

# GMAT

## GMAT 阅读理解高分突破

CRACKING READING COMPREHENSION OF GMAT

胡敏 主编 宇航出版社



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主 编:胡 敏  
副 主 编:陈彩霞  
编 者:胡 敏 陈彩霞  
杜 芳 金 铭  
刘 艳

宇航出版社

责任编辑: 邢润泽

封面设计: 王庆人

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# 前 言

GMAT 考分是美国、加拿大等国 600 余所高校录取工商管理(MBA)等专业研究生的入学条件之一,也是评定奖学金的重要依据。随着我国经济和高等教育的发展,有志青年竞相出国深造,学成报效祖国,对 GMAT 感兴趣并跃跃欲试的人越来越多,GMAT 考试已成为出国考试的热点之一。

GMAT 难考是众所周知的,主要难在阅读理解部分。本书精选最新实战练习 28 套(含短文 84 篇),每套练习均附有详尽完备的词汇注释,准确流畅的译文和深入细致的题解,旨在为考生提供全方位的指导。

本书是目前国内第一部资料最新、内容最全面、指导最直接的 GMAT 阅读理解参考书。

美国留学考试 GMAT, GRE, TOEFL 从 1998 年开始将在我国逐步实行计算机化的考试方式。GMAT 考试实行计算机化(CAT—Computer - Adaptive Test)以后,其测试项目及命题方式基本不变。因此,本书仍然可以作为应试 GMAT 阅读理解的必备教材。

本书适合于 GMAT, GRE, TOEFL 等各类出国考试考生,以及具有英语中高级水平学习者。

胡 敏

1997 年 6 月 18 日于北京

# GMAT 阅读理解与应试技巧

GMAT(Graduate Management Admission Test)是美国教育考试服务处(ETS)负责的考试之一。ETS 选拔人才的标准之一就是看应试人是否具有“透彻理解、去伪存真、严谨灵活”的能力。GMAT 的各个考项设置也反映了这一指导思想,其目的不是测试考生某一具体领域的专业知识,而是考查他们系统的思维能力和语言及数学的运用能力。阅读理解是 GMAT 中最令中国考生头痛的一项,然而难对付并不等于毫无办法,它所测试的仍然是考生的理解、分析和运用能力。

## 一、GMAT 阅读理解的选材

GMAT 阅读理解所选文章题材极为广泛,大体可分四类:

1. **社会科学**(Social sciences):如历史学(history)、人类学(anthropology)、社会学(sociology)、政治学(political science)经济学(economics)和考古学(archaeology);
2. **自然科学**(Physical sciences):如化学(chemistry)、物理学(physics)、天文学(astronomy)和地质学(geology);
3. **生物科学**(Biological sciences):如医学(medicine)、植物学(botany)和动物学(zoology);
4. **人文学科**(Humanities):如艺术(art)、文学批评(literary criticism)、哲学(philosophy)、音乐(music)和民间传说(folklore)。

这个分类并不一定概括所有可能涉及到的题材。可以毫不夸张地说凡是一个作者可能写到的题材,GMAT 考生就有可能在阅读理解中碰到。题材广泛的作用之一就是增加阅读理解的难度,所以出题的人往往会竭尽全力去寻找些选题生僻的文章。

然而有一点必须指出:出题者选择生僻题材不仅仅是为了增加阅读的难度,最主要的目的是要测试考生对文章的真正理解程度而不是测试考生对某一题材的熟悉程度。例如,有一篇关于太古代的金丝水晶矿脉系成因的文章,估计考生不可能根据自己知道的专业知识来回答问题。

另外,由于阅读理解并不是对知识点的测验,文章中必然包含所有回答问题必需的信息,所以考生大可不必为题材的生僻所吓倒。

## 二、GMAT 阅读理解的语言

每一篇 GMAT 阅读理解文章都是从杂志或教科书中摘录出来的,但又不是简单地照搬照用。出题者将所选材料重新编辑,如增加句子长度、压缩原文字数、将原文直接点明的信息用曲折隐蔽的方法加以叙述等等。总之,改编是为了使文章增加难度以便更适合命题的模式。下面的例子可以使读者对改编前后的文章有一个大致的了解:

### 典型的教科书文章:

Franklin D. Roosevelt became President in March of 1933. American agriculture had been nearly devastated. So, President Roosevelt promised a new farm relief program to help the farmers.

The result was the passage of the Agricultural Adjustment Act of 1933. This law created the Agricultural Adjustment Administration, or AAA for short. The legislation was based on the assumption that prosperity could be restored to the rural sector of the economy if farmers could be persuaded to control agricultural output. By controlling output, it would be possible to eliminate surplus agricultural production.

The method by which AAA hoped to accomplish the control of surplus production was direct cash payments to farmers.

弗兰克林·罗斯福在 1933 年 3 月成为总统。当时美国农业几乎崩溃。因此,罗斯福总统许诺采取一项新的补助措施来帮助农民。

结果在 1933 年通过了农业调整法案。这项法律创建了农业调整行政部(简称 AAA)。此立法以这样一个假设为基础:如果能够劝说农场主控制农业产量,那么经济中的农业领域就会重现繁荣。通过控制产量,有可能消除农业产量的过剩。

AAA 希望用来实现控制产量过剩的方法就是直接向农民付现金。

#### 经改编后的 GMAT 文章:

When Franklin D. Roosevelt assumed the presidency in 1933, he fulfilled his promise to bring immediate relief to the nearly devastated agricultural community by the establishment of the Agricultural Adjustment Administration, (AAA). Operating on the assumption that agricultural prosperity could be restored by eliminating surpluses, the AAA offered cash inducements to farmers to control production.

