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GRE 写作教程

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PART I: Analyze an Issue Task

1. Writing Instructions

It is important that you address the central issue according to the specific instructions. Each task is accompanied by one of the following sets of instructions.

1. Write a response in which you discuss the extent to which you agree or disagree with the statement and explain your reasoning for the position you take. In developing and supporting your position, you should consider ways in which the statement might or might not hold true and explain how these considerations shape your position.
2. Write a response in which you discuss the extent to which you agree or disagree with the recommendation and explain your reasoning for the position you take. In developing and supporting your position, describe specific circumstances in which adopting the recommendation would or would not be advantageous and explain how these examples shape your position.
3. Write a response in which you discuss the extent to which you agree or disagree with the claim. In developing and supporting your position, be sure to address the most compelling reasons and/or examples that could be used to challenge your position.
4. Write a response in which you discuss which view more closely aligns with your own position and explain your reasoning for the position you take. In developing and supporting your position, you should address both of the views presented.
5. Write a response in which you discuss the extent to which you agree or disagree with the claim and the reason on which that claim is based.
6. Write a response in which you discuss your views on the policy and explain your reasoning for the position you take. In developing and supporting your position, you should consider the possible consequences of implementing the policy and explain how these consequences shape your position.

2. The Scoring Guide

Score 6

In addressing the specific task directions, a 6 response presents a cogent, well-articulated analysis of the issue and conveys meaning skillfully. A typical response in this category

- articulates a clear and insightful position on the issue in accordance with the assigned task
- develops the position fully with compelling reasons and/or persuasive examples
- sustains a well-focused, well-organized analysis, connecting ideas logically
- conveys ideas fluently and precisely, using effective vocabulary and sentence variety
- demonstrates superior facility with the conventions of standard written English (i.e., grammar, usage, and mechanics) but may have minor errors

Score 5

In addressing the specific task directions, a 5 response presents a generally thoughtful, well-developed analysis of the issue and conveys meaning clearly. A typical response in this category

- presents a clear and well-considered position on the issue in accordance with the assigned task
- develops the position with logically sound reasons and/or well-chosen examples
- is focused and generally well organized, connecting ideas appropriately
- conveys ideas clearly and well, using appropriate vocabulary and sentence variety
- demonstrates facility with the conventions of standard written English but may have minor errors

Score 4

In addressing the specific task directions, a 4 response presents a competent analysis of the issue and conveys meaning with acceptable clarity. A typical response in this category

- presents a clear position on the issue in accordance with the assigned task
- develops the position with relevant reasons and/or examples
- is adequately focused and organized
- demonstrates sufficient control of language to express ideas with acceptable clarity
- generally demonstrates control of the conventions of standard written English but may have some errors

Score 3

A 3 response demonstrates some competence in addressing the specific task directions, in analyzing the issue, and in conveying meaning but is obviously flawed. A typical response in this category exhibits ONE OR MORE of the following characteristics:

- is vague or limited in addressing the specific task directions and/or in presenting or developing a position on the issue
- is weak in the use of relevant reasons or examples or relies largely on unsupported claims
- is limited in focus and/or organization
- has problems in language and sentence structure that result in a lack of clarity

- contains occasional major errors or frequent minor errors in grammar, usage, or mechanics that can interfere with meaning

Score 2

A 2 response largely disregards the specific task directions and/or demonstrates serious weaknesses in analytical writing. A typical response in this category exhibits ONE OR MORE of the following characteristics:

- is unclear or seriously limited in addressing the specific task directions and/or in presenting or developing a position on the issue
- provides few, if any, relevant reasons or examples in support of its claims
- is poorly focused and/or poorly organized
- has serious problems in language and sentence structure that frequently interfere with meaning
- contains serious errors in grammar, usage, or mechanics that frequently obscure meaning

Score 1

A 1 response demonstrates fundamental deficiencies in analytical writing. A typical response in this category exhibits ONE OR MORE of the following characteristics:

- provides little or no evidence of understanding the issue
- provides little evidence of the ability to develop an organized response (e.g., is disorganized and/or extremely brief)
- has severe problems in language and sentence structure that persistently interfere with meaning
- contains pervasive errors in grammar, usage, or mechanics that result in incoherence

Score 0

Off topic (i.e., provides no evidence of an attempt to respond to the assigned topic), is in a foreign language, merely copies the topic, consists of only keystroke characters, or is illegible or nonverbal.

3. Sample Responses

Sample 1 (565)

65. Every individual in a society has a responsibility to obey just laws and to disobey and resist unjust laws.

Write a response in which you discuss the extent to which you agree or disagree with the claim. In developing and supporting your position, be sure to address the most compelling reasons and/or examples that could be used to challenge your position.

Throughout history the conflict between one's own judgment and the judgment of the lawmakers has given rise to many conflicts, wars and revolutions. In that context, the claim that individuals should follow their own sense of righteousness by opposing laws that are in their opinion unfair and following laws that are fair is justified. Since individual judgment is subjective, however, I cannot completely agree with the claim.

One of the negative consequences of blindly following a state's laws becomes clear when one considers authoritarian, ideologically extreme and fundamentalist countries. It is highly likely that power-hungry and oppressive governments like Nazi Germany and the Soviet Union are not founded on and buttressed by the most ethical laws. For example, when my grandfather was stationed with the German army in the Czech Republic in 1945, he was tasked with executing five Czech partisans. As a soldier, he should have followed orders and could have been sent to prison or executed himself if he disobeyed. He managed to convince his superior that his pistol was rusty and would not fire and thereby saved the lives of the partisans by disobeying a direct order. When a state's laws are in conflict with basic human codes of ethics, therefore, it becomes clear that one should disobey orders.

Not all laws, however, violate human rights, so the decision to follow or oppose them is not black and white. In some cases a subjective sense of what is right might actually oppose a collective sense of what is right. For instance, I remember arguing with my parents while in 5th grade in school that, based on my antipathy towards school at the time, I had a right to freedom and should not be obliged to go to school. In fact, going to school is required by law in Germany, and I was arguing to break the law based on my own set of principles and rights. Since a sense of righteousness can be subjective, it is sometimes reasonable to accept laws that benefit the whole of society as well as the individual - even if the individual is not willing to accept that as a universal truth.

I furthermore can't completely agree with the claim with respect to the statement that society should obey "just" laws. There are certainly circumstances in which a whole society's sense of right and wrong has been manipulated by years of propaganda. Consider the law passed in 1939 by Nazi Germany labeled the "Endloesung", i.e., the final solution. That law deprived Jewish people of any human rights and set the scene for the holocaust. Through years of brainwashing, a large proportion of German society accepted that law and actually believed that Jews were an inferior race. Therefore, depending on the circumstances and the manipulative powers of a regime,

even laws that appear just to some are utterly appalling to humanity as a whole. Hence, the subjective nature of right or wrong does not only vary from person to person but is also subject to manipulation and deceit. For this reason I cannot agree with the claim completely.

In conclusion, therefore, there are situations, such as when laws clearly oppose basic human rights, in which the claim is true and useful. However, an individual's interpretation of what is right is often subjective and vulnerable to biased influences by powerful regimes. Therefore the truth of the claim is limited.

Reader Commentary

This response presents a cogent, well-articulated analysis of the issue in accordance with the specific task directions. Each paragraph contributes significant analytical reasoning to support the nuanced position that while resistance to authority is obviously justified in the most clear-cut cases, a sense of justification can be too subjective to be reliable not only in a personal sense but also on a societal scale, as when entire populations become deluded. In presenting that analysis, the writer takes a position that one must disobey unjust laws (second paragraph) and obey those that are just (third paragraph). But, in accordance with the task direction to address any compelling reasons and/or examples that could be used to challenge one's position, the writer also recognizes a counterargument to his/her position in instances when people neither resist nor disobey unjust laws (fourth paragraph), particularly when they are "subject to manipulation and deceit." Furthermore, the examples and reasons are both compelling and persuasive as in the dramatic case of the Nazi soldier finding a way to disobey orders even though he "should" have followed them to save his own life. The response conveys ideas fluently and precisely via effective vocabulary and syntax, as in this example: "Therefore, depending on the circumstances and the manipulative powers of a regime, even laws that appear just to some are utterly appalling to humanity as a whole. Hence, the subjective nature of right or wrong does not only vary from person to person but is also subject to manipulation and deceit." For its well-articulated, cogent analysis of the issue, this response earns a score of 6.

Sample 2 (647)

25. "Some people believe that corporations have a responsibility to promote the well-being of the societies and environments in which they operate. Others believe that the only responsibility of corporations, provided they operate within the law, is to make as much money as possible."

Write a response in which you discuss which view more closely aligns with your own position and explain your reasoning for the position you take. In developing and supporting your position, you should address both of the views presented.

It is not uncommon for some to argue that, in the world in which we live, corporations have a responsibility to society and to the environment in which they operate. Proponents of this view would argue that major environmental catastrophes (e.g., the oil spill in the Gulf) are key examples of the damage that can be wrought when corporations are allowed to operate unchecked. Yet within that very statement lies a contradiction that undermines this kind of thinking — it is necessary for outside forces to check the behavior of corporations, because we do not expect

corporations to behave in such a manner. In fact, the expectation is simply that corporations will follow the law, and in the course of doing so, engage in every possible tactic to their advantage in the pursuit of more and greater profit. To expect otherwise from corporations is to fail to understand their purpose and their very structure.

The corporation arose as a model of business in which capital could be raised through the contributions of stockholders; investors purchase shares in a company, and their money is then used as the operating capital for the company. Shareholders buy stock not because they are hoping to better make the world a better place or because they have a desire to improve the quality of life but because they expect to see a return in their investment in this company. The company may itself have generally altruistic goals (perhaps it is a think tank that advises the government on how to improve relations with the Middle East, or perhaps it is a company built around finding alternative forms of energy), but the immediate expectation of the investor is that he himself will see dividends, or profits, from the investment he has made. This is even more true in the case of companies that are purely profit driven and which do not have goals that are particularly directed toward social improvement—a description that applies to the vast majority of corporations.

Is it a bad thing to have a corporation negatively affect the environment (and by extension, its inhabitants)? To pump noxious fumes into the atmosphere as a by-product of its manufacturing processes? Of course, and this is why agencies such as the EPA were established and why governments—federal, state, and local—are expected to monitor such companies to ensure that such practices fall within the boundaries of legal expectations. Any and all corporations should be expected to temper their pursuit of profit with the necessity of following those safeguards that have been legislated as protections. But the assumption that corporations have an inherent obligation or responsibility to go above and beyond that to actively PROMOTE the environment and the well-being of society is absurd.

Engaging in practices to adhere to legal expectations to protect society and the environment is costly to corporations. If the very purpose of a corporation is to generate profits, and the obligation to adhere to safety expectations established by law cuts into those profits, then to expect corporations to embrace such practices beyond what is required is to presume that they willingly engage in an inherently self-destructive process: the unnecessary lowering of profits. This is antithetical to the very concept of the corporation. Treehuggers everywhere should be pleased that environmental protections exist, but to expect corporations to “make the world a better place” is to embrace altruism to the point that it becomes delusion.

This is not to say that we should reject efforts to hold corporations accountable. In fact, the opposite is true — we should be vigilant with the business world and maintain our expectations that corporations do not make their profits at the EXPENSE of the well-being of society. But that role must be fulfilled by a watchdog, not the corporation itself, and those expectations must be imposed UPON the corporations, not expected FROM them.

Reader Commentary

This response receives a 6 for developing an insightful position on the issue in accordance with the assigned task, skillfully weaving a position that takes into consideration both of the statements in the prompt. Beginning in the first paragraph, the writer rejects the idea that corporations themselves "have a responsibility to promote the well-being of the societies and environments in which they operate." In the second paragraph, the writer offers compelling reasons for this rejection by discussing the purpose and structure of corporations. The writer then considers the role of government in promoting corporations' social and environmental responsibility, developing the position fully. A cogent statement of the writer's position appears at the conclusion of the response: "we should be vigilant with the business world and maintain our expectations that corporations do not make their profits at the EXPENSE of the well-being of society. But that role must be fulfilled by a watchdog, not the corporation itself." The response as a whole is logically organized, with each paragraph serving as a stepping stone in the development of the writer's position. It also demonstrates the writer's ability to convey ideas fluently and precisely, using effective vocabulary and sentence variety. This sentence demonstrates the level of language facility seen throughout the response: "If the very purpose of a corporation is to generate profits, and the obligation to adhere to safety expectations established by law cuts into those profits, then to expect corporations to embrace such practices beyond what is required is to presume that they willingly engage in an inherently self-destructive process: the unnecessary lowering of profits." Here the writer has skillfully maintained control of complex syntax and diction while making a logically compelling point. The sentence demonstrates the outstanding nature of this response.

