

PASSAGE 1

How does ritual affect relationships between groups and entities external to them?

According to traditional cultural anthropology, aggregates of individuals who regard their collective well-being as dependent upon a common body of ritual performances use such rituals to give their members confidence, to dispel their anxieties, and to discipline their social organization. Conventional theories hold that rituals come into play when people feel they are unable to control events and processes in their environment that are of crucial importance to them.

However, recent studies of the Tsembaga, a society of nomadic agriculturalists in New Guinea, suggest that rituals do more than just give symbolic expression to the relationships between a cultural group and components of its environments; they influence those relationships in measurable ways. Perhaps the most significant finding of the studies was that, among the Tsembaga, ritual operates as a regulating mechanism in a system of a set of interlocking systems that include such variables as the area of available land, necessary length of fallow periods, size of the human and pig populations, nutritional requirements of pigs and people, energy expended in various activities, and frequency of misfortune. In one sense, the Tsembaga constitute an ecological population in an ecosystem that also includes the other living organisms and nonliving substances found within the Tsembaga territory. By collating measurable data (such as average monthly rainfall, average garden yield, energy expenditure per cultivated acre, and nutritive values of common foods) with the collective decision to celebrate certain rituals, anthropologists have been able to show how Tsembaga rituals allocate energy and important materials. Studies have described how Tsembaga rituals regulate those relationships among people, their pigs, and their gardens that are critical to survival; control meat consumption; conserve marsupial fauna; redistribute land among territorial groups; and limit the frequency of warfare. These studies have important methodological and theoretical implications, for they enable cultural anthropologists to see that rituals can in fact produce measurable results in an external world.

By focusing on Tsembaga rituals as part of the interaction within an ecosystem, newer quantitative studies permit anthropologists to analyze how ritual operates as a mechanism regulating survival. In the language of sociology, regulation is a “latent function” of Tsembaga ritual, since the Tsembaga themselves see their rituals as pertaining less to their material relations with the ecosystem than to their spiritual relations with their ancestors. In the past, cultural anthropologists might have centered on the Tsembaga’s own interpretations of their rituals in order to elucidate those rituals; but since tools now exist for examining the adaptive aspects of rituals, these anthropologists are in a far better position to appreciate fully the ecological sophistication of rituals, both among the Tsembaga and in other societies.

1) The primary purpose of the passage is to

- A) Propose that the complex functions of ritual have been best analyzed when anthropologists and ecologists have collaborated in order to study human populations as measurable units.
- B) Criticize anthropologists' use of an ecological approach that ignores the symbolic, psychological, and socially cohesive effects of ritual.
- C) Evaluate theories of culture that view ritual as an expression of a society's understanding of its relationship to its environment.
- D) Point out the ecological sophistication of Tsembaga ritual and suggest the value of quantitative methods in assessing this sophistication.
- E) Argue that the studies showing that the effects of Tsembaga ritual on the environment can be measured prove that the effects of ritual on other environments can also be measured.

2) On the basis of the information in the passage, one might expect to find all of the following in the recent anthropological studies of the Tsembaga except

- A) An examination of the caloric and nutritive value of the Tsembaga diet.
- B) A study of the relationship between the number of Tsembaga rituals and the number of pigs owned by the Tsembaga.
- C) An analysis of the influence of Tsembaga forms of worship on the traditions of neighboring populations.
- D) A catalog of the ways in which Tsembaga rituals influence planting and harvest cycles.
- E) A matrix summarizing the seasonality of Tsembaga rituals and the type and function of weapons made.

3) Which of the following best expresses the author's view of ritual?

- A) Rituals symbolize the relationships between cultural groups and their environments.
- B) As a cultural phenomenon, ritual is multifaceted and performs diverse functions.
- C) Rituals imbue the events of the material world with spiritual significance.
- D) A society's view of its rituals yields the most useful information concerning the rituals' functions.
- E) The spiritual significance of ritual is deemed greater than the material benefits of ritual.

4) The author of the passage uses the term “latent function” (third paragraph) in order to suggest that

- A) The ability of ritual to regulate the environment is more a matter of study for sociologists than for anthropologists.
- B) Sociological terms describe ritual as precisely as anthropological terms.
- C) Anthropologists and sociologists should work together to understand the symbolic or psychological importance of rituals.
- D) Anthropologists are more interested in the regulatory function of rituals of the Tsembaga than they are the psychological function of rituals.
- E) The Tsembaga are primarily interested in the spiritual values that are embodied in their rituals.

PASSAGE 2

Supernovas are among the most energetic events in the universe and result in the complete disruption of stars at the end of their lives. Originally, the distinction between Type I and Type II supernovas was based solely on the presence or absence of hydrogen atoms (hydrogen lines). Supernovas without hydrogen lines were called Type I, while those with hydrogen lines were Type II. Subsequent analysis of many of these events revealed that this empirical classification schema instead reflected two different mechanisms for the supernova explosion.

Type I supernovas happen in binary stars — two stars that orbit closely each other — when one of the two binary stars is a small, dense, white dwarf star. If the companion star ranges too close to the white dwarf that it is orbiting, the white dwarf’s gravitational pull will draw matter from the other star. When the white dwarf acquires enough matter to become at least 1.4 times as big as the Sun, it collapses and explodes in a supernova.

Type II supernovas occur when a star, much more massive than the Sun, ends its life. When such a star begins burning out, the core of the star quickly collapses releasing amazing energy in the form of neutrinos, a kind of particle smaller than even an atom. Electromagnetic radiation — energy that is electric and magnetic — causes the star to explode in a supernova. Whereas Type I supernovas typically destroy their parent stars, Type II explosions usually leave behind the stellar core.

The classification schema regarding the mechanism for supernova explosions helps to more succinctly answer the question: Is the Sun in danger of becoming a supernova? Neither does our Sun have a companion star orbiting it nor does our Sun have the mass necessary to become a supernova. Furthermore, it will be another billion years until the Sun runs out of fuel and swells into a red giant star before going into a white dwarf form.

1) How is this passage organized?

- A) A single phenomenon is introduced and two overlapping classification schemas are contrasted.
- B) An original theory is mentioned before being overturned as a result of new findings.
- C) Two complementary mechanisms for describing a single phenomenon are discussed and a conclusion is offered.
- D) A new classification schema is described and an example of how it works is provided.
- E) Two different classification systems are outlined and a question posed to help reconcile both.

2) Which of the following best summarizes the author's answer to the question: Is the Sun in danger of becoming a supernova?

- A) The Sun is too large to have a white dwarf as a partner and lacks the physical size required to become a red giant.
- B) Even if the Sun were paired with a white dwarf, the Sun does not have the mass necessary to create sufficient electromagnetic radiation.
- C) The Sun is not a white dwarf with a companion star orbiting it, nor does it have the size to qualify as a Type II supernova.
- D) Without a white dwarf orbiting the Sun, the Sun has no obvious way to increase its size to become a Type II supernova.
- E) The Sun will inevitably become a supernova once it passes from a red giant to white dwarf but not for at least a billion years.

3) It can be inferred from the passage that

- A) Classifying a Type I or Type II event based on the presence or absence of hydrogen is not necessarily incompatible with a classification schema based on the mechanism by which these two events explode.
- B) A dense white dwarf's gravitational pull on its companion star causes the companion star to collapse and explode as a supernova.
- C) Before a star such as the Sun can become a red giant, it must first become a white dwarf.
- D) In a Type II supernova, energy and electromagnetic radiation causes a star to collapse and explode.
- E) Supernovas are rare events in our universe.

4) According to the passage, which statement or statements below are true?

- I. The energy created from a Type II explosion is greater than the energy created by a Type I explosion.
 - II. The sun is not a binary star.
 - III. Both Type I and Type II supernovas result in the complete destruction of the exploding star.
- A) I only
 - B) II only
 - C) I and III only
 - D) II and III only
 - E) I, II, and III

PASSAGE 3

It is hard to find a politician who doesn't have some sort of plan for energy independence, but we will never see true independence from foreign sources of energy without making the kind of sacrifices that elected officials are loath to mention. For example, virtually every politician campaigning for national office touts biofuels, especially ethanol, as a solution to our nation's energy dependence. However, the actual energy that can be harvested from these sources is miniscule compared to our current level of consumption—about 20 million barrels of oil and gasoline per day.

We need to take serious, even drastic, steps now. Nuclear fuel, despite all its promise, is understandably controversial, and the problem of dealing with radioactive waste will not go away anytime soon. We might find an acceptable method of drilling for oil in environmentally sensitive areas such as the Alaskan wilderness, but this too will take some time, and will only take us so far down the road to energy independence.

Thus, it is the level of consumption, rather than our sources of energy, that needs to change; putting our resources into developing alternative energy sources will only obscure this unavoidable fact. One way policymakers might affect the level of energy consumption is by increasing taxes on gasoline. In accordance with the principles of a free-market economy, such as that of our own nation, if the price of gasoline were to double due to the addition of such taxes, oil consumption would drop by 3 to 5 million barrels per day.