当弗兰克林·罗斯福在 1933 年出任总统时,他通过建立农业调整行政部(AAA)来履行了他迅速解救几乎崩溃的农业的诺言。根据可以通过消除生产过剩来恢复农业繁荣这一假设,AAA 用付现金的方法诱使农民控制产量。

通过两段文章的比较,我们不难看出,改写过的文章删除了原文少量信息,但基本内容未变。变化主要在于增加句子的长度,结构更为复杂。而且原文中各个信息的逻辑顺序及时间顺序都被有意隐蔽起来,增加了阅读难度。所以,考生应该记住,从语言上来讲,GMAT 阅读理解文章是经过特殊编辑的文章,不同于普通杂志或教科书中的文章,阅读时应该运用一些特殊技巧理解这类文章。

### 三、GMAT 阅读理解的变化

近年来,GMAT 阅读理解在阅读量与题量方面发生了一些变化。1993 年以前基本上是 30 分钟阅读 3 篇文章做 25 道题,3 篇文章长度基本相似。从 1993 年起,问题减少到 23 道,文章数量及其长度均没有大的变动,时间仍然为 30 分钟。到 1995 年,文章变为两短一长,共 18 道题,时间变成 25 分钟。但到 1996 年,时间又增加为 30 分钟,文章仍然是两短一长,题目仍然是 18 道题。

文章长度变短,题量减少,并不意味着阅读理解难度的降低。恰恰相反,这些总体结构上的变化正好说明文章内容进一步被压缩,密度增加。有一篇文章全文只有一个自然段,总共才 9 句话,非常短小精悍,但内容含量却不少。文中主要介绍社会和生态因素导致流行病的可能性,并列举了骨髓灰质炎、莱姆关节炎、登革出血热三个实例。出题者根据这 9 句话共出了 6 个问题,平均每 1.5 句话就出一道测试题,这就要求考生阅读时精神高度集中,准确理解文中每一句话的含义及每一句话的逻辑关系。理解稍微有一点不准确都有可能导致答题错误。文章密度大,潜在信息丰富,是 GMAT 阅读理解的一个大特点,也正是其难点所在。

说到这一点,顺便提一下一些考生对 GMAT 阅读理解的一个误解。常听一些考生抱怨说阅读理解得不到高分是因为不能读得更快一些。他们在情急之下会把那些文章当做“速读文章”来处理。这种做法与出题者的意图大相径庭。其一,GMAT 阅读理解文章太短,不适合、也不需要速读技巧。其二,文章密度太大,速读不可能挖掘得很深。其三,GMAT 阅读理解的问题是为了测试理解的深度,而速读的问题则是为了测试阅读的覆盖面,两种问题的思路不同,处理方法自然也应该不一样。

### 四、GMAT 阅读理解的题型

有些考生说阅读文章能够看明白,但对后面的问题还是不知如何解答。这从反面说明了一个

问题:GMAT 阅读理解问题的设置是很有深度的,值得研究。该考查项目的目的是测试考生理解、分析、运用材料中所提供信息和概念的能力。题目设置以此为依据,文章的编排浓缩也是根据问题而安排的。所以说弄清楚 GMAT 阅读理解的题型,在阅读时就能做到有的放矢,就有可能在有限时间内迅速理解材料并能回答相关问题。

GMAT 阅读理解共有六种题型:

1. **主题思想型**(Main Idea Questions)这类问题主要考文章的中心主题、文章的主要目的或适合文章的标题,提问方式经常是:

Which of the following is the main point?

The primary purpose...

The author is primarily concerned with...

Which of the following titles best described the content of the passage?

2. **特殊细节型**(Special Detail Questions)这类问题涉及文章中清楚表述过的特殊细节或事实,通常采用下列形式提问:

The author mentions which of the following...

According to the author, ...

According to the passage, ...

The author provides information that would answer which of the following...

3. **逻辑框架型**(Logical Structure Questions)这类问题测试考生对全文内容、整体或细节上的逻辑关系及文章组织结构的理解。通常采用下列提问方式:

The author develops the passage primarily by...

The author proceeds primarily by...

Which of the following best describes the organization of the passage?

The author mentions...in order to...

Which of the following best explains why the author introduces...

前三者针对全文逻辑框架,后二者则是针对某一细节。

4. **潜在观点型**(Implied Idea Questions)这类问题在文中不能直接找到答案,须通过逻辑推理和分析从中得出观点或结论,提问中常有提示词如 imply, infer 等。

The passage implies that...

The author uses the phrase...to mean...

It can be inferred from the passage that...

Which of the following can be inferred from the passage?

5. **深入应用型**(Further Application Questions)这类问题与潜在观点型类似,但是它要求考生在透彻理解的基础上再深入一步,将文中提供的信息运用到新的环境之中。如:

The actions of which of the following are most analogous to those ...mentioned in the passage?

With which of the following statements would the author most likely agree?

The author would probably consider which of the following a good example of theory?

The passage is most probably taken from which of the following sources?

6. **语气判断型**(Tone Questions)这类问题涉及作者的态度,可以针对全篇文章,也可针对某一细节。如:

The tone of the passage can best be described as...

The author regards...as...

Which of the following best describes the author's attitude towards...?

下面具体分析一下如何解答这六种类型题的问题。

**首先,读每段时要找出段落主题句。**每段主题句之间必然有内在联系,由此可知道文章的主题思想和组织逻辑,如果题目中有相对应的问题,则易选择准确的答案。主题句一般在文章开头句或结尾句,或者段落的起始句或收尾句。有些文章线索不甚清晰,此时考生就要留意文中反复出现和强调的内容概念。

例如:一篇关于日本第一代移民到加利福尼亚的历史文章,第一段就开门见山点明主题“Kazuko Nakane's history of the early Japanese immigrants to central California's Psjaro Valley focuses on the development of farming communities there from 1890 to 1940.”随后的第二段叙述其发展过程,第三段开头对 Nakane 的这项研究进行了评价,一方面提供了有价值的信息;另一方面却失之片面(Nakane, s case study of one rural Japanese American community provides valuable information about the lives and experiences of the Issei. It is, however, too particularistic. )通过找出各段中心句,考生就能够回答文章后的第一个问题 The primary purpose of the passage is to “summarize and critique a history of an early Japanese settlement in California”.

逻辑框架型问题也可通过同样方法得以解决。一篇关于人种学家研究印第安文化的文章在一段开头就指出人种学家采用收集记录美洲印第安人生活故事的方法来辅助研究,第二段话题一转,指出有人反对这种方法,认为它不科学,由此收集的材料不确切、不完整(These were, however, arguments against this method as a way of acquiring accurate and complete information);第三段承接上段;第四段认为这种方法值得借鉴。这样找出各段主题句(第一句)就可以理清文章的组织结构,回答 organization of the passage 这种问题就比较容易,即 The use of a research method is described and the limitations of the results obtained are discussed.

回答主题思想与涉及全篇的逻辑框架问题要从整体把握,不能只见树木,不见森林,要以点代面,找出主题句和反复强调的内容是解这类题的关键。

**第二,抓住细节,准确释义。**在做特殊细节型、与细节相关的逻辑框架型和语气判断型问题时,关键要准确理解文中的“点”,理解其内容与上下文的逻辑关系,从字里行间体会作者的态度。

例一,在关于日本第一代移民到加利福尼亚这篇文章中,有这样一个问题 Which of the following best describes a “labor club” as defined in the passage? 有五个选项。“labor club”是文中给出的一个名词,考生就应从文中找出它的解释,它是一个机构“which provided job information..., for Issei who chose to belong and paid an annual fee to the cooperative for membership.”对文中的解释理解透就很容易从五个选项中选出经过释义(paraphrase)的选项(D)“A cooperative association whose members were dues-paying Japanese laborers”

例二,与细节相关的逻辑框架型问题。一篇关于地震及其成因的文章中,提到瓷器(porcelain)和油灰(putty)两个概念。问题是作者使用这两个比喻目的何在。在文中分别找出两词出现的句子,原来多数地震中地壳像瓷器一样碎裂,而在深层地幔中,地幔在应力作用下像油灰一样发生变形。由此可见,使用 porcelain 和 putty 是为了形象说明为何地壳会断裂而地幔不会。这种逻辑关系能在理解句子内容基础上稍加判断即能发现。

例三,语气判断型问题。这类问题常常是作者对文章中的某项研究、某本书的评价态度。通常考生能从字里行间感受到作者或立或破、或褒或贬的立场。有一篇文章介绍了 Alexander Keyssar 对 1870~1920 年期间美国失业率的研究,作者以一句话对他的研究作了分析,一分为二地看待”While Keyssar might have spent more time developing..., his study, ...is a model of historical analysis”注意作者的用词(While, might have, model)所体现的语气,回答下面的问题就很容易了。



The author views Keyssar's study with

- (A) impatient disapproval (B) wary concern (C) polite skepticism  
(D) scrupulous neutrality (E) qualified admirations

(E)是正确的选项。

**第三,把握原文,推理应用。**潜在观点型与深入应用型问题要在充分理解原文基础上,对之加以分析推论,进一步应用。

例一,潜在观点型问题。根据下面一段文字回答相应问题:

In 1812 Napoleon had to withdraw his forces from Russia. The armies had invaded successfully and reached the city of Moscow. There was no question of French army disloyalty or unwillingness to fight. As winter came, the Russia army moved out of the way, leaving a wasted land and burned buildings. Other conquered European nations seized upon Napoleon's problems in Russia as their chance to rearm and to break loose from French control.

According to the passage, it may be inferred that the main reason for Napoleon's withdrawal from Russia was the

- (A) disloyalty of the French troops (B) Russian winter (C) burned buildings  
(D) revolts in ether countries (E) Russian army

在各个选项中只有(A)是绝对错误的,(E)不正确,因为俄军未能阻止拿破仑军队的入侵,因此要在(B)、(C)、(D)三项中选择正确答案。这三者在文中都能找到论据,建筑物被烧毁似乎无处容身,俄国冬天极其寒冷,但是稍加分析,可以得知法军可以另找安身之处,而在冬天从俄国撤出来面对的是一样的困难;所以拿破仑如果不是因为别的更严重的问题则会停留在莫斯科。这一问题就是——他所控制的欧洲大部分地区有可能借机反抗其统治。因此(D)是正确答案。潜在观点型问题文中不会找到现成答案,只能经过分析判断才能得出最佳选项。

例二,深入应用型问题要对文中相应观点有充分了解,然后再进行深入应用,如类比等。仍以人种学家编辑印第安人故事为例,有一道问题就问及:

The actions of which of the following are most analogous to those of nineteenth-century ethnologists in their editing of the life stories of Native Americans?

(A) A witness in a jury trial invokes the Fifth Amendment in order to avoid relating personally incriminating evidence.

(B) A stockbroker refuses to divulge the source of her information on the possible future increase in a stock's value.

(C) A sport announcer describes the action in a team sport with which he is unfamiliar.

(D) A chef purposely excludes the special ingredient from the recipe of his prize-winning dessert.

(E) A politician fails to mention in a campaign speech the similarities in the positions held by her opponent for political office and herself.

解决这一类比问题,首先要了解人种学家如何编辑印第安人生活故事——他们不熟悉印第安人的生活,对口述材料编辑过程中,揉入了自己的主观推断,取舍是按自己的标准,不能真实反映印第安民族文化。体育评论员对不熟悉的体育项目进行评论显然犯了和人种学家类似的错误,因此(C)项是最适当的选项。

如果把阅读理解六种题型比作金字塔,底层应该是主题思想型与逻辑框架型,中间是特殊细节型、与细节相关逻辑型、语气判断型,而塔尖则是潜在观点与深入应用型。考生在阅读时,头脑中应有这六种题型的意识,抓主题句、找关键词、标注逻辑性词语,解题时便能做到胸有成竹。

## 五、GMAT 阅读理解的技巧

在具体涉及任何阅读技巧之前,有两点必须说明。

第一,扎实的基本功与勤奋练习是最好的解题钥匙,任何关于阅读技巧的建议都不能代替它们。

第二,GMAT 阅读理解的出题者是为了六种题型而改编文章,因此读者也应该“为了六种题型而阅读文章”,这并不是说考生在阅读文章时就去推测将要出什么样的题型、而是应该根据题型来调整阅读技巧。

GMAT 阅读理解的问题主要测试三级阅读能力,即主题思想的挖掘,特殊细节的理解以及文章的总体评价。第一级主题思想的把握是最基础的一级。主题思想型的问题就是检测考生是否能从整体上把握住文章。第二级能力就是对特殊细节的理解,这需要更深入的阅读。特殊细节型和逻辑框架型问题就是考察应试者是否能够进行深入细致的阅读。第三级文章的总体评价,则需要更进一步的思考。潜在观点型、深入应用型和语气判断型问题不仅考察对文章的理解,同时还考察考生对所读过材料的判断和评价。这也是为什么潜在观点型和深入应用型问题往往难度较大的原因。但考生千万不要以为这三级能力是截然分开的。一个好的读者应该能够在三个阅读级别中自由转换,也就是说它们是互为基础,互相促进的。

具体解题步骤如下:

1. **控制时间**。30 分钟内阅读 3 篇长文章,做 25 道题,每篇文章控制在 10 分钟内;预先浏览问题,每段首句和阅读本文花费 5 分钟,回答问题和快速重读花费 5 分钟左右。25 分钟内阅读 3 篇文章(2 短 1 长),做 18~23 道题,跟原来的考试相比,难度相当,所以时间控制只需要作相应调整。

2. **适当调整**。GMAT 三至四篇阅读材料中,可能有考生熟悉的领域。如文科生对历史、社会、经济类较熟悉,而理科生则可能对化学、生物学等轻车熟路。因此,建议考生最好先作自己熟悉领域的问题。但是切记不能让常识左右答案选项,而应该是始终依据文中所提供的信息来答题。

3. **熟悉考题**。是否采取先浏览题目的作法要因人而异。但是,我们认为这样做有利于节省时间,使阅读更加有效。对文章的中心思想、段落之间、细节与主题的关系,如何支持、论证文章主题等问题一定要敏感,因为这些东西对全文的理解至关重要。

4. **作好标记**。如中心句、主题句、句中难点、或特殊的细节,重要关联词语,以及论据、论点和结论等也可适当标记。这样在回答各类问题时就能迅速找到相关部分。

5. **答其所问**。GMAT 阅读中有些选项很具有迷惑性,这时要首先辨别题型。若是潜在观点型,选项中给出了细节型答案,即使它符合原文,也要排除。第二,要符合原文。不可太宽或过窄,或者“点”上符合,“面”上不对应。

6. **先易后难**。一般来说特殊细节型、主题思想型与语气判断型比较易答,而要细加分析、推论的逻辑框架型,潜在观点型和深入应用型比较难于解答。为节省时间减少错误,要先易后难。

所谓技巧不过是相对而言省时间、增效率的手段,但是要真正选择出正确答案,必须对文章理解透彻。上述几种题型与解题思路或许对考生有一定的借鉴意义。GMAT 阅读理解难度大,使一些人望而生畏。然而,掌握了这几种题型就仿佛拥有了开启铁锁的钥匙,认真揣摩反复练习,加上考生原来就具备的语言功底、思维辨析能力,必能攻克这个堡垒!

## 六、如何使用本书

本书收集 GMAT 阅读理解实战考题 28 套,每套考题均由 3 篇文章组成,总计 84 篇(段)阅读文章。使用本书时,应该注意以下几点:

1. 每套考题都有规定的做题时间——25 分钟或 30 分钟, 必须严格遵守时间。
2. 首先不要看每篇文章后面的词汇注释、译文与考题详解, 以免影响检测水平的有效度。
3. 做完一套题后, 趁热打铁, 立即仔细研读考题详解部分, 熟悉解题思路, 探明错误原因。
4. 参看词汇注释和译文, 透彻理解原文, 要求精读原文, 读懂每一个印刷符号。
5. 背诵注释的词汇, 扩大必备词汇量。除了少量生僻的专业术语之外, 其他词汇均要熟记。
6. 经常性地复习做过的文章, 将这些文章翻来覆去地阅读无数遍。通过这种少而精的方式, 考生则可以达到在短时间内实质性地不断巩固和迅速提高语言水平的目的。

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# SAMPLE TEST ONE

Time – 25minutes

18 Questions

- (1) Seeking a competitive advantage, some professional service firms (for example, firms providing advertising, accounting, or health care services) have considered offering unconditional guarantees of satisfaction.
- (5) Such guarantees specify what clients can expect and what the firm will do if it fails to fulfill these expectations. Paticularly with first-time clients, an unconditional guarantee can be an effective marketing tool if the client is very cautious, the firm's fees are high,
- (10) the negative consequences of bad service are grave, or business is difficult to obtain through referrals and word-of-mouth.

However, an unconditional guarantee can sometimes hinder marketing efforts. With its implication

- (15) that failure is possible, the guarantee may, paradoxical-ly, cause clients to doubt the service firm's ability to deliver the promised level of service. It may conflict with a firm's desire to appear sophisticated, or may even suggest that a firm is begging for business. In le-  
gal and health care services, it may mislead clients by suggesting that lawsuits or medical procedures will have guaranteed outcomes. Indeed, professional service firms with outstanding reputations and performance to match have little to gain from offering unconditional guarantees. And any firm that implements an unconditional guarantee without undertaking a commensurate commitment to quality of service is merely employing a potentially costly marketing gimmick.

1. The primary function of the passage as a whole is to (C)

- (A) account for the popularity of a practice  
(B) evaluate the utility of a practice  
(C) demonstrate how to institute a practice  
(D) weigh the ethics of using a strategy  
(E) explain the reasons for pursuing a strategy

2. All of the following are mentioned in the passage as circumstances in which professional service firms can benefit from offering an unconditional guarantee EXCEPT: (D)

- (A) The firm is having difficulty retaining its clients of long standing.

(B) the firm is having difficulty getting business through client recommendations. ✓

(C) The firm charges substantial fees for its services. ✓

(D) The adverse effects of poor performance by the firm are significant for the client. ✓

(E) The client is reluctant to incur risk. ✓

3. Which of the following is cited in the passage as a goal of some professional service firms in offering unconditional guarantees of satisfaction? (B)

(A) A limit on the firm's liability

(B) Successful competition against other firms

(C) Ability to justify fee increases

(D) Attainment of an outstanding reputation in a field

(E) Improvement in the quality of the firm's service

4. The passage's description of the issue raised by unconditional guarantees for health care or legal services most clearly implies that which of the following is true? (A)

(A) The legal and medical professions have standards of practice that would be violated by attempts to fulfill such unconditional guarantees.

(B) The result of a lawsuit or medical procedure cannot necessarily be determined in advance by the professionals handling a client's case.

(C) The dignity of the legal and medical professions is undermined by any attempts at marketing of professional services, including unconditional guarantees.

(D) Clients whose lawsuits or medical procedures have unsatisfactory outcomes cannot be adequately compensated by financial settlements alone.

(E) Predicting the monetary cost of legal or health care services is more difficult than predicting the monetary cost of other types of professional services.

5. Which of the following hypothetical situations best exemplifies the potential problem noted in the second sentence of the second paragraph (lines 14-17)? (B)

(A) A physician's unconditional guarantee of satisfaction encourages patients to sue for malpractice if they are unhappy with the treatment they receive.

(B) A lawyer's unconditional guarantee of satisfaction makes clients suspect that the lawyer needs to find

# SAMPLE TEST ONE

new clients quickly to increase the firm's income.

(C) A business consultant's unconditional guarantee of satisfaction is undermined when the consultant fails to provide all of the services that are promised.

(D) An architect's unconditional guarantee of satisfaction makes clients wonder how often the architect's buildings fail to please clients.

(E) An accountant's unconditional guarantee of satisfaction leads clients to believe that tax returns prepared by the accountant are certain to be accurate.

6. The passage most clearly implies which of the following about the professional service firms mentioned in line 22? (A)

(A) They are unlikely to have offered unconditional guarantees of satisfaction in the past.

(B) They are usually profitable enough to be able to compensate clients according to the terms of an unconditional guarantee.

(C) They usually practice in fields in which the outcomes are predictable.

(D) Their fees are usually more affordable than those charged by other professional service firms.

(E) Their clients are usually already satisfied with the quality of service that is delivered.

## Notes:

competitive[kəm'petətɪv] a. 取决于竞争(或比赛)的;竞争(或比赛)的;有竞争力的

guarantee[ˌgærən'ti:] n. 保证、担保;商品使用担保;保证人

accounting[ə'kauntɪŋ] n. 会计、会计学;帐单;结算

specify ['spesɪfaɪ] vt. 具体指定、明确说明;把...载入说明书

client[klaɪənt] n. 顾客、主顾;委托人、委托人一方

fulfill[ful'fɪl] vt. 履行、实现;实行、执行、服从;满足、使满意

expectation[ˌekspek'teɪʃən] n. 期待、预期;可能性;期望值

marketing['mɑ:kɪtɪŋ] n. 销售、经销;(市场上的)交易、买卖

cautious[kəʊ'ʃəs] a. 十分小心的、谨慎的

negative['negətɪv] a. 否定的、表示否认的;反面的、消极的;负的、阴性的

referral[rɪ'fɛrəl] n. 参照、参考;查阅、引证;介绍、推荐

word-of-mouth['wɔ:dəv'maʊθ] a. 口头的、口传的; n. 口传的信息、消息

hinder['hɪndə] vt. 阻碍,妨碍;起阻碍作用

implication[ˌɪmplɪ'keɪʃən] n. 牵连、涉及;含意、含蓄;暗示

paradoxically[ˌpærədɒksɪkəli] adv. 自相矛盾地;似是而非、似非而是

deliver[dɪ'lɪvə] vt. 给予、发动;投递、分送;交出、引渡

conflict with 冲突、抵触;战斗、斗争

sophisticated[sə'fɪstɪkeɪtəd] a. 老练的,富有经验的

mislead[ˌmɪs'li:d] vt. 使产生错误想法;欺骗;把...引错方向

lawsuit['lə:sju:t] n. 诉讼(尤指非刑事案件)

outcome[ˌaʊtkʌm] n. 结局,结果;出口、出路

outstanding[ˌaʊt'stændɪŋ] a. 突出的;杰出的;未解决的,未定的

match[mætʃ] vt. 使相称,使相配;敌得上,比得过;使较量

implement[ɪm'plɪmənt] vt. 履行、实施;贯彻;向...提供工具

undertake[ˌʌndə'teɪk] vt. 试图、企图;着手做,开始进行;同意,保证

commensurate[kə'menʃərət] a. 相当的,相称的;大小相同的

potentially[pəʊ'tenʃəli] adv. 潜在地,可能地

gimmick['gɪmɪk] n. 花招、诡计;骗局;为引人注意而搞的小革新、小玩意儿

account for 提出理由;做出解释;做出说明

utility[ju:'tɪlɪti] n. 实用;功用;效用

# SAMPLE TEST ONE

- institute[ˈɪnstɪtjuːt] vt. 建立、设立;着手,开创  
ethics[ˈeθɪks] n. (某种职业,集团)的规矩;行为准则  
pursue[pəˈsjuː] vt. 进行,实行;追赶,追求  
benefit from 从...中获利  
retain[rɪˈteɪn] vt. 保留,保持;挡住,拦住  
long standing 长期,很长一段存在时间  
substantial[səbˈstænʃəl] a. 可观的,大量的;富裕的;实在的  
adverse[ædvɜːs] a. 不利的,有害的  
incur[ɪnˈkɜː] vt. 招致,惹起;引起,遭受  
cite[sɑɪt] vt. 引用,引证,提出  
liability[laɪəˈbɪləti] n. 倾向,责任;不利条件  
attainment[əˈteɪnmənt] n. 达到、获得;成就、造诣  
compensate[kəmˈpenseɪt] vt. 补偿、贴偿;酬报  
predict[prɪˈdɪkt] vt&vi. 预言、预计;预报  
hypothetical[haɪpəʊθetɪkəl] a. 假设的、假定的  
exemplify[ɪgˈzemplɪfaɪ] vt. 例示,举例证明  
sue for 控诉,控告;对...提起诉讼  
malpractice[ˌmælˈpræktɪs] n. 渎职、玩忽职守;不端行为  
consultant[kənˈsʌltənt] n. 顾问;求教育;会诊医师  
undermine[ˌʌndəˈmaɪn] vt. 暗中破坏,逐渐损害  
architect[ˈɑːkɪtekt] n. 建筑师  
profitable[ˈprɒfɪtəbl] a. 有利的;有益的  
predictable[prɪˈdɪktəbl] a. 可预言的、可预料的  
affordable[əˈfɔːdəbl] a. 买得起的;能提供的

## 译文:

在求得竞争优势的同时,一些专业服务公司(例如提供广告、会计或健康保健服务的公司)曾经考虑提供无条件的满意保证。此种保证明确规定顾客可以得到何种服务以及公司如果未能实现这些期望将采取何种措施。对于首次打交道的顾客,这种无条件保证可能成为一种尤为有效的经营手段,如果这位顾客十分谨慎,公司的费用很高,劣质服务将造成严重的不良后果,或者很难通过推荐和口碑获得做生意的机会。

然而,无条件保证有时也会妨碍经营。由于这种保证的言外之意是可能失败,它会自相矛盾地使顾客怀疑服务公司是否有能力兑现所允诺的服务,它也许会与公司想显得老练的愿望相冲突,甚至可能给人留下公司乞求跟人做生意的印象。在法律和健康保健服务行业中,它还可能因为向顾客表明诉讼和医疗程序会有保证的结果而使他们产生错误的想法。的确,声誉卓著而且质量颇佳的专业服务公司不会因提供无条件保证而得到多少好处。同样,任何一个实行无条件保证却不着手实现相应的服务质量的公司不过只在玩弄代价可能很惨重的经营小把戏而已。

## 考题详解:

1. 正确答案是(B)。主题思想型。“全篇文章的主要作用是什么?”文章第一段开头提出无条件满意保证的概念,以及这种保证在何种条件下行之有效。第二段开头的主题句就点明“然而,无条件保证有时也会妨碍经营”(However, an unconditional guarantee can sometimes hinder marketing efforts)。接下来又详细分析这种举措的缺陷。纵观全文,作者是从客观的角度对一个举措的功用进行评价(evaluate the utility of a practice)。所以(B)项正确。(A)项,“说明一个举措的普及性”(account for the popularity of a practice),而文中并未涉及关于“普及性”(popularity)的讨论。(D)项,“评价运用一个战略的好处”(weigh the ethics of using a strategy)。(E)项,“解释运用一项战略的原因”(explain the reasons for pursuing a strategy)都只注重了这一举措的可用性,未能概括第二段中所讨论的其种种缺陷。所以(D),(E)错误。(C)项,“展示如何实行一个举措”(demonstrate how to institute a practice)更是偏离了文章主旨。

## SAMPLE TEST ONE

2. 正确答案是(A)。特殊细节型。“哪一选项不属于职业性服务公司可从无条件保证中赢利的情形?”文中9—12行中列举了几种可赢利的情形。其中(B)项,“公司难以通过顾客推荐得到生意,”(The firm is having difficulty getting business through client recommendations)与文中10—11行“很难通过推荐和口碑获得做生意的机会”(business is difficult to obtain through referrals and word-of-mouth)相符;(C)项,“公司为服务收取高昂的费用”与文中“公司的费用很高”(the firm's fees are high)相符。(D)项,“公司劣质服务对顾客的负面影响严重”是对文中第10行“劣质服务将造成严重的不良后果”(the negative consequences of bad service are grave)的具体阐述。而(E)项,“顾客不愿冒险”(The client is reluctant to incur risk)则是对第9行“顾客十分谨慎”(The client is very cautious)的复述。所以只有(A)项,“公司难以长久留住顾客”未在文中提过,应选(A)。

3. 正确答案是(B)。特殊细节型。“专业性服务提供无条件满意保证的目的是什么?”文中第一段1—4行就指出“在求得竞争优势的同时,一些专业服务公司……曾考虑提供无条件的满意保证”(Seeking a competitive advantage, some professional service firms... have considered offering unconditional guarantees of satisfaction)。由此可以得出,其目的是(B)项,“在与其他公司的竞争中获胜”(successful competition against other firms),所以应选(B)。

4. 正确答案是(B)。潜在观点型。“文中对健康保健和法律服务的无条件保证的描述暗示下面哪一选项是正确的?”文中在20—22行,提及法律和健康保健服务时指出,“它(无条件满意保证)还可能因为向顾客表明诉讼和医疗程序会有保证的结果从而使他们产生错误的想法”(it may mislead clients by suggesting that lawsuits or medical procedures will have guaranteed outcomes)。由此,我们可以得出:误导顾客是因为暗示这两项服务会有服务公司所保证的结果。所以(B)项,“诉讼案件和医疗程序不能因为专业人士处理顾客的案件而提前被决定”(The result of a lawsuit or medical procedure cannot necessarily be determined in advance by the professionals handling a client's case)正确。(A)项,“法律和医疗界有操作标准,如果试图完成这种无条件保证,这些操作标准将被侵犯”(The legal and medical professions have standards of practice that would be violated by attempts to fulfill such unconditional guarantees)。(C)项,任何职业化服务的销售手段,包括无条件保证,都将破坏法律和医疗行业的尊严(the dignity of the legal and medical professions is undermined by any attempts at marketing of professional services, including unconditional guarantees)。(D)项,“如果顾客对医疗和诉讼的结果不满意,仅仅靠经济手段不能得到充分的赔偿”(Clients whose lawsuits or medical procedures have unsatisfactory outcomes cannot be adequately compensated by financial settlements alone)。以及(E)项,“预测法律和保健的金钱花费比预测其他职业服务的金钱花费更困难”(Predicting the monetary cost of legal or health care services is more difficult than predicting the monetary cost of other types of professional services)都与原文意义不符,所以应选(B)。

5. 正确答案是(D)。深入应用型。“下列哪一种假设情形最能体现第二段第二句所指出的潜在问题?”第二段第二个句子所指出的问题是“这种保证的言外之意是可能失败。它会自相矛盾地使顾客怀疑服务公司是否有能力实现所允诺的服务”(With its implication that failure is possible, the guarantee may, paradoxically, cause clients to doubt the service firm's ability to deliver the promised level of service)。因此,下列选项必须符合这一条件。只有(D)项,“建筑师的无条件满意保证使顾客怀疑他的建筑经常不能让顾客满意”。(An architect's unconditional guarantee of satisfaction makes clients wonder how often the architect's buildings fail to please clients)符合要求。(A)项涉及鼓励顾客起诉的问题。(C)项涉及损害此种无条件保证的问题。(B)项涉及乞求生意的问题。(E)项讲的是税款回报的问题。所以应选(D)。