Sample 3 (787)

75. "The best way to teach is to praise positive actions and ignore negative ones"

Write a response in which you discuss the extent to which you agree or disagree with the recommendation and explain your reasoning for the position you take. In developing and supporting your position, describe specific circumstances in which adopting the recommendation would or would not be advantageous and explain how these examples shape your position.

This recommendation presents a view that I would agree is successful most of the time, but one that I cannot fully support due to the "all or nothing" impression it gives.

Certainly as an educator I agree fully that the best way to elicit positive response from students is to make use of students' positive energy and then encourage actions that you would like to see repeated. It is human nature that we all want to be accepted and achieve on some level, and when people in authority provide feedback that we have done something well, the drive to repeat the action that was praised is bound to be particular strong.

This blanket statement would obviously pay dividends in situations in which a teacher desires to have students repeat particular behaviors. For example, if an educator is attempting to teach students proper classroom etiquette, it would be appropriate to openly praise a student who raises his or her hand when wishing to speak or address the class. In such cases, the teacher may also help shape positive behaviors by ignoring a student who is trying to interject without approval from the teacher. In fact, the decision to ignore students who are exhibiting inappropriate behaviors of this type could work very well in this situation, as the stakes are not very high and

the intended outcome can likely be achieved by such a method. However, it is important to note here that this tactic would only be effective in such a “low-stakes” situation, as when a student speaks without raising her hand first. As we will discuss below, ignoring a student who hits another student, or engages in more serious misbehaviors, would not be effective or prudent.

To expand on this point, it is important for teachers to be careful when working with the second half of this statement, only ignoring negative actions that are not serious. Take for instance a student who is misbehaving just by chatting with a fellow classmate. This student might not be presenting much of a problem and may be simply seeking attention. Ignoring the student might, in fact, be the best solution. Now assume the negative action is the improper administering of chemicals in a science experiment or the bullying of a fellow student. To ignore these negative actions would be absurd and negligent. Now you are allowing a problem to persist, one that could potentially lead to much bigger and more dangerous issues. In a more serious situation, addressing the negative actions quickly and properly could stop the problem in its tracks. It is for reasons like this that I do not advocate the idea that a teacher can be successful by simply ignoring negative actions.

I do, however, greatly support the idea that the central focus of teaching should be to build on and encourage positive actions. However, the author’s all-encompassing statement leaves too many negative possibilities for the classroom. Perhaps a better way to phrase this statement would be to say, “The best way to teach is to praise positive actions and ignore negative ones that are not debilitating to class efficiency or the safety of any individual.

Thus, in the original statement, there are indeed some good intentions, and there could be a lot of merit in adopting its basic principles. Data proves that positive support can substantially increase motivation and desire in students and contribute to positive achievements. In fact, most studies of teaching efficacy indicate that praising positive actions and ignoring negative ones can create a more stable and efficient classroom. It needs to be stressed, however, that this tool is only effective at certain levels of misbehavior. As mentioned above, when the behavior is precipitated by feelings of revenge, power or total self-worthlessness, this methodology will likely not work. It is likely to be very successful, however, when the drive behind the behavior is simple attention seeking. In many of these instances, if the teacher demonstrates clearly that inappropriate behavior does not result in the gaining of attention, students are more likely to seek attention by behaving properly. Should the student choose this path, then the ignoring has worked and when the positive behavior is exhibited, then the teacher can utilize the first part of the theory and support or praise this behavior. Now it is much more likely to be repeated. If the student does not choose this path and instead elects to raise the actions to a higher level that presents a more serious issue, then ignorance alone cannot work and other methods must be employed.

In conclusion, one can appreciate the credo expressed in this instance, but surely we can see the potential error of flowing it through to the extreme.

Reader Commentary

This response receives a 6 for its well-articulated, insightful analysis of the issue. Rather than simply rejecting or accepting the prompt, the writer argues that the recommendation made by the prompt can often be true but is too "all or nothing" to be endorsed without qualification. The writer turns this idea into an insightful position by providing examples and evidence to fully and persuasively support its nuanced argument. The response offers nicely detailed situations that provide compelling support for a claim that the recommendation can, in fact, work. At the same time, it also highlights the recommendation's limits using additional specific, detailed example. Particularly persuasive is the fourth paragraph, in which the writer compares the impact of ignoring minor behavioral problems like talking in class to the potential costs of ignoring more serious issues bullying. This, the writer recognizes that the prompt's claim, as well as his/her own, is inevitably dependent on the specific context for its success or failure. Throughout the response the writer demonstrates the ability to convey ideas fluently and precisely, using effective vocabulary and sentence variety. This sentence demonstrates the level of language facility seen throughout the response: "It is human nature that we all want to be accepted and achieve on some level, and when people in authority provide feedback that we have done something well, the drive to repeat the action that was praised is bound to be particularly strong."

Sample 4 (903)

58. A nation should require all of its students to study the same national curriculum until they enter college.

Write a response in which you discuss the extent to which you agree or disagree with the recommendation and explain your reasoning for the position you take. In developing and supporting your position, describe specific circumstances in which adopting the recommendation would or would not be advantageous and explain how those examples shape your position.

Nations should not require that all students study the same national curriculum. If every child were presented with the same material, it would assume that all children learn the same and that all teachers are capable of teaching the same material in the same way. In addition to neglecting differences in learning and teaching styles, it would also stifle creativity and create a generation of drones. The uniformity would also lend itself to governmental meddling in curriculum that could result in the destruction of democracy. If every teacher is forced to teach a certain text, the government need only change that text to misinform an entire generation. Lastly, a standardized curriculum would also adversely affect students who come from lower income families or families who have little education as they might not have as many resources for learning outside of school.

Children all learn in very different ways. If the curriculum is standardized completely, it leaves little room for exploratory learning. One child may learn how to spell from reading, another may learn from phonics. If the curriculum is standardized, suppose one aspect is dropped, that may exclude certain children from learning adequately. This is not to say of course that there shouldn't be requirements, but they should be general requirements, not something so specific as a curriculum. Especially at the high school level this would be detrimental to the variety of subjects that a student can learn. Standards and the "No Child Left Behind" act in America are already forcing the reduction in programs such as art and music that have a less definable curriculum. Additionally, education systems are rarely funded well enough to achieve the general goal of

educating children. If a national curriculum were implemented, would it come with a significant increase in financial support? History suggests that it would not.

Teachers also have different methods of teaching; if say, the English curriculum of all high schools were standardized, then a book that one teacher teaches excellently and therefore inspires students to read more and learn on their own might be eliminated, and although that teacher ought to be capable enough to teach the curriculum books, his or her students will still be missing out on what might have been a great learning experience. It also limits how much of the teacher's unique knowledge he or she can bring to the classroom. It is these inspirational books or experiences that allow teachers to reach students; if they are put in a mold, the quality of teaching and learning will go down.

Learning should be enjoyable and children and adolescents should be taught not only the curriculum in school, but that the body of knowledge that exists in the world today is enormous and that you can learn your whole life. Having a national curriculum implies that there is a set group of things worth learning for every person. Maybe this is true, but for students, it sets up a world where there is a finite amount of knowledge to be acquired for the purpose of regurgitating it on a test. Teaching a standard curriculum doesn't encourage inquiries; it doesn't make students ask questions like, "Why?" and "How?" School's real purpose is teaching people to learn, not just teaching them a set group of facts. By teaching them to learn, students can continue doing so, they can extend skills from one area of knowledge to another. This type of learning fosters creativity that can be used not only in math or science or English, but in art or music or creative writing. Teaching a brain to go beyond being a file cabinet for facts is the best way to teach creativity. Creativity is too often assumed to be something only for the arts. It is creativity that results in innovation and it is innovation that has resulted in the greatest achievements of humanity in the sciences and humanities alike.

Finally, the education system of a country is designed to put all children on a level playing field. Though this is only an ideal, it is a noble ideal. If the school curriculum becomes standardized, children who have highly educated parents, or more money to buy books outside of school, or more resources for tutors or private schools will immediately gain a foothold. Poorer students from uneducated families in the current American school system are already at a disadvantage, but at least now there is hope through variety that something can reach out to them and inspire them. There is hope that they can find a class that interests them. If the curriculum becomes rigid and standardized, it is these disadvantaged students who fall through the cracks.

There are many reasons not to standardize the curriculum. The uniqueness of students and teachers is the most obvious, but students from less educated backgrounds will suffer the most. The creativity of a nation as a whole would fall with a standardized curriculum. Most importantly though is the question of who and what? Who chooses the curriculum? What is important enough that it must be taught? These questions assume that there is some infallible committee that can foresee all and know what knowledge will be important in everyone's lives. There is no person, no group, no committee capable of deciding what knowledge is necessary. Curriculum should have

standards, not be standardized and education should be as much about knowledge as it about learning to learn.

Reader Commentary for Essay Response – Score 6

This outstanding response develops an articulate and insightful position rejecting the prompt's recommendation of a national curriculum. The writer understands a national curriculum to mean both the material that is taught and the way it is taught. The essay offers a wide-ranging discussion of the practical and theoretical implications of a national curriculum for students, for teachers, and for a nation. For example, the response argues that prescribing particular content and teaching methods might make it more difficult for teachers to tailor lessons to students with different learning styles and might also force effective teachers to adopt teaching methods that are less effective for them and their students. Although the essay clearly rejects the recommendation for a national curriculum, the writer does concede that there is a need for educational standards that are flexible enough to allow for individual, socioeconomic, and regional differences. The response maintains a well-focused, well-organized discussion, developing each point fully and connecting ideas logically without relying on obvious transitional phrases. The writing is fluent, despite minor errors in grammar and mechanics; sentence structure is varied and diction is effective. In sum, this response meets all of the criteria for a score of 6.

Sample 5 (934)

69. "The best way for a society to prepare its young people for leadership in government, industry, or other fields is by instilling in them a sense of cooperation, not competition."

Write a response in which you discuss the extent to which you agree or disagree with the claim. In developing and supporting your position, be sure to address the most compelling reasons or examples that could be used to challenge your position.

Whenever people argue that history is a worthless subject or that there is nothing to be gained by just “memorizing a bunch of stupid names and dates,” I simply hold my tongue and smile to myself. What I’m thinking is that, as cliché as it sounds, you do learn a great deal from history (and woe to those who fail to learn those lessons). It is remarkable to think of the number of circumstances and situations in which even the most rudimentary knowledge of history will turn out to be invaluable. Take, for example, the issue at hand here. Is it better for society to instill in future leaders a sense of competition or cooperation? Those who have not examined leaders throughout time and across a number of fields might not have the ability to provide a thorough and convincing answer to this question, in spite of the fact that it is crucial to the future functioning of our society. Looking closely at the question of leadership and how it has worked in the past, I would have to agree that the best way to prepare young people for leadership roles is to instill in them a sense of cooperation.

Let us look first at those leaders who have defined themselves based on their competitiveness. Although at first glance it may appear that a leader must have a competitive edge in order to gain and then maintain a leadership position, I will make two points on this subject. First, the desire to compete is an inherent part of human nature; that is, it is not something that needs to be “instilled” in young people. Is there anyone who does not compete in some way or another every single day?

You try to do better than others in your school work or at the office, or you just try to do better than yourself in some way, to push yourself. When societies instill competitiveness in their leaders, it only leads to trouble. The most blatant example in this case is Adolf Hitler, who took competition to the very extreme, trying to prove that his race and his country were superior to all. We do not, however, need to look that far to find less extreme examples (i.e., Hitler is not the extreme example that disproves the rule). The recent economic meltdown was caused in no large part by the leaders of American banks and financial institutions who were obsessed with competing for the almighty dollar. Tiger Woods, the ultimate competitor in recent golfing history and in many ways a leader who brought the sport of golf to an entirely new level, destroyed his personal life (and perhaps his career -- still yet to be determined) by his overreaching sense that he could accomplish anything, whether winning majors or sleeping with as many women as possible. His history of competitiveness is well documented; his father pushed him from a very early age to be the ultimate competitor. It served him well in some respects, but it also proved to be detrimental and ultimately quite destructive.

