

商学院

入学考试指导

[上]

云南出版集团公司
云南教育出版社

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入学考试指导 (上)

本书编写组

江苏工业学院图书馆
藏书章

云南出版集团公司
云南教育出版社

目 录

一、GMAT 逻辑讲义	1
二、GMAT 数学讲义	133
三、GMAT 精选练习题	266

GMAT 逻辑讲义

1. Nearly one in three subscribers to *Financial Forecaster* is a millionaire, and over half are in top management. Shouldn't you subscribe to *Financial Forecaster* now?

A reader who is neither a millionaire nor in top management would be most likely to act in accordance with the advertisement's suggestion if he or she drew which of the following questionable conclusions invited by the advertisement?

- (A) Among finance-related periodicals, *Financial Forecaster* provides the most detailed financial information.
- (B) Top managers cannot do their jobs properly without reading *Financial Forecaster*.
- (C) The advertisement is placed where those who will be likely to read it are millionaires.
- (D) The subscribers mentioned were helped to become millionaires or join top management by reading *Financial Forecaster*.
- (E) Only those who will in fact become millionaires, or at least top managers, will read the advertisement.

Questions 2-3 are based on the following.

Contrary to the charges made by some of its opponents, the provisions of the new deficit-reduction law for indiscriminate cuts in the federal budget are justified. Opponents should remember that the New Deal pulled this country out of great economic troubles even though some of its programs were later found to be unconstitutional.

2. The author's method of attacking the charges of

certain opponents of the new deficit-reduction law is to

- (A) attack the character of the opponents rather than their claim
- (B) imply an analogy between the law and some New Deal programs
- (C) point out that the opponents' claims imply a dilemma
- (D) show that the opponents' reasoning leads to an absurd conclusion
- (E) show that the New Deal also called for indiscriminate cuts in the federal budget

3. The opponents could effectively defend their position against the author's strategy by pointing out that

- (A) the expertise of those opposing the law is outstanding
- (B) the lack of justification for the new law does not imply that those who drew it up were either inept or immoral
- (C) the practical application of the new law will not entail indiscriminate budget cuts
- (D) economic troubles present at the time of the New Deal were equal in severity to those that have led to the present law
- (E) the fact that certain flawed programs or laws have improved the economy does not prove that every such program can do so

4. In Millington, a city of 50,000 people, Mercedes Pedrosa, a realtor, calculated that a family with Millington's median family income, \$28,000 a year, could afford to buy Millington's

median-priced \$77,000 house. This calculation was based on an 11.2 percent mortgage interest rate and on the realtor's assumption that a family could only afford to pay up to 25 percent of its income for housing.

Which of the following corrections of a figure appearing in the passage above, if it were the only correction that needed to be made, would yield a new calculation showing that even incomes below the median family income would enable families in Millington to afford Millington's median-priced house?

- (A) Millington's total population was 45,000 people.
- (B) Millington's median annual family income was \$27,000
- (C) Millington's median-priced house cost \$80,000
- (D) The rate at which people in Millington had to pay mortgage interest was only 10 percent.
- (E) Families in Millington could only afford to pay up to 22 percent of their annual income for housing.

5. Psychological research indicates that college hockey and football players are more quickly moved to hostility and aggression than are college athletes in noncontact sports such as swimming. But the researchers' conclusion—that contact sports encourage and teach participants to be hostile and aggressive—is untenable. The football and hockey players were probably more hostile and aggressive to start with than the swimmers.

Which of the following, if true, would most

strengthen the conclusion drawn by the psychological researchers?

- (A) The football and hockey players became more hostile and aggressive during the season and remained so during the off-season, whereas there was no increase in aggressiveness among the swimmers.
- (B) The football and hockey players, but not the swimmers, were aware at the start of the experiment that they were being tested for aggressiveness.
- (C) The same psychological research indicated that the football and hockey players had a great respect for cooperation and team play, whereas the swimmers were most concerned with excelling as individual competitors.
- (D) The research studies were designed to include no college athletes who participated in both contact and noncontact sports.
- (E) Throughout the United States, more incidents of fan violence occur at baseball games than occur at hockey or football games.