6. 正确答案是(E)。潜在观点型。“哪一选项符合文中22行提到的专业服务公司的情况?”文中22行中指出:“的确,声誉卓著而且质量颇佳的专业服务公司不会因提供无条件保证而得到多少好处”(Indeed, professional service firms with outstanding reputations and performance to match have little to gain from offering unconditional guarantees),不会得到多少好处是因为他们的服务本身让顾客十分满意。所以无条件满意保证反而显得有点多余,效果不大,故应选(E),“顾客对它们所提供的服务质量通常比较满意。”(Their clients are usually already satisfied with the quality of service that is delivered)。

(1) Although genetic mutation in bacteria and viruses can lead to epidemics, some epidemics are caused by bacteria and viruses that have undergone no significant genetic change. In analyzing

(5) the latter, scientists have discovered the importance of social and ecological factors to epidemics. Poliomyelitis, for example, emerged as an epidemic in the United States in the twentieth century; by



## SAMPLE TEST ONE

- then modern sanitation was able to delay exposure
- (10) to polio until adolescence or adulthood, at which time polio infection produced paralysis. Previously, infection had occurred during infancy, when it typically provided lifelong immunity without paralysis. Thus, the hygiene that helped prevent
- (15) typhoid epidemics indirectly fostered a paralytic polio epidemic. Another example is Lyme disease, which is caused by bacteria that are transmitted by deer ticks. It occurred only sporadically during the late nineteenth century but has recently become prevalent in parts of the United States, largely due to an increase in the deer population that occurred simultaneously with the growth of the suburbs and increased outdoor recreational activities in the deer's habitat. Similarly, an outbreak of dengue hemorrhagic fever became an epidemic in Asia in the 1950's because of ecological changes that caused *Aedes aegypti*, the mosquito that transmits the dengue virus, to proliferate. The stage is now set in the United States for a dengue
- (20) epidemic because of the inadvertent introduction and wide dissemination of another mosquito, *Aedes albopictus*.
- (25) break of dengue hemorrhagic fever became an epidemic in Asia in the 1950's because of ecological changes that caused *Aedes aegypti*, the mosquito that transmits the dengue virus, to proliferate. The stage is now set in the United States for a dengue
- (30) epidemic because of the inadvertent introduction and wide dissemination of another mosquito, *Aedes albopictus*.
7. The passage suggests that a lack of modern sanitation would make which of the following most likely to occur?
- (A) An outbreak of Lyme disease
- (B) An outbreak of dengue hemorrhagic fever
- (C) An epidemic of typhoid
- (D) An epidemic of paralytic polio among infants
- (E) An epidemic of paralytic polio among adolescents and adults
8. According to the passage, the outbreak of dengue hemorrhagic fever in the 1950's occurred for which of the following reasons?
- (A) The mosquito *Aedes aegypti* was newly introduced into Asia.
- (B) The mosquito *Aedes aegypti* became more numerous.
- (C) The mosquito *Aedes albopictus* became infected with the dengue virus.
- (D) Individuals who would normally acquire immunity to the dengue virus as infants were not infected until later in life.
- (E) More people began to visit and inhabit areas in which mosquitos live and breed.
9. It can be inferred from the passage that Lyme disease has become prevalent in parts of the United States because of which of the following?
- (A) The inadvertent introduction of Lyme disease bacteria to the United States
- (B) The inability of modern sanitation methods to eradicate Lyme disease bacteria
- (C) A genetic mutation in Lyme disease bacteria that makes them more virulent
- (D) The spread of Lyme disease bacteria from infected humans to noninfected humans
- (E) An increase in the number of humans who encounter deer ticks
10. Which of the following can most reasonably be concluded about the mosquito *Aedes albopictus* on the basis of information given in the passage?
- (A) It is native to the United States.
- (B) It can proliferate only in Asia.
- (C) It transmits the dengue virus.
- (D) It caused an epidemic of dengue hemorrhagic fever in the 1950's.
- (E) It replaced *Aedes aegypti* in Asia when ecological changes altered *Aedes aegypti*'s habitat.
11. Which of the following best describes the organization of the passage?
- (A) A paradox is stated, discussed, and left unresolved.
- (B) Two opposing explanations are presented, argued, and reconciled.
- (C) A theory is proposed and is then followed by descriptions of three experiments that support the theory.
- (D) A generalization is stated and is then followed by three instances that support the generalization.
- (E) An argument is described and is then followed by three counterexamples that refute the argument.
12. Which of the following, if true, would most strengthen the author's assertion about the cause of the Lyme disease outbreak in the United States?
- (A) The deer population was smaller in the late nineteenth century than in the mid-twentieth century.
- (B) Interest in outdoor recreation began to grow in the late nineteenth century.
- (C) In recent years the suburbs have stopped growing.
- (D) Outdoor recreation enthusiasts routinely take measures to protect themselves against Lyme disease.
- (E) Scientists have not yet developed a vaccine that