Leaders who value cooperation, on the other hand, have historically been less prone to these overreaching, destructive tendencies. A good case in point would be Abraham Lincoln. Now, I am sure at this point you are thinking that Lincoln, who served as President during the Civil War and who refused to compromise with the South or allow secession, could not possibly be my model of cooperation! Think, however, of the way Lincoln structured his Cabinet. He did not want a group of "yes men" who would agree with every word he said, but instead he picked people who were more likely to disagree with his ideas. And he respected their input, which allowed him to keep the government together in the North during a very tumultuous period (to say the least). My point in choosing the Lincoln example is that competitiveness and conflict may play better to the masses and be more likely to be recorded in the history books, but it was his cooperative nature that allowed him to govern effectively. Imagine if the CEO of a large company were never able to compromise and insisted that every single thing be done in exactly her way. Very quickly she would lose the very people that a company needs in order to survive, people with new ideas, people ready to make great advances. Without the ability to work constructively with those who have conflicting ideas, a leader will never be able to strike deals, reach consensus, or keep an enterprise on track. Even if you are the biggest fish in the pond, it is difficult to force your will on others forever; eventually a bigger fish comes along (or the smaller fish team up against you!).

In the end, it seems most critical for society to instill in young people a sense of cooperation. In part this is true because we seem to come by our competitive side more naturally, but cooperation is more often something we struggle to learn (just think of kids on the playground). And although competitive victory is more showy, more often than not the real details of leadership come down to the ability to work with other people, to compromise and cooperate. Getting to be President of the United States or the managing director of a corporation might require you to win some battles, but once you are there you will need diplomacy and people-skills. Those can be difficult to learn, but if you do not have them, you are likely to be a short-lived leader.

Reader Commentary for Essay Response – Score 6

This outstanding response earns a score of 6 for presenting an insightful position on the issue and supporting its analysis with compelling reasons and persuasive examples. The response takes the insightful position that competition, though necessary to some aspects of leadership, is less important for young people to learn because it is inherent in the human condition and can lead to dangerous excesses, whereas cooperation is more difficult to learn but more essential. The response follows the task directions by using counterarguments in the development of its position. For example, the discussion of Lincoln explores conflicting sides of his Presidency (the “competition” of the Civil War and the “cooperation” within his Cabinet). In fact, the response skillfully explores the nuances of both cooperation and competition, building its position of agreement with the prompt by looking closely at many sides of both concepts. Additionally, the response demonstrates superior facility with language. There are a few minor errors, mainly typos, but in general the response demonstrates excellent sentence variety and diction. This sentence is typical of the quality of the writing throughout the response: “My point in choosing the Lincoln example is that competitiveness and conflict may play better to the masses and be more likely to be recorded in the history books, but it was his cooperative nature that allowed him to govern effectively.” In this complex sentence, the writer makes skillful use of parallel structure and subordination. Because of its fluent writing and insightful development, then, this response earns a score of 6.

4. Pool of Topics

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

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

4.1. The Present & the Future (9)

1. Governments should focus on solving the immediate problems of today rather than on trying to solve the anticipated problems of the future. 2
2. Young people should be encouraged to pursue long-term, realistic goals rather than seek immediate fame and recognition. 1/2
3. Governments should not fund any scientific research whose consequences are unclear. 2/6
4. Governments should place few, if any, restrictions on scientific research and development. 2
5. 1) Claim: Nations should suspend government funding for the arts when significant numbers of their citizens are hungry or unemployed. Reason: It is inappropriate—and, perhaps, even cruel—to use public resources to fund the arts when people's basic needs are not being met. 2
2) Nations should suspend government funding for the arts when significant numbers of their citizens are hungry or unemployed. 5
6. Claim: Researchers should not limit their investigations to only those areas in which they expect to discover something that has an immediate, practical application. Reason: It is impossible to predict the outcome of a line of research with any certainty. 5
7. 1) Some people believe that society should try to save every plant and animal species, despite the expense to humans in effort, time, and financial well-being. Others believe that society need not make extraordinary efforts, especially at a great cost in money and jobs, to save endangered species. 4
2) There is little justification for society to make extraordinary efforts—especially at a great cost in money and jobs—to save endangered animal or plant species. 1
3) Society should make efforts to save endangered species only if the potential extinction of those species is the result of human activities. 6

8. Society should identify those children who have special talents and provide training for them at an early age to develop their talents. 2
9. 1) Teachers' salaries should be based on their students' academic performance. 3
2) Teachers' salaries should be based on the academic performance of their students. 2

4.2. Minority & Majority (18)

10. The most effective way to understand contemporary culture is to analyze the trends of its youth. 1
11. To understand the most important characteristics of a society, one must study its major cities. 1
12. 1) Claim: Governments must ensure that their major cities receive the financial support they need in order to thrive. Reason: It is primarily in cities that a nation's cultural traditions are preserved and generated. 5
2) It is primarily in cities that a nation's cultural traditions are generated and preserved. 1
13. It is primarily through our identification with social groups that we define ourselves. 1
14. 1) Claim: The best way to understand the character of a society is to examine the character of the men and women that the society chooses as its heroes or its role models. Reason: Heroes and role models reveal a society's highest ideals. 5
2) The best way to understand the character of a society is to examine the character of the men and women that the society chooses as its heroes or its role models. 3
15. (1) Claim: It is no longer possible for a society to regard any living man or woman as a hero. Reason: The reputation of anyone who is subjected to media scrutiny will eventually be diminished. 5
2) In this age of intensive media coverage, it is no longer possible for a society to regard any living man or woman as a hero. 1
3) It is no longer possible for a society to regard any living man or woman as a hero. 3
16. 1) Scandals are useful because they focus our attention on problems in ways that no speaker or reformer ever could. 3
2) Scandals—whether in politics, academia, or other areas—can be useful. They focus our attention on problems in ways that no speaker or reformer ever could. 3
17. People's behavior is largely determined by forces not of their own making. 1/3
18. Claim: Colleges and universities should specify all required courses and eliminate elective courses in order to provide clear guidance for students. Reason: College students—like people in general—prefer to follow directions rather than make their own decisions. 5

19. 1) Governments should offer a free university education to any student who has been admitted to a university but who cannot afford the tuition. 6
2) Governments should offer college and university education free of charge to all students. 2
20. Leaders are created by the demands that are placed on them. 1
21. To be an effective leader, a public official must maintain the highest ethical and moral standards. 1/3
22. Some people believe it is often necessary, even desirable, for political leaders to withhold information from the public. Others believe that the public has a right to be fully informed. 4
23. 1) Claim: The surest indicator of a great nation must be the achievements of its rulers, artists, or scientists. Reason: Great achievements by a nation's rulers, artists, or scientists will ensure a good life for the majority of that nation's people. 5
2) Claim: The surest indicator of a great nation is not the achievements of its rulers, artists, or scientists. Reason: The surest indicator of a great nation is actually the welfare of all its people. 5
3) The surest indicator of a great nation is not the achievements of its rulers, artists, or scientists, but the general well-being of all its people. 3
4) The surest indicator of a great nation is represented not by the achievements of its rulers, artists, or scientists, but by the general welfare of its people. 1
5) Some people claim that you can tell whether a nation is great by looking at the achievements of its rulers, artists, or scientists. Others argue that the surest indicator of a great nation is, in fact, the general welfare of all its people. 4
6) Some people believe that in order to thrive, a society must put its own overall success before the well-being of its individual citizens. Others believe that the well-being of a society can only be measured by the general welfare of all its people. 4
7) The general welfare of a nation's people is a better indication of that nation's greatness than are the achievements of its rulers, artists, or scientists. 3
8) The effectiveness of a country's leaders is best measured by examining the well-being of that country's citizens. 1/3
24. The best ideas arise from a passionate interest in commonplace things. 1
25. Some people believe that corporations have a responsibility to promote the well-being of the societies and environments in which they operate. Others believe that the only responsibility of corporations, provided they operate within the law, is to make as much money as possible. 4
26. Scientists and other researchers should focus their research on areas that are likely to benefit the greatest number of people. 2

4.3. Technology & Humanity (10)

27. Some people believe that our ever-increasing use of technology significantly reduces our opportunities for human interaction. Other people believe that technology provides us with new and better ways to communicate and connect with one another. * 4
28. Some people believe that scientific discoveries have given us a much better understanding of the world around us. Others believe that science has revealed to us that the world is infinitely more complex than we ever realized. 4
29. Although innovations such as video, computers, and the Internet seem to offer schools improved methods for instructing students, these technologies all too often distract from real learning. 1
30. The primary goal of technological advancement should be to increase people's efficiency so that they have more leisure time. 1
31. As people rely more and more on technology to solve problems, the ability of humans to think for themselves will surely deteriorate. 1
32. As we acquire more knowledge, things do not become more comprehensible, but more complex and mysterious. 1
33. The luxuries and conveniences of contemporary life prevent people from developing into truly strong and independent individuals. 1
34. The increasingly rapid pace of life today causes more problems than it solves. 1
35. 1) Nations should pass laws to preserve any remaining wilderness areas in their natural state, even if these areas could be developed for economic gain. 6
2) Nations should pass laws to preserve any remaining wilderness areas in their natural state. 3
3) Some people claim that a nation's government should preserve its wilderness areas in their natural state. Others argue that these areas should be developed for potential economic gain. 4
36. The best way to solve environmental problems caused by consumer-generated waste is for towns and cities to impose strict limits on the amount of trash they will accept from each household. 3
37. The human mind will always be superior to machines because machines are only tools of human minds. 1

4.4. Sense & Sensibility (10)

38. In most professions and academic fields, imagination is more important than knowledge. 1/3

39. Claim: Imagination is a more valuable asset than experience. Reason: People who lack experience are free to imagine what is possible without the constraints of established habits and attitudes. 5
40. Many important discoveries or creations are accidental: it is usually while seeking the answer to one question that we come across the answer to another. 1
41. Unfortunately, in contemporary society, creating an appealing image has become more important than the reality or truth behind that image. 1
42. People should undertake risky action only after they have carefully considered its consequences. 2
43. People who are the most deeply committed to an idea or policy are also the most critical of it. 1
44. True success can be measured primarily in terms of the goals one sets for oneself. 1
45. Claim: Many problems of modern society cannot be solved by laws and the legal system. Reason: Laws cannot change what is in people's hearts or minds. 5
46. If a goal is worthy, then any means taken to attain it are justifiable. 1
47. 1) The best test of an argument is the argument's ability to convince someone with an opposing viewpoint. 1
2) Claim: The best test of an argument is its ability to convince someone with an opposing viewpoint. Reason: Only by being forced to defend an idea against the doubts and contrasting views of others does one really discover the value of that idea. 5

4.5. Sense & Sensibility (10)

48. 1) Claim: Universities should require every student to take a variety of courses outside the student's major field of study. Reason: Acquiring knowledge of various academic disciplines is the best way to become truly educated. 5
2) Some people believe that universities should require every student to take a variety of courses outside the student's field of study. Others believe that universities should not force students to take any courses other than those that will help prepare them for jobs in their chosen fields. 4
3) Universities should require every student to take a variety of courses outside the student's field of study. 2/3/6
4) Requiring university students to take a variety of courses outside their major fields of study is the best way to ensure that students become truly educated. 1

49. 1) Some people believe that the purpose of education is to free the mind and the spirit. Others believe that formal education tends to restrain our minds and spirits rather than set them free. 4
2) Formal education tends to restrain our minds and spirits rather than set them free. 1/4
50. Learning is primarily a matter of personal discipline; students cannot be motivated by school or college alone. 1
51. No field of study can advance significantly unless it incorporates knowledge and experience from outside that field. 1
52. Colleges and universities should require all faculty to spend time working outside the academic world in professions relevant to the courses they teach. 6
53. 1) Colleges and universities should require their students to spend at least one semester studying in a foreign country. 2/3/6
2) All college and university students would benefit from spending at least one semester studying in a foreign country. 1
54. All parents should be required to volunteer time to their children's schools. 2/3
55. Some people believe that government funding of the arts is necessary to ensure that the arts can flourish and be available to all people. Others believe that government funding of the arts threatens the integrity of the arts. 4
56. In order for any work of art—for example, a film, a novel, a poem, or a song—to have merit, it must be understandable to most people. 1
57. In order to become well-rounded individuals, all college students should be required to take courses in which they read poetry, novels, mythology, and other types of imaginative literature. 2

4.6. Conformity & Nonconformity (18)

58. A nation should require all of its students to study the same national curriculum until they enter college. 1/2/3/6
59. Some people believe that in order to be effective, political leaders must yield to public opinion and abandon principle for the sake of compromise. Others believe that the most essential quality of an effective leader is the ability to remain consistently committed to particular principles and objectives. 4

