭機制有利於公司的發展保證了他們的高效率和品質，而 Z 公司的人員比較少，品質也差，所以人員穩定也是正常的> 何況沒有證據表明我們的新的建築工程到底是比較適合哪個公司來做>

1.两个楼的用处是否相同，造成能耗不同的原因还有很多，使用者节约意识不同；地理位置不同；所处地方物价不同，能耗花费也就不一样

2.公司职员的流动性和建筑工程没有关系？A 公司较大，人口流动大，竞争机制；B 公司小，职员也少，品质也差，所以流动性 **No direct relationship between。。。**

3.两家格局一样，但是造价高，这两个楼的具体情况不知道，大小差了多少，**average cost each square meter**,要算平均每平米的价格才靠谱



四次

25/100/102/164 bm6

(11)

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, 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.

爵士樂在 Monroe 非常流行：去年夏天 10 萬多人參加了 Monroe 的爵士音樂節。

而且 Monroe 獲評價最高的廣播節目是平時每天播出的 Jazz Nightly。同時，若

干知名爵士音樂家居住在 Monroe。但是當前，最近的爵士俱樂部也在 65 英里

以外。鑒於目前 M 地區爵士音樂的流行以及一項全國性研究表明典型的爵士愛

好者每年花費近 1000 元用於爵士娛樂。因此，在 Monroe 建立爵士樂俱樂部將會是非常盈利的產業。

1. 去年夏天的爵士節的詳細資訊沒有提供，可能 100,000 都是外地來的人 樣本有問題
2. 全國性的調查不一定適用於 Monroe，可能根本就不會花那麼多 錯誤類比
3. 其他因素：收聽'Jazz Nightly,'的人多不意味著他們願意花錢去買唱片 purchase the Compact Disc 錯誤因果關係（推論）
4. 此外，不一定 C Note 能夠贏得全部的本地市場 結論 市場行銷

1> 流行？10 萬人來看可能是因為這裡的交通方面或者歷史悠久等原因，大多數都是外地人，而且 JAZZ 的音樂家住在這裡不代表這裡 JAZZ 會受歡迎，他們來這裡不能帶來音樂的流行，而是因為自己個人的其他原因，這裡環境好，或者什麼

2> 節目的觀眾多不代表他們願意買唱片或者去現場看 JAZZ 的演出，人們欣賞的方式有很多種，而且即使交通很方便，也不能否認昂貴的價格是一個障礙。

3> 全國不等於地方，典型不等於大眾，1000 塊可能不是看音樂會或者現場的演出，而是買樂器或者其他的一些紀念品。

4 bm4

(20)

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.

在本市的兩家最大的房地產經紀公司--Adams Realty 和 Fitch Realty--之中，

Adams 顯然更優秀一些。Adams 有 40 名房地產經紀人，而 Fitch 只有 25 個，

且很多是兼職工作。而且，Adams 去年的收入是 Fitch 的兩倍，其平均房價為

\$168000，而 Fitch 僅為\$144000。在 Adams 銷售的房屋賣得也更快：十年前，

我把我的房產交給 Fitch，它用了四個多月才賣出去；去年，我在 Adams 賣了另

一處房產，僅用一個月就售出了。因此，要想讓你的房產賣的更快更好，你應該選擇 Adams。

1. 作者沒有說明 Adams 的詳細情況。他雖然有 40 名房地產經紀人，但是否都是兼職，此外，Adams 是否經營的房子和 Fitch 一樣，可能經營的是豪華的房子，可能 168,000 算便宜的好房子，而 144,000 是貴的差房子
 2. 作者沒有足夠的資訊說明 Adams 買房子比 Fitch 慢，可能是季節不同
 3. 其他因素：收入是兩倍不一定利潤高，可能 Fitch 的經營情況更好；沒有考慮費用是否相同
- 1> 40 對 25 的比較存在問題，首先雖然多了 15 個人，可是他們也可能都不是全工，而且他們的水準有待懷疑，能力，資歷，閱歷，客戶源，公司的信譽問題。
- 2> 經營的房產不同，168000 都是貴的差房子，144000 都是便宜的好房子，雖然他們依靠貴的房子賣的多，可是這樣的品質隱患確實存在。
- 3> 快慢的問題，10 年前和 1 年前的房產市場的不同，而且可能這個人買的兩次房產不同，而且不能排除偶然的因素，因為其他人的情況沒有提到。

56/57/82

(21)

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

的選擇。這些事實說明 Dura-Sock 可以通過停止使用"Endure"生產方式來增加盈利。

- 1> 前提我們的顧客不再重視耐用性
 - 2> 論者沒有提供有關顧客對於耐用性看法的直接資料，而它提供的銷售研究又不足以說明這個可能。首先，顧客平均每三個月就買新襪子，但並不說明顧客每雙襪子只打算穿三個月，也不證明他們就此放棄了在耐用性上的苛刻要求。他們完全有可能在買了新襪子以後，仍然繼續使用舊襪子，而且希望能用很長時間
 - 3> 其次顧客看中中式樣和顏色多樣，並不意味著他們就不被耐用性吸引，完全有可能是因為廣告中對於耐用性的強調吸引了顧客，頻繁光顧我們，然後才發現我們的式樣新顏色多。
 - 4> 論據沒有說服力。首先該調查是在某地進行的，還不足以說明全國的情況，完全有可能在其他地方有更多的顧客看重我們的耐用性，而不被式樣和顏色吸引。其次這個調查是如何進行的，它是否能代表該地區各種顧客的看法。如果接受調查的主要是年輕女性顧客，那麼放棄耐用性很可能就失去了婦女、老人以及男性顧客。
 - 5> 結論，如果耐用性真不像以前那樣受到顧客重視，放棄它也不會帶來利潤上升。因為式樣和顏色都是容易被競爭對手模仿的，唯有耐用和高品質是我們品牌的保證。如果放棄耐用性，我們就會失去競爭優勢。結論：要得出正確的結論，論者還應該進一步瞭解顧客對於耐用性的看法。
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9/88/90(O1/24)

(22)

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.

