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[E8_BF_9C_E7_9A_84G_c89_127143.htm](https://www.100test.com/kao_ti2020/127/2021_2022__E5_AD_99_E8_BF_9C_E7_9A_84G_c89_127143.htm) 一、考试指南 GMAT

作文考两篇作文，一篇是一个是非问题分析（Analysis of an

Issue）。另一篇作文是一个逻辑问题分析（Analysis of an

Argument）。两篇作文各考30分钟，加起来共一个小时。简

单地说，第一篇作文是立论，第二篇作文是驳论。1. 逻辑问

题分析例文 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. ” Discuss how well reasoned you find this

argument. In your discussion be sure to analyze the line of reasoning

and the use of evidence in the argument. For example, you may need

to consider what questionable assumptions underlie the thinking and

what alternative, explanations or counterexamples might weaken the

conclusion. You can also discuss what sort of evidence would

strengthen or refute the argument, what changes in the argument would make it more logically sound, and what, if anything, would help you better evaluate its conclusion. 2. 是非问题分析例文

“ Employees should keep their private lives and personal activities as separate as possible from the workplace. ” Discuss the extent to which you agree or disagree with the opinion stated above. Support your views with reasons and/or examples from your own experience, observations, or reading. GMAT作文题库是怎么回事 GMAT作文的评分标准 GMAT作文如何阅卷和评分 二、 课程安排 1. 教学内容 Part One: Analysis of an Argument Case Study 1 Case Study 2 Case Study 3 Case Study 4 Part Two: Analysis of an Issue Case Study 1 Case Study 2 Case Study 3 Case Study 4 Part Three: Summary 1. Language Skills 2. Prep Tips 2. 教学方法 (1)案例分析 逻辑分析(4个) 是非分析(4个) (2)作文的结构和模式 (3)论证方法 (4)语言问题 Part One 三、 逻辑问题例文分析 Case Study 1 : The following appeared as part of an article in a daily newspaper.

“ The computerized onboard warning system that will be installed in commercial airliners will virtually solve the problem of midair plane collisions. One plane ’ s warning system can receive signals from another ’ s transponder--a radio set that signals a plane ’ s course--in order to determine the likelihood of a collision and recommend evasive action. ” Discuss how well reasoned you find this argument. In your discussion be sure to analyze the line of reasoning and the use of evidence in the argument. For example, you may need to consider what questionable assumptions underlie the thinking and what alternative, explanations or counterexamples

might weaken the conclusion. You can also discuss what sort of evidence would strengthen or refute the argument, what changes in the argument would make it more logically sound, and what, if anything, would help you better evaluate its conclusion. 2分作文: This argument has no information about air collisions. I think most cases happen is new airports because the air traffic is heavy. In this case sound airport control could solve the problem. I think this argument is logically reasonable. Its assumption is that plane collisions are caused by planes that don ' t know each others positions. So pilots can do nothing, if they know each other ' s position through the system it will solve the problem. If it can provide evidence the problem is lack of knowledge of each other ' s positions, it will be more sound and persuasive. More information about air collisions is helpful, (the reason for air collisions)

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完----- 4分作文 The

argument is not logically convincing. It does not state whether all planes can receive signals from each other. It does not state whether planes constantly receive signals. If they only receive signals once every certain time interval, collisions will not definitely be prevented. Further if they receive a signal right before they are about to crash, they cannot avoid each other. The main flaw in the argument is that it assumes that the two planes, upon receiving each other ' s signals, will know which evasive action to take. For example, the two planes could be going towards each other and then receive the signals. If one turns at an angle to the left and the other turns at an angle to the

right, the two planes will still crash. Even if they receive an updated signal, they will not have time, to avoid each other. The following argument would be more sound and persuasive. The new warning system will solve the problem of midair plane collisions. Each plane will receive constant, continual signals from each other. If the two planes are headed in a direction where they will crash, the system will coordinate the signals and tell one plane to go one way, and the other plane to go another way. The new system will ensure that the two planes will turn in different directions so they don't crash by trying to prevent the original crash. In addition, the planes will be able to see themselves and the other on a computer screen, to aid in the evasive action.

6分作文： The argument that this warning system will virtually solve the problem of midair plane collisions omits some important concerns that be addressed to substantiate the argument. The statement that follows the description of what this warning system will do simply describes the system and how it operates. This alone does not constitute a logical argument in favor of the warning system, and it certainly does not provide support or proof of the main argument. Most conspicuously, the argument does not address the cause of the problem of air plane collisions, the use of the system by pilots and flight specialists, or who is involved in the midair plane collisions. First, the argument assumes that the cause of the problem is that the planes' courses, the likelihood of collisions, and actions to avoid collisions are unknown or inaccurate. But if the cause of the problem of midair plane collisions is that pilots are not paying attention to their computer systems or flight operations, the warning

system will not solve the collision problem. Second, the argument never addresses the interface between individuals and the system and how this will affect the warning system ' s objective of obliterating the problem of collisions. If the pilot or flight specialist does not conform to what the warning system suggests, air collisions will not be avoided. Finally, if planes other than commercial airliners are involved in the collisions, the problem of these collisions cannot be solved by a warning system that will not be installed on non-commercial airliners. The argument also does not address what would happen in the event that the warning system collapsed, falls, or does not work properly. Because the argument leaves out several key issues, it is not sound or persuasive. If it included the items discussed above instead of solely explaining what the system supposedly does, the argument would have been more thorough and convincing.

Case Study 2 : The following appeared in an Avia Airlines departmental memorandum: “ On average, 9 out of every 1000 passengers who traveled on Avia Airlines in 1993 filed a complaint about our luggage-handing procedures. This means that although some 1 percent of our passengers were unhappy with those procedures, the overwhelming majority were quite satisfied with them. thus it would appear that a review of the procedures is not important to our goal of maintaining or increasing the number of Avias passengers. ” Discuss how logically convincing you find this argument. In explaining your point of view, be sure to analyze the line of reasoning and the use of evidence in the argument. Also discuss what, if anything, would make the argument more sound and persuasive, or would help you

to better evaluate its conclusion. Student Essay In Avia Airlines survey, nearly 1 percent of its passengers were unhappy with its baggage-handling procedures. The result sounds good. But the small pool of samples in regard with all passengers, the weakness of procedure of complaint, and other reasons below will weaken the result, or draw to an opposite conclusion. Avia Airlines can only survive by transporting hundreds of thousands of passengers each year. Many passengers who were not satisfied with its baggage-handling procedures maybe did not write down a complaint. Assuming that only one percent of those unsatisfied passengers complained in written forms, the number of unsatisfied would be 900 out of every 1000 passenger. It is a horrible ratio. Avia Airlines could be murdered by the remaining 899 unsatisfied ones. To 1000, 9 seems a very small ratio. But if the first of the nine unsatisfied passengers is President Clinton, the story is attractive to most reporters. In some hours or days, Avia Arline will exist in newspapers, magazines, TV sports, reports and Internet. This kind of free advertisement will surely bomb AA to sky. Avia Airlines has too many competitors in and out of USA. Clients of other Airlines, for instance, Singapore Airlines or Japan Airlines may have no complaints about baggage-handling procedures. AA may gradually loose more and more of its passengers and die out. So AA s conclusion would. be absurd through reasoning. Unsatisfied passengers who did not complain, the famous persons who complained, and competitors with no unsatisfied passengers all will make disastrous result for the Avia Airlines. So a review of the

procedure is very important to its goal of maintaining or increasing the number of passengers. Revised Essay In this argument, the arguer concludes that a review of Avia Airlines baggage-handling procedures will not further its goal of maintaining or increasing the number of Avia passengers. To support this conclusion, the arguer points out that only one percent of passengers who traveled on Avia last year filed a complaint. In addition, the arguer reasons that the great majority of Avia passengers are happy with baggage handling at the airline. This argument suffers from two critical flaws. In the first place, the argument turns on the assumption that the 99 percent of Avia passengers who did not complain were happy with the airlines baggage-handling procedures. However, the arguer provides no evidence to support this assumption. The fact that, on average, 9 out of 1000 passengers took the time and effort to formally complain indicates nothing about the experiences or attitudes of the remaining 991. It is possible that many passengers were displeased but too busy to formally complain, while others had no opinion at all. Lacking more complete information about passengers attitudes, we cannot assume that the great majority of passengers who did not complain were happy. In the second place, in the absence of information about the number of passengers per flight and about the complaint records of competing airlines, the statistics presented in the memorandum might distort the seriousness of the problem. Given that most modern aircrafts carry as many as 300 to 500 passengers, it is possible that Avia received as many as 4 or 5 complaints per flight. The arguer unfairly trivializes this record. Moreover, the arguer fails to compare

Avias record with those of its competitors. It is possible that a particular competitor received virtually no baggage-handling complaints last year. If so, Avias one percent complaint rate might be significant enough to motivate customers to switch to another airline. In conclusion, the arguer fails to demonstrate that a review of the baggage-handling procedures at Avia Airlines is not needed to maintain or increase the number of Avias passengers. To strengthen the argument, the author would have to provide evidence that most Avia passengers last year were indeed happy with baggage-handling procedures. To better evaluate the argument, we would need more information about the numbers of Avia passengers per flight last year and about the baggage-handling records of Avias competitors.

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完----- 四、Argument开头段模式训练 .写作的开头尤其重要 .事先准备一个开头模式 .进行适当调整 .已经提出的模式 : 第一段 (4句话) : 第一句归纳原论证结论(In this argument, the arguer concludes that) 第二句话指出原论证一个方面的论据(To support this conclusion, the arguer points out that) 第三句话指出另一个方面论据(In addition, the arguer reasons that) 第四句话表明对论述的基本判断 (此判断有逻辑方面的缺陷) Sample 1: Argument Question : The following appeared as part of an article in a trade magazine for breweries. "Magic Hat Brewery recently released the results of a survey of visitors to its tasting room last year. Magic Hat reports that the majority of visitors asked to taste its low-calorie beers. To boost sales, other small breweries should brew low-calorie beers as well." 开

头段: In this argument, the arguer concludes that all small breweries should brew low-calorie beers in order to increase sales. To support this conclusion, the arguer points out that most visitors to the tasting room of Magic Hat Brewery showed interest in its low-calorie beers. In addition, the arguer reasons that since most visitors like to taste the low-calorie beers of Magic Hat Brewery, most customers of other small breweries would also like to buy low-calorie beers. A careful examination of this argument would reveal how groundless it is.

Sample 2: Argument Question : The following appeared as part of an article in the book section on a newspaper. "Currently more and more books are becoming available in electronic form- either free-of-charge on the Internet or for a very low price-per-book in compact disc.* Thus literary classics are likely to be read more widely than ever before. People who couldnt have purchased these works at bookstore prices will now be able to read them for little or no money. similarly, people who find it inconvenient to visit libraries and wait for books to be returned by other patrons will now have access to whatever classic they choose from their home or work computers. This increase in access to literary classics will radically affect the public taste in reading, creating a far more sophisticated and learned reading audience than has ever existed before." *A compact disc is a small portable disc capable of storing relatively large amounts of data that can be read by a computer. 开头段: In this argument, the arguer concludes that the increasing availability of books in electronic form will automatically bring about a far more sophisticated and learned reading audience. To support this conclusion, the arguer points out

that the Internet and compact discs have made it more convenient for readers to find, buy or read books. In addition, the arguer reasons that since more people have easier access to literary classics, tasteful readers will emerge in large numbers. This argument is flawed in two major aspects.

五、逻辑问题例文分析 Case Study 3 : The following appeared in the editorial section of a newspaper. “ As public concern over drug abuse has increased, authorities have become more vigilant in their effort to prevent illegal drugs from entering the country. Many drug traffickers have consequently switched from marijuana, which is bulky, or heroin, which has a market too small to justify the risk of severe punishment, to cocaine. Thus enforcement efforts have ironically resulted in an observed increase in the illegal use of cocaine. ” Student Essay