60. Some people argue that successful leaders in government, industry, or other fields must be highly competitive. Other people claim that in order to be successful, a leader must be willing and able to cooperate with others. 4
61. Any leader who is quickly and easily influenced by shifts in popular opinion will accomplish little. 1
62. Claim: Major policy decisions should always be left to politicians and other government experts. Reason: Politicians and other government experts are more informed and thus have better judgment and perspective than do members of the general public. 5
63. 1) Government officials should rely on their own judgment rather than unquestioningly carry out the will of the people whom they serve. 1
2) Government officials should rely on their own judgment rather than unquestioningly carry out the will of the people they serve. 2
3) Some people believe that government officials must carry out the will of the people they serve. Others believe that officials should base their decisions on their own judgment. 4
64. 1) Politicians should pursue common ground and reasonable consensus rather than elusive ideals. 2
2) Some people claim that the goal of politics should be the pursuit of an ideal. Others argue that the goal should be finding common ground and reaching reasonable consensus. 4
65. Every individual in a society has a responsibility to obey just laws and to disobey and resist unjust laws. 3
66. Laws should be flexible enough to take account of various circumstances, times, and places. 1
67. Critical judgment of work in any given field has little value unless it comes from someone who is an expert in that field. 1/3
68. In any field of inquiry, the beginner is more likely than the expert to make important contributions. 1
69. The best way for a society to prepare its young people for leadership in government, industry, or other fields is by instilling in them a sense of cooperation, not competition. 3
70. 1) Some people believe that competition for high grades motivates students to excel in the classroom. Others believe that such competition seriously limits the quality of real learning. 4
2) Competition for high grades seriously limits the quality of learning at all levels of education. 1
71. 1) Claim: We can usually learn much more from people whose views we share than from those whose views contradict our own. Reason: Disagreement can cause stress and inhibit learning. 5

- 2) We can usually learn much more from people whose views we share than from people whose views contradict our own. 1
- 3) We can learn much more from people whose views we share than from people whose views contradict our own. 1
- 4) In any situation, progress requires discussion among people who have contrasting points of view. 1

72. The well-being of a society is enhanced when many of its people question authority. 1

73. It is more harmful to compromise one's own beliefs than to adhere to them. 1

74. Students should always question what they are taught instead of accepting it passively. 1

75. 1) The best way to teach is to praise positive actions and ignore negative ones. 1/2

2) The best way to teach—whether as an educator, employer, or parent—is to praise positive actions and ignore negative ones. 3

76. Claim: Any piece of information referred to as a fact should be mistrusted, since it may well be proven false in the future. Reason: Much of the information that people assume is factual actually turns out to be inaccurate. 5

4.7. Pragmatism & Idealism (5)

77. 1) Educational institutions have a responsibility to dissuade students from pursuing fields of study in which they are unlikely to succeed. 1/3

2) Educational institutions should dissuade students from pursuing fields of study in which they are unlikely to succeed. 6

78. 1) Some people believe that college students should consider only their own talents and interests when choosing a field of study. Others believe that college students should base their choice of a field of study on the availability of jobs in that field. 4

2) College students should be encouraged to pursue subjects that interest them rather than the courses that seem most likely to lead to jobs. 2

3) College students should base their choice of a field of study on the availability of jobs in that field. 2/3

4) Educational institutions should actively encourage their students to choose fields of study that will prepare them for lucrative careers. 3/6

5) Educational institutions should actively encourage their students to choose fields of study in which jobs are plentiful. 3/6

79. 1) Claim: When planning courses, educators should take into account the interests and suggestions of their students. Reason: Students are more motivated to learn when they are interested in what they are studying. 5

2) Educators should take students' interests into account when planning the content of the courses they teach. 2

80. Educators should find out what students want included in the curriculum and then offer it to them. 2

81. 1) Educators should base their assessment of students' learning not on students' grasp of facts but on the ability to explain the ideas, trends, and concepts that those facts illustrate. 2

2) Educators should teach facts only after their students have studied the ideas, trends, and concepts that help explain those facts. 6

4.8. The Past & the Present (6)

82. In any field of endeavor, it is impossible to make a significant contribution without first being strongly influenced by past achievements within that field. 1

83. 1) Claim: Knowing about the past cannot help people to make important decisions today.

Reason: The world today is significantly more complex than it was even in the relatively recent past. 5

2) Claim: Knowing about the past cannot help people to make important decisions today.

Reason: We are not able to make connections between current events and past events until we have some distance from both. 5

3) Knowing about the past cannot help people to make important decisions today. 1

84. When old buildings stand on ground that modern planners feel could be better used for modern purposes, modern development should be given precedence over the preservation of historic buildings. 1

85. The main benefit of the study of history is to dispel the illusion that people living now are significantly different from people who lived in earlier times. 1

86. 1) Claim: In any field—business, politics, education, government—those in power should step down after five years. Reason: The surest path to success for any enterprise is revitalization through new leadership. 5

2) In any field—business, politics, education, government—those in power should be required to step down after five years. 6

3) In any profession—business, politics, education, government—those in power should step down after five years. 3

87. The greatness of individuals can be decided only by those who live after them, not by their contemporaries. 1

PART II: Analyze an Argument Task

1. Writing Instructions

It is important that you address the argument according to the specific instructions. Each task is accompanied by one of the following sets of instructions.

1. 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. **E**
2. 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. **A**
3. 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. **Q1**
4. 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. **Q2**
5. 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. **Q3**
6. 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. **Q4**
7. 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. **A.E.**
8. Write a response in which you discuss what questions would need to be addressed in order to decide whether the conclusion and the argument on which it is based are reasonable. Be sure to explain how the answers to the questions would help to evaluate the conclusion. **Q5**

2. The Scoring Guide

It is important that you address the argument according to the specific instructions. Each task is accompanied by one of the following sets of instructions.

Score 6

In addressing the specific task directions, a 6 response presents a cogent, well-articulated examination of the argument and conveys meaning skillfully. A typical response in this category

- clearly identifies aspects of the argument relevant to the assigned task and examines them insightfully
- develops ideas cogently, organizes them logically, and connects them with clear transitions
- provides compelling and thorough support for its main points
- conveys ideas fluently and precisely, using effective vocabulary and sentence variety
- demonstrates superior facility with the conventions of standard written English (i.e., grammar, usage, and mechanics) but may have minor errors

Score 5

In addressing the specific task directions, a 5 response presents a generally thoughtful, well-developed examination of the argument and conveys meaning clearly. A typical response in this category

- clearly identifies aspects of the argument relevant to the assigned task and examines them in a generally perceptive way
- develops ideas clearly, organizes them logically, and connects them with appropriate transitions
- offers generally thoughtful and thorough support for its main points
- conveys ideas clearly and well, using appropriate vocabulary and sentence variety
- demonstrates facility with the conventions of standard written English but may have minor errors

Score 4

In addressing the specific task directions, a 4 response presents a competent examination of the argument and conveys meaning with acceptable clarity. A typical response in this category

- identifies and examines aspects of the argument relevant to the assigned task but may also discuss some extraneous points
- develops and organizes ideas satisfactorily but may not connect them with transitions
- supports its main points adequately but may be uneven in its support
- demonstrates sufficient control of language to convey ideas with acceptable clarity
- generally demonstrates control of the conventions of standard written English but may have some errors

Score 3

A 3 response demonstrates some competence in addressing the specific task directions, in examining the argument, and in conveying meaning but is obviously flawed. A typical response in this category exhibits ONE OR MORE of the following characteristics:

- does not identify or examine most of the aspects of the argument relevant to the assigned task, although some relevant examination of the argument is present
- mainly discusses tangential or irrelevant matters, or reasons poorly
- is limited in the logical development and organization of ideas
- offers support of little relevance and value for its main points
- has problems in language and sentence structure that result in a lack of clarity
- contains occasional major errors or frequent minor errors in grammar, usage, or mechanics that can interfere with meaning

Score 2

A 2 response largely disregards the specific task directions and/or demonstrates serious weaknesses in analytical writing. A typical response in this category exhibits ONE OR MORE of the following characteristics:

- does not present an examination based on logical analysis, but may instead present the writer's own views on the subject
- does not follow the directions for the assigned task
- does not develop ideas, or is poorly organized and illogical
- provides little, if any, relevant or reasonable support for its main points
- has serious problems in language and sentence structure that frequently interfere with meaning
- contains serious errors in grammar, usage, or mechanics that frequently obscure meaning

Score 1

A 1 response demonstrates fundamental deficiencies in analytical writing. A typical response in this category exhibits ONE OR MORE of the following characteristics:

- provides little or no evidence of understanding the argument
- provides little evidence of the ability to develop an organized response (e.g., is disorganized and/or extremely brief)
- has severe problems in language and sentence structure that persistently interfere with meaning
- contains pervasive errors in grammar, usage, or mechanics that result in incoherence

Score 0

Off topic (i.e., provides no evidence of an attempt to respond to the assigned topic), is in a foreign language, merely copies the topic, consists of only keystroke characters, or is illegible, or nonverbal.

3. Sample Responses

Sample 1 (540) - official

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

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

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

While it may be true that the Mason City government ought to devote more money to riverside recreational facilities, this author's argument does not make a cogent case for increased resources based on river use. It is easy to understand why city residents would want a cleaner river, but this argument is rife with holes and assumptions, and thus, not strong enough to lead to increased funding. (67)

Citing surveys of city residents, the author reports city resident's love of water sports. It is not clear, however, the scope and validity of that survey. For example, the survey could have asked residents if they prefer using the river for water sports or would like to see a hydroelectric dam built, which may have swayed residents toward river sports. The sample may not have been representative of city residents, asking only those residents who live upon the river. The survey may have been 10 pages long, with 2 questions dedicated to river sports. We just do not know. Unless the survey is fully representative, valid, and reliable, it can not be used to effectively back the author's argument. (119)

Additionally, the author implies that residents do not use the river for swimming, boating, and fishing, despite their professed interest, because the water is polluted and smelly. While a polluted, smelly river would likely cut down on river sports, a concrete connection between the resident's lack of river use and the river's current state is not effectively made. Though there have been complaints, we do not know if there have been numerous complaints from a wide range of people, or perhaps from one or two individuals who made numerous complaints. To strengthen his/her argument, the author would benefit from implementing a normed survey asking a wide range of residents why they do not currently use the river. (117)

Building upon the implication that residents do not use the river due to the quality of the river's water and the smell, the author suggests that a river clean up will result in increased river usage. If the river's water quality and smell result from problems which can be cleaned, this may be true. For example, if the decreased water quality and aroma is caused by pollution by factories along

the river, this conceivably could be remedied. But if the quality and aroma results from the natural mineral deposits in the water or surrounding rock, this may not be true. There are some bodies of water which emit a strong smell of sulphur due to the geography of the area. This is not something likely to be affected by a clean-up. Consequently, a river clean up may have no impact upon river usage. Regardless of whether the river's quality is able to be improved or not, the author does not effectively show a connection between water quality and river usage. (170)

A clean, beautiful, safe river often adds to a city's property values, leads to increased tourism and revenue from those who come to take advantage of the river, and a better overall quality of life for residents. For these reasons, city government may decide to invest in improving riverside recreational facilities. However, this author's argument is not likely significantly persuade the city government to allocate increased funding. (67)

Reader Commentary for Essay Response — Score 6

This insightful response identifies important assumptions and thoroughly examines their implications. The proposal to spend more on riverside recreational facilities rests on three questionable assumptions, namely:

- *that the survey provides a reliable basis for budget planning*
- *that the river's pollution and odor are the only reasons for its limited recreational use*
- *that efforts to clean the water and remove the odor will be successful*

By showing that each assumption is highly suspect, this essay demonstrates the weakness of the entire argument. For example, paragraph 2 points out that the survey might not have used a representative sample, might have offered limited choices, and might have contained very few questions on water sports.

Paragraph 3 examines the tenuous connection between complaints and limited use of the river for recreation. Complaints about water quality and odor may be coming from only a few people and, even if such complaints are numerous, other completely different factors may be much more significant in reducing river usage. Finally, paragraph 4 explains that certain geologic features may prevent effective river clean-up. Details such as these provide compelling support.

In addition, careful organization ensures that each new point builds upon the previous ones. For example, note the clear transitions at the beginning of paragraphs 3 and 4, as well as the logical sequence of sentences within paragraphs (specifically paragraph 4).

Although this essay does contain minor errors, it still conveys ideas fluently. Note the effective word choices (e.g., "rife with . . . assumptions" and "may have swayed residents"). In addition, sentences are not merely varied; they also display skillful embedding of subordinate elements. For example, note the sustained parallelism in the first sentence of the concluding paragraph.

Since this response offers cogent examination of the argument and conveys meaning skillfully, it earns a score of 6.