NW 是一家專賣保健食品及其他相關產品的連鎖店，準備將其下一家店鋪開在 Plainsville。這家店一定會很成功：因為我們的商店在那些居對健康生活高度關注的地區是盈利最多的。很明顯，plainsville 就是這樣的地方。Plainsville 的商家報告說運動鞋和運動衣的銷售處於歷史高點。當地一家康體俱樂部現在的會員

比以往任何時候都多，減肥訓練和有氧運動班總是滿員。另外，我們還可以預見到新生代的顧客群：Plainsville 的在校學生被要求參加一個叫做"終生健康"的方案，它強調從小開始經常鍛煉的好處。

1. 作者沒有提供足夠的證據表明 Plainsville 的居民喜愛運動，運動鞋和運動衣的銷售好不能說明這個問題，此外，健康俱樂部也一樣
2. 作者同樣沒有表明 Plainsville 一定能夠成為 Nature's Way 的用戶，學校讓學生運動，不意味著要學生買 Nature's Way 的產品
3. 忽略了其他因素：是否有什麼 eating habit；當地的運動水平的競爭是否激烈
 - 1> 商品的暢銷不代表居民也喜歡運動，買這些東西可能有其他原因：潮流，時尚，品質的衣服。
 - 2> 學校要求不代表學生會買，他們可能有自己的運動計畫和設施。
 - 3> 他因影響計畫，運動水準，食物習慣。

53/144/151

(23)

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 的居民選擇了更健康的生活方式。他們對於最近一項調查的回答顯示，他們的飲食習慣比十年前更加貼近政府的營養建議。而且，含有 kiran 的食品銷量增長了四倍，在一次科學研究中發現 kiran 是一種能夠降低膽固醇水準的物質。這種趨勢同樣也被 sulia 的銷量下降所證實，sulia 是那些最健康的居民極少經常食用的食品

74/147/148/156

(24)

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

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

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

- 1> 前提，聯合教育會降低士氣減少校友支持，沒有證據。
- 2> 論據，兩校調查都沒有具體的總數，調查本身的可信度不高。而且可能會有其他問題使得他們沒有說實話，比如女生可能都比較害羞。而且同意改變就意味著對現狀不滿意，有人會影響這種心理而不說實話。
- 3> 比較擴大申請帶來的收入和校友捐資減少。
- 4> 結論：儘管學生真不喜歡聯合教育，學校也應該從教育的目的考慮，不能一味順從學生。社會是男女共存的，聯合教育可能比全女生教育更合適。有可能 80% 就已經說明學生有問題了。

三次

(25)

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.

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

1. 作者沒有說明調查的具體資訊：調查對象等
2. 沒有支持詳細的證據證明 Old Dairy 的價格會下降以及盈利會減少
3. 作者沒有考慮其他因素：Old Dairy 近期的發展計畫；
 - 1> 調查的問題，全面否，充分否，80% 的數位問題，調查物件，願望不代表會去做，可能意志薄弱，最終抗拒不了
 - 2> 沒有支持詳細的證據證明 Old Dairy 的價格會下降以及盈利會減少（食品業只是這個公司眾多產業中的一個分支），而且別家的情況。。。
 - 3> 作者沒有考慮其他因素：Old Dairy 近期的發展計畫；價格上的差異，本公司的比較便宜，且容量比較大

64

(26)

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.

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

1. 發現 Kali 的頭和手的磨具，不足以排除 kali 人不用雕刻工具來製作 statue
2. 發現頭和手的磨具不能說明 Kali 人只在等身大小的雕塑身上使用磨具，更不能解釋小雕塑抽象和形態各異的特點（這點不太好說）
3. 其他因素：作者沒有考慮其他可能導致小雕塑貶值的因素，可能小雕塑多，大的少；或者大的更有意義，使君主的雕像，小的什麼都不是

36/163/166 old38

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

"An innovative treatment has come to our attention that promises to significantly reduce absenteeism in our schools and workplaces. A study reports that in nearby East Meria, where fish consumption is very high, people visit the doctor only once or twice per year for the treatment of colds. 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.