The argument that enforcement effort over illegal drug trade, incurred by the increase of public concern over drug abuse, resulted in an observed increase in the illegal use of cocaine sound reasonable at first. But the fact that movement against drug abuse is the venture of all human being and all the responsibility of all governments, and other reasons below will weak the result, or draw to an opposite conclusion. Drug abuse brings us human being nothing but a disaster, mental aberration, debilitated health, career desolation, family breakage and people ’ s totally out of control. No doubt, however small the result will be, every government should take some action against drug abuse, make people way from illegal drugs and bring a steady and health society. All kinds of illegal drugs, not only cocaine, endangers our lives. Considering the enforcement effort over illegal drugs, we

should view the efforts over the total amount of marijuana, heroin, cocaine and other illegal drugs. Since many drug traffickers have consequently switched from marijuana and heroin to cocaine because of government 's action, We can not tell the change on the total amount of drugs if, with the dramatic decrease of marijuana and heroin, this total amount decreased as the result of enforcement. We can claim that opposite the argument, the enforcement of effort do overawe the drug traffickers. The argument also tells us that government 's efforts to prevent illegal drugs from entering the country had effectively made drug traffickers switched form marijuana and heroin to cocaine, which means with the decrease on marijuana and heroin, the government can focus their effort on cocaine. We can see the bright future that authorities will effectively beat the cocaine traffickers just as they beat the marijuana and heroin traffickers. So the argument 's conclusion would absurd though reasoning. The authorities action did some efforts to the illegal drug abuse they should continue the enforcement against drug abuse, with efficiency. Revised Essay In this argument, the arguer concludes that the government 's efforts to prevent illegal drugs from entering the country have resulted in an obvious increase in the illegal use of cocaine. To support this conclusion, the arguer points out that the authorities ' more vigilant efforts to thwart the illegal drug traffic in the country have forced drug traffickers to switch from marijuana and heroin to cocaine. In addition, the arguer reasons that the increase in the supply of cocaine has resulted in its increasing use. This argument commits two critical fallacies. In the first place, this

argument commits a fallacy of causal oversimplification. The arguer assumes that an increase in the supply of cocaine is sufficient to bring about an increase in its use. While the supply of cocaine may be one of the contributing factors to its use, it is insufficient. The presumption required to substantiate this view is that drug users are not particular about which drugs they use, so that if marijuana and heroin are not available, they will switch to whatever drug is available--cocaine in this case. This assumption is not reasonable. Marijuana, heroin, and cocaine are not alike in their effects on users. nor are they alike in the manner in which they are ingested or in their addictive properties. The view that drug users ' choice of drugs is simply a function of supply overlooks these important differences. Besides, the argument is self-contradictory. If it were true, as stated by the arguer, that cocaine trafficking is both safer than the bulky marijuana and more profitable than heroin that has a small market, this fact alone would have motivated the drug traffickers to switch to cocaine. In this case, the government enforcement effort should not be held accountable for the rise in the use of cocaine.

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完----- In the second place, the arguer fails to provide the necessary information based on which we can evaluate the comprehensive effect of the governments action. The background of the incident is that the drug abuse has now become ever more serious a social problem than anytime in the past. And this is what motivated the government actions against drug trafficking in the first place. We, therefore, can reasonably assume

that before the government took actions the abuse of all major popular drugs had been on the trend of increase, including the use of cocaine. The newspaper editorial, however, only mentions the observed increase in the use of cocaine while failing to provide any information to specify the current increase and that before the government strengthened its drug contraction efforts. We thus cannot compare the patterns of change in this aspect before and after the government actions in order to reach any valid conclusion about the impact of the government actions on the use of cocaine. If the trend of increase in cocaine abuse has been slowed down, or if the total amount of illegal drugs in the market has been significantly reduced, even though the absolute use of cocaine is still increasing, we would say that the government efforts in apprehending drug traffickers are somehow effective. In conclusion, the arguer oversimplifies the cause-and-effect relationship between governments increased efforts and the observed increase in the illegal use of cocaine. To strengthen the argument, the arguer would have to provide evidence that the governments enforcement efforts have directly led to the increased supply and use of cocaine. To better evaluate the argument, we would need more information about the trend of increase in the use of cocaine and other drugs before and after the governments actions.