Sample 2 (643) - official

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

"Twenty years ago, Dr. Field, a noted anthropologist, visited the island of Tertia and concluded from his observations that children in Tertia were reared by an entire village

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

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

It might seem logical, at first glance, to agree with the argument in Dr. Karp's article that children in Tertia actually are raised by their biological parents (and perhaps even, by implication, that an observation-centered approach to anthropological study is not as valid as an interview-centered one). However, in order to fully evaluate this argument, we need to have a significant amount of additional evidence. The argument could end up being much weaker than it seems, or it might actually be quite valid. In order to make that determination, we need to know more then analyze what we learn. (99)

The first piece of evidence that we would need in order to evaluate Dr. Karp's claims is information about whether or not Tertia and the surrounding island group have changed significantly in the past 20 years. Dr. Field conducted his observational study 20 years ago, and it is possible that Tertia has changed significantly since then. For example if we had evidence that in teh intervening years Westerners had settled on the island and they introduced a more typical western-style family structure, it would certainly weaken Dr. Karp's argument. In that case, the original study could have been accurate, and Dr. Karp's study could be correct, as well, though his conclusion that Dr. Field's method is ineffective would be seriously weakened. (121)

Another piece of evidence that might help us evaluate this claim involves the exact locations where Dr. Karp's interviews took place. According to this article, Dr. Karp and his graduate students conducted interviews of "children living in the group of islands that includes Tertia." If we were to learn that they never interviewed a single Tertian child, it would significantly weaken the conclusion. It could turn out to be the case, for example, that children on Tertia are raised communally, whereas children on other islands nearby are raised by their biological parents. (92)

In order to fully evaluate this article, we would also need to learn more about the interview questions that Dr. Karp's team used. What exactly did they ask? We don't know, nor do we know what the children's responses actually were. What did they say about their biological parents? The mere fact that they speak more frequently about their biological parents than they do about other adults does not meant hat they are raised by their biological parents. It would significantly undermine Dr. Karp's argument if it turned out that the children said things like how much they missed their parents or how their parents had left them in a communal environment. Without knowing WHAT the children said, it is hard to accept Dr. Karp's conclusion. (126)

It is slightly more difficult to discuss the evidence we might need to evaluate the more interesting claims in Dr. Karp's article, namely this extension of the results of his study to a conclusion that interview-centered methods are inherently more valid than observational-centered approaches. In order to fully evaluate this claim, in fact, we would need to look at many more examples of interview-based and observation-based anthropological studies and we would also need to look into different study designs. Perhaps Dr. Field did not conduct an effective observational study, but other observational approaches could be effective. In order to make such grandiose claims, Dr. Karp really needs a lot of additional evidence (ideally a meta-analysis of hundreds of anthropological studies). (120)

Clearly, then, we need to have additional evidence in order to get a more complete understanding of the strengths and weaknesses of Dr. Karp's article. We need to know about Tertia and the surrounding islands, whether or not they have changed over the past 20 years. We also need to know about study design (Dr. Karp's and Dr. Field's). And we really need a lot more information if we want to extend the results of a study about one island culture to all anthropological fieldwork. (85)

Reader Commentary

This outstanding response clearly addresses the specific task directions and presents a cogent, insightful analysis by specifically detailing the impact that different pieces of evidence would have on the argument. The introductory paragraph sets up the organization of the response, and each body paragraph provides the sort of compelling development typical in responses that receive a score of 6. For example, after the writer discusses possible evidence that Tertiary child rearing practices have changed over the past 20 years, he or she clearly explains the impact information about those changes might have on the argument, saying "In that case, the original study could have been accurate, and Dr. Karp's study could be correct, as well, though his conclusion that Dr. Field's method is ineffective would be seriously weakened." Not only is this argument compelling, but it also demonstrates sophisticated syntax and facility with language. There is more insightful development in the fifth paragraph, in which the writer examines Dr. Karp's claims about interview-based studies. Although there are a few typos and minor errors here, nothing in the response distracts from the overall fluency of the writing. Sentences like this one demonstrate the fluent and precise diction and varied syntax that are evident throughout the response: "It could turn out to be the case, for example, that children on Tertia are raised communally, whereas children on other islands nearby are raised by their biological parents." Because of its compelling and insightful development and fluent and precise language, this response fits all of the bullet points for a 6.

Sample 3 (715) – official

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

"In order to reverse the recent decline in our profits, we must reduce operating expenses at Movies Galore's ten video rental stores. Since we are famous for our special bargains, raising our rental prices is not a viable way to improve profits. Last month our store in downtown Marston significantly decreased its operating expenses by closing at 6:00 P.M.

rather than 9:00 P.M. and by reducing its stock by eliminating all movies released more than five years ago. Therefore, in order to increase profits without jeopardizing our reputation for offering great movies at low prices, we recommend implementing similar changes in our other nine Movies Galore stores.”

Write a response in which you discuss what questions would need to be addressed in order to decide whether implementing the recommendation is likely to have the predicted result and explain how the answers to those questions would help to evaluate the recommendation.

One question which needs to be addressed before implementing the recommendation is whether there are not other ways to improve profits besides cutting operating expenses. Without proof, the author decides, first, that there are only two viable options for increasing the profits of Movies Galore: raising rental prices, and cutting costs. He rules out the first course, and hence claims the second option must be chosen. But it seems there may be alternative methods of increasing profits, such as initiating advertising campaigns or closing unprofitable Movies Galore locations.

Even if it is granted that there are only two options for increasing profitability — cutting costs, and raising rental prices — one might wonder why raising rental prices is so unthinkable. The author implies that because Movies Galore is famous for special bargains, raising the rental prices would eliminate this competitive advantage and decrease profitability. However, in making this conclusion, he makes several assumptions without considering questions that need to be addressed. First, he assumes that there is no room to raise current prices and yet maintain lower prices than competitors. One would need to ask if prices could be increased slightly, while keeping them cheap. Even if there is no room for such a strategy, the author assumes that Movies Galore’s reputation for bargain pricing would evaporate if they increased their prices slightly. Perhaps such a reputation would be widespread enough to persist despite a slight increase in prices. And thirdly, even if the reputation for bargains would be eliminated by an increase in prices, the author assumes that Movies Galore cannot change course and be successful in some other way. Perhaps it could instead become known as the store with the friendliest employees. Perhaps it already is, and the author is wrong to believe that a causal relationship between bargain prices and success exists, when the real cause of Movies Galore’s good reputation is entirely independent of its prices. The author needs to answer these questions to convince us that profits are caused by bargains, and not by the other factors that may be involved.

Another question that needs to be raised is whether or not the downtown Marston store is truly analogous to the other nine Movies Galore stores. The author seems to assume that because the cost-cutting measures worked at the Marston location, it will work at the others, but this is far from clear. Perhaps the patrons of the other Movies Galore locations would resent such changes in the hours and stock of their local stores.

Perhaps the most important question that needs to be asked is whether the Marston location’s changes truly increased profitability. The author writes that the Marston store decreased operating expenses by closing earlier and cutting its stock, but he makes no mention of increased profitability. It is quite possible that the Marston location’s profits decreased as a result of their cost cutting, and this is a question that needs to be addressed. The author then jumps to the

conclusion that taking similar measures would increase profitability at other locations, though such a connection has not even been established at the Marston store.

Even if the cost-cutting measures increased profitability at the Marston store last month (and a causal relationship, though presumably assumed, is still far from evident), there is no guarantee that such measures would continue to increase profitability over time. One would need to ask: Why not observe how the Marston location's action affect profitability over several months, before implementing such sweeping changes at every store? A single month is a very short time span, and the habits of customers may change slowly. As word gets around that the Marston store has cut their hours and their selection, they may in fact jeopardize their reputation for offering "great movies at low prices." After all, the name of the franchise is Movies Galore, and by drastically reducing the available selection, they may alienate their customer base. If, as mentioned above, Movies Galore is famous for more than its great bargains—if customers prefer Movies Galore because of its selections, as well—then such a move may drastically reduce profits over time. It seems extremely rash to implement such a new and relatively untried strategy at every Movies Galore location, before the effects can be fully observed and interpreted.

Reader Commentary

This outstanding response clearly addresses the specific task directions and presents a cogent, insightful analysis by discussing specific questions that need to be addressed in order to analyze the argument presented. It is worth noting that although the directions ask for questions, it is not necessary that these be phrased in question form. The response articulately discusses the information needed to evaluate whether the recommendation is likely to have the predicted result and demonstrates how this information would help to evaluate the recommendation. There are many examples of ways in which the writer addresses questions without putting them in question form (e.g., "he assumes that there is no room to raise current prices and yet maintain lower prices than competitors. One would need to ask..." or "it seems there may be alternative methods of increasing profits"). Throughout this response, the writer provides the cogent development typical of a 6 response. For example, the discussion of Movies Galore's reputation gets at a number of flaws in the argument's reasoning, making nuanced points (e.g., "Perhaps it could instead become known as the store with the friendliest employees. Perhaps it already is...") that create a compelling case for the writer's objections. Transitions are natural, and the paragraphs build on one another, succinctly and completely developing the writer's points. Because of its compelling and insightful development and fluent and precise language, this response fits all of the bullet points for a score of 6.

Sample 4 (545) - unofficial

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

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

that during pregnancy, first-time mother monkeys had higher levels of cortisol than did those who had had several offspring."

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

The clues the letter to the editor of a so-called scientific journal presents seem at first glance to be plausible and almost confirm the effects of birth order on an individual's levels of stimulation. After all, it is firstborn monkeys, firstborn children and first-time monkey mothers (individuals that are also strong indicators of the concept of "birth order") that produce higher levels of cortisol in stimulating circumstances. However, the letter's too hasty reliance on birth order as an explanation for different levels of stimulation may mask the real causes of such stimulation, causes likely to have something to do with an individual's living environment or psyche. (107)

The letter first of all implicitly uses birth order to explain firstborn infant monkeys' more active reaction towards unfamiliar monkeys. This explanation, however, is weakened by the fact that firstborn infant monkeys compared with their younger siblings have a better cognizance of what's out there in the world. It's true that an unfamiliar monkey is perhaps considered as a threat to the infant monkeys' territory, but understandably the most newly born baby monkeys haven't grown up to a certain age to be aware of such threats. Yet it's almost certain that only after a couple of weeks, if not days, will the youngest baby monkeys realize the necessity of joining their elder sisters or brothers to fend off (or else to welcome) unfamiliar guests. If this is the case, firstborn infant monkeys' higher levels of stimulation are at best loosely associated with birth order. (144)

As for firstborn human children's production of higher levels of cortisol in situations in which parents come back home after an absence, it is a little difficult to find an explanation other than the letter's. But it should be noted that firstborn children are often alone at home when their parents are out for business, given that a human mother generally gives birth to only one child at a time. Without company, these children would definitely feel lonely and will naturally feel very much excited as they see their parents' coming home. Their young siblings, in contrast, are lucky enough to have their elder brothers or sisters as company even when their parents are not around and therefore less likely to be stimulated. (123)

It is relatively easy to rival the letter's explanation for first-time mother monkeys' higher levels of cortisol – it also hardly has anything to do with birth order. As is well known, monkeys are one of the most intelligent species among all living creatures, and thus there is reason to believe first-time mother monkeys would have emotions as complex as those of human beings; they could feel either too anxious or too excited (or could feel both) when conceiving a baby monkey. In other words, it is a mother monkey's emotions, not birth order the somewhat vague concept, that determine the amount of cortisol it produces. (105)

In sum, the argument presented in the letter is generally based on observation without further thoughts. Before conclusions about the influences of birth order on different levels of stimulation, a more complete understanding of what really pushes an individual to produce different amounts

of cortisol is needed. The author of the letter might have to conduct several scientific experiments apart from the survey mentioned in the argument, if necessary. (63)

Sample 5 (616) - official

6. 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.

The prediction that life size sculptures will decrease in value relative to more abstract miniatures rests upon dubious inferences within its supporting argument. These inferences invite questions whose answers will assist in evaluating the argument, its relationship to the market for Kalinese sculpture, and hence the prediction of relative price movements.

One such inference appears to suggest that if the body sculptures are made via molds as opposed to the miniatures being made free-form by hand, then collectors will cease to value the body sculptures because they represent works of diminished artistic skill. For this to be true, we must first agree with the conclusion that the discovery of hand and head molds in fact means that the body sculptures are made entirely by molds. To evaluate this claim, we would ask if perhaps the molds could have in fact been used in artistic studies, for guidance, and then the body sculptures afterwards made by hand in observation of the models. If this were known to be the case, we would expect no impact on collector demand, as the underlying skill level of the sculptures would stand unchanged. Alternatively, we would ask where the molds are for the rest of the bodies. Without molds of back muscles, feet, limbs, and so on, could we truly conclude the entire statue to be a copy rather than an original creation? And if indeed the head and hand molds did produce parts of the statues, could we be sure that sculptors' skilled hands did not in fact join these aspects together to create a unified whole, exhibiting an adroit artistry worthy of appreciation and valuation?