We also need to overhaul the way in which we move goods around the country. Using gas-guzzling trucks for cross-country trips is extremely inefficient. Moving away from the use of trucks for long-haul trips will require significant governmental and private investment in new water transport and electric railway infrastructure. Once this infrastructure is in place, however, these methods of shipping will be much more energy efficient for all but local transportation of goods.

These and other real solutions to our energy dependence issues will be unpopular in many quarters. Car and truck manufacturers will use their considerable political muscle to fight not only significant gas tax hikes, but also stringent fuel efficiency requirements on vehicles. The move away from trucking will be resisted by both

the “big-box” retail outlets, which depend on trucks for the delivery of goods, and by the trucking industry itself. The farming industry will do everything it can to push for the widespread use of ethanol and other plant-based fuels. But it is consumer resistance that most needs to be overcome. Too many of us believe that the guarantee of cheap fuel is an inalienable right, and balk at funding public transportation.

Recently, there has been a gradual change in attitude as people start to connect their daily habits with larger environmental concerns. Until enough of us make that connection and are willing to make a few lifestyle changes accordingly, we have no business complaining about our energy dependence on other countries.

1) What does the author of the passage believe is most important for lessening our need for foreign sources of energy?

- (A) The political courage of elected officials to make tough decisions
- (B) Civic responsibility on the part of the automotive industry
- (C) The willingness of consumers to change their habits
- (D) A restructuring of the farming and trucking industries
- (E) The development of safe alternatives to oil

2) Which of the following best characterizes the author’s opinion of ethanol?

- (A) Despite its popularity with politicians, it will not have enough impact to substantially lessen our dependence on foreign sources of energy.
- (B) The influence of the farming industry will prevent it from becoming available to most consumers.
- (C) It is the most practical of the various plant-based biofuels available.
- (D) Its use will play a small part in reducing our energy needs.
- (E) It is unlikely to be useful as a way of our gaining energy independence because of consumer resistance to its use.

3) It can be inferred that the author believes that a tax increase on gasoline _____.

- (A) is not feasible because politicians do not understand the issue enough to call for such a raise
- (B) will limit the transporting of goods by “big-box” retail outlets
- (C) will reduce our annual consumption by approximately 4 million gallons
- (D) will only be possible after improvements have been made in automobile fuel efficiency
- (E) will use the fundamentals of free-market economics to address the problem of energy dependence

4) The primary purpose of the second paragraph of the passage is to _____.

- (A) dismiss some alternative forms of energy that are unpopular with big business
- (B) show that there are not enough new alternatives for becoming less dependent on foreign sources of energy
- (C) provide historical background for the problem of energy-dependence
- (D) show the problems inherent in two sources of energy that could help us become more energy-independent
- (E) ridicule any attempt to solve the problem of energy-dependence that does not take into account consumption levels

PASSAGE 4

Archaeologists working in two recently discovered limestone caves in Sarawak, Malaysia have found a surprising collection of 51 paintings estimated to be 6,000 to 12,000 years old. The paintings are unusual in their medium, manner of display, and subject matter. These are not simply wall or ceiling paintings. Stones—some as small as notebooks, some as large as doors—have been chipped and otherwise shaped to form rough canvases on which are painted individual works. Some of the pieces are stacked, while others are arranged upright in an overlapping pattern so that one can “flip through” the smaller pieces in the collection with relative ease. Hunters, warriors, and hunted animals, the typical subjects of cave art, are largely absent from these works. Instead, domestic scenes are represented, including food preparations, family meals, and recreational activities.

Though no tools have been found in the area, the fineness of the lines suggests the use of sophisticated animal-hair brushes. Gypsum, manganese, malachite, and other minerals were painstakingly ground and mixed with binding materials such as vegetable and animal oils to form the paints. In some cases, the artist or artists (Dr. Linus Mendoza of the International Speleologist Association has studied the paintings and believes that stylistic similarities and differences point to the work of three artists) have removed the patina surrounding the intended figures, producing a negative image. One probable reason for the high level of artistry is that the paintings may have been produced in the open air, where the light was good, and then brought into the cave.

However, it is the purpose of the paintings that is the most curious. Conventional wisdom holds that the hunting scenes found in cave art were meant to provide super-natural aid during actual hunts, or that figures and designs were painted by prehistoric shamans as a way of drawing power from the cave itself. It may also be that the scenes of domestic life are, like representations of hunting, meant to ensure good luck. Though facial features are rarely distinct, the paintings do suggest contentedness, or at least an absence of conflict. Most tantalizingly, it may be that the collection represents a sort of family tree. A number of the paintings appear to feature some of the same people, and it is tempting to think of these works as family portraits. Indeed, one figure, seen as a child with a mark on its forehead—the stone has actually been chipped away to represent the mark—is shown in other paintings as a young person and as an adult with the same mark.

1) Which of the following is mentioned in the passage as an unusual feature of the stone paintings?

- (A) The high level of artistry
- (B) The age of the paintings
- (C) The range in the size of the figures in the painting
- (D) The lack of distinct facial features
- (E) The overlapping presentation of the pieces

2) The author of the passage is especially interested in _____.

- (A) the possibility that the paintings trace the lineage of a family
- (B) the manner in which the paints were made
- (C) the stylistic differences exhibited in the paintings
- (D) the location of the caves in which the stone paintings were discovered
- (E) the method by which negative images were created

3) The primary purpose of the passage is to _____.

- (A) present an overview of stone paintings and show how they differ from most cave paintings
- (B) offer evidence that the stone paintings found in Sarawak most likely represent a family tree
- (C) detail some of the reasons that the discovery of the stone paintings is of considerable interest
- (D) persuade the reader of the great skill that went into the creation of the stone paintings
- (E) discuss the reasons that prehistoric people created cave art and stone art

4) Which of the following, if true, would most undermine a possibility mentioned by the author of the passage?

- (A) The use of brushes made from animal hair did not become a common practice until about 6,000 years ago.
- (B) Stones found in a nearby cave have been painted exclusively with animal figures.
- (C) A chemical analysis shows that some of the paintings contain no gypsum, manganese, or malachite.
- (D) To show that someone had died at the approximate age shown in a painting, the artists who created the stone paintings made a mark on the head of the figure by chipping the stone.
- (E) Carbon-dating reveals that the stone paintings were created over a period of 200 years.

PASSAGE 5

A new study by the American Seller Institute (ASI) has tried to pin down, with scientific precision, the personal qualities that contribute to superior selling. Over a period of three years, the financial ups and downs of twelve sales teams in ten different fields were carefully tracked. The 75 salespeople involved were analyzed and tested for various personal and even physical characteristics. Interviews were conducted with family members and with people who bought (or did not buy) the salespeople's products. The results have been published by ASI in *The Selling Quality*, a 620-page work filled with as many bar graphs as anecdotes from the road.

Three personality types emerge as characteristic of the most successful sellers. The Chameleon, as the name implies, is adept at quickly understanding how clients see themselves (or would like to see themselves), and then mirroring that image. A good Chameleon is highly attentive, shrewd, and often unaware of what he or she is doing. This personality is formed early in life, and its attributes are hard to acquire. The Chameleon, perhaps because of strong mediating skills, often has a happy domestic life.

The Charismatic, in contrast, relies on a strong, even intimidating physical presence, as an essential tool to close a sale. Charismatics reverse the typical dynamic between seller and buyer, convincing clients that they should please the seller, and that the seller has something of great worth that the client needs to ask for. These people have, as *The Selling Quality* puts it, a "productive self-centeredness" that often leads to management positions, but also to less stability at home. Like the Chameleon, the Charismatic has traits that are seen early in life and that are difficult to cultivate in adulthood.

The Student—the third successful sales personality type—literally does his or her homework. An ability to provide useful data at a moment's notice and a relatively mild persona make the Student a highly effective collaborator with a Charismatic. Students have risen to management positions through persistence and an ability to see where an industry is headed, but a lack of leadership skills often keeps them out of top positions. While the skills of a top-notch Student seller are based less on intuition than are those of the other selling types, studying trade publications and mapping out a would-be client company's hierarchy are not enough to make a Student a superior salesperson. An ability to communicate a genuine (or seemingly genuine) enthusiasm for the product is crucial to a Student's success, as it is for all successful sellers.

1) The primary purpose of this passage is to _____.

- (A) provide the reader with a recommendation
- (B) summarize and critique the contents of a book of non-fiction
- (C) give an overview of some of the findings of a new study
- (D) propose a system for categorizing the workers in a given field
- (E) report on a ranking of three personality types

2) According to the passage, The Selling Quality implies that Students, in comparison with Chameleons and Charismatics, _____.

- (A) are generally not as successful
- (B) tend to have stable domestic lives
- (C) rely exclusively on their ability to research their fields
- (D) have skills that are more easily acquired
- (E) rise to management positions for which they are not well suited

3) What does the author assume about the usual relationship between buyer and seller?

