

CSS General Abilities Topic 4 Logical Reasoning

Sr	Questions	Answers Choice
1	<p>Most large retail stores hold sales in the month of January. The original idea of price reduction campaigns in January became popular when it was realized that sales or products would generally slow down following the Christmas rush, were it not for some incentive. The lack of demand could be solved by the simple solution of reducing prices.</p> <p>There is now an increasing tendency among major department stores in large urban centers to have their January sales being before Christmas, some time before the end of the calendar year. The idea behind this trend is to endeavor to sell the maximum amount of stock at a profit, even if that may not be at the maximum profit. Which of the following conclusions cannot be drawn from the above ?</p>	<p>A. The incidence of early January sales results in the lower holdings of stocks with the corollary of lower stock holding costs.</p> <p>B. Demand is a function of price; as you lower price, demand increases.</p> <p>C. Major stores seem to think it makes sense to have to January sales campaigns pre-Christmas.</p> <p>D. It is becoming less popular to start the January sales in the New Year.</p> <p>E. The major department stores do not worry as much about profit maximization as they do about sales maximization.</p>
2	<p>Ali is a terrible driver. He has had at least five traffic violations, in the past year. Which of the following can be said about the above claim ?</p>	<p>A. This is an example of an argument that is directed against the source of the claim rather than the claim itself.</p> <p>B. The statement is fallacious because it contains an illegitimate appeal to authority.</p> <p>C. The above argument obtains its strength from a similarity of two compared situations.</p> <p>D. The argument is built upon an assumption that is not stated but rather is concealed.</p> <p>E. In the above statements, there is a shifting in the meaning of terms, causing a fallacy of ambiguity.</p>
3	<p>The movement to ownership by unions is the latest step in the progression from management ownership to employee ownership. Employee ownership can save depressed and losing companies. All the following statements, if true, provide support for the claim above except:</p>	<p>A. Employee-owned companies generally have higher productivity.</p> <p>B. Employee participation in management raises morale.</p> <p>C. Employee union ownership drives up salaries and wages.</p> <p>D. Employee union ownership enables workers to share in the profits.</p> <p>E. Employee union ownership makes it easier to layoff redundant workers.</p>
4	<p>The director of the customs service suggested that customs taxes on automobiles not be reduced as planned by the government because of the high incidence of traffic accidents last year.</p> <p>Which of the above statements weakens the argument above ?</p> <p>1. Although the traffic accident rate last year was high, it was not appreciably higher than previous years and anyway, compulsory insurance covered most physical damage to automobiles and property.</p> <p>2. A Commerce Department report showed that the demand for automobiles was highly inelastic. That is, as dealers lowered their prices, sales did not increase appreciably.</p> <p>3. A study by the Economics Department at Classics University found that most traffic accidents had been caused by human error although it also concluded that an inadequate road network contributed to at least 40 percent of passenger injuries.</p>	<p>A. I, but not II and III.</p> <p>B. II, but not I and not III.</p> <p>C. I and III, but not II.</p> <p>D. II and III, but not I.</p> <p>E. I, II and III.</p>
5	<p>Forty years after African colonies began emerging as nations, modern loyalties still often go first to the tribe. From Angola to Ethiopia, ethnic hatred has forced hundreds of thousands of people to flee their homes, making Africa the continent with the world's largest number of refugees.</p> <p>Which of the following statements best summarizes the above ?</p>	<p>A. Africa is best characterized by ethnic fractionalization.</p> <p>B. Angola and Ethiopia have the worst record of inter ethnic strife in Africa.</p> <p>C. Continued warfare has made Africa a nation of refugees.</p> <p>D. Africa is best characterized as a federation of many states.</p> <p>E. Africa is best characterized as a continent without loyalties.</p>
		<p>A. That cigarettes are a major health hazard cannot be traced to the willful</p>