Furthermore, we also wonder why the miniatures, by contrast, are abstract in nature. Could they in fact have been produced by different sculptors, perhaps belonging to a discrete guild or to a different age? If so, such revelations would differentiate the two art forms making their relative valuation less easily anticipated. We thus note that the prediction that the value of the miniatures will increase due to new information about the body-sculptures appears to rest on an inference that the two art forms are analogous. If instead they are made by different artists, in different eras, or of different materials, we would hesitate to assume such a relationship, and ask why, if they do not

share an origin, would any decrease in the value of one form lead to an inverse change in its correlate?

Finally, and in a similar vein, we would ask why the Kalinese body-sculptures are prized in the first place. Could it be that they are prized because of their physical beauty, or due to the unique materials employed, like pied clay? Pied clay is shot through with various elements and colors. If in fact these sculptures' high valuation follows not from the perceived sculpting skill of the artisan but from the attractiveness or distinctiveness of the human forms themselves, or the high value of the material (could they in fact be made of clay infused with gold?), then we could anticipate a much more modest devaluation, if any, due to revelations about the technique or materials involved in their creation. In fact, were they to be made of gold, amid current climates of international financial insecurity and imminent inflationary pressure, we might well conclude that the most relevant questions by which to assess the argument's prediction would hinge on the financial context. For example, inquiries about the degree of monetary expansion planned by the Federal Reserve for the next fiscal year and the solvency of the Spanish Central Bank, rather than some remotely-supported questioning of sculpting technique on a far-off island of a bygone era, might be more relevant.

Reader Commentary

This outstanding response clearly addresses the specific task directions while presenting an insightful, cogent, and well-articulated examination of the argument. Throughout, the compelling analysis is supported by persuasive, fully developed, and nuanced discussion. For example, in questioning the logic of the argument regarding the relative value of the life-size statues vis-à-vis the miniatures—"Could [the miniatures] in fact have been produced by different sculptors, perhaps belonging to a discrete guild or to a different age?"—the writer concludes that the answers to the questions consistently undermine the argument's prediction: "If so, such revelations would differentiate the two art forms making their relative valuation less easily anticipated." Support is always thorough and compelling as in paragraph three when the writer asks, "If instead [the sculptures] are made by different artists, in different eras, or of different materials, we would hesitate to assume such [an analogous] relationship, and ask why, if they do not share an origin, would any decrease in the value of one form lead to an inverse change in its correlate?" Language is fluent and precise, exemplifying the superior facility typical of responses that receive a score of 6, for example, "adroit artistry," "relative valuation less easily anticipated," "current climates of international financial insecurity and imminent inflationary pressure." Organization is both clear and skillful with ideas cohesively linked not only by more obvious transitions ("Furthermore," "Finally") but also through embedded transitions ("Alternatively," "If so," "In fact, were they to be made of gold . . . we might well conclude . . ."). Because of its compelling and insightful development and fluent and precise language, this response fits all of the requirements for a 6.

4. Pool of Topics

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

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

1. Hospital statistics regarding people who go to the emergency room after roller-skating accidents indicate the need for more protective equipment. Within that group of people, 75 percent of those who had accidents in streets or parking lots had not been wearing any protective clothing (helmets, knee pads, etc.) or any light-reflecting material (clip-on lights, glow-in-the-dark wrist pads, etc.). Clearly, the statistics indicate that by investing in high-quality protective gear and reflective equipment, roller skaters will greatly reduce their risk of being severely injured in an accident. * A
2. The following is taken from a memo from the advertising director of the Super Screen Movie Production Company.
"According to a recent report from our marketing department, during the past year, fewer people attended Super Screen-produced movies than in any other year. And yet the percentage of positive reviews by movie reviewers about specific Super Screen movies actually increased during the past year. Clearly, the contents of these reviews are not reaching enough of our prospective viewers. Thus, the problem lies not with the quality of our movies but with the public's lack of awareness that movies of good quality are available. Super Screen should therefore allocate a greater share of its budget next year to reaching the public through advertising." * Q1
3. 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. A
4. 1) Twenty years ago, Dr. Field, a noted anthropologist, visited the island of Tertia. Using an observation-centered approach to studying Tertian culture, he concluded from his observations that children in Tertia were reared by an entire village rather than by their own

biological parents. Recently another anthropologist, Dr. Karp, visited the group of islands that includes Tertia and used the interview-centered method to study child-rearing practices. In the interviews that Dr. Karp conducted with children living in this group of islands, the children spent much more time talking about their biological parents than about other adults in the village. Dr. Karp decided that Dr. Field's conclusion about Tertian village culture must be invalid. Some anthropologists recommend that to obtain accurate information on Tertian child-rearing practices, future research on the subject should be conducted via the interview-centered method. * Q1

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

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

5. 1) 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. A
- 2) 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 were extinct. Previous archaeological findings have suggested that early humans generally relied on both fishing and hunting for food; since archaeologists have discovered numerous sites in the Kaliko Islands where the bones of fish were discarded, it is likely that the humans also hunted the mammals. Furthermore, researchers have uncovered simple tools, such as stone knives, that could be used for hunting. The only clear explanation is that humans caused the extinction of the various mammal species through excessive hunting. A.E.
6. 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. Q4

7. 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." A

8. 1) 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 (1, 4) that was achieved last year on the neighboring island of Seaville, when Seaville's town council enforced similar limits on moped rentals." Q3

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

"The population on Balmer Island increases to 100,000 during the summer months. To reduce the number of accidents involving mopeds and pedestrians, the town council of Balmer Island plans to limit the number of mopeds rented by each of the island's six moped rental companies from 50 per day to 30 per day during the summer season. Last year, the neighboring island of Torseau enforced similar limits on moped rentals and saw a 50 percent reduction in moped accidents. We predict that putting these limits into effect on Balmer Island will result in the same reduction in moped accidents." Q4

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

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

9. Arctic deer live on islands in Canada's arctic regions. They search for food by moving over ice from island to island during the course of the year. Their habitat is limited to areas warm enough to sustain the plants on which they feed and cold enough, at least some of the year, for the ice to cover the sea separating the islands, allowing the deer to travel over it.

Unfortunately, according to reports from local hunters, the deer populations are declining. Since these reports coincide with recent global warming trends that have caused the sea ice to melt, we can conclude that the purported decline in deer populations is the result of the deer's being unable to follow their age-old migration patterns across the frozen sea. E

10. 1) 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." Q3

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

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

11. 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." E

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

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

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

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

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

"Butter has now been replaced by margarine in Happy Pancake House restaurants throughout the southwestern United States. Only about 2 percent of customers have complained, indicating that 98 people out of 100 are happy with the change. Furthermore, many servers have reported that a number of customers who ask for butter do not complain when they are given margarine instead. Clearly, either these customers cannot distinguish butter from margarine or they use the term 'butter' to refer to either butter or margarine. Thus, to avoid the expense of purchasing butter and to increase profitability, the Happy Pancake House should extend this cost-saving change to its restaurants in the southeast and northeast as well." Q3

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

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

- 3) 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 filed a formal complaint, indicating that an average of 98 people out of 100 are happy with the change. Furthermore, many servers have reported that a number of customers who ask for butter do not complain when they are given margarine instead. Clearly, either these customers cannot distinguish butter from margarine or they use the term 'butter' to refer to either butter or margarine. Thus, to avoid the expense of purchasing butter, the Happy Pancake House should extend this cost-saving change to its restaurants throughout the rest of the country." A

4) 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, we predict that Happy Pancake House will be able to increase profits dramatically if we extend this cost-saving change to all our restaurants in the southeast and northeast as well."

Q4

5) 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." E

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

"One month ago, all the showerheads on the first five floors of Sunnyside Towers were modified to restrict the water flow to approximately one-third of its original flow. Although actual readings of water usage before and after the adjustment are not yet available, the change will obviously result in a considerable savings for Sunnyside Corporation, since the corporation must pay for water each month. Except for a few complaints about low water pressure, no problems with showers have been reported since the adjustment. Clearly, restricting water flow throughout all the twenty floors of Sunnyside Towers will increase our profits further." Q3

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

"One month ago, all the showerheads in the first three buildings of the Sunnyside Towers complex were modified to restrict maximum water flow to one-third of what it used to be. Although actual readings of water usage before and after the adjustment are not yet available, the change will obviously result in a considerable savings for Sunnyside Corporation, since the corporation must pay for water each month. Except for a few complaints about low water pressure, no problems with showers have been reported since the adjustment. I predict that modifying showerheads to restrict water flow throughout all twelve buildings in the Sunnyside Towers complex will increase our profits even more dramatically." Q4

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

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

4) The 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." A

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

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

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

"In order to stop the recent decline in our profits, we must reduce operating expenses at Movies Galore's ten movie-rental stores. Since we are famous for our special bargains, raising our rental prices is not a viable way to improve profits. Last month our store in downtown Marston significantly decreased its operating expenses by closing at 6:00 P.M.

rather than 9:00 P.M. and by reducing its stock by eliminating all movies released more than five years ago. By implementing similar changes in our other stores, Movies Galore can increase profits without jeopardizing our reputation for offering great movies at low prices."

A

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

"In order to reverse the recent decline in our profits, we must reduce operating expenses at Movies Galore's ten movie-rental stores. Since we are famous for our special bargains, raising our rental prices is not a viable way to improve profits. Last month our store in downtown Marston significantly decreased its operating expenses by closing at 6:00 p.m. rather than 9:00 p.m. and by reducing its stock by eliminating all movies released more than five years ago. Therefore, in order to increase profits without jeopardizing our reputation for offering great movies at low prices, we recommend implementing similar changes in our other nine Movies Galore stores." Q1

17. 1) 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." E

2) 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." Q1

18. Two years ago, radio station WCQP in Rockville decided to increase the number of call-in advice programs that it broadcast; since that time, its share of the radio audience in the Rockville listening area has increased significantly. Given WCQP's recent success with call-in advice programming, and citing a nationwide survey indicating that many radio listeners are quite interested in such programs, the station manager of KICK in Medway recommends that KICK include more call-in advice programs in an attempt to gain a larger audience share in its listening area. Q1

19. 1) The following appeared in a memorandum from the general manager of KNOW radio station.

"Several factors indicate that radio station KNOW should shift its programming from rock-and-roll music to a continuous news format. Consider, for example, that the number of

people in our listening area over fifty years of age has increased dramatically, while our total number of listeners has declined. Also, music stores in our area report decreased sales of recorded music. Finally, continuous news stations in neighboring cities have been very successful. The switch from rock-and-roll music to 24-hour news will attract older listeners and secure KNOW radio's future." A

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

"Several factors indicate that KNOW radio can no longer succeed as a rock-and-roll music station. Consider, for example, that the number of people in our listening area over fifty years of age has increased dramatically, while our total number of listeners has declined. Also, music stores in our area report decreased sales of rock-and-roll music. Finally, continuous news stations in neighboring cities have been very successful. We predict that switching KNOW radio from rock-and-roll music to 24-hour news will allow the station to attract older listeners and make KNOW radio more profitable than ever." Q4

20. Since those issues of Newsbeat magazine that featured political news on their front cover were the poorest-selling issues over the past three years, the publisher of Newsbeat has recommended that the magazine curtail its emphasis on politics to focus more exclusively on economics and personal finance. She points to a recent survey of readers of general interest magazines that indicates greater reader interest in economic issues than in political ones. Newsbeat's editor, however, opposes the proposed shift in editorial policy, pointing out that very few magazines offer extensive political coverage anymore. Q1

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

"Over the past year, our late-night news program has devoted increased time to national news and less time to weather and local news. During this period, most of the complaints (1, 4) received from viewers were concerned with our station's coverage of weather and local news. In addition, local businesses that used to advertise during our late-night news program have canceled their advertising contracts with us. Therefore, in order to attract more viewers to our news programs and to avoid losing any further advertising revenues, we should expand our coverage of weather and local news on all our news programs." A

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

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

22. 1) The following appeared in the summary of a study on headaches suffered by the residents of Mentia. 2

"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." E

2) 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. Q4

23. 1) The following was written by a group of developers in the city of Monroe.