- (A) The buyer is generally unaware of the methods of a successful seller.
- (B) The seller is in a position of less control.
- (C) The successful seller knows more about the product than does the buyer.
- (D) A high degree of trust between both parties is crucial for the formation of a successful relationship.
- (E) The seller is less convinced of the worth of the product than is the buyer.

4) Which of the following is implied about Chameleons?

- (A) They are highly organized.
- (B) They rarely rise to top management positions.
- (C) They are skilled at resolving disputes.
- (D) They tend to marry people similar to themselves.
- (E) They generally do more research on their client than do Charismatics.

5) The passage does NOT state which of the following about successful salespeople?

- (A) The most successful ones tend to fall into one of three categories.
- (B) Communication skills are important.
- (C) Some are capable of advancing their careers and entering management positions.
- (D) Their selling approach goes through dramatic changes throughout their careers.
- (E) They often use a selling style that is a reflection of a longstanding personality trait.

PASSAGE 6

Over the last decade, a number of businesses have experimented with giving regional offices greater leeway in making decisions that traditionally had been handed down from headquarters. Local retailers have been given the latitude to devise regional branding that differs substantially from the company's national image. In the corporate world, two offices within the same firm in the same state might have differing hiring practices, hierarchical structures, and a different set of job benefits. One nationwide hightechnology firm went so far as to give each of its regional offices a turn at doing business for three weeks in which all but the most urgent communications with the head office were discouraged.

One case study, involving a company that offers automobile, homeowner, and office insurance at a dozen locations in the Midwest and the South, provides a lesson in the pitfalls and advantages of "added autonomy," as this approach is sometimes called. At first, regional managers were wary of taking on too much self-governance, despite personal assurances from the company's president. This hesitancy initially led to less initiative, precisely the opposite of what was intended. Aggravating matters, many of the top people in the national office felt psychologically uneasy loosening the controls, especially when they realized that local offices were communicating more than ever with one another not under the watchful eyes of the head office. However, this region-to-region sharing of concerns and ideas proved to be genuinely beneficial. A discussion between managers at the firm's Atlanta and Oklahoma City offices led them both to abandon a new policy for drivers with substandard records, a decision that in retrospect saved the company millions of dollars.

Some regional offices went too far or moved too swiftly. When the firm's Topeka office decided to step up its marketing efforts to home business owners, a manager thought to save time by using promotional

material that was based largely on the company's homeowner's insurance material. Eventually, the home office's legal department discovered that certain terms that applied to the homeowner's insurance should have been removed from the home business material. By the time this discovery was made, the firm was forced to honor the terms that had been offered.

Despite problems with the retention of personnel at both the regional and national levels, the company has decided to continue along with this program. In light of the company's slowed economic growth, the ability to find individuals who are comfortable with added autonomy may remain the biggest challenge to the program's proper implementation, for this or any other company that wishes to pursue an "added autonomy" initiative.

1) The passage is primarily concerned with which of the following?

- (A) Detailing the impact that a new business practice has had on several companies
- (B) Evaluating the unintended consequences of a shift in hiring and promoting practices at one representative business
- (C) Illustrating the importance of keeping lines of communication open between different offices within the same company
- (D) Providing a chronological outline of the impact of a new business model.
- (E) Reporting on a relatively recent phenomenon that has affected a variety of businesses

2) According to the passage, some regional managers of the insurance company who had been given added autonomy _____.

- (A) reported to the head office only when a crisis developed
- (B) were afraid to overstep the traditional limitations of their decision-making authority
- (C) only began to take initiative after receiving personal assurances from the company's president
- (D) depended on other regional managers for guidance and supervision
- (E) misinterpreted the intent of the new system.

3) Which of the following is most likely to be a result of a business implementing added autonomy?

- (A) The average age of a manager varies considerably among the various regional offices of a nationwide publishing firm.
- (B) A software manufacturer goes against the industry standard and intentionally doubles the time it takes to test new products before making them available to customers.
- (C) One branch of a clothing store distributes flyers that show a map of the store's location within the letters of the store's name, though no other branch displays the store's name this way.
- (D) A media company's president visits regional offices to meet with managers and offer face-to-face words of encouragement.
- (E) The success of a motorcycle manufacturer's sales team from one of its dealerships is published in the newsletter published by the company's head office.

4) Which of the following best describes the structure of the passage?

- (A) A problem is addressed, and then a solution is discussed through example and analysis.
- (B) A phenomenon is described, and then general examples are given, followed by a specific example that is discussed in some depth.
- (C) A business theory is outlined, and then several examples are given that show the inherent weakness of this theory.
- (D) A specific business model is analyzed, and the reasoning behind the model is gradually revealed.
- (E) The strengths of an idea are described and illustrated, followed by a description and illustration of the pitfalls of the idea.

PASSAGE 7

After a slow start, Health Savings Accounts (HSAs)—tax-free savings accounts designed to help people save for their and their dependents' medical needs—have become increasingly popular with individuals who buy their own insurance, and with employers who provide it. The advantages of HSAs are fairly easy to understand: Funds placed into an HSA are sheltered from taxation, just as is the case with money put into Individual Retirement Accounts (IRAs). Unlike funds in IRAs, however, funds in HSAs (and earnings they have acquired through investments) are also exempt from taxation (and penalty) when they are taken out at any time, as long as the funds are used for medical purposes.

An HSA, however, must be combined with a high-deductible health plan. In addition, the amount that can be contributed annually to the account is restricted. Currently, an individual must have a deductible of at least

\$1,050 to participate, and can contribute as much as \$2,700 per year. For families, the figures are higher. Because of the high deductible, out-of-pocket expenses can be substantial, though premiums are relatively low, making HSAs especially attractive to people who don't expect to need much medical care.

This last point is not lost on those who claim that low-income individuals with serious health issues are unlikely to derive any benefit from HSAs. If you don't make much, you will not be able to contribute much to the account. And because the deductible is so high, low earners will pay for a good deal of medical care before the deductible takes over. As a result, people who can't afford (in any sense) to gamble with their health may forego a trip to the doctor. Furthermore, since HSAs are increasingly perceived as attractive to relatively healthy and wealthy Americans, companies that provide traditional insurance may lose business and attempt to make up for this loss by raising their premiums or cutting benefits to low-income clients. Another argument against HSAs is the swelling effect that tax-free accounts will have on the national budget deficit.

No single initiative can solve this nation's health care problems. Many factors, including malpractice insurance, high-tech research costs, an aging population, and yes, old-fashioned greed, play a role in the rising cost of medical care. HSAs represent a move in the right direction, but they will almost certainly need to be adjusted and supplemented to make it easier for all individuals to get access to competent health care.

1) The passage is chiefly concerned with _____.

- (A) proving that HSAs are not yet sufficient to address the nation's health care problems
- (B) giving a balanced view of governmental approaches to making health care more affordable
- (C) making the point that HSAs, despite what critics have said, have become increasingly popular with individuals and employers
- (D) providing a basic understanding of HSAs, and presenting opinions on the subject, including those of the author
- (E) comparing HSAs to more traditional health insurance systems

2) The last paragraph performs which of the following functions in the passage?

- (A) It presents a moderate view on the main topic and offers a generalized remedy for a relevant problem.
- (B) It summarizes the viewpoints expressed earlier in the passage.
- (C) It acknowledges that some problems are too complex to be completely solved.
- (D) It criticizes both of the main viewpoints that had been expressed earlier in the passage.
- (E) It offers statistical evidence to suggest that the problem discussed in the passage cannot be addressed through any one initiative.

3) According to the passage, some critics of HSAs believe that _____.

- (A) those responsible for devising this type of account have not taken into consideration the effect it can have on the budget deficit
- (B) some people will not be able to put enough money into HSAs to make them worthwhile
- (C) only relatively healthy and wealthy individuals will sign up for one of these accounts
- (D) the relatively low premiums are still too high for many individuals
- (E) individuals who are interested in HSAs should not be forced to choose a high-deductible policy

4) According to the passage, low-deductible policies _____.

- (A) offer several clear-cut advantages over HSAs
- (B) are limited by the quality of the health care they cover
- (C) have certain restrictions regarding how much they will cover in a given year
- (D) are offered by companies that are less motivated by greed than those that offer HSAs
- (E) may become increasingly expensive or less comprehensive

PASSAGE 8

The ill-fated Home Construction Lending Act of 1901 (the HCLA) was intended to help families pay for the construction of their homes. Americans were flocking to rented apartments in big cities (as were immigrants from around the world), and the biggest supporters of the HCLA were builders and real estate firms located in rural areas. Their hope was that a family that could afford to buy property and build a house in a rural area, as opposed to renting an inexpensive, but crowded and possibly dangerous, apartment in a city, would choose the former. Ostensibly, the HCLA would make it easier for potential homeowners to borrow by providing a federally backed guarantee to the lender, which at the time was more likely to be an insurance company than a bank. In other cases, the government would actually buy the property and pay for the construction of the house. A family could move in and make payments to the government over a much

longer period than they could if they were repaying a commercial lender. Unlike the typical amortized 30-year mortgage of today, home loans at the time were usually repaid over three or perhaps five years, and the borrower made a balloon payment of the entire principal at the end of the term. An HCLA loan from the government could be repaid—interest and principal — over as many as 15 years, and did not require a large final payment.

