

GMAT AWA Practice Test 12

GMAT Practice question 1

The following appeared in the opinion column of a financial magazine:

"On average, middle-aged consumers devote 39 percent of their retail expenditure to department store products and services, while for younger consumers the average is only 25 percent. Since the number of middle-aged people will increase dramatically within the next decade, department stores can expect retail sales to increase significantly during that period. Furthermore, to take advantage of the trend, these stores should begin to replace some of those products intended to attract the younger consumer with products intended to attract the middle-aged consumer."

Discuss how well reasoned . . . etc.

GMAT Practice question 2

The following appeared in the editorial section of a local newspaper:

"In the first four years that Montoya has served as mayor of the city of San Perdito, the population has decreased and the unemployment rate has increased. Two businesses have closed for each new business that has opened. Under Varro, who served as mayor for four years before Montoya, the unemployment rate decreased and the population increased. Clearly, the residents of San Perdito would be best served if they voted Montoya out of office and reelected Varro."

Discuss how well reasoned . . . etc.

GMAT Practice question 3

The following appeared as part of a promotional campaign to sell advertising space in the *Daily Gazette* to grocery stores in the Marston area:

"Advertising the reduced price of selected grocery items in the *Daily Gazette* will help you increase your sales. Consider the results of a study conducted last month. Thirty sale items from a store in downtown Marston were advertised in *The Gazette* for four days. Each time one or more of the 30 items was purchased, clerks asked whether the shopper had read the ad. Two-thirds of the 200 shoppers asked answered in the affirmative. Furthermore, more than half the customers who answered in the affirmative spent over \$100 at the store."

Discuss how well reasoned . . . etc.

GMAT Practice question 4

The following appeared as a part of an advertisement for Adams, who is seeking reelection as governor:

"Reelect Adams, and you will be voting for proven leadership in improving the state's economy. Over the past year alone, 70 percent of the state's workers have had increases in their wages, 5,000 new jobs have been created, and six corporations have located their headquarters here. Most of the respondents in a recent poll said they believed that the economy is likely to continue to improve if Adams is reelected. Adams's opponent, Zebulon, would lead our state in the wrong direction, because Zebulon disagrees with many of Adams's economic policies."

Discuss how well reasoned . . . etