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The following appeared as part of a recommendation by one of the directors of the Beta Company.

“ The Alpha Company has just reduced its workforce by laying off fifteen percent of its employees in all divisions and at all levels, and it is encouraging early retirement for other employees. As you know, the Beta Company manufactures some products similar to Alpha ’ s, but our profits have fallen over the last few years. To improve Beta ’ s competitive position, we should try to hire a significant number of Alpha ’ s former workers, since these experienced workers can provide valuable information about Alpha ’ s successful methods, will require little training, and will be particularly motivated to compete against Alpha. ” 62、

The following appeared in the letters-to-the-editor section of a local newspaper. “ Muscle Monthly, a fitness magazine that regularly features pictures of bodybuilders using state-of-the-art exercise machines, frequently sells out, according to the owner of Skyview Newsstand. To help maximize fitness levels in our towns residents, we should, therefore, equip our new community fitness center with such machines. ” 64、

The following appeared in a memorandum from the Director of Human Resources to the executive officers of Company X. “ Last year, we surveyed our employees on improvements needed at Company X by having them rank, in order of importance, the issues presented in a list of possible improvements. Improved communications between

employees and management was consistently ranked as the issue of highest importance by the employees who responded to the survey. As you know, we have since instituted regular communications sessions conducted by high-level management, which the employees can attend on a voluntary basis. Therefore, it is likely that most employees at Company X now feel that the improvement most needed at the company has been made. ” 68、 The following appeared in a memorandum to the planning department of an investment firm. “ Costs have begun dropping for several types of equipment currently used to convert solar energy into electricity. Moreover, some exciting new technologies for converting solar energy are now being researched and developed. Hence we can expect that solar energy will soon become more cost efficient and attractive than coal or oil as a source of electrical power. We should, therefore, encourage investment in Solario, a new manufacturer of solar-powered products. After all, Solario ’ s chief executive was once on the financial planning team for Ready -to-Ware, a software engineering firm that has shown remarkable growth since its recent incorporation. ” 72、 The following appeared as part of a recommendation from the business manager of a department store. “ Local clothing stores reported that their profits decreased, on average, for the three-month period between August 1 and October 31. Stores that sell products for the home reported that, on average, their profits increased during this same period. Clearly, consumers are choosing to buy products for their homes instead of clothing. To take advantage of this trend, we should reduce the size of our

clothing departments and enlarge our home furnishings and household products departments. ” 100Test 下载频道开通，各类考试题目直接下载。详细请访问 [www.100test.com](http://www.100test.com)