我們注意到一種新的可以保證顯著減少學校和工作崗位缺席的療法。一項研究顯示在附近的 EM，魚的消費量很高，那的百姓每年因為感冒去看醫生的次數每年

只有一兩次。這表明吃大量的魚很明顯可以預防感冒。另外，由於感冒是缺課和缺席的最常見原因，所以出席率也將會提升。因此，我們建議每天服用從魚油提煉出的營養物以來有效的預防感冒和減少缺席。

作者論證：

吃魚---看病少---魚能治病---病是藉口---魚的 xx 能減少藉口---I 藥來自魚油----吃 I 藥防感冒----降缺席

1. 作者沒有提供充足的證據證明吃魚能故防治感冒，可能 East Meria 人體好，或者有什麼好習慣
 2. 作者也沒有提供充足的證據證明感冒導致了大多數的缺席：有的人可能是裝病；或者誤以為感冒
 3. 其他因素：即便是吃魚能夠防治感冒，也沒有證據證明吃從魚油中提煉出來的 Ichthaid 也能夠防治感冒；此外，Ichthaid 是否有其他不好的作用，沒有說明
- 1> 作者沒有提供充足的證據證明吃魚能故防治感冒，可能 East Meria 人體好，或者有什麼好習慣，或者是氣候好，平時預防的好
 - 2> 作者也沒有提供充足的證據證明感冒導致了大多數的缺席：有的人可能是裝病；或者誤以為感冒
 - 3> 其他因素：即便是吃魚能夠防治感冒，也沒有證據證明吃從魚油中提煉出來的 Ichthaid 也能夠防治感冒；此外，Ichthaid 是否有其他不好的作用，沒有說明

1 (O37)

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.

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

- 1> 作者忽略了其他能夠導致 Palean people 過河的因素。可能游泳；或者古代的 Brim 河沒有現在那樣深，或者是籃子自己飄過去的，而且沒有發現不代表船沒有存在過> ~
- 2> 作者還沒有考慮到其他的可能性，導致 Palean baskets 到達河的另一邊，可能是飄過來的
- 3> 其他因素：比如現在河邊有的 nuts, berries and small game 可能在過去沒有；或者可能 Palean 人有船隻，只不過後人沒有發現證據

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. W 的交通已經成為

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

- 1> 我的上班時間變長和交通問題沒有關係可能，例如公司搬家了，或者自己搬家了，路程不好走，或者孩子開始上學了，每天要送孩子，而在校門口早上都是聚集了送孩子的家長，所以才會時間長了，和交通沒有關係>
- 2> 即使和交通有關係，不見得一樣的政策在我們城市也適用那些合夥上下班搭車的人可能自己本身沒有車，而我們城市的大多數人都有自己的車，而且也不會習慣和別人天天擠一輛車。。。。
- 3> 沒有證據表明污染問題和交通問題掛鉤，而且汽車尾氣不一定是主要的污染源> 例如化工廠，生活污水等等> 而改善污染的問題是針對這些的

8(O240)

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

"To serve the housing needs of our students, Buckingham College should build a number of new dormitories. Buckingham's enrollment is growing and, based on current trends, will double over the next 50 years, thus making existing dormitory space inadequate. Moreover, the average rent for an apartment in our town has risen in recent years. Consequently, students will find it increasingly

difficult to afford off-campus housing. Finally, attractive new dormitories would make prospective students more likely to enroll at Buckingham."

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.

為滿足我們學生的住房需求，Buckingham 學院應該建造一幢新的宿舍。

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

1> 前提，現在需要一個新宿舍。沒有證據證明現在宿舍不夠。論者說五十年後，太多慮了。不足對目前的行為給予任何參考。每年也就增長 2%。

2> 前提，房租上漲學生會願意在學校住宿舍。房租上漲是很正常的，比如說存在通貨膨脹，當地經濟發展比較快。而且一般房租上漲說明該地各方面的工資和特價水準都在上漲，包括學費和住宿費。所以，學生可能還是願意住在校外。

3> 結論：宿舍怎麼可能是吸引學生的主要原因呢。



65

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

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. 當 Stanley 公園第一次開放的時

候，它是本市最大，使用頻率最高的公園。現在它仍是最大的，但使用頻率已經不再高了。上個月在公園停車場架設的攝像機發現公園的受歡迎度下降了：錄影顯示平均每天只有 50 輛車。與之相比，位於商業區中心地帶的 Carlton 小公園在工作日每天遊客超過 150 人。一個很明顯的差異就是 Carlton 公園與 Stanley

公園不同，它提供充足的座椅。因此，如果 Stanley 公園想要和 Carlton 獲得同等的受歡迎度的話，顯然應該提供更多的長椅，從而把一些未加利用的開闊地轉化成適於人們交往的空間。

1> 這個公園本身就沒有停車廠，人們開車去的也很少，基本上都是徒步去。。。。沒有證據表明它的使用率下降了

2> CARLTON 位於市中心，雖然有停車場，但是人們把聽聽在那裡完全有可能是因為他們上班的地方沒有停車的地方，他的遊客有 150，可是 STANLEY 的遊客人數沒有寫，所以也無法比較>

3> 還有就是坐椅的問題，兩個公園的主題不同，前者是自然，後者是為城市生活的人們憑添綠色，給人們一個小小的休息的地方，長椅的數量不能衡量>

92 bm234

()

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

1> 前提，小鎮居民身體好。病假沒意義，別忘了有人 goldbrick。小鎮居民不需要醫生。沒證據，醫生少可能醫生不夠，小鎮的人還得跑大老遠去找醫生。而城市裡醫生多，很方便。

2> 前提，小鎮居民長壽。值得懷疑，小鎮可能經常會有退休的老人去居住，大城市裡都是忙碌的年輕人。

3> 結論：去哪裡生活還有很多因素限制，又想長壽和健康，又想事業有成，就得權衡權衡了。

兩次

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.