6. Ross: The profitability of Company X, restored to private ownership five years ago, is clear evidence that businesses will always fare better under private than under public ownership.
Julia: Wrong. A close look at the records shows that X has been profitable since the appointment of a first-class manager, which happened while X was still in the public sector.

Which of the following best describes the weak point in Ross's claim on which Julia's response focuses?

- (A) The evidence Ross cites comes from only a single observed case, that of Company X.
- (B) The profitability of Company X might be only temporary.
- (C) Ross's statement leaves open the possibility that the cause he cites came after the effect he attributes to it.
- (D) No mention is made of companies that are partly government owned and partly privately owned.
- (E) No exact figures are given for the current profits of Company X.
7. Stronger patent laws are needed to protect inventions from being pirated. With that protection, manufacturers would be encouraged to invest in the development of new products and technologies. Such investment frequently results in an increase in a manufacturer's productivity.
- Which of the following conclusions can most properly be drawn from the information above?
- (A) Stronger patent laws tend to benefit financial institutions as well as manufacturers.
- (B) Increased productivity in manufacturing is likely to be accompanied by the creation of more manufacturing jobs.
- (C) Manufacturers will decrease investment in the development of new products and technologies unless there are stronger patent laws.
- (D) The weakness of current patent laws has been a cause of economic recession.
- (E) Stronger patent laws would stimulate improvements in productivity for many manufacturers.
8. Which of the following best completes the passage below?
- At large amusement parks, live shows are used very deliberately to influence crowd movements. Lunchtime performances relieve the pressure on a park's restaurants. Evening performances have a rather different purpose: to encourage visitors to stay for supper. Behind this surface divergence in immediate purpose there is the unified underlying goal of _____.
- (A) keeping the lines at the various rides short by drawing off part of the crowd
- (B) enhancing revenue by attracting people who come only for the live shows and then leave the park
- (C) avoiding as far as possible traffic jams caused by visitors entering or leaving the park
- (D) encouraging as many people as possible to come to the park in order to eat at the restaurants
- (E) utilizing the restaurants at optimal levels for as much of the day as possible
9. James weighs more than Kelly. Luis weighs more than Mark. Mark weighs less than Ned. Kelly and Ned are exactly the same weight. If the information above is true, which of the following must also be true?
- (A) Luis weighs more than Ned.
- (B) Luis weighs more than James.
- (C) Kelly weighs less than Luis.

- (D) James weighs more than Mark
- (E) Kelly weighs less than Mark.

Questions 10-11 are based on the following.

Partly because of bad weather, but also partly because some major pepper growers have switched to high-priced cocoa, world production of pepper has been running well below worldwide sales for three years. Pepper is consequently in relatively short supply. The price of pepper has soared in response: it now equals that of cocoa.

10. Which of the following can be inferred from the passage?
- (A) Pepper is a profitable crop only if it is grown on a large scale.
 - (B) World consumption of pepper has been unusually high for three years.
 - (C) World production of pepper will return to previous levels once normal weather returns.
 - (D) Surplus stocks of pepper have been reduced in the past three years.
 - (E) The profits that the growers of pepper have made in the past three years have been unprecedented.
11. Some observers have concluded that the rise in the price of pepper means that the switch by some growers from pepper to cocoa left those growers no better off than if none of them had switched; this conclusion, however, is unwarranted because it can be inferred to be likely that
- (A) those growers could not have foreseen how high the price of pepper would go

- (B) the initial cost involved in switching from pepper to cocoa is substantial
- (C) supplies of pepper would not be as low as they are if those growers had not switched crops
- (D) cocoa crops are as susceptible to being reduced by bad weather as are pepper crops
- (E) as more growers turn to growing cocoa, cocoa supplies will increase and the price of cocoa will fall precipitously.

12. Using computer techniques, researchers analyze layers of paint that lie buried beneath the surface layers of old paintings. They claim, for example, that additional mountainous scenery once appeared in Leonardo da Vinci's *Mona Lisa*, which was later painted over. Skeptics reply to these claims, however, that X-ray examinations of the *Mona Lisa* do not show hidden mountains.
- Which of the following, if true, would tend most to weaken the force of the skeptics' objections?