Many lenders, however, did not actually want to have their loans guaranteed, and they resisted providing HCLA loans. For these companies, more profit could be realized by repossessing property when borrowers defaulted on their loans. As to the properties bought and resold by the government, the relatively small payments made at a fixed interest rate cost the government money, and this arrangement was abandoned.

In the same year that saw the passage of the HCLA, the Tenement House Act forced builders in New York to improve the condition of their apartments. Lighting, ventilation, and toilet facilities were improved, and the Tenement House Commission was established to enforce the new law. Other cities followed suit. Urban life was now more attractive to men and women who would have otherwise preferred to live in a rural area, but who needed the employment opportunities that the cities could provide.

1) What is the primary purpose of this passage?

- (A) To describe why the HCLA was passed, and why it proved ineffective
- (B) To provide an overview of the home building situation in the early 20th-century America
- (C) To give an example of a misguided attempt to regulate the urban housing industry
- (D) To contrast the HCLA with current housing and home construction laws
- (E) To elaborate on the reasons that Americans and foreigners flocked to the big cities in the United States during the early 1900s

2) Which of the following would most appropriately conclude this passage?

- (A) The HCLA could not withstand this migratory push from rural life to city life, and was repealed less than six years after becoming law.
- (B) At the same time, the farming industry was increasingly in the hands of large corporations.
- (C) Even those elected officials who voted against the HCLA were surprised by its unpopularity.
- (D) Though jobs were to be found in the large American cities, adjusting to urban life was still a shock for many young people who arrived at this time.
- (E) The societal effect of the Tenement Housing Act continues to this day.

3) According to the passage, one reason that the HCLA was expected to increase home construction in rural areas was that, under the HCLA, _____.

- (A) interest rates were lower
- (B) the borrower could make smaller payments
- (C) insurance companies, not banks, loaned the money
- (D) the borrower would not be able to default
- (E) the net cost to the borrower was reduced

4) According to the passage, the repercussions of the Tenement Housing Act _____.

- (A) provided more employment for people moving to cities from rural areas
- (B) had little effect on builders outside of New York City
- (C) was abandoned because of its cost to the federal government
- (D) convinced some people to try to find work in the big cities of the United States
- (E) led to the passage of the HCLA

Passage 9

An interesting approach to reducing the United States' trade deficit has been suggested: relax export restrictions to China. That this suggestion has come from the President of the People's Republic of China perhaps warrants some skepticism. That this idea is seconded by U.S. trade groups that represent aerospace, software, and microchip manufacturers, all of whom produce equipment that can be used for military purposes, also gives one pause. Despite some reforms, real and promised, China's "private" sector is too entangled with a government whose aims and actions are frequently at odds with U.S. policy and ideology.

To expedite "safe" trade with China, the U.S. has recently compiled a list of acceptable Chinese businesses with which our high-tech firms can trade. This replaces a system that required that exporters take the time—sometimes a considerable amount—to get licenses for the items they wished to export. Supposedly,

the new system has stringent criteria that ensure that the Chinese firms will only use the imported goods for non-military purposes. Many of these products are, however, dual-purpose; they have military as well as commercial applications. Despite assurances that ground checks will prevent imported goods from being diverted for military purposes, China is simply too big, and the links between its companies and its government agencies too byzantine, for these assurances to be meaningful.

Another area in which trade with China needs to be handled carefully is that of intellectual property. Here, U.S. companies are largely on their own; our government can establish guidelines and issue warnings, but it cannot take a direct part in legal actions pursued by an American firm that believes its patents, trademarks, or copyrights have been violated. This is no small problem. About 20% of all consumer products in the Chinese market are counterfeit. China's government has taken some steps to address this problem, but these steps have not yet resulted in enough punishment for those who pirate intellectual property to serve as much of a deterrent to others. Furthermore, what the central government promises is one thing; what provincial governments do is another. Corruption, protectionism, and apathy contribute to a climate in which pirating is considered business as usual by local officials located at great distances from the central government.

1) The attitude of the author of the passage toward trade with China is best described as one of

_____.

- (A) skeptical advocacy
- (B) disinterested description
- (C) considered wariness
- (D) amused fascination
- (E) troubled confusion

2) According to the author, the new system of exporting high-tech goods to China _____.

- (A) is an imperfect improvement over the old system
- (B) can take too much time to be truly effective
- (C) will almost certainly be adversely affected by local corruption
- (D) aims to speed up the process of receiving approval for the exportation of some goods
- (E) will only apply to items that can be used for military purposes

3) One issue that affects both high-tech exports and intellectual property rights is _____.

- (A) the difficulty of knowing what is truly going on in all parts of the country
- (B) that some products intended for commercial use can have military applications
- (C) the lack of interest in monitoring illegal activity of this sort on the part of provincial governments
- (D) the willingness of some American firms to do business with China without due consideration of the political repercussions
- (E) too many of China's products infringe on existing patents, trademarks, and copyrights

4) Which of the following, if true, would most weaken the author's assumptions regarding the effectiveness of the new system of controlling high-tech trade to China?

- (A) Several local police chiefs in remote provinces have been demoted for taking bribes to not enforce pirating laws.
- (B) New practices in China have led to greater transparency of the connections between companies and government agencies.
- (C) Several U.S. manufacturing firms have expressed reservations regarding the list of acceptable exports.
- (D) The new policy makes clear that any business that exports items that are not on the list of acceptable exports will be subject to large fines, and that the company's chief officers will likely face jail sentences.
- (E) The list of acceptable exports makes clear which ones have military applications.

Passage 10

Two recent publications offer different assessments of the career of the famous British nurse Florence Nightingale. A book by Anne Summers seeks to debunk the idealizations and present a reality at odds with Nightingale's heroic reputation. According to Summers Nightingale's importance during the Crimean War has been exaggerated: not until near the war's end did she become supervisor of the female nurses. Additionally, Summers writes that the contribution of the nurses to the relief of the wounded was at best marginal. The prevailing problems of military medicine were caused by army organizational practices, and the addition of a few nurses to the medical staff could be no more than symbolic. Nightingale's place in the national pantheon, Summers asserts, is largely due to the propagandistic efforts of contemporary newspaper reporters.

By contrast, the editors of a new volume of Nightingale's letters view Nightingale as a person who significantly influenced not only her own age but also subsequent generations. They highlight her ongoing efforts to

reform sanitary conditions after the war. For example, when she learned that peacetime living conditions in British barracks were so horrible that the death rate of enlisted men far exceeded that of neighboring civilian populations, she succeeded in persuading the government to establish a Royal Commission on the Health of the Army. She used sums raised through public contributions to found a nurses' training hospital in London. Even in administrative matters, the editors assert her practical intelligence was formidable: as recently as 1947 the British Army's medical services were still using the cost-accounting system she had devised in the 1860's.

I believe that the evidence of her letters supports continued respect for Nightingale's brilliance and creativity. When counseling a village schoolmaster to encourage children to use their faculties of observation she sounds like a modern educator. Her insistence on classifying the problems of the needy in order to devise appropriate treatments is similar to the approach of modern social workers. In sum, although Nightingale may not have achieved all other goals during the Crimean War, her breadth of vision and ability to realize ambitious projects have earned her an eminent place among the ranks of social pioneers.

1) The passage is primarily concerned with evaluating

- (A) the importance of Florence Nightingale's innovations in the field of nursing
- (B) contrasting approaches to the writing of historical biography
- (C) contradictory accounts of Florence Nightingale's historical significance
- (D) the quality of health care in nineteenth-century England
- (E) the effect of the Crimean War on developments in the field of health care

2) According to the passage, the editors of Nightingale's letters credit her with contributing to which of the following?

- (A) Improvement of the survival rate for soldiers in British Army hospitals during the Crimean War
- (B) The development of a nurses' training curriculum that was far in advance of its day
- (C) The increase in the number of women doctors practicing in British Army hospitals
- (D) Establishment of the first facility for training nurses at a major British university
- (E) The creation of an organization for monitoring the peacetime living conditions of British soldiers

3) The passage suggests which of the following about Nightingale's relationship with the British public of her day?

- (A) She was highly respected, her projects receiving popular and governmental support.
- (B) She encountered resistance both from the army establishment and the general public.
- (C) She was supported by the working classes and opposed by the wealthier classes.
- (D) She was supported by the military establishment but had to fight the governmental bureaucracy.
- (E) After initially being received with enthusiasm, she was quickly forgotten.

4) The passage suggests which of the following about sanitary conditions in Britain after the Crimean War?