6	<p>Significant beneficial effect of smoking occur primarily in the area of mental health, and the habit originates in a search for contentment. The life expectancy of our people has increased greatly in recent years; it is possible that the relaxation and contentment and enjoyment produced by smoking has lengthened many lives. Smoking is beneficial. Which of the following, if true, weaken the above conclusion ?</p>	<p>act or any human or organization. B. The government earns millions of dollars from the tobacco tax and tens of thousands of civilians are employed in the tobacco industry. C. The evidence cited in the statement covers only one example of the effects of cigarette smoking. D. No mention is made of possible harmful side-effects of smoking. E. No statistical evidence has proven link between smoking and longevity.</p>
7	<p>Buy Plenty, a supermarket chain, had successfully implemented an in store promotional campaign based on video messages dashed on a large screen. The purpose of the campaign was to motivate customers to purchase products which they had not planned to buy before they entered to store. The sales manager of Build-It Inc., a chain of do-it-yourself hardware stores, saw the campaign and plans to introduce it in Build-It locations. The sales manager's plan assumes that</p>	<p>A. supermarket and hardware products are the same B. products cannot be sold successfully without a video sales campaign C. Supermarket chains do not sell hardware products D. consumer decision making to buy products does not differ substantially when it comes to both supermarket and hardware products E. in-store campaigns are more effective than out-of-store advertising and sales promotion</p>
8	<p>Pioneers of the motor-car industry realized that if they were going to meet the growing demand for their product, they had to adapt the labor force used in the productive process. Instead of many men working to complete all the stages of one car at a time, they assigned defined tasks to each man which they would repeat on every car. Which of the following can be concluded from the passage ?</p>	<p>A. Early motor car manufacturers intended to increase productivity by applying the principle of division of labor. B. The car workers became disgruntled because they were assigned monotonous, repetitive tasks on the assembly line. C. Economies of scale enabled early motor companies to expand. D. A bad worker would perform the same task badly on each car, leading to many more rejects. E. The new production process enabled certain car workers to become specialists in the part of the process to which they were assigned.</p>
9	<p>You have three boxes, each containing two balls, one containing a black pair; one, a white pair; and third, one white ball and one black ball. On each box are pictures of two balls - either two black ones, two white ones, or one white and one black. You are told that the markings on the boxes are all wrong. You are asked to ascertain the colors of the balls contained in each box. Which of the following statements can be inferred from the above ?</p>	<p>A. You can take out one ball from the box marked with two black balls and, without looking at the second ball, know that each box actually contains. B. You can take out one ball from the box marked with two white balls and, without looking at the second ball, know what each box actually contains. C. You can take out one ball from the box marked with one white ball and one black ball and, without looking at the second ball, know what each box contains. D. You cannot know which balls are contained in which box until you take a ball out of more than one box. E. You cannot know which boxes contain which color balls until you take a ball out of all three boxes.</p>
10	<p>Typically, the entrepreneur is seen as an individual who owns and operates a small business. But, simply to own and operate a small business-or even a big business-does not make someone an entrepreneur. If this person is a true entrepreneur, then new products are being created, new ways of providing services are being implemented. Which of the following conclusions can best be drawn from the above passage?</p>	<p>A. An owner of large business may be an entrepreneur. B. Someone who develops an enterprise may be considered an entrepreneur. C. Entrepreneurs do not own and operate small businesses. D. Entrepreneurs are the main actors in economic growth E. Entrepreneurs are inventors.</p>
11	<p>Prompted by proposal to convert a shipyard into a complex of condominiums with full-service marina and boat repair center and by concern about the proposal from local residents, baymen, and environmentalists, the town is considering a one-year building moratorium for the water front area. Which of the following, if true, would most seriously weaken opposition to the complex ?</p>	<p>A. Condominiums would sell for \$350,000 each. B. There is a large demand for boat repair services. C. A growing population results in the closure of shellfish. D. There are already 1,200 moorings on the waterfront. E. The shipyard may be sold for another commercial use.</p>
		<p>A. the fact that past trade legislation</p>