- (A) There is no written or anecdotal record that Leonardo da Vinci ever painted over major areas of his *Mona Lisa*.
- (B) Painters of da Vinci's time commonly created images of mountainous scenery in the backgrounds of portraits like the *Mona Lisa*.
- (C) No one knows for certain what parts of the *Mona Lisa* may have been painted by da Vinci's assistants rather than by da Vinci himself.
- (D) Infrared photography of the *Mona Lisa* has revealed no trace of hidden mountainous scenery.

(E) Analysis relying on X-rays only has the capacity to detect lead-based white pigments in layers of paint beneath a painting's surface layers.

13. While Governor Verdant has been in office, the state's budget has increased by an average of 6 percent each year. While the previous governor was in office, the state's budget increased by an average of 11.5 percent each year. Obviously, the austere budgets during Governor Verdant's term have caused the slowdown in the growth in state spending. Which of the following, if true, would most seriously weaken the conclusion drawn above?

- (A) The rate of inflation in the state averaged 10 percent each year during the previous governor's term in office and 3 percent each year during Verdant's term.
- (B) Both federal and state income tax rates have been lowered considerably during Verdant's term in office.
- (C) In each year of Verdant's term in office, the state's budget has shown some increase in spending over the previous year.
- (D) During Verdant's term in office, the state has either discontinued or begun to charge private citizens for numerous services that the state offered free to citizens during the previous governor's term.
- (E) During the previous governor's term in office, the state introduced several so-called "austerity" budgets intended to reduce the growth in state spending.

14. Federal agricultural programs aimed at

benefiting one group whose livelihood depends on farming often end up harming another such group.

Which of the following statements provides support for the claim above?

- I. An effort to help feed-grain producers resulted in higher prices for their crops, but the higher prices decreased the profits of livestock producers.
- II. In order to reduce crop surpluses and increase prices, growers of certain crops were paid to leave a portion of their land idle, but the reduction was not achieved because improvements in efficiency resulted in higher production on the land in use.
- III. Many farm workers were put out of work when a program meant to raise the price of grain provided grain growers with an incentive to reduce production by giving them surplus grain from government reserves.

- (A) I, but not II and not III
- (B) II, but not I and not III
- (C) I and III, but not II
- (D) II and III, but not I
- (E) I, II and III

15. Technological education is worsening. People between eighteen and twenty-four, who are just emerging from their formal education, are more likely to be technologically illiterate than somewhat older adults. And yet, issues for public referenda will increasingly involve aspects of technology.

Which of the following conclusions can be

properly drawn from the statements above?

- (A) If all young people are to make informed decisions on public referenda, many of them must learn more about technology.
- (B) Thorough studies of technological issues and innovations should be made a required part of the public and private school curriculum.
- (C) It should be suggested that prospective voters attend applied science courses in order to acquire a minimal competency in technical matters.
- (D) If young people are not to be overly influenced by famous technocrats, they must increase their knowledge of pure science.
- (E) On public referenda issues, young people tend to confuse real or probable technologies with impossible ideals.

16. In a political system with only two major parties, the entrance of a third-party candidate into an election race damages the chances of only one of the two major candidates. The third-party candidate always attracts some of the voters who might otherwise have voted for one of the two major candidates, but not voters who support the other candidate. Since a third-party candidacy affects the two major candidates unequally, for reasons neither of them has any control over, the practice is unfair and should not be allowed.

If the factual information in the passage above is true, which of the following can be most reliably inferred from it?

- (A) If the political platform of the third party is

a compromise position between that of the two major parties, the third party will draw its voters equally from the two major parties.

- (B) If, before the emergence of a third party, voters were divided equally between the two major parties, neither of the major parties is likely to capture much more than one-half of the vote.
- (C) A third-party candidate will not capture the votes of new voters who have never voted for candidates of either of the two major parties.
- (D) The political stance of a third party will be more radical than that of either of the two major parties.
- (E) The founders of a third party are likely to be a coalition consisting of former leaders of the two major parties.

17. Companies considering new cost-cutting manufacturing processes often compare the projected results of making the investment against the alternative of not making the investment with costs, selling prices, and share of market remaining constant.

Which of the following, assuming that each is a realistic possibility, constitutes the most serious disadvantage for companies of using the method above for evaluating the financial benefit of new manufacturing processes?