最近一項 20 年關於 M 地區百姓頭痛的研究正在探尋水楊酸的潛在治療作用。水楊酸酯和用來治療頭痛的藥物--阿司匹林是同一類化合物。儘管很多食品天然富含水楊酸酯，食品加工公司仍然在食品中加入它來作為防腐劑。這種水楊酸酯在商業上的使用被發現與我們為期 20 年研究的參加者所報告的頭痛發病的平均數量下降是相關的。但研究結束時，食品加工公司卻剛剛發現水楊酸酯也可以被用作食品香料，因此很多公司準備這樣添加。依據以上的研究，一些健康專家預期 Mentia 居患頭痛症的數量將會持續穩步下降。

33

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

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

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.

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

1> 調查的權威性和代表性>

2> 生產商雖然推出了那樣的節能產品，但是不代表大多數的消費者會購買，可能因為價格太過昂貴，或者是家裡已經都有了電器了，沒有必要再買新的，而且新的隔熱和太陽能採暖不見能得到廣泛的運用>

3> 用電量不一定會下降，人口的總數增加了，可能每個人的用電量減少，但是還是會是整個的用電量上升，而且用電時間的增長和其他的大功耗的用電器可能會加大用電量>

48

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

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

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

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

- 1> 房價下降但是還是很高，因為那裡的環境和溫和的氣候，人們還是負擔不起，而且可能是自然的因素多了一些，別的社區的服務，尤其是針對退休的老年人，可能有很多的疾病或者需求不能滿足> 而且那裡可能因為環境好而是旅遊區，去的遊客比較多，不適合老年人居住，因為他們喜歡安靜>
- 2> 改學校和街道什麼的對於退休的人沒有什麼太大的意義，首先他們可能沒有孩子，所以不需要學校這樣的設施，而且，建設那麼多的設施可能會破壞那裡的自然資源，使得他更不適合居住>
- 3> 醫生數量多，這個前提沒有直接證明，因為全國的情況並不知道，而且即使確實多，不代表醫生的水準就高，而且醫療服務不單單是醫生一個因素就可以決定的>

66/107/108

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

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

1. The situation last year may be unusual, it does not indicate that domestic cheddar cheeses will also be popular in the future. (P→F) ★★★
2. The situation at the newest store might not be representative of all stores. (selective sample/C.S) ★★★★★
3. The president does not provide any information about the subscribers of Cheese of the World, thus they may not be representative of United States consumers. (are the respondents representative?) ★★★★★
4. Many other better ways might be available to improve profits of our stores. (necessity of the solution) ★★★
5. The president fails to consider the negative effects of discontinuing the inventory of imported cheeses. (adv:disadv) ★★★★★

6. The president does not provide any information about the actual profit of domestic and imported cheese respectively, thus we cannot evaluate the president's conclusion. (1.1) ★★★★★

75 old10 北美

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

1. 沒有資訊表明牛奶受到了很高的利潤，可能是別的原因導致牛奶價格升高，成本等
 2. 沒有資訊說明牛奶在過去十年的時間裡產量增加了，可能是農場增加，但規模小了
 3. 其他因素：沒有資訊表明這樣的限制和規定能夠提供低價供應量充足的牛奶；此外，沒有考慮到牛奶農場之間的競爭會導致牛奶價格的降低，以及是否有更好的辦法
- 1> 沒有資訊表明牛奶受到了很高的利潤，可能是別的原因導致牛奶價格升高，成本等
 - 2> 沒有資訊說明牛奶在過去十年的時間裡產量增加了，可能是農場增加，但規模小了
 - 3> 其他因素：沒有資訊表明這樣的限制和規定能夠提供低價供應量充足的牛奶；此外，沒有考慮到牛奶農場之間的競爭會導致牛奶價格的降低，以及是否有更好的辦法

94

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. 最近一項全

國調查顯示絕大部分員工在上班期間用單位電腦上網從事私人及娛樂活動。例如理財或玩遊戲。為提高我們的員工的生產效率，我們應該在員工的電腦上加裝電子監控來監視員工對互聯網的使用。安裝監視軟體是最好的方法來減少用於私人以及娛樂活動。我們預計通過在公司電腦上安裝檢測員工使用互聯網的軟體，我們可以防止員工浪費時間，並培養 C 公司更好的工作氛圍，以及提高我們的整體利潤。

- 1> 裝軟體可以防止員工浪費時。也許確實可以防止員工在上班期間使用網際網路幹私事和玩遊戲，但不能保證員工通過其他途徑的私事和娛樂時間不會上升。比如會有人不能在網際網路上買東西了，他就會在上班時間溜出辦公事出商場買。
- 2> 減少幹私事可以促進好的工作態度和效率。論者沒有提供目前員工的工作態度如何，私事和娛樂是否已經影響到了他們的工作效果。如果工作不是很多，員工少量的私事和娛樂也許不會影響他們的工作。但公司通過這種監測方式，監測員工的行為，倒有可能引起員工的不滿，儘管不表達，這樣有可能會使他們消極怠工。
- 3> 結論值得懷疑，裝軟體是否會影響電腦的運行，軟體的花費的是多少，論者沒有提供資料。如果電腦工作的速度會下降，軟體的花費過大，也不能提高我們整體的利潤。而且利潤的上升牽扯到成本、業績等等內容，不是工作態度好了，就可以上升的。
- 4> 結論：論者沒有資料證明目前員工的工作效率和態度已經影響到了公司的運行，所以我們無法判斷是否有必要這種對員工行為的進行監測。而監測是否能夠促進工作態度也值得懷疑，這樣的建議還需要更多的考慮。

17/93/109/110

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.