- (A) While not ideal, they were superior to those in other parts of the world.
- (B) Compared with conditions before the war, they had deteriorated.
- (C) They were more advanced in rural areas than in the urban centers.
- (D) They were worse in military camps than in the neighboring civilian populations.
- (E) They were uniformly crude and unsatisfactory throughout England.

5. With which of the following statements regarding the differing interpretations of Nightingale's importance would the author most likely agree?

- (A) Summers misunderstood both the importance of Nightingale's achievements during the Crimean War and her subsequent influence on British policy.
- (B) The editors of Nightingale's letters made some valid points about her practical achievements but they still exaggerated her influence on subsequent generations.
- (C) Although Summers' account of Nightingale's role in the Crimean War may be accurate, she ignored evidence of Nightingale's subsequent achievement that suggests that her reputation as an eminent social reformer is well deserved.
- (D) The editors of Nightingale's letters mistakenly propagated the outdated idealization of Nightingale that only impedes attempts to arrive at a balanced assessment of her true role.
- (E) The evidence of Nightingale's letters supports Summers' conclusions both about Nightingale's activities and about her influence.

6. Which of the following is an assumption underlying the author's assessment of Nightingale's creativity?

- (A) Educational philosophy in Nightingale's day did not normally emphasize developing children's ability to observe.
- (B) Nightingale was the first to notice the poor living conditions in British military barracks in peacetime.
- (C) No educator before Nightingale had thought to enlist the help of village schoolmasters in introducing new teaching techniques.
- (D) Until Nightingale began her work, there was no concept of organized help for the needy in nineteenth-century Britain.
- (E) The British army's medical services had no cost-accounting system until Nightingale devised one in the 1860's.

7. In the last paragraph, the author is primarily concerned with

- (A) summarizing the arguments about Nightingale presented in the first two paragraphs
- (B) refuting the view of Nightingale's career presented in the preceding paragraph
- (C) analyzing the weaknesses of the evidence presented elsewhere in the passage
- (D) citing evidence to support a view of Nightingale's career
- (E) correcting a factual error occurring in one of the works under review

Passage 11

A meteor stream is composed of dust particles that have been ejected from a parent comet at a variety of velocities. These particles follow the same orbit as the parent comet, but due to their differing velocities they slowly gain on or fall behind the disintegrating comet until a shroud of dust surrounds the entire cometary orbit. Astronomers have hypothesized that a meteor stream should broaden with time as the dust particles' individual orbits are perturbed by planetary gravitational fields. A recent computer-modeling experiment tested this hypothesis by tracking the influence of planetary gravitation over a projected 5,000-year period on the positions of a group of hypothetical dust particles. In the model, the particles were randomly distributed throughout a computer simulation of the orbit of an actual meteor stream, the Geminid. The researcher found, as expected, that the computer-model stream broadened with time. Conventional theories, however, predicted that the distribution of particles would be increasingly dense toward the center

of a meteor stream. Surprisingly, the computer-model meteor stream gradually came to resemble a thick-walled, hollow pipe.

Whenever the Earth passes through a meteor stream, a meteor shower occurs. Moving at a little over 1,500,000 miles per day around its orbit, the Earth would take, on average, just over a day to cross the hollow, computer-model Geminid stream if the stream were 5,000 years old. Two brief periods of peak meteor activity during the shower would be observed, one as the Earth entered the thick-walled "pipe" and one as it exited. There is no reason why the Earth should always pass through the stream's exact center, so the time interval between the two bursts of activity would vary from one year to the next.

Has the predicted twin-peaked activity been observed for the actual yearly Geminid meteor shower? The Geminid data between 1970 and 1979 shows just such a bifurcation, a secondary burst of meteor activity being clearly visible at an average of 19 hours (1,200,000 miles) after the first burst. The time intervals between the bursts suggest the actual Geminid stream is about 3,000 years old.

8. The primary focus of the passage is on which of the following?

- (A) Comparing two scientific theories and contrasting the predictions that each would make concerning a natural phenomenon
- (B) Describing a new theoretical model and noting that it explains the nature of observations made of a particular natural phenomenon
- (C) Evaluating the results of a particular scientific experiment and suggesting further areas for research
- (D) Explaining how two different natural phenomena are related and demonstrating a way to measure them
- (E) Analyzing recent data derived from observations of an actual phenomenon and constructing a model to explain the data

9. According to the passage, which of the following is an accurate statement concerning meteor streams?

- (A) Meteor streams and comets start out with similar orbits, but only those of meteor streams are perturbed by planetary gravitation.
- (B) Meteor streams grow as dust particles are attracted by the gravitational fields of comets.
- (C) Meteor streams are composed of dust particles derived from comets.
- (D) Comets may be composed of several kinds of materials, while meteor streams consist only of large dust particles.
- (E) Once formed, meteor streams hasten the further disintegration of comets.

10. The author states that the research described in the first paragraph was undertaken in order to

- (A) determine the age of an actual meteor stream
- (B) identify the various structural features of meteor streams
- (C) explore the nature of a particularly interesting meteor stream
- (D) test the hypothesis that meteor streams become broader as they age
- (E) show that a computer model could help in explaining actual astronomical data

11. It can be inferred from the passage that which of the following would most probably be observed during the Earth's passage through a meteor stream if the conventional theories mentioned in line 18 were correct?

- (A) Meteor activity would gradually increase to a single, intense peak, and then gradually decline.
- (B) Meteor activity would be steady throughout the period of the meteor shower.
- (C) Meteor activity would rise to a peak at the beginning and at the end of the meteor shower.
- (D) Random bursts of very high meteor activity would be interspersed with periods of very little activity.
- (E) In years in which the Earth passed through only the outer areas of a meteor stream, meteor activity would be absent.

12. According to the passage, why do the dust particles in a meteor stream eventually surround a comet's original orbit?

- (A) They are ejected by the comet at differing velocities.
- (B) Their orbits are uncontrolled by planetary gravitational fields.
- (C) They become part of the meteor stream at different times.
- (D) Their velocity slows over time.
- (E) Their ejection velocity is slower than that of the comet.

13. The passage suggests that which of the following is a prediction concerning meteor streams that can be derived from both the conventional theories mentioned in line 18 and the new computer-derived theory?

- (A) Dust particles in a meteor stream will usually be distributed evenly throughout any cross section of the stream.
- (B) The orbits of most meteor streams should cross the orbit of the Earth at some point and give rise to a meteor shower.
- (C) Over time the distribution of dust in a meteor stream will usually become denser at the outside edges of the stream than at the center.
- (D) Meteor showers caused by older meteor streams should be, on average, longer in duration than those caused by very young meteor streams.
- (E) The individual dust particles in older meteor streams should be, on average, smaller than those that compose younger meteor streams.

14. It can be inferred from the last paragraph of the passage that which of the following must be true of the Earth as it orbits the Sun?

- (A) Most meteor streams it encounters are more than 2,000 years old.
- (B) When passing through a meteor stream, it usually passes near to the stream's center.
- (C) It crosses the Geminid meteor stream once every year.
- (D) It usually takes over a day to cross the actual Geminid meteor stream.
- (E) It accounts for most of the gravitational perturbation affecting the Geminid meteor stream.

15. Which of the following is an assumption underlying the last sentence of the passage?

- (A) In each of the years between 1970 and 1979, the Earth took exactly 19 hours to cross the Geminid meteor stream.
- (B) The comet associated with the Geminid meteor stream has totally disintegrated.
- (C) The Geminid meteor stream should continue to exist for at least 5,000 years.
- (D) The Geminid meteor stream has not broadened as rapidly as the conventional theories would have predicted.
- (E) The computer-model Geminid meteor stream provides an accurate representation of the development of the actual Geminid stream.

Passage 12

Most large corporations in the United States were once run by individual capitalists who owned enough stock to dominate the board of directors and dictate company policy. Because putting such large amounts of stock on the market would only depress its value, they could not sell out for a quick profit and instead had to concentrate on improving the long-term productivity of their companies. Today, with few exceptions, the stock of large United States corporations is held by large institutions—pension funds, for example—and because these institutions are prohibited by antitrust laws from owning a majority of a company's stock and from actively influencing a company's decision-making, they can enhance their wealth only by buying and selling stock in anticipation of fluctuations in its value. A minority shareholder is necessarily a short-term trader. As a result, United States productivity is unlikely to improve unless shareholders and the managers of the companies in which they invest are encouraged to enhance longterm productivity (and hence long-term profitability), rather than simply to maximize short-term profits.

Since the return of the old-style capitalist is unlikely, today's short-term traders must be remade into tomorrow's long-term capitalistic investors. The legal limits that now prevent financial institutions from acquiring a dominant shareholding position in a corporation should be removed, and such institutions encouraged to take a more active role in the operations of the companies in which they invest. In addition, any institution that holds twenty percent or more of a company's stock should be forced to give the public one day's notice of the intent to sell those shares. Unless the announced sale could be explained to the public on grounds other than anticipated future losses, the value of the stock would plummet and, like the old-time capitalists, major investors could cut their losses only by helping to restore their companies' productivity. Such measures would force financial institutions to become capitalists whose success depends not on trading shares at the propitious moment, but on increasing the productivity of the companies in which they invest.