- (A) The costs of materials required by the new process might not be known with certainty.
- (B) In several years interest rates might go down, reducing the interest costs of

borrowing money to pay for the investment.

- (C) Some cost-cutting processes might require such expensive investments that there would be no net gain for many years, until the investment was paid for by savings in the manufacturing process.
- (D) Competitors that do invest in a new process might reduce their selling prices and thus take market share away from companies that do not.
- (E) The period of year chosen for averaging out the cost of the investment might be somewhat longer or shorter, thus affecting the result.

18. There are far fewer children available for adoption than there are people who want to adopt. Two million couples are currently waiting to adopt, but in 1982, the last year for which figures exist, there were only some 50,000 adoptions.

Which of the following statements, if true, most strengthens the author's claim that there are far fewer children available for adoption than there are people who want to adopt?

- (A) The number of couples waiting to adopt has increased significantly in the last decade.
- (B) The number of adoptions in the current year is greater than the number of adoptions in any preceding year.
- (C) The number of adoptions in a year is approximately equal to the number of children available for adoption in that period.

(D) People who seek to adopt children often go through a long process of interviews and investigation by adoption agencies.

(E) People who seek to adopt children generally make very good parents.

Questions 19-20 are based on the following

Archaeologists seeking the location of a legendary siege and destruction of a city are excavating in several possible places, including a middle and a lower layer of a large mound. The bottom of the middle layer contains some pieces of pottery of type 3, known to be from a later period than the time of the destruction of the city, but the lower layer does not.

19. Which of the following hypotheses is best supported by the evidence above?

- (A) The lower layer contains the remains of the city where the siege took place.
- (B) The legend confuses stories from two different historical periods.
- (C) The middle layer does not represent the period of the siege.
- (D) The siege lasted for a long time before the city was destroyed.
- (E) The pottery of type 3 was imported to the city by traders.

20. The force of the evidence cited above is most seriously weakened if which of the following is true?

- (A) Gerbils, small animals long native to the area, dig large burrows into which objects can fall when the burrows collapse.
- (B) Pottery of types 1 and 2, found in the lower

level, was used in the cities from which, according to the legend, the besieging forces came.

- (C) Several pieces of stone from a lower-layer wall have been found incorporated into the remains of a building in the middle layer.
- (D) Both the middle and the lower layer show evidence of large-scale destruction of habitations by fire.
- (E) Bronze axheads of a type used at the time of the siege were found in the lower level of excavation.

21. After the national speed limit of 55 miles per hour was imposed in 1974, the number of deaths per mile driven on a highway fell abruptly as a result. Since then, however, the average speed of vehicles on highways has risen, but the number of deaths per mile driven on a highway has continued to fall.

Which of the following conclusions can be properly drawn from the statements above?

- (A) The speed limit alone is probably not responsible for the continued reduction in highway deaths in the years after 1974.
- (B) People have been driving less since 1974.
- (C) Driver-education courses have been more effective since 1974 in teaching drivers to drive safely.
- (D) In recent years highway patrols have been less effective in catching drivers who speed.
- (E) The change in the speed limit cannot be responsible for the abrupt decline in highway deaths in 1974.

22. Neighboring landholders: Air pollution from

the giant aluminum refinery that has been built next to our land is killing our plants.

Company spokesperson: The refinery is not to blame, since our study shows that the damage is due to insects and fungi.

Which of the following, if true, most seriously weakens the conclusion drawn by the company spokesperson?

- (A) The study did not measure the quantity of pollutants emitted into the surrounding air by the aluminum refinery.
- (B) The neighboring landholders have made no change in the way they take care of their plants.
- (C) Air pollution from the refinery has changed the chemical balance in the plants' environment, allowing the harmful insects and fungi to thrive.
- (D) Pollutants that are invisible and odorless are emitted into the surrounding air by the refinery.
- (E) The various species of insects and fungi mentioned in the study have been occasionally found in the locality during the past hundred years.

23. Sales taxes tend to be regressive, affecting poor people more severely than wealthy people.

When all purchases of consumer goods are taxed at a fixed percentage of the purchase price, poor people pay a larger proportion of their income in sales taxes than wealthy people do. It can be correctly inferred on the basis of the statements above that which of the

following is true?