為了扭轉觀眾流失的局面，WWAC 的老闆們決定必須要摒棄目前的搖滾樂風格。儘管我們廣播區域內人口增加，收聽人數依然下降。但增加的人口主要是一些退休後移居本地的。我們必須要抓住這些新的聽眾。但最近很多本地音樂店的銷量持續走低表明他們對音樂沒什麼興趣。因此，轉換另外一種風格的音樂想讓不能增加聽眾人數。所以，我們可以採用一種最近本地十分流行的新聞談話類形式。

1> 前提，沒什麼人聽音樂節目了。沒有證據表明。老年觀眾上升和聽眾人數下降都不說明問題，因為我們不知道基數是多少。另外觀眾人數下降有可能跟近期節目做得不好有關係，電臺應該努力把音樂節目品質提高，吸對音樂感興趣的人。而對於老年人，他們也許不愛聽搖滾樂，但也沒有證據說他們會喜歡政治新聞。

2> 前提，沒有聽音樂了。音樂商店和電臺不一樣，一個花錢買片子，一個免費聽歌曲。商店銷售下降可能跟經濟蕭條購買力下降以及最近沒有什麼新唱片發行有關係，而這種情況可能正好會使聽電臺音樂的人增加。

3> 前提，滾動新聞節目好。沒有證據說明新聞的觀眾比音樂的觀眾多，而且選舉前情況特殊這種形勢可能會很快改變。

4> 結論：電臺還是應該儘量按照現有的路子發展，因為畢竟積累了一定的經驗和影響力，轉變動靜太大。



108

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

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

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. 很多年來我們的所

有連鎖店都儲備了很多種類的國產乳酪和進口乳酪。然而去年，我們的最新店裡

五種銷量最高的乳酪都是威斯康辛出產的 **cheddar** 乳酪。而且，最近一次由

Cheese of the World 雜誌所舉行的調查顯示，其訂閱者對於國產乳酪的傾向性越來越高。由於我們公司可以通過限制庫存來減少開支，在我們所有連鎖店增加盈利的最好方式就是停止貯備很多進口乳酪而主要集中於國產乳酪。

1> 最新店的銷售情況不能代表所有旗下的連鎖店的銷售情況，也許在其他的連鎖店裡進口的乳酪銷售情況遠遠好於最新店，就算可以代表，也許也是因為其他的原因造成的，例如大促銷，捆綁銷售，優惠，有獎銷售等等>

2> 這個雜誌是否夠權威，他的調查有是否全面和合理，問題是否有傾向性>

3> 兩種乳酪的價格，成本，品質，庫存量。。。。。

一次

16

In surveys Mason City residents rank water sports (swimming, boating, and fishing) among their favorite recreational activities. The Mason River flowing through

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

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

1. The author simply assumes that it is the quality of the water in Mason River that prevents residents from using it for recreational activities. (NCR) ★★★★★
2. No evidence could illustrate the effectiveness of the proposed plan, and how much time would it

take for the plan to be effective, thus we cannot ensure that recreational use of the river will automatically increase. (I.I) ★★★★★

3. The author fails to consider if Mason River is suitable for those water sports favored by residents in Mason, and if residents are willing to use the river for recreational activities. (feasibility of the conclusion) ★★★★★
4. Granted that recreational use of the river is to increase, we are not convinced that the use of the publicly owned lands along the river will also increase. (U.A/H.G) ★★★
5. The author does not provide evidence to illustrate the necessity of increasing budget for improvements to the public lands. (necessity of the solution) ★★★

17/93

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

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

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

1. The arguer falsely assumes that older people do not prefer rock-and-roll but favor all-news program-ming. (U.A) ★★★
2. Several other factors may also contribute to the decline in the number of listeners. (NCR) ★★
3. The sales of recorded music are not a good indication of whether people prefer rock-and-roll. (U.C) ★★★★★
4. We do not know what types of music recordings actually experienced sales decline in the music stores, thus cannot evaluate if the decline results from decreasing popularity of rock-and-roll. (I.I) ★★★
5. The manager fails to illustrate that people who buy music recordings are basically the same group of people who listen to music on the radio. (are the respondents representative?) ★★★

6. The fact that news stations in neighboring cities have been successful does not indicate that KNOW could also be successful through shifting its programming to a continuous news format. (F.A) ★★★★★
7. The fact that citizens are interested in becoming better informed about politics before the election does not necessarily imply that they will also be interested in continuous news program all the time. (When was the survey conducted?) ★★★★★

31/105/06

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

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

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.

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

- 1> B 城收入可能比 P 城少五倍，這樣他的教育經費所占的比例是 P 城的近三倍。
- 2> P 城的學生是 B 城的四倍，每個學生攤到的是只有 B 城的一半。
- 3> 錢花得多不一定就更關心，政府的態度與居民的態度不一定一致。
- 4> 居民多不代表孩子多，學生多。

38/95/96

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

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

each of the past five years, customers should be willing to pay significantly higher prices for alpaca overcoats than they did five years ago, and our company profits will increase."