16. In the passage, the author is primarily concerned with doing which of the following?

- (A) Comparing two different approaches to a Problem
- (B) Describing a problem and proposing a solution
- (C) Defending an established method
- (D) Presenting data and drawing conclusions from the data
- (E) Comparing two different analyses of a current Situation

17. It can be inferred from the passage that which of the following is true of majority shareholders in a corporation?

- (A) They make the corporation's operational management decisions.
- (B) They are not allowed to own more than fifty percent of the corporation's stock.
- (C) They cannot make quick profits by selling off large amounts of their stock in the corporation.
- (D) They are more interested in profits than in productivity.
- (E) They cannot sell any of their stock in the corporation without giving the public advance notice.

18. The passage supports which of the following statements?

- (A) Antitrust laws prevent any single shareholder from acquiring a majority of the stock in a corporation.
- (B) Institutions that intend to sell a large block of stock in a single corporation must give at least twentyfour hours notice of the sale.
- (C) In most corporations it is the board of directors rather than the corporate managers who make policy decisions.
- (D) The sudden sale of a large amount of stock in any one corporation makes the value of the stock go down.
- (E) The way corporations are currently run, it is unlikely that increased productivity would lead to shortterm increases in stock values.

19. According to the passage, the purpose of the requirement suggested in lines 30-33 would be which of the following?

- (A) To encourage institutional stockholders to sell stock that they believe will decrease in value
- (B) To discourage institutional stockholders from intervening in the operation of a company whose stock they own
- (C) To discourage short-term profit-taking by institutional stockholders
- (D) To encourage a company's employees to take an active role in the ownership of stock in the company (E)
To encourage investors to diversify their stock holdings

20. The author suggests that which of the following is a true statement about people who typify the “old-style capitalist” referred to in line 23?

- (A) They now rely on outdated management techniques.
- (B) They seldom engaged in short-term trading of the stock they owned.
- (C) They did not influence the investment policies of the corporation in which they invested.
- (D) They now play a very small role in the stock market as a result of antitrust legislation.
- (E) They were primarily concerned with maximizing the short-term profitability of the corporations in which they owned stock.

21. It can be inferred that the author makes which of the following assumptions about the business once controlled by individual capitalists?

- (A) These businesses were less profitable than are businesses today.
- (B) Improving long-term productivity led to increased profits.
- (C) Each business had only a few stockholders.
- (D) There was no short-term trading in the stock of these businesses.
- (E) Institutions owned no stock in these companies.

22. The author suggests that the role of large institutions as stockholders differs from that of the “oldstyle capitalist” in part because large institutions

- (A) invest in the stock of so many companies that they cannot focus attention on the affairs of any single corporation
- (B) are prohibited by law from owning a majority of a corporation’s stock
- (C) are influenced by brokers who advise against long-term ownership of stocks
- (D) are able to put large amounts of stock on the market without depressing the stock’s value
- (E) are attracted to the stocks of corporations that demonstrate long-term gains in productivity

23. The primary function of the second paragraph of the passage is to

- (A) identify problems
- (B) warn of consequences
- (C) explain effects
- (D) evaluate solutions
- (E) recommend actions

Passage 13

Traditionally, the first firm to commercialize a new technology has benefited from the unique opportunity to shape product definitions, forcing followers to adapt to a standard or invest in an unproven alternative. Today, however, the largest payoffs may go to companies that lead in developing integrated approaches for successful mass production and distribution.

Producers of the Beta format for videocassette recorders (VCR's), for example, were first to develop the VCR commercially in 1975, but producers of the rival VHS (Video Home System) format proved to be more successful at forming strategic alliances with other producers and distributors to manufacture and market their VCR format. Seeking to maintain exclusive control over VCR distribution, Beta producers were reluctant to form such alliances and eventually lost ground to VHS in the competition for the global VCR market.

Despite Beta's substantial technological head start and the fact that VHS was neither technically better nor cheaper than Beta, developers of VHS quickly turned a slight early lead in sales into a dominant position. Strategic alignments with producers of prerecorded tapes reinforced the VHS advantage. The perception among consumers that prerecorded tapes were more available in VHS format further expanded VHS's share of the market. By the end of the 1980's, Beta was no longer in production.

1. The passage is primarily concerned with which of the following?

- (A) Evaluating two competing technologies
- (B) Tracing the impact of a new technology by narrating a sequence of events
- (C) Reinterpreting an event from contemporary business history
- (D) Illustrating a business strategy by means of a case history
- (E) Proposing an innovative approach to business planning

2. According to the passage, today's successful firms, unlike successful firms in the past, may earn the greatest profits by

- (A) investing in research to produce cheaper versions of existing technology
- (B) being the first to market a competing technology
- (C) adapting rapidly to a technological standard previously set by a competing firm
- (D) establishing technological leadership in order to shape product definitions in advance of competing firms
- (E) emphasizing the development of methods for the mass production and distribution of a new technology

3. According to the passage, consumers began to develop a preference for VCR's in the VHS format because they believed which of the following?

- (A) VCR's in the VHS format were technically better than competing-format VCR's.
- (B) VCR's in the VHS format were less expensive than competing-format VCR's.
- (C) VHS was the first standard format for VCR's.
- (D) VHS prerecorded videotapes were more available than Beta-format tapes.
- (E) VCR's in the Beta format would soon cease to be produced.

4. The author implies that one way that VHS producers won control over the VCR market was by

- (A) carefully restricting access to VCR technology
- (B) giving up a slight early lead in VCR sales in order to improve long-term prospects
- (C) retaining a strict monopoly on the production of prerecorded videotapes
- (D) sharing control of the marketing of VHS-format VCR's
- (E) sacrificing technological superiority over Beta-format VCR's in order to remain competitive in price

5. The alignment of producers of VHS-format VCR's with producers of prerecorded videotapes is most similar to which of the following?

- (A) The alignment of an automobile manufacturer with another automobile manufacturer to adopt a standard design for automobile engines
- (B) The alignment of an automobile manufacturer with an automotive glass company whereby the manufacturer agrees to purchase automobile windshields only from that one glass company
- (C) The alignment of an automobile manufacturer with a petroleum company to ensure the widespread availability of the fuel required by a new type of engine developed by the manufacturer
- (D) The alignment of an automobile manufacturer with its dealers to adopt a plan to improve automobile design
- (E) The alignment of an automobile dealer with an automobile rental chain to adopt a strategy for an advertising campaign to promote a new type of automobile

6. Which of the following best describes the relation of the first paragraph to the passage as a whole?

- (A) It makes a general observation to be exemplified.
- (B) It outlines a process to be analyzed.
- (C) It poses a question to be answered.
- (D) It advances an argument to be disputed.
- (E) It introduces conflicting arguments to be reconciled.

Passage 14

Australian researchers have discovered electroreceptors (sensory organs designed to respond to electrical fields) clustered at the tip of the spiny anteater's snout. The researchers made this discovery by exposing small areas of the snout to extremely weak electrical fields and recording the transmission of resulting nervous activity to the brain. While it is true that tactile receptors, another kind of sensory organ on the anteater's snout, can also respond to electrical stimuli, such receptors do so only in response to electrical field strengths about 1,000 times greater than those known to excite electroreceptors.

Having discovered the electroreceptors, researchers are now investigating how anteaters utilize such a sophisticated sensory system. In one behavioral experiment, researchers successfully trained an anteater to distinguish between two troughs of water, one with a weak electrical field and the other with none. Such

evidence is consistent with researchers' hypothesis that anteaters use electroreceptors to detect electrical signals given off by prey; however, researchers as yet have been unable to detect electrical signals emanating from termite mounds, where the favorite food of anteaters live. Still, researchers have observed anteaters breaking into a nest of ants at an oblique angle and quickly locating nesting chambers. This ability to quickly locate unseen prey suggests, according to the researchers, that the anteaters were using their electroreceptors to locate the nesting chambers.

7. According to the passage, which of the following is a characteristic that distinguishes electroreceptors from tactile receptors?

- (A) The manner in which electroreceptors respond to electrical stimuli
- (B) The tendency of electroreceptors to be found in clusters
- (C) The unusual locations in which electroreceptors are found in most species
- (D) The amount of electrical stimulation required to excite electroreceptors
- (E) The amount of nervous activity transmitted to the brain by electroreceptors when they are excited

8. Which of the following can be inferred about the experiment described in the first paragraph?

- (A) Researchers had difficulty verifying the existence of electroreceptors in the anteater because electroreceptors respond to such a narrow range of electrical field strengths.
- (B) Researchers found that the level of nervous activity in the anteater's brain increased dramatically as the strength of the electrical stimulus was increased.
- (C) Researchers found that some areas of the anteater's snout were not sensitive to a weak electrical stimulus.
- (D) Researchers found that the anteater's tactile receptors were more easily excited by a strong electrical stimulus than were the electroreceptors
- (E) Researchers tested small areas of the anteater's snout in order to ensure that only electroreceptors were responding to the stimulus.