- (A) Poor people constitute a larger proportion of the taxpaying population than wealthy people do.
- (B) Poor people spend a larger proportion of their income on purchases of consumer goods than wealthy people do.
- (C) Wealthy people pay, on average, a larger amount of sales taxes than poor people do.
- (D) The total amount spent by all poor people on purchases of consumer goods exceeds the total amount spent by all wealthy people on consumer goods.
- (E) The average purchase price of consumer goods bought by wealthy people is higher than that of consumer goods bought by poor people.

24. Reviewing historical data, medical researchers in California found that counties with the largest number of television sets per capita have had the lowest incidence of a serious brain disease, mosquito-borne encephalitis. The researchers have concluded that people in these counties stay indoors more and thus avoid exposure to the disease.

The researchers' conclusion would be most strengthened if which of the following were true?

- (A) Programs designed to control the size of disease-bearing mosquito populations have not affected the incidence of mosquito-borne encephalitis.
- (B) The occupations of county residents affect their risk of exposure to mosquito-borne encephalitis more than does

television-watching.

- (C) The incidence of mosquito-borne encephalitis in counties with the largest number of television sets per capita is likely to decrease even further.
- (D) The more time people in a county spend outdoors, the greater their awareness of the dangers of mosquito-borne encephalitis.
- (E) The more television sets there are per capita in a county, the more time the average county resident spends watching television.

25. The city's public transportation system should be removed from the jurisdiction of the municipal government, which finds it politically impossible either to raise fares or to institute cost-saving reductions in service. If public transportation were handled by a private firm, profits would be vigorously pursued, thereby eliminating the necessity for covering operating costs with government funds.

The statements above best support the conclusion that

- (A) the private firms that would handle public transportation would have experience in the transportation industry
- (B) political considerations would not prevent private firms from ensuring that revenues cover operating costs
- (C) private firms would receive government funding if it were needed to cover operating costs
- (D) the public would approve the cost-cutting actions taken by the private firm
- (E) the municipal government would not be resigned to accumulating merely enough

income to cover costs

26. Lawmaker: Raising taxes is not the only means of reducing government debt. The government's stockpile of helium is worth 25 percent more, at current market prices, than the debt accumulated in acquiring and storing it. Therefore, by selling the helium, the government can not only pay off that debt but reduce its overall debt as well.

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

- A. The government has no current need for helium.
- B. Twenty-five percent of the debt the government has accumulated in Stockpiling helium is not an insignificant portion of the government's Total debt.
- C. It is not in the lawmaker's interest to advocate raising taxes as a Means of reducing government debt.
- D. Attempts to sell the government's helium will not depress the market Price of helium by more than 25 percent.
- E. The government will not incur any costs in closing its facilities for stockpiling helium.

27. A medieval manuscript called L contains all eighteen extant tragedies by the Greek playwright Euripides. Of these, ten called the "select plays," are accompanied in L by ancient commentaries and also appear in other medieval manuscripts; this group includes some of Euripides' best-known works, including the *Medea*. The other eight, which

appear in alphabetical order, without commentary. The *Electra* is one of the alphabetical.

Which of the following can be reliably concluded on the basis of the Statements given?

- A. Only Euripides' best-known works are accompanied by ancient commentaries in extant medieval manuscripts.
- B. The select plays are accompanied by ancient commentaries because they were the best known of Euripides' works.
- C. No commentaries were written about Euripides' *Electra* in ancient times.
- D. Euripides' *Medea* never appears in medieval manuscripts unaccompanied by ancient commentary.
- E. Euripides' *Electra* does not appear accompanied by a commentary in any extant medieval manuscript.

28. Plant scientists have been able to genetically engineer vegetable seeds to produce crops that are highly resistant to insect damage. Although these seeds currently cost more than conventional seeds, their cost is likely to decline. Moreover, farmers planting them can use far less pesticide, and most consumers prefer vegetables grown with less pesticide. Therefore, for crops for which these seeds can be developed, their use is likely to become to norm.

Which of the following would be most useful to know in evaluating the argument above?