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

1. 作者的結果基於沒有其它客戶生產駝羊毛大衣，這是沒有根據的，沒有說明真正原因
 2. 此外，作者沒有提供證據證明用戶願意用更昂貴的錢來購買衣服
 3. 作者沒有考慮許多其它因素：比如人們越來越重視動物的保護，因此即便是有錢也不一定會購買駝羊毛的大衣；此外，新的材料供應商購買的價格是多少，如果抬高同樣會影響盈利
- 1> 作者的結果基於沒有其它客戶生產駝羊毛大衣，這是沒有根據的，沒有說明真正原因，可能正是因為好長時間市場沒有這樣的衣服了，潮流變了，人們的品位變了，而且被的廠家可能有充足的貨源但是銷售情況還是不好，而且他們以前的銷售比我們好，更說明我們沒有人家實力強，所以更不可能成功
- 2> 此外，作者沒有提供證據證明用戶願意用更昂貴的錢來購買衣服，別的衣服價格上漲，不代表所有，這類的衣服可能沒有人關注
- 3> 作者沒有考慮許多其它因素：比如人們越來越重視動物的保護，因此即便是有錢也不一定會購買駝羊毛的大衣；此外，新的材料供應商購買的價格是多少，如果抬高同樣會影響盈利

135/137/140

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

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. Attra 州的教育部建

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

- 1> 前提，留級的少教學效果就好。留級是個極端現象，不能說明教學效果，它與各校的政策有關係。有可能 **M** 在這方面的標準比較松。
- 2> 論據有問題：首先兩個學校的老師和學生的能力沒有考慮進來，如果說這方面的差異很大，教學效果就不是作業多少帶來的。
- 3> 其次，數學和理科兩門功課不能代表所有課程。
- 4> 第三，**M** 的作業數目不確定，有可能 **M** 有很多功課是要學生長期完成的。
- 5> 結論，各校情況都不一樣。不超過兩次的概念是怎麼來的，不一定就好。

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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. 大約 7000 年前人類到達了 **Kaliko** 島，在 3000 年內曾經生活在 **Kaliko** 島的樹林中的大型哺乳動物絕大多數已經滅絕了。然而人類並不是導致這些物種滅絕的因素，因為沒有證據表明人類與這些哺乳動物有很多接觸。而且，考古學家發現一些有大量魚骨被拋棄的場所，而他

們並沒有發現存在大型哺乳動物骨頭的類似場所，因而人類並沒有獵殺這些哺乳動物。因此，一定是一些氣候上的變化或其他環境因素導致了這些物種的滅絕。

73

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

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

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** 音樂學校顯然應該是所有學音樂學生家長的第一選擇。首先，**Mozart** 學校面向所有年齡段和能力的孩子們進行招生，並且沒有任何的面試。其次，學校提供幾乎所有的樂器以及範圍廣泛的曲風和流派學習課程，從古典到搖滾。第三，學校員工包括一些本地最著名的音樂家。最後，很多 **Mozart** 的畢業生已經成為著名而且較高收入的音樂家。

- 1> 學校好，學費貴不貴？另外給出的三個原因都有問題。
 - 2> 早期開始大量練習。首先這樣不一定好，比如抑制學生想像力等等，這是教育界一直比較爭論的。
 - 3> 其次對於學生來說，嚴格的訓練可能會嚇著他們而不願去。
 - 4> 第三，很早期開始訓練，多早，年紀稍大的豈不是不行了。坦率說，這是一條 **weaken**。
 - 5> 先進設備和好的老師。先進設備給不給學生用，好的老師還教不教學。
 - 6> 音樂家的問題，沒給數字和證據，無法相信其客觀。
-

68

A recent study reported that pet owners have longer, healthier lives on average than do people who own no pets. Specifically, dog owners tend to have a lower incidence of heart disease. In light of these findings, Sherwood Hospital should form a partnership with Sherwood Animal Shelter to institute an adopt-a-dog program. The program would encourage dog ownership for patients recovering from heart disease, which should reduce these patients' chance of experiencing

continuing heart problems and also reduce their need for ongoing treatment. As a further benefit, the publicity about the program would encourage more people to adopt pets from the shelter. And that will reduce the incidence of heart disease in the general population.

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.

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

1> 不一定成立的前提，收養狗能降低心臟病或是幫助康復。論者沒有提供任何資料直接證明收養寵物對身體有什麼樣的好處，尤其是收養狗是否能幫助降低心臟病發生。要知道這是比較難以讓人置信的，考慮到要多擔心寵物，這是有可能增加人們心理壓力的。

2> 論據不足信，論據引用最近一項研究，但研究僅說有狗的人中得心臟病的人少，但並沒說養狗使得人們患心臟病少。另外這項研究也存在一些值得懷疑的地方。首先，沒有提供關於寵物主人的其他特徵，比如年齡、職業、性別我們不能判斷這項研究是否有代表性。其次，研究沒有排除其他可能降低發病的可能，比如養寵物的人是否經濟條件好，生活比較悠閒等等這些都會影響健康。要知道，有心情有能力關心寵物的人，一般都已經把自己照顧得很好了。

3> 結論，即使能夠幫助心臟病人康復，醫藥費也不一定降低。比如收養所的寵物身上很可能帶有細菌，它們會把病菌傳染給病人，這樣其它疾病的增多使得醫藥費不一定降低。同樣，對這項工程的宣傳也不一定會讓更多的人去收養所收養寵物。有人不願意養寵物，所以普遍下降不被保證。結論：論者應該再進一步提供關於寵物如何或為什麼可以說明人們健康的資料，這樣我們才能考慮是否應該開展這樣的活動。