"A jazz music club in Monroe would be a tremendously profitable enterprise. At present, the nearest jazz club is over 60 miles away from Monroe; thus, our proposed club, the C Note, would have the local market all to itself. In addition, there is ample evidence of the popularity of jazz in Monroe: over 100,000 people attended Monroe's jazz festival last summer, several well-known jazz musicians live in Monroe, and the highest-rated radio program in Monroe is 'Jazz Nightly.' Finally, a nationwide study indicates that the typical jazz fan spends close to \$1,000 per year on jazz entertainment. We therefore predict that the C Note cannot help but make money." Q4

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

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

3) 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." Q4

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

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

24. 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." E

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

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

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

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

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

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

that this project will generate additional tax revenue that the city can use to fund much-needed public improvements." Q3

27. 1) The following appeared in a memo from a vice president of Quiot Manufacturing.
- "During the past year, Quiot Manufacturing had 30 percent more on-the-job accidents than at the nearby Panoply Industries plant, where the work shifts are one hour shorter than ours. Experts say that significant contributing factors in many on-the-job accidents are fatigue and sleep deprivation among workers. Therefore, to reduce the number of on-the-job accidents at Quiot and thereby increase productivity, we should shorten each of our three work shifts by one hour so that employees will get adequate amounts of sleep." A
- 2) The following appeared in a memo from a vice president of a manufacturing company.
- "During the past year, workers at our newly opened factory reported 30 percent more on-the-job accidents than workers at nearby Panoply Industries. Panoply produces products very similar to those produced at our factory, but its work shifts are one hour shorter than ours. Experts say that fatigue and sleep deprivation among workers are significant contributing factors in many on-the-job accidents. Panoply's superior safety record can therefore be attributed to its shorter work shifts, which allow its employees to get adequate amounts of rest." A.E.
- 3) The following appeared in a memo from the vice president of Butler Manufacturing.
- "During the past year, workers at Butler Manufacturing reported 30 percent more on-the-job accidents than workers at nearby Panoply Industries, where the work shifts are one hour shorter than ours. A recent government study reports that fatigue and sleep deprivation among workers are significant contributing factors in many on-the-job accidents. If we shorten each of our work shifts by one hour, we can improve Butler Manufacturing's safety record by ensuring that our employees are adequately rested." E
- 4) The following appeared in a memo from the Board of Directors of Butler Manufacturing.
- "During the past year, workers at Butler Manufacturing reported 30 percent more on-the-job accidents than workers at nearby Panoply Industries, where the work shifts are one hour shorter than ours. A recent government study reports that fatigue and sleep deprivation among workers are significant contributing factors in many on-the-job accidents. Therefore, we recommend that Butler Manufacturing shorten each of its work shifts by one hour. Shorter shifts will allow Butler to improve its safety record by ensuring that its employees are adequately rested." Q3
- 5) 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." Q1
28. 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." A

29. 1) 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." A

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

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

- 3) 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." Q4

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

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

recommend the daily use of Ichthaid—a nutritional supplement derived from fish oil—as a good way to prevent colds and lower absenteeism." E

2) 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 consumption of the plant beneficia is very high, people visit the doctor only once or twice per year for the treatment of colds. Clearly, eating a substantial amount of beneficia can prevent colds. Since colds are the reason most frequently given for absences from school and work, we recommend the daily use of nutritional supplements derived from beneficia. We predict this will dramatically reduce absenteeism in our schools and workplaces." Q3

3) 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." Q1

31. 1) 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 (3, 6), customers should be willing to pay significantly higher prices for alpaca overcoats than they did five years ago, and our company profits will increase." E

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

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

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

"Five years ago, at a time when we had difficulty obtaining reliable supplies of high-quality wool fabric, we discontinued production of our popular alpaca overcoat. Now that we have a new fabric supplier, we should resume production. Given the outcry from our customers

when we discontinued this product and the fact that none of our competitors offers a comparable product, we can expect pent-up consumer demand for our alpaca coats. Due to this demand and the overall increase in clothing prices, we can predict that Sartorian's alpaca overcoats will be more profitable than ever before." Q4

32. 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. E/Q1

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

34. 1) The following appeared in a health newsletter.

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

- 2) The following appeared in a health newsletter.

"A ten-year nationwide study of the effectiveness of wearing a helmet while bicycling indicates that ten years ago, approximately 35 percent of all bicyclists reported wearing helmets, whereas today that number is nearly 80 percent. Another study, however, suggests that during the same ten-year period, the number of accidents caused by bicycling has increased 200 percent. These results demonstrate that bicyclists feel safer because they are wearing helmets, and they take more risks as a result. Thus, there is clearly a call for the government to strive to reduce the number of serious injuries from bicycle accidents by launching an education program that concentrates on the factors other than helmet use that are necessary for bicycle safety." Q1

- 3) The following appeared in a health newsletter.

A ten-year nationwide study of the effectiveness of wearing a helmet while bicycling indicates that ten years ago, approximately 55 percent of all bicyclists reported wearing helmets, whereas today that number is nearly 80 percent. Another study, however, suggests that during the same ten-year period, the number of accidents caused by bicycling has increased 200 percent. These results demonstrate that bicyclists feel safer because they are wearing helmets, and they take more risks as a result. Thus there is clearly a call for the government to strive to reduce the number of serious injuries from bicycle accidents by launching an education program that concentrates on the factors other than helmet use that are necessary for bicycle safety. E

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

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

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

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

38. 1) The following is part of a memorandum from the president of Humana University.
"Last year the number of students who enrolled in online degree programs offered by nearby Omni University increased by 50 percent. During the same year, Omni showed a significant decrease from prior years in expenditures for dormitory and classroom space, most likely because online instruction takes place via the Internet. In contrast, over the past three years,

enrollment at Humana University has failed to grow and the cost of maintaining buildings has increased. Thus, to increase enrollment and solve the problem of budget deficits at Humana University, we should initiate and actively promote online degree programs like those at Omni." A

2) 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." Q4

39. 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." A

40. 1) 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." E

2) 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 healthiest citizens regularly eat. A

3) Benton City residents have adopted healthier lifestyles. A recent survey of city residents shows that the eating habits of city residents conform more closely to government nutritional recommendations than they did ten years ago. During those ten years, local sales of food products containing kiran, a substance that a scientific study has shown reduces cholesterol, have increased fourfold, while sales of sulia, a food rarely eaten by the healthiest residents,

have declined dramatically. Because of these positive changes in the eating habits of Benton City residents, we predict that the obesity rate in the city will soon be well below the national average. Q2

41. 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." E

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

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

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

44. 1) 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." A/E

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

"A recent study of Dura-Socks customers suggests that our company is wasting the money it spends on its patented Endure manufacturing process, which ensures that our socks are strong enough to last for two years. We have always advertised our use of the Endure process, but the new study shows that despite the socks' durability, our customers, on average, actually purchase new Dura-Socks every three months. Furthermore, customers surveyed in our largest market—northeastern United States cities—say that they most value Dura-Socks' stylish appearance and availability in many colors. These findings suggest that we can increase our profits by discontinuing use of the Endure manufacturing process." Q1

45. 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." A

46. 1) 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 90 days with below-average temperatures, and climate forecasters at Waymarsh University predict that this weather pattern will continue for several more years. Furthermore, many new homes have been built in this region during the past year. Because these developments will certainly result in an increased demand for heating oil, we recommend investment in Consolidated Industries, one of whose major business operations is the retail sale of home heating oil." Q1

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

"Most homes in the northeastern United States, where winters are typically cold, have traditionally used oil as their major fuel for heating. Last heating season, that region experienced 90 days with below-normal temperatures, and climate forecasters predict that this weather pattern will continue for several more years. Furthermore, many new homes are being built in the region in response to recent population growth. Because of these trends, we can safely predict that this region will experience an increased demand for heating oil during the next five years." Q4

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

"Most homes in the northeastern United States, where winters are typically cold, have traditionally used oil as their major fuel for heating. Last heating season, that region experienced 90 days with below-normal temperatures, and climate forecasters predict that

this weather pattern will continue for several more years. Furthermore, many new homes are being built in the region in response to recent population growth. Because of these trends, we can safely predict that this region will experience an increased demand for heating oil during the next five years." E

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

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

5) 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. Based on these developments, we predict a large increase in the demand for heating oil. Therefore, we recommend investment in Consolidated Industries, one of whose major business operations is the retail sale of home heating oil." Q1

6) 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." E

47. 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." Q1

48. 1) The following appeared in a memo from a budget planner for the city of Grandview.

"Our citizens are well aware of the fact that while the Grandview Symphony Orchestra was struggling to succeed, our city government promised annual funding to help support its programs. Last year, however, private contributions to the symphony increased by 200 percent, and attendance at the symphony's concerts-in-the-park series doubled. The symphony has also announced an increase in ticket prices for next year. Such developments

indicate that the symphony can now succeed without funding from city government and we can eliminate that expense from next year's budget. Therefore, we recommend that the city of Grandview eliminate its funding for the Grandview Symphony from next year's budget. By doing so, we can prevent a city budget deficit without threatening the success of the symphony." Q3

2) The following appeared in an article in the Grandview Beacon.

"For many years the city of Grandview has provided annual funding for the Grandview Symphony. Last year, however, private contributions to the symphony increased by 200 percent and attendance at the symphony's concerts-in-the-park series doubled. The symphony has also announced an increase in ticket prices for next year. Given such developments, some city commissioners argue that the symphony can now be fully self-supporting, and they recommend that funding for the symphony be eliminated from next year's budget." Q1

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

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

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

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

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

"It is time for the city of Grandview to stop funding the Grandview Symphony Orchestra. It is true that the symphony struggled financially for many years, but last year private contributions to the symphony increased by 200 percent and attendance at the symphony's concerts-in-the-park series doubled. In addition, the symphony has just announced an increase in ticket prices for next year. For these reasons, we recommend that the city eliminate funding for the Grandview Symphony Orchestra from next year's budget. We predict that the symphony will flourish in the years to come even without funding from the city." Q3

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

"In a laboratory study of liquid antibacterial hand soaps, a concentrated solution of UltraClean produced a 40 percent greater reduction in the bacteria population than did the liquid hand soaps currently used in our hospitals. During a subsequent test of UltraClean at our hospital in Workby, that hospital reported significantly fewer cases of patient infection

than did any of the other hospitals in our group. Therefore, to prevent serious patient infections, we should supply UltraClean at all hand-washing stations throughout our hospital system." A

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

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

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

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

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

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

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

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

51. 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. A

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

"Despite its downtown location, the Rialto Movie Theater, a local institution for five decades, must make big changes or close its doors forever. It should follow the example of the new Apex Theater in the mall outside of town. When the Apex opened last year, it featured a video arcade, plush carpeting and seats, and a state-of-the-art sound system. Furthermore, in a recent survey, over 85 percent of respondents reported that the high price of newly released movies prevents them from going to the movies more than five times per year. Thus, if the Rialto intends to hold on to its share of a decreasing pool of moviegoers, it must offer the same features as Apex." Q3

53. 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." Q3/A/E

54. 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. A

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

"Ten years ago our company had two new office buildings constructed as regional headquarters for two different regions. The buildings were erected by two different construction companies—Alpha and Zeta. Even though the two buildings had identical floor plans, the building constructed by Zeta cost 30 percent more to build, and its expenses for maintenance last year were twice those of the building constructed by Alpha. Furthermore, the energy consumption of the Zeta building has been higher than that of the Alpha building

every year since its construction. Such data, plus the fact that Alpha has a stable workforce with little employee turnover, indicate that we should use Alpha rather than Zeta for our contemplated new building project." A

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

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

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

"Ten years ago our company had two new office buildings constructed as regional headquarters for two regions. The buildings were erected by different construction companies—Alpha and Zeta. Although the two buildings had identical floor plans, the building constructed by Zeta cost 30 percent more to build. However, that building's expenses for maintenance last year were only half those of Alpha's. In addition, the energy consumption of the Zeta building has been lower than that of the Alpha building every year since its construction. Given these data, plus the fact that Zeta has a stable workforce with little employee turnover, we recommend using Zeta rather than Alpha for our new building project, even though Alpha's bid promises lower construction costs." Q1

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

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

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

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

considerably lower, our best means of saving money is to return to Buzzoff for all our pest control services." Q1

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

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

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

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

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

"The surface of a section of Route 101, paved just two years ago by Good Intentions Roadways, is now badly cracked with a number of dangerous potholes. In another part of the state, a section of Route 40, paved by Appian Roadways more than four years ago, is still in good condition. In a demonstration of their continuing commitment to quality, Appian Roadways recently purchased state-of-the-art paving machinery and hired a new quality-control manager. Therefore, I recommend hiring Appian Roadways to construct the access roads for all our new shopping malls. I predict that our Appian access roads will not have to be repaired for at least four years." Q3

58. 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. E

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

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

2) 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." Q1

60. 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." E

61. 1) 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. E

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

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

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

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

63. 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." A

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

"We recommend that Grove College preserve its century-old tradition of all-female education rather than admit men into its programs. It is true that a majority of faculty members voted in favor of coeducation, arguing that it would encourage more students to apply to Grove. But 80 percent of the students responding to a survey conducted by the student government wanted the school to remain all female, and over half of the alumnae who answered a separate survey also opposed coeducation. Keeping the college all female will improve morale among students and convince alumnae to keep supporting the college financially." E/A/Q3

- 2) 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." Q3

65. 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." Q3

66. The following appeared in a business magazine.

"As a result of numerous complaints of dizziness and nausea on the part of consumers of Promofoods tuna, the company requested that eight million cans of its tuna be returned for testing. Promofoods concluded that the canned tuna did not, after all, pose a health risk. This conclusion is based on tests performed on samples of the recalled cans by chemists from Promofoods; the chemists found that of the eight food chemicals most commonly blamed for causing symptoms of dizziness and nausea, five were not found in any of the tested cans. The chemists did find small amounts of the three remaining suspected chemicals but pointed out that these occur naturally in all canned foods." Q5

67. 1) The following appeared in a memo at XYZ company.

"When XYZ lays off employees, it pays Delany Personnel Firm to offer those employees assistance in creating résumés and developing interviewing skills, if they so desire. Laid-off employees have benefited greatly from Delany's services: last year those who used Delany found jobs much more quickly than did those who did not. Recently, it has been proposed that we use the less expensive Walsh Personnel Firm in place of Delany. This would be a mistake because eight years ago, when XYZ was using Walsh, only half of the workers we laid off at that time found jobs within a year (2, 3, 4, 5). Moreover, Delany is clearly superior, as evidenced by its bigger staff and larger number of branch offices. After all, last year Delany's clients took an average of six months to find jobs, whereas Walsh's clients took nine." E

2) The following appeared in a memo at XYZ company.

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

68. 1) There is now evidence that the relaxed pace of life in small towns promotes better health and greater longevity than does the hectic pace of life in big cities. Businesses in the small town of Leeville report fewer days of sick leave taken by individual workers than do businesses in the nearby large city of Masonton. Furthermore, Leeville has only one physician for its one thousand residents, but in Masonton the proportion of physicians to

residents is five times as high. Finally, the average age of Leeville residents is significantly higher than that of Masonton residents. These findings suggest that people seeking longer and healthier lives should consider moving to small communities. A

2) 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. A.E.

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

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

"Many other companies have recently stated that having their employees take the Easy Read Speed-Reading Course has greatly improved productivity. One graduate of the course was able to read a 500-page report in only two hours; another graduate rose from an assistant manager to vice president of the company in under a year. Obviously, the faster you can read, the more information you can absorb in a single workday. Moreover, Easy Read would cost Acme only \$500 per employee—a small price to pay when you consider the benefits. Included in this fee is a three-week seminar in Spruce City and a lifelong subscription to the Easy Read newsletter. Clearly, to improve productivity, Acme should require all of our employees to take the Easy Read course." Q2

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

"Many other companies have recently stated that having their employees take the Easy Read Speed-Reading Course has greatly improved productivity. One graduate of the course was able to read a 500-page report in only two hours; another graduate rose from an assistant manager to vice president of the company in under a year. Obviously, the faster you can read, the more information you can absorb in a single workday. Moreover, Easy Read would cost Acme only \$500 per employee—a small price to pay when you consider the benefits. Included in this fee is a three-week seminar in Spruce City and a lifelong subscription to the Easy Read newsletter. Clearly, to improve overall productivity, Acme should require all of our employees to take the Easy Read course." Q1

- 3) 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." A/E

70. 1) The following appeared as an editorial in the student newspaper of Groveton College.

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

2) Several years ago, Groveton College adopted an honor code, which calls for students to agree not to cheat in their academic endeavors and to notify a faculty member if they suspect that others have cheated. Groveton's honor code replaced a system in which teachers closely monitored students. Under that system, teachers reported an average of thirty cases of cheating per year. The honor code has proven far more successful: in the first year it was in place, students reported twenty-one cases of cheating; five years later, this figure had dropped to fourteen. Moreover, in a recent survey, a majority of Groveton students said that they would be less likely to cheat with an honor code in place than without. Such evidence suggests that all colleges and universities should adopt honor codes similar to Groveton's. This change is sure to result in a dramatic decline in cheating among college students. Q3

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

4) According to a recent report, cheating among college and university students is on the rise. However, Groveton College has successfully reduced student cheating by adopting an honor code, which calls for students to agree not to cheat in their academic endeavors and to notify a faculty member if they suspect that others have cheated. Groveton's honor code replaced a system in which teachers closely monitored students; under that system, teachers reported an average of thirty cases of cheating per year. In the first year the honor code was in place,

students reported twenty-one cases of cheating; five years later, this figure had dropped to fourteen. Moreover, in a recent survey, a majority of Groveton students said that they would be less likely to cheat with an honor code in place than without. Thus, all colleges and universities should adopt honor codes similar to Groveton's in order to decrease cheating among students. Q1

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

"All students should be required to take the driver's education course at Centerville High School. In the past two years, several accidents in and around Centerville have involved teenage drivers. Since a number of parents in Centerville have complained that they are too busy to teach their teenagers to drive, some other instruction is necessary to ensure that these teenagers are safe drivers. Although there are two driving schools in Centerville, parents on a tight budget cannot afford to pay for driving instruction. Therefore an effective and mandatory program sponsored by the high school is the only solution to this serious problem." E/Q1/A

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

2) 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. E

3) While the Department of Education in the state of Attra suggests that high school students be assigned homework every day, the data from a recent statewide survey of high school math and science teachers give us reason to question the usefulness of daily homework. In the district of Sanlee, 86 percent of the teachers reported assigning homework three to five times a week, whereas in the district of Marlee, less than 25 percent of the teachers reported assigning homework three to five times a week. Yet the students in Marlee earn better grades overall and are less likely to be required to repeat a year of school than are the students in Sanlee. Therefore, we recommend that all teachers in our high schools should assign homework no more than twice a week. Q1

73. The following appeared in a memo to the board of directors of Bargain Brand Cereals. 2

"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." Q1/A

74. 1) The following appeared in a recommendation from the President of the Amburg Chamber of Commerce.

"Last October, the city of Belleville installed high-intensity lighting in its central business district, and vandalism there declined almost immediately. The city of Amburg, on the other hand, recently instituted police patrols on bicycles in its business district. However, the rate of vandalism here remains constant. Since high-intensity lighting is clearly the most effective way to combat crime, we recommend using the money that is currently being spent on bicycle patrols to install such lighting throughout Amburg. If we install this high-intensity lighting, we will significantly reduce crime rates in Amburg." Q3

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

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

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

"The primary function of the Committee for a Better Oak City is to advise the city government on how to make the best use of the city's limited budget. However, at some of our recent meetings we failed to make important decisions because of the foolish objections raised by committee members who are not even residents of Oak City. People who work in Oak City but who live elsewhere cannot fully understand the business and politics of the city. After all, only Oak City residents pay city taxes, and therefore only residents understand how that money could best be used to improve the city. We recommend, then, that the Committee for a Better Oak City vote to restrict its membership to city residents only. We predict that, without the interference of non-residents, the committee will be able to make Oak City a better place in which to live and work." Q3

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

"Over the past two years, the number of shoppers in Central Plaza has been steadily decreasing while the popularity of skateboarding has increased dramatically. Many Central Plaza store owners believe that the decrease in their business is due to the number of skateboard users in the plaza. There has also been a dramatic increase in the amount of litter

and vandalism throughout the plaza. Thus, we recommend that the city prohibit skateboarding in Central Plaza. If skateboarding is prohibited here, we predict that business in Central Plaza will return to its previously high levels." Q3

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

"Two years ago the city (council) voted to prohibit skateboarding in Central Plaza. They claimed that skateboard users were responsible for the litter and vandalism that were keeping other visitors from coming to the plaza. In the past two years, however, there has only been a small increase in the number of visitors to Central Plaza, and litter and vandalism are still problematic. Skateboarding is permitted in Monroe Park, however, and there is no problem with litter or vandalism there. In order to restore Central Plaza to its former glory, then, we recommend that the city lift its prohibition on skateboarding in the plaza." Q1

77. 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. E

78. 1) The following appeared in a memo from the marketing director of Top Dog Pet Stores. "Five years ago Fish Emporium started advertising in the magazine Exotic Pets Monthly. Their stores saw sales increase by 15 percent after their ads began appearing in the magazine. The three Fish Emporium stores in Gulf City saw an even greater increase than that. Because Top Dog Pet Stores is based in Gulf City, it seems clear that we should start placing our own ads in Exotic Pets Monthly. If we do so, we will be sure to reverse the recent trend of declining sales and start making a profit again." A

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

79. 1) 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." A

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

"A recent study rating 300 male and female advertising executives according to the average number of hours they sleep per night showed an association between the amount of sleep the executives need and the success of their firms. Of the advertising firms studied, those whose executives reported needing no more than six hours of sleep per night had higher profit margins and faster growth. On the basis of this study, we recommend that businesses hire only people who need less than six hours of sleep per night." Q1

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

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

81. The council of Maple County, concerned about the county's becoming overdeveloped, is debating a proposed measure that would prevent the development of existing farmland in the county. But the council is also concerned that such a restriction, by limiting the supply of new housing, could lead to significant increases in the price of housing in the county. Proponents of the measure note that Chestnut County established a similar measure ten years ago, and its housing prices have increased only modestly since. However, opponents of the measure note that Pine County adopted restrictions on the development of new residential housing fifteen years ago, and its housing prices have since more than doubled. The council currently predicts that the proposed measure, if passed, will result in a significant increase in housing prices in Maple County. Q4

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

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

83. The president of Grove College has recommended that the college abandon its century-old tradition of all-female education and begin admitting men. Pointing to other all-female colleges that experienced an increase in applications after adopting coeducation, the president argues that coeducation would lead to a significant increase in applications and enrollment. However, the director of the alumnae association opposes the plan. Arguing that all-female education is essential to the very identity of the college, the director cites annual surveys of

incoming students in which these students say that the school's all-female status was the primary reason they selected Grove. The director also points to a survey of Grove alumnae in which a majority of respondents strongly favored keeping the college all female. Q1

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

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

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

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

85. Three years ago, because of flooding at the Western Palean Wildlife Preserve, 100 lions and 100 western gazelles were moved to the East Palean Preserve, an area that is home to most of the same species that are found in the western preserve, though in larger numbers, and to the eastern gazelle, a close relative of the western gazelle. The only difference in climate is that the eastern preserve typically has slightly less rainfall. Unfortunately, after three years in the eastern preserve, the imported western gazelle population has been virtually eliminated. Since the slight reduction in rainfall cannot be the cause of the virtual elimination of western gazelle, their disappearance must have been caused by the larger number of predators in the eastern preserve. E

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

"Over the past ten years, there has been a 20 percent decline in the size of the average audience at Classical Shakespeare Theatre productions. In spite of increased advertising, we are attracting fewer and fewer people to our shows, causing our profits to decrease significantly. We must take action to attract new audience members. The best way to do so is by instituting a 'Shakespeare in the Park' program this summer. Two years ago the nearby Avon Repertory Company started a 'Free Plays in the Park' program, and its profits have increased 10 percent since then. If we start a 'Shakespeare in the Park' program, we can predict that our profits will increase, too."* Q3

87. The following appeared as part of an article in a Dillton newspaper."

In an effort to bring new jobs to Dillton and stimulate the city's flagging economy, Dillton's city council voted last year to lower the city's corporate tax rate by 15 percent; at the same

time, the city began offering generous relocation grants to any company that would move to Dillton. Since these changes went into effect, two new factories have opened in Dillton. Although the two factories employ more than 1,000 people, the unemployment rate in Dillton remains unchanged. The only clear explanation for this is that the new factories are staffed with out-of-town workers rather than Dillton residents." A.E.

88. The following appeared in a memo from New Ventures Consulting to the president of HobCo, Inc., a chain of hobby shops.

"Our team has completed its research on suitable building sites for a new HobCo hobby Shop in the city of Grilldon. We discovered that there are currently no hobby shops in southeastern Grilldon. When our researchers conducted a poll of area residents, 88 percent of those who responded indicated that they would welcome the opening of a hobby shop in southeastern Grilldon. Grilldon is in a region of the nation in which the hobby business has increased by 300 percent during the past decade. In addition, Grilldon has a very large population of retirees, a demographic with ample time to devote to hobbies. We therefore recommend that you choose southeastern Grilldon as the site for your next HobCo Hobby Shop. We predict that a shop in this area will draw a steady stream of enthusiastic new HobCo customers." Q3