- A. Whether plant scientists have developed insect-resistant seeds for every crop that is

- currently grown commercially
- B. Whether farmers typically use agricultural pesticides in larger amounts than is necessary to prevent crop damage
- C. whether plants grown from the new genetically engineered seeds can be kept completely free of insect damage.
- D. Whether seeds genetically engineered to produce insect-resistant crops generate significantly lower per acre crop yields than do currently used seeds.
- E. Whether most varieties of crops currently grown commercially have greater natural resistance to insect damage than did similar varieties in the past.
29. People who have spent a lot of time in contact with animals often develop animal-induced allergies, some of them quite serious. In a survey of current employees in major zoos, about 30 percent had animal-induced allergies. Based on this sample, experts conclude that among members of the general population who have spent a similarly large amount of time in close contact with animals, the percentage with animal-induced allergies is not 30 percent but substantially more.
- Which of the following, if true, provides the strongest grounds for the experts' conclusion?
- A. A zoo employee who develops a serious animal-induced allergy is very likely to switch to some other occupation.
- B. A zoo employee is more likely than a person in the general population to keep one or more animal pets at home
- C. The percentage of the general population whose level of exposure to animals matches that of a zoo employee is quite small.
- D. Exposure to domestic pets is, on the whole, less likely to cause animal-induced allergy than exposure to many of the animals kept in zoos.
- E. Zoo employees seldom wear protective gear when they handle animals in their care.
30. Educational Theorist: Recent editorials have called for limits on the amount of homework assigned to children. They point out that free-time activities play an important role in childhood development and that large amounts of homework reduce children's free time, hindering their development. But the average homework time for a ten year old, for example, is little more than 30 minutes per night. Clearly, therefore, there is no need to impose the limits these editorials are calling for.
- Which of the following is an assumption on which the educational theorist's argument relies?
- A. The free-time activities that ten year olds engage in most are all approximately equally effective at fostering development
- B. Regularly doing homework assignments improves children's academic performance.
- C. Individual teachers are not the best judges of how much homework to assign the children they teach
- D. In most schools, if not all, the homework assignments given are of a length that

does not diverge widely from the average.

- E. Free-time activities rarely teach children skills or information that they can use in their academic work.

31. To entice customers away from competitors, Red Label supermarkets have begun offering discounts on home appliances to customers who spend \$50 or more on any shopping trip to Red Label. Red Label executives claim that the discount program has been a huge success, since cash register receipts of \$50 or more are up thirty percent since the beginning of the program.

Which of the following, if true, most seriously weakens the claim of the Red Label executives?

- (A) Most people who switched to Red Label after the program began spend more than \$50 each time they shop at Red Label.
- (B) Most people whose average grocery bill is less than \$50 would not be persuaded to spend more by any discount program.
- (C) Most people who received discounts on home appliances through Red Label's program will shop at Red Label after the program ends.
- (D) Since the beginning of the discount program, most of the people who spend \$50 or more at Red Label are people who have never before shopped there and whose average grocery bill has always been higher than \$50.
- (E) Almost all of the people who have begun spending \$50 or more at Red Label since the discount program began are longtime customers who have increased the average

amount of their shopping bills by making fewer trips.

32. Throughout the 1950's, there were increases in the numbers of dead birds found in agricultural areas after pesticide sprayings. Pesticide manufacturers claimed that the publicity given to bird deaths stimulated volunteers to look for dead birds, and that the increase in numbers reported was attributable to the increase in the number of people looking.

Which of the following statements, if true, would help to refute the claim of the pesticide manufacturers?

- (A) The publicity given to bird deaths was largely regional and never reached national proportions.
- (B) Pesticide sprayings were timed to coincide with various phases of the life cycles of the insects they destroyed.
- (C) No provision was made to ensure that a dead bird would not be reported by more than one observer.
- (D) Initial increases in bird deaths had been noticed by agricultural workers long before any publicity had been given to the matter.
- (E) Dead birds of the same species as those found in agricultural areas had been found along coastal areas where no farming took place.

33. Teenagers are often priced out of the labor market by the government-mandated minimum-wage level because employers cannot afford to pay that much for extra help. Therefore, if Congress institutes a subminimum wage, a

new lower legal wage for teenagers, the teenage unemployment rate, which has been rising since 1960, will no longer increase.