59

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

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

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. 一項全國性調查發現人們最想擁

有的兩項家庭設施就是具備衝浪浴缸的浴室和大廚房。我們的競爭對手 Domus Construction 在附近開發的新住宅安裝了衝浪浴缸，這些住宅的銷售速度和售價顯著高於平均水準。為增加我們的銷售和利潤，我們應該在所有新住宅中設置衝浪浴缸和大型廚房作為標準配置。由於我們的新客戶沒有提出對小型庭院的任何投訴，我們也可以通過減小庭院的尺寸來增加盈利。

- 1> 調查的問題> 例如調查的人員構成，是否是整體人們的需求，是否和我們的銷售情況相吻合>
- 2> 銷售速度和水準高於平均水準的他因> 像，地理上的優勢，政策上的優勢（孩子上學就近。。。）或者價格上的優勢，貸款什麼的/////
- 3> 我們的樓盤銷售和他們的類型還可能不同，在我們建的房子中可能格局不適合這兩樣東西，而且，沒有證據表明我們不安裝這些東西我們的銷售情況就不好，可能我們的銷售情況一直就很好，因為我們長久以來的口碑和風格，服務等等>

14/118

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

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

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.

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

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

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

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

- 1> 裝軟體可以防止員工浪費時。也許確實可以防止員工在上班期間使用網際網路幹私事和玩遊戲，但不能保證員工通過其他途徑的私事和娛樂時間不會上升。比如會有人不能在網際網路上買東西了，他就會在上班時間溜出辦公事出商場買。
- 2> 減少幹私事可以促進好的工作態度和效率。論者沒有提供目前員工的工作態度如何，私事和娛樂是否已經影響到了他們的工作效果。如果工作不是很多，員工少量的私事和娛樂也許不會影響他們的工作。但公司通過這種監測方式，監測員工的行為，倒有可能引起員工的不滿，儘管不表達，這樣有可能會使他們消極怠工。
- 3> 結論值得懷疑，裝軟體是否會影響電腦的運行，軟體的花費的是多少，論者沒有提供資料。如果電腦工作的速度會下降，軟體的花費過大，也不能提高我們整體的利潤。而且利潤的上升牽扯到成本、業績等等內容，不是工作態度好了，就可以上升的。
- 4> 結論：論者沒有資料證明目前員工的工作效率和態度已經影響到了公司的運行，所以我們無法判斷是否有必要這種對員工行為的進行監測。而監測是否能夠促進工作態度也值得懷疑，這樣的建議還需要更多的考慮。

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

- 1> 我的上班時間變長和交通問題沒有關係可能，例如公司搬家了，或者自己搬家了，路程不好走，或者孩子開始上學了，每天要送孩子，而在校門口早上都是聚集了送孩子的家長，所以才會時間長了，和交通沒有關係>
- 2> 即使和交通有關係，不見得一樣的政策在我們城市也適用那些合夥上下班搭車的人可能自己本身沒有車，而我們城市的大多數人都有自己的車，而且也不會習慣和別人天天擠一輛車。。。。
- 3> 沒有證據表明污染問題和交通問題掛鉤，而且汽車尾氣不一定是主要的污染源> 例如化工廠，生活污水等等> 而改善污染的問題是針對這些的

零次

5/159/173(O20)

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

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

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.

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

1. Similar limits 说明两者不是 totally the same，有可能采取了辅助措施，加强了交通执法力度

2. 没有证据证明是助力车过多导致的交通事故，有可能有别的其他原因；poor road condition，traffic police 太不给力

3. 两个岛屿有可能情况完全不同，采取相同的政策达不到预期的效果；那个卓有成效的城市有可能是旅游城市，那个车是主要交通工具，而现在这个城市还有别的交通工具掺杂，只减少该车数量没个屁用

1. 作者沒有提供足夠的證據證明減少出租的數量事故就會減少，人們可能會自己購買自行車

2. 作者也沒有提供任何臨近島嶼的情況，可能和 Balmer Island Gazette 完全不同

3. 作者還忽略了其它因素：比如，考慮其它能夠減少事故的因素是否比限制租車數量更好；此外，Torseau 去年事故的減少是否是因為限制出租的結果

1> 作者沒有提供足夠的證據證明減少出租的數量事故就會減少，人們可能會自己購買自行車，而且事故的原因不能全都歸咎於人力車和行人

2> 作者也沒有提供任何臨近島嶼的情況，可能和 Balmer Island Gazette 完全不同

3> 作者還忽略了其它因素：比如，考慮其它能夠減少事故的因素是否比限制租車數量更好；此外，Torseau 去年事故的減少是否是因為限制出租的結果

28

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.

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

1.S use 的增加和 headache 的減少同時發生不代表，s 是頭痛減少的原因，有可能有別的其他的因素

2.Continue decline 沒有 evidence 如果對病症的治療效果有上限，那麼期待的繼續穩步下降就不能 realize

1. 作者沒有考慮其他可能過去導致頭痛的原因，不一定是缺少 Salicylates
2. 作者也錯誤的認為頭痛減少是因為交易處理公司把 Salicylates 用作防腐劑的緣故，可能有別的因素
3. 其他因素：調查的具體資訊，物件；Salicylates 又沒有危害
- 1> 作者沒有考慮其他可能過去導致頭痛的原因，不一定是缺少 Salicylates
- 2> 作者也錯誤的認為頭痛減少是因為交易處理公司把 Salicylates 用作防腐劑的緣故，可能有別的因素
- 3> 其他因素：調查的具體資訊，物件；Salicylates 又沒有危害

29

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.