9. The author of the passage most probably discusses the function of tactile receptors (lines 7-11) in order to

- (A) eliminate an alternative explanation of anteaters' response to electrical stimuli
- (B) highlight a type of sensory organ that has a function identical to that of electroreceptors
- (C) point out a serious complication in the research on electroreceptors in anteaters
- (D) suggest that tactile receptors assist electroreceptors in the detection of electrical signals
- (E) introduce a factor that was not addressed in the research on electroreceptors in anteaters

10. Which of the following can be inferred about anteaters from the behavioral experiment mentioned in the second paragraph?

- (A) They are unable to distinguish between stimuli detected by their electroreceptors and stimuli detected by their tactile receptors.
- (B) They are unable to distinguish between the electrical signals emanating from termite mounds and those emanating from ant nests.
- (C) They can be trained to recognize consistently the presence of a particular stimulus.
- (D) They react more readily to strong than to weak stimuli.
- (E) They are more efficient at detecting stimuli in a controlled environment than in a natural environment.

11. The passage suggests that the researchers mentioned in the second paragraph who observed anteaters break into a nest of ants would most likely agree with which of the following statements?

- (A) The event they observed provides conclusive evidence that anteaters use their electroreceptors to locate unseen prey.
- (B) The event they observed was atypical and may not reflect the usual hunting practices of anteaters.
- (C) It is likely that the anteaters located the ants' nesting chambers without the assistance of electroreceptors.
- (D) Anteaters possess a very simple sensory system for use in locating prey.
- (E) The speed with which the anteaters located their prey is greater than what might be expected on the basis of chance alone.

12. Which of the following, if true, would most strengthen the hypothesis mentioned in lines 17-19?

- (A) Researchers are able to train anteaters to break into an underground chamber that is emitting a strong electrical signal.
- (B) Researchers are able to detect a weak electrical signal emanating from the nesting chamber of an ant colony.
- (C) Anteaters are observed taking increasingly longer amounts of time to locate the nesting chambers of ants.
- (D) Anteaters are observed using various angles to break into nests of ants.
- (E) Anteaters are observed using the same angle used with nests of ants to break into the nests of other types of prey.

Passage 15

When A. Philip Randolph assumed the leadership of the Brotherhood of Sleeping Car Porters, he began a ten-year battle to win recognition from the Pullman Company, the largest private employer of Black people in the United States and the company that controlled the railroad industry's sleeping car and parlor service. In 1935 the Brotherhood became the first Black union recognized by a major corporation. Randolph's efforts in the battle helped transform the attitude of Black workers toward unions and toward themselves as an identifiable group; eventually, Randolph helped to weaken organized labor's antagonism toward Black workers

In the Pullman contest Randolph faced formidable obstacles. The first was Black workers' understandable skepticism toward unions, which had historically barred Black workers from membership. An additional obstacle was the union that Pullman itself had formed, which weakened support among Black workers for an independent entity.

The Brotherhood possessed a number of advantages, however, including Randolph's own tactical abilities. In 1928 he took the bold step of threatening a strike against Pullman. Such a threat, on a national scale, under Black leadership, helped replace the stereotype of the Black worker as servant with the image of the Black worker as wage earner. In addition, the porters' very isolation aided the Brotherhood. Porters were scattered throughout the country, sleeping in dormitories in Black communities; their segregated life protected the union's internal communications from interception. That the porters were a homogeneous group working for a single employer with a single labor policy, thus sharing the same grievances from city to city, also strengthened the Brotherhood and encouraged racial identity and solidarity as well. But it was only in the early 1930's that federal legislation prohibiting a company from maintaining its own unions with company money eventually allowed the Brotherhood to become recognized as the porters' representative.

Not content with this triumph, Randolph brought the Brotherhood into the American Federation of Labor, where it became the equal of the Federation's 105 other unions. He reasoned that as a member union, the Brotherhood would be in a better position to exert pressure on member unions that practiced race restrictions. Such restrictions were eventually found unconstitutional in 1944.

13. According to the passage, by 1935 the skepticism of Black workers toward unions was

- (A) unchanged except among Black employees of railroad-related industries Line
- (B) reinforced by the actions of the Pullman Company's union
- (C) mitigated by the efforts of Randolph
- (D) weakened by the opening up of many unions to Black workers
- (E) largely alleviated because of the policies of the American Federation of Labor

14. In using the word "understandable" (line 14), the author most clearly conveys

- (A) sympathy with attempts by the Brotherhood between 1925 and 1935 to establish an independent union
- (B) concern that the obstacles faced by Randolph between 1925 and 1935 were indeed formidable
- (C) ambivalence about the significance of unions to most Black workers in the 1920's
- (D) appreciation of the attitude of many Black workers in the 1920's toward unions
- (E) regret at the historical attitude of unions toward Black workers

15. The passage suggests which of the following about the response of porters to the Pullman Company's own union?

- (A) Few porters ever joined this union.
- (B) Some porters supported this union before 1935.
- (C) Porters, more than other Pullman employees, enthusiastically supported this union.
- (D) The porters' response was most positive after 1935.
- (E) The porters' response was unaffected by the general skepticism of Black workers concerning unions.

16. The passage suggests that if the grievances of porters in one part of the United States had been different from those of porters in another part of the country, which of the following would have been the case?

- (A) It would have been more difficult for the Pullman Company to have had a single labor policy.
- (B) It would have been more difficult for the Brotherhood to control its channels of communication.
- (C) It would have been more difficult for the Brotherhood to build its membership.
- (D) It would have been easier for the Pullman Company's union to attract membership.

(E) It would have been easier for the Brotherhood to threaten strikes.

17. The passage suggests that in the 1920's a company in the United States was able to

(A) use its own funds to set up a union

(B) require its employees to join the company's own union

(C) develop a single labor policy for all its employees with little employee dissent

(D) pressure its employees to contribute money to maintain the company's own union

(E) use its resources to prevent the passage of federal legislation that would have facilitated the formation of independent unions

18. The passage supplies information concerning which of the following matters related to Randolph?

(A) The steps he took to initiate the founding of the Brotherhood

(B) His motivation for bringing the Brotherhood into the American Federation of Labor

(C) The influence he had on the passage of legislation overturning race restrictions in 1944

(D) The influence he had on the passage of legislation to bar companies from financing their own unions

(E) The success he and the Brotherhood had in influencing the policies of the other unions in the American Federation of Labor

Passage 16

A recent study has provided clues to predator-prey dynamics in the late Pleistocene era. Researchers compared the number of tooth fractures in present-day carnivores with tooth fractures in carnivores that lived 36,000 to 10,000 years ago and that were preserved in the Rancho La Brea tar pits in Los Angeles. The breakage frequencies in the extinct species were strikingly higher than those in the present-day species.

In considering possible explanations for this finding, the researchers dismissed demographic bias because older individuals were not overrepresented in the fossil samples. They rejected preservational bias because a total absence of breakage in two extinct species demonstrated that the fractures were not the result of abrasion within the pits. They ruled out local bias because breakage data obtained from other Pleistocene

sites were similar to the La Brea data. The explanation they consider most plausible is behavioral differences between extinct and present-day carnivores—in particular, more contact between the teeth of predators and the bones of prey due to more thorough consumption of carcasses by the extinct species. Such thorough carcass consumption implies to the researchers either that prey availability was low, at least seasonally, or

that there was intense competition over kills and a high rate of carcass theft due to relatively high predator densities.

1. The primary purpose of the passage is to

- (A) present several explanations for a well-known fact
- (B) suggest alternative methods for resolving a debate
- (C) argue in favor of a controversial theory
- (D) question the methodology used in a study
- (E) discuss the implications of a research finding

2. The passage suggests that, compared with Pleistocene carnivores in other areas, Pleistocene carnivores in the La Brea area

- (A) included the same species, in approximately the same proportions
- (B) had a similar frequency of tooth fractures
- (C) populated the La Brea area more densely
- (D) consumed their prey more thoroughly
- (E) found it harder to obtain sufficient prey

3. According to the passage, the researchers believe that the high frequency of tooth breakage in carnivores found at La Brea was caused primarily by

- (A) the aging process in individual carnivores
- (B) contact between the fossils in the pits
- (C) poor preservation of the fossils after they were removed from the pits
- (D) the impact of carnivores' teeth against the bones of their prey
- (E) the impact of carnivores' teeth against the bones of other carnivores during fights over kills

4. The researchers' conclusion concerning the absence of demographic bias would be most seriously undermined if it were found that

- (A) the older an individual carnivore is, the more likely it is to have a large number of tooth fractures
- (B) the average age at death of a present-day carnivore is greater than was the average age at death of a Pleistocene carnivore
- (C) in Pleistocene carnivore species, older individuals consumed carcasses as thoroughly as did younger individuals
- (D) the methods used to determine animals' ages in fossil samples tend to misidentify many older individuals as younger individuals
- (E) data concerning the ages of fossil samples cannot provide reliable information about behavioral differences between extinct carnivores and present-day carnivores

5. The passage suggests that if the researchers had not found that two extinct carnivore species were free of tooth breakage, the researchers would have concluded that

- (A) the difference in breakage frequencies could have been the result of damage to the fossil remains in the La Brea pits
- (B) the fossils in other Pleistocene sites could have higher breakage frequencies than do the fossils in the La Brea pits
- (C) Pleistocene carnivore species probably behaved very similarly to one another with respect to consumption of carcasses
- (D) all Pleistocene carnivore species differed behaviorally from present-day carnivore species
- (E) predator densities during the Pleistocene era were extremely high

Passage 17

During the nineteenth century, occupational information about women that was provided by the United States census—a population count conducted each decade— became more detailed and precise in response to social changes. Through 1840, simple enumeration by household mirrored a home-based agricultural economy and hierarchical social order: the head of the household (presumed male or absent) was specified by name, whereas other household members were only indicated by the total number of persons counted in various categories, including occupational categories. Like farms, most enterprises were family- run, so that the census measured economic activity as an attribute of the entire household, rather than of individuals.

The 1850 census, partly responding to antislavery and women's rights movements, initiated the collection of specific information about each individual in a house- hold. Not until 1870 was occupational information

analyzed by gender: the census superintendent reported 1.8 million women employed outside the home in "gainful and reputable occupations." In addition, he arbitrarily attributed to each family one woman "keeping

house.” Overlap between the two groups was not calculated until 1890, when the rapid entry of women into the paid labor force and social issues arising from industrialization were causing women’s advocates and women statisticians to press for more thorough and accurate accounting of women’s occupations and wages.

6. The primary purpose of the passage is to

- (A) explain and critique the methods used by early statisticians
- (B) compare and contrast a historical situation with a current-day one
- (C) describe and explain a historical change
- (D) discuss historical opposition to an established institution
- (E) trace the origin of a contemporary controversy

7. Each of the following aspects of nineteenth-century United States censuses is mentioned in the passage EXCEPT the

- (A) year in which data on occupations began to be analyzed by gender
- (B) year in which specific information began to be collected on individuals in addition to the head of the household
- (C) year in which overlap between women employed outside the home and women keeping house was first calculated
- (D) way in which the 1890 census measured women’s income levels and educational backgrounds
- (E) way in which household members were counted in the 1840 census

8. It can be inferred from the passage that the 1840 United States census provided a count of which of the following?

- (A) Women who worked exclusively in the home
- (B) People engaged in nonfarming occupations
- (C) People engaged in social movements
- (D) Women engaged in family-run enterprises
- (E) Men engaged in agriculture

9. The author uses the adjective “simple” in line 5 most probably to emphasize that the

- (A) collection of census information became progressively more difficult throughout the nineteenth century
- (B) technology for tabulating census information was rudimentary during the first half of the nineteenth century
- (C) home-based agricultural economy of the early nineteenth century was easier to analyze than the later industrial economy
- (D) economic role of women was better defined in the early nineteenth century than in the late nineteenth century
- (E) information collected by early-nineteenth-century censuses was limited in its amount of detail

10. The passage suggests which of the following about the “women’s advocates and women statisticians” mentioned in lines 27-28?

- (A) They wanted to call attention to the lack of pay for women who worked in the home.
- (B) They believed that previous census information was inadequate and did not reflect certain economic changes in the United States.
- (C) They had begun to press for changes in census-taking methods as part of their participation in the antislavery movement.
- (D) They thought that census statistics about women would be more accurate if more women were employed as census officials.
- (E) They had conducted independent studies that disputed the official statistics provided by previous United States censuses.

Passage 18

The modern multinational corporation is described as having originated when the owner-managers of nineteenth-century British firms carrying on international trade were replaced by teams of salaried managers organized into hierarchies. Increases in the volume of transactions in such firms are commonly believed to have necessitated this structural change. Nineteenth-century inventions like the steamship and the telegraph by facilitating coordination of managerial activities, are described as key factors. Sixteenth- and seventeenth-century chartered trading companies, despite the inter-national scope of their activities, are usually considered irrelevant to this discussion: the volume of their transactions is assumed to have been too low and the communications and transport of their day too primitive to make comparisons with modern multinationals interesting.

In reality, however, early trading companies successfully purchased and outfitted ships, built and operated offices and warehouses, manufactured trade goods for use abroad, maintained trading posts and production facilities overseas, procured goods for import, and sold those goods both at home and in other countries. The

large volume of transactions associated with these activities seems so have necessitated hierarchical management structures well before the advent of modern communications and transportation. For example, in the Hudson's Bay Company, each far-flung trading outpost was managed by a salaried agent, who carried out the trade with the Native Americans, managed day-to-day operations, and oversaw the post's workers and servants. One chief agent, answerable to the Court of Directors in London through the correspondence committee, was appointed with control over all of the agents on the bay.

The early trading companies did differ strikingly from modern multinationals in many respects. They depended heavily on the national governments of their home countries and thus characteristically acted abroad to promote national interests. Their top managers were typically owners with a substantial minority share, whereas senior managers' holdings in modern multinationals are usually insignificant. They operated in a preindustrial world, grafting a system of capitalist international trade onto a pre-modern system of artisan and peasant production. Despite these differences, however, early trading companies organized effectively in remarkably modern ways and merit further study as analogues of more modern structures.

11. The author's main point is that

- (A) modern multinationals originated in the sixteenth and seventeenth centuries with the establishment of chartered trading companies
- (B) the success of early chartered trading companies, like that of modern multinationals, depended primarily on their ability to carry out complex operations
- (C) early chartered trading companies should be more seriously considered by scholars studying the origins of modern multinationals
- (D) scholars are quite mistaken concerning the origins of modern multinationals
- (E) the management structures of early chartered trading companies are fundamentally the same as those of modern multinationals

12. According to the passage, early chartered trading companies are usually described as

- (A) irrelevant to a discussion of the origins of the modern multinational corporation
- (B) interesting but ultimately too unusual to be good subjects for economic study
- (C) analogues of nineteenth-century British trading firms
- (D) rudimentary and very early forms of the modern multinational corporation
- (E) important national institutions because they existed to further the political aims of the governments of their home countries

13. It can be inferred from the passage that the author would characterize the activities engaged in by early chartered trading companies as being

- (A) complex enough in scope to require a substantial amount of planning and coordination on the part of management
- (B) too simple to be considered similar to those of a modern multinational corporation
- (C) as intricate as those carried out by the largest multinational corporations today
- (D) often unprofitable due to slow communications and unreliable means of transportation
- (E) hampered by the political demands imposed on them by the governments of their home countries

14. The author lists the various activities of early chartered trading companies in order to

- (A) analyze the various ways in which these activities contributed to changes in management structure in such companies
- (B) demonstrate that the volume of business transactions of such companies exceeded that of earlier firms
- (C) refute the view that the volume of business undertaken by such companies was relatively low
- (D) emphasize the international scope of these companies' operations
- (E) support the argument that such firms coordinated such activities by using available means of communication and transport

15. With which of the following generalizations regarding management structures would the author of the passage most probably agree?

- (A) Hierarchical management structures are the most efficient management structures possible in a modern context.
- (B) Firms that routinely have a high volume of business transactions find it necessary to adopt hierarchical management structures.
- (C) Hierarchical management structures cannot be successfully implemented without modern communications and transportation.
- (D) Modern multinational firms with a relatively small volume of business transactions usually do not have hierarchically organized management structures.
- (E) Companies that adopt hierarchical management structures usually do so in order to facilitate expansion into foreign trade.

16. The passage suggests that modern multinationals differ from early chartered trading companies in that

- (A) the top managers of modern multinationals own stock in their own companies rather than simply receiving a salary
- (B) modern multinationals depend on a system of capitalist international trade rather than on less modern trading systems
- (C) modern multinationals have operations in a number of different foreign countries rather than merely in one or two
- (D) the operations of modern multinationals are highly profitable despite the more stringent environmental and safety regulations of modern governments
- (E) the overseas operations of modern multinationals are not governed by the national interests of their home countries

17. The author mentions the artisan and peasant production systems of early chartered trading companies as an example of

- (A) an area of operations of these companies that was unhampered by rudimentary systems of communications and transport
- (B) a similarity that allows fruitful comparison of these companies with modern multinationals
- (C) a positive achievement of these companies in the face of various difficulties
- (D) a system that could not have emerged in the absence of management hierarchies
- (E) a characteristic that distinguishes these companies from modern multinationals

18. The passage suggests that one of the reasons that early chartered trading companies deserve comparison with early modern multinationals is

- (A) the degree to which they both depended on new Technology
- (B) the similar nature of their management structures
- (C) similarities in their top managements' degree of ownership in the company
- (D) their common dependence on political stability abroad in order to carry on foreign operations
- (E) their common tendency to revolutionize systems of Production