12	Opponents of the new legislation could defend themselves against the author's strategy by arguing that:	<p>improved the trade balance does not mean that the present bill will do the same.</p> <p>B. economists are not always right.</p> <p>C. the united states had a trade deficit both in the 1930s and at the time of the new bill.</p> <p>D. the new law is not as strong as the 1930s bill.</p> <p>E. America's trading partners have also passed similar legislation.</p>
13	<p>In winning its bitter, protracted battle to acquire Blue Industries, Inc., Belle industries has fulfilled its goal to lessen its reliance on tobacco holdings, while the \$5.2 billion deal may spur more takeover activity in the insurance industry, analysts said.</p> <p>Which of the following can be inferred from the passage?</p>	<p>A. Blue Industries is in the tobacco industry.</p> <p>B. Belle industries is in the insurance business.</p> <p>C. Blue Industries is in the insurance business.</p> <p>D. More divestment takes place in the tobacco industry than in the insurance industry.</p> <p>E. More divestment takes place in the insurance industry than in the tobacco industry.</p>
14	<p>The Monopoly is characterized by absence of or decline in competition. The ABC Company realizes that its operations are in competitive industries.</p> <p>Which of the following conclusions may be inferred form the above ?</p>	<p>A. ABC market is not monopolistic.</p> <p>B. Monopoly is defined as one seller in a market.</p> <p>C. The ABC Company has no domestic competitors.</p> <p>D. The ABC company is publicly owned.</p> <p>E. The ABC Company is in a service industry.</p>
15	<p>Many of the convenience foods on the market today, like dry cereals, have less nutrients than natural foods, which were dominant a decade or two ago. Many nutritionists claim that dry cereal gives less nourishment than natural foods like eggs or bacon. Opponents of the nutritionists views state that examination of grade-school students show less nutritional deficiency than in their parents time.</p> <p>Which of the following, if true, would tend to strengthen the opponents view ?</p>	<p>A. Grade-school children reported eating no breakfast at all.</p> <p>B. Fewer convenience foods were available to the parents.</p> <p>C. Adults claim to eat convenience foods as well as natural foods.</p> <p>D. Convenience foods can be digested just as quickly as natural foods.</p> <p>E. Consumers are not likely to sacrifice convenience for nutrition.&nbsp; </p>
16	<p>The burning of coal, oil, and other combustible energy sources produces carbon dioxide, a natural constituent of the atmosphere. Elevated levels of carbon dioxide are thought to be responsible for half the greenhouse effect. Enough carbon dioxide has been sent into the atmosphere already to cause a significant temperature increase. Growth in industrial production must be slowed, or production processes must be changed.</p> <p>Which of the following, if true, would tend to weaken the strength of the above conclusion ?</p>	<p>A. Many areas of the world are cold anyway, so a small rise in temperature would be welcome.</p> <p>B. Carbon dioxide is bad for the health.</p> <p>C. Most carbon dioxide is emitted by automobiles.</p> <p>D. Industry is switching over to synthetic liquid fuel extracted form coal.</p> <p>E. A shift to other energy sources would be too costly.</p>
17	<p>Every town with a pool hall has its share of unsavory characters. This is because the pool hall attracts gamblers and all gamblers are unsavory.</p> <p>Which of the following, if true, cannot be inferred from the above ?</p>	<p>A. All gamblers are unsavory.</p> <p>B. All pol halls attract gamblers.</p> <p>C. Every town has unsavory characters.</p> <p>D. All gamblers are attracted by pool halls.</p> <p>E. An explanation of what attracts gamblers.</p>
18	<p>Average family income is right where it was 20 years ago, even though in most families these days, husbands and wives are working.</p> <p>The above statement implies all of the following, except:</p>	<p>A. Even though nominal family income may have increased, inflation has risen at an equal rate.</p> <p>B. More husbands and wives are working today than 20 years ago.</p> <p>C. It was more prevalent for one spouse-to-work 20 yeas ago than today.</p> <p>D. Wives earn more than husbands today.</p> <p>E. The price level was lower 20 years ago.</p>
	In a world of many trading countries, the trade between two countries need not be balanced for the trade of each to be in global balance. Differing demands and productive capabilities	<p>A. A country trade will always be in balance even though it runs a deficit with a single country.</p> <p>B. A country trade deficits and surpluses with other countries always balance out.</p> <p>C. A country's global trade balance is</p>

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among countries will cause a specific country to have trade deficits with some countries and surpluses with other countries.

Which of the following conclusions best summarizes the passage above ?

- C. A country's global trade balance is a sign of strength or weakness.
- D. Countries should not be concerned if they have trade deficits because they will balance out in the long run.
- E. A country's global trade balance is determined by relative demand and productive capabilities.

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During the incumbent president's term of office he succeeded in limiting annual increases in the defense budget by an average of 5 percent. His predecessors experienced annual increases of 8 percent. Therefore, the incumbent president should be given credit for the downturn in defense outlays.

Which of the following statements, if true, would most seriously weaken the above conclusion ?

- A. Some generals have claimed that the country's defense has weakened in the past year.
- B. More soldiers were drafted during the former president's term of office.
- C. The incumbent president advocates peaceful resolution of international disputes.
- D. The average annual inflation rate during the incumbent president's term was 4 percent, while during his predecessor's term it was 10 percent.
- E. A disarmament treaty with a major adversary was signed by the incumbent president.