乘客抱怨在郊區與市中心的 B 高速公路的更長交通高峰期使他們在路上的時間多花了一倍。一個駕駛協會的不錯建議是拓寬高速公路，修建一條附加機動車道。但反對者卻說去年臨近的 G 高速採用了相同的方法後交通狀況更加惡化。他們建議一種更好的建議是在 B 高速上修一條自行車道。很多的當地人都是自行車愛好者。一條新的自行車道將會激勵他們騎自行車外出，這樣的方式會減少高峰時間的交通流量。

邏輯關係：

乘客抱怨 SV-BC 的 BH 路堵車 □ 要求修建 additional traffic lane

新修的 GH 吸引更多車，也堵

SV 很多人愛騎車

□ 應該修自行車道

1. 作者沒有提供足夠的證據說明新修的 lane 吸引了更多的 commuters。可能 rush hour 減少了

2. 沒有提供調查的詳細資訊，可能只有一部分喜歡運動的人參加了，而其實沒有那麼多

3. 有無更好的替代方法----》其他因素：沒有考慮其他可能的方法減少交通擁擠；出臺新的政策，法規，限制汽車的使用

1> 錯誤的比較，兩個城市情況不同，車流量，高峰時段，長度，

2> 調查的問題>

3> 自行車愛好者不代表他們願意騎車上班，時間晚，污染，長度長，疲勞

4> 交通擁擠的原因不是道路，政府政策，人們生活規律，或者考慮其他的減少交通問題的方法

167

The 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.

去年，A 工廠的工傷事故比鄰近的 Panoply 工廠多 30%，Panoply 的每班工作時間比我們的短一個小時。專家們認為示很多工傷事故的重要因素就是工人的疲勞和睡眠不足。因此，為了減少 A 的工傷事故，我們建議 A 把每個班次的工作時間每個都減少一小時，這樣做會使我們的雇員有更充足的睡眠。

论点 1：是否因为工作时间长才导致事故率高？有无其他，保护措施不到位；工作种类不一样，一种压力大，另外一种轻松；会不会一方员工不太遵守规则
论点 2：专家的判断是否可靠，他们是否了解该公司的工种种类,工作疲劳导致事故率激增是否适合于这家公司
论点 3：减小一小时工作时间，是否能让他们充分休息？会不会干别的事，是否消除了别的隐患因素？



85

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 W 大學所

舉行的關於 W 居閱讀習慣的調查中，多數被訪者說他們傾向於閱讀古典文學。

然而，由相同的研究人員隨後進行的調查發現 W 所有公共圖書館中最經常被借閱的書是神秘小說。因此，我們可以得出結論，第一次調查的被訪者錯誤地表達了他們的閱讀習慣

1> 古典文學裡有很多都是神話小說。奧德賽，希望神話都是古典小說。

1.两次调查的 target 不一样。学生团体和路人甲乙的读书爱好往往不同，学生在学校往往被要求完成 literary classics 的阅读，而路人甲乙更喜欢休闲

2> 公共圖書館不是唯一的書源。可以買，可以去私人圖書館。有可能是因為公共圖書館裡古典小說藏量不豐富，或是神話小說過多而造成的。人們只是順便借來看看。

3> 第二次研究時間多長，有可能只是暫時現象。比如流行。突然出来一部悬疑侦探电影让大家争相够买

Since the second research showed that the mystery novel is the type of books which are checked out of the public library most frequently, the author came to conclude that the respondents in the first research misrepresented their reading habits. It is too arbitrary to draw this conclusion because more specific evidence need to be provided to make the argument more cogent.

First of all, the author did not consider the circumstance though the researches were both carried out by the same researchers , the target of the two researches may be different. For example, in the first research, most of the respondents are students in high school. Due to the standard course plan of their study, reading the literary classics is thus more frequent than any other kinds of books. So they claimed that they prefer the literary types. In the second research, if the target respondents are the normal residents in the city, it is no surprise that they prefer the mystery novel in order to gain more fun in daily life. The author has to rule out the difference of the target respondents, then the conclusion of the misrepresentation can be convincing enough.

Secondly, the author did not realize that public library is not the only place people can get the reading materials. Only the checking statistics of the public library can not give a comprehensive answer to what kind of book is preferred by most of the people. It is possible that people tend to buy the literary classics as collections and borrow the mystery novel from the library only for provisional reading experience. Only by conducting more research about the selling conditions about various kinds of books can the author make a definite conclusion. If the sales of the mystery novel in the bookstore is also high and the literary classics remain in a low level of selling, then the statement of the misrepresentation of the first group of people who join in the research is right.

Thirdly, the author did not consider the situations that can contribute to the popularity of the mystery novels during the research period. For instance, during the research, a new TV programme about the detective stories gained great success among the people and it provoked many fanatical fans to buy the same kind of book about the mystery stories, which caused a rocket rise in the sale of the kind of book. If the author did not rule out situations like this, the conclusion about the first group of people who take the research is nothing but misleading.

All in all, before the cursory judgment that the people in the first research misrepresented their reading materials, the author should consider some other conditions that may contribute to the contrast results of the two researches, such as the different time period, the different target respondents and so on. Only by ruling these factors out can the author make the conclusion more cogent enough.