六、Argument 典型逻辑错误 1. 调查类逻辑错误 抽样的程序是否具有随机性 样品是否足够大

Example 1: The following appeared as part of an article in a trade magazine for breweries. “ Magic Hat Brewery recently released the results of a survey of visitors to its tasting room last year. Magic Hat

reports that the majority of visitors asked to taste its low-calorie beers. To boost sales, other small breweries should brew low-calorie beers as well. ” Example 2: The following appeared in a memorandum from a member of a financial management and consulting firm. “ We have learned from an employee of Witful Ltd. that its accounting department by checking about 10% of the last month purchasing invoices for errors and inconsistencies saved the company some \$10,000 in over-payments. In order to help our clients increase the net gains, we should advise each of them to institute a policy of checking all purchasing invoices for errors. Such a recommendation could also help us get the Witful account by demonstrating to Witful the regressiveness of our methods.” A. The source of the news is not dependable. B. The sample cannot reflect the general condition.

2. 错误类比 Example: The following appeared in a memorandum from the owner of Carlos Clothing to the staff. "Since Disc Depot, the music store on the next block, began a new radio advertising campaign last year, its business has grown dramatically, as evidenced by the large increase in foot traffic into the store. While the Disc Depots owners have apparently become wealthy enough to retire, profits at Carlos Clothing have remained stagnant for the past three years. In order to boost our sales and profits, we should therefore switch from newspaper advertising to frequent radio advertisements like those for Disc Depot." A. First, the argument rests on a fallacy of post hoc, ergo propter hoc. B. Another problem with this argument is that it suffers from a false analogy.

3. 证据遗失类逻辑错误 Example: The following appeared in the

editorial section of a local paper. "Applications for advertising spots on KMTV, our local cable television channel, decreased last year. Meanwhile a neighboring town's local channel, KOOP, changed its focus to farming issues and reported an increase in advertising applications for the year. To increase applications for advertisement spots, KMTV should focus its programming on farming issues as well." A. The argument is based on a false analogy. B. In addition, the arguer ignores other ways to increase the applications for advertising spots on KMTV. 七、逻辑问题例文分析 Case Study 4: The following appeared in the editorial section of a corporate newsletter:

"The common notion that workers are generally apathetic about management issues is false, or at least outdated: a recently published survey indicates that 79 percent of the nearly 1,200 workers who responded to survey questionnaires expressed a high level of interest in the topics of corporate restructuring and redesign of benefits programs." Student Essay First, the argument does not address how the nearly 1200 workers were selected, so the representativeness of the sample is doubtful. If the workers were selected by voluntary participation, then there is possibility that these voluntary workers tended to care more about management issues. Second, the argument does not prove the credibility of the answers of the workers. It leaves open the possibility that workers who actually did not care about management issues may in a survey gave positive answers for various reasons. Third, the argument only confines to such management issues as corporate restructuring and redesign of benefits programs, which happen to have close and main influence

on workers. Revised Essay Based upon a survey among workers that indicates a high level of interest in the topics of corporate restructuring and redesigning of benefits programs, the arguer concludes that workers are not apathetic about management issues. Specifically, the arguer assumes that since 79 percent of the 1200 workers who responded to the survey expressed interest in these topics, the notion that workers are generally apathetic about management issues is incorrect. The reasoning in this argument is problematic in several respects. First, the survey itself is open to question. The argument does not indicate how the nearly 1200 workers were selected. If the workers were selected by voluntary participation instead of random sampling, then there is the possibility that these voluntary workers tended to care more about management issues. In this case, the representiveness of the sample is problematic. In addition, the statistics cited in the editorial may be misleading because the total number of workers employed by the corporation is not specified. For example, if the corporation employs 2000 workers, the fact that 79 percent of the nearly 1200 respondents showed interest in these topics provides strong support for the conclusion. On the other hand, if the corporation employs 200,000 workers, the conclusion would be much weaker. Furthermore, the survey does not involve workers of other companies throughout the country. Another problem with the argument is that it makes a hasty generalization about the types of issues that workers are interested in. It accords with common sense that workers would be interested in corporate restructuring and redesigning of benefits programs, since

these issues affect workers very directly. However, it is unfair to assume that workers would be similarly interested in other management issues, ones that do not affect them or affect them less directly. In conclusion, this argument is not convincing as it stands. To strengthen it, the arguer would have to show that the respondents account for a significant and representative portion of all workers. Additionally, the arguer must provide evidence to prove that workers do have general interest in other management topics--not just those that affect them directly. 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