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

- (A) Since 1960 the teenage unemployment rate has risen when the minimum wage has risen.
- (B) Since 1960 the teenage unemployment rate has risen even when the minimum wage remained constant.
- (C) Employers often hire extra help during holiday and warm weather seasons.
- (D) The teenage unemployment rate rose more quickly in the 1970's than it did in the 1960's.
- (E) The teenage unemployment rate has occasionally declined in the years since 1960

34. Which of the following best completes the passage below?

The computer industry's estimate that it loses millions of dollars when users illegally copy programs without paying for them is greatly exaggerated. Most of the illegal copying is done by people with no serious interest in the programs. Thus, the loss to the industry is much smaller than estimated because

- (A) many users who illegally copy programs never find any use for them
- (B) most of the illegally copied programs would not be purchased even if purchasing them were the only way to obtain them
- (C) even if the computer industry received all the revenue it claims to be losing, it would still be experiencing financial difficulties

(D) the total market value of all illegal copies is low in comparison to the total revenue of the computer industry

(E) the number of programs that are frequently copied illegally is low in comparison to the number of programs available for sale

35. This year the New Hampshire Division of Company X, set a new record for annual sales by that division. This record is especially surprising since the New Hampshire Division has the smallest potential market and the lowest sales of any of Company X's divisions.

Which of the following identifies a flaw in the logical coherence of the statement above?

- (A) If overall sales for Company X were sharply reduced, the New Hampshire Division's new sales record is irrelevant to the company's prosperity.
- (B) Since the division is competing against its own record, the comparison of its sales record with that of other divisions is irrelevant.
- (C) If this is the first year that the New Hampshire Division has been last in sales among Company X's divisions, the new record is not surprising at all.
- (D) If overall sales for Company X were greater than usual, it is not surprising that the New Hampshire Division was last in sales.
- (E) Since the New Hampshire Division has the smallest potential market, it is not surprising that it had the lowest sales.

36. Statement of a United States copper mining

company: Import quotas should be imposed on the less expensive copper mined outside the country to maintain the price of copper in this country; otherwise, our companies will not be able to stay in business.

Response of a United States copper wire manufacturer: United States wire and cable manufacturers purchase about 70 percent of the copper mined in the United States. If the copper prices we pay are not at the international level, our sales will drop, and then the demand for United States copper will go down.

If the factual information presented by both companies is accurate, the best assessment of the logical relationship between the two arguments is that the wire manufacturer's argument

- (A) is self-serving and irrelevant to the proposal of the mining company
- (B) is circular, presupposing what it seeks to prove about the proposal of the mining company
- (C) shows that the proposal of the mining company would have a negative effect on the mining company's own business
- (D) fails to give a reason why the proposal of the mining company should not be put into effect to alleviate the concern of the mining company for staying in business
- (E) establishes that even the mining company's business will prosper if the mining company's proposal is rejected

37. Y has been believed to cause Z. A new report,

noting that Y and Z are often observed to be preceded by X, suggests that X, not Y, may be the cause of Z.

Which of the following further observations would best support the new report's suggestion?

- (A) In cases where X occurs but Y does not, X is usually followed by Z.
- (B) In cases where X occurs, followed by Y, Y is usually followed by Z.
- (C) In cases where Y occurs but X does not, Y is usually followed by Z.
- (D) In cases where Y occurs but Z does not, Y is usually preceded by X.
- (E) In cases where Z occurs, it is usually preceded by X and Y.

38. Mr. Primm: If hospitals were private

enterprises, dependent on profits for their survival, there would be no teaching hospitals, because of the intrinsically high cost of running such hospitals.

Ms. Nakai: I disagree. The medical challenges provided by teaching hospitals attract the very best physicians. This, in turn, enables those hospitals to concentrate on nonroutine cases.

Which of the following, if true, would most strengthen Ms. Nakai's attempt to refute Mr. Primm's claim?

- (A) Doctors at teaching hospitals command high salaries.
- (B) Sophisticated, nonroutine medical care commands a high price.
- (C) Existing teaching hospitals derive some revenue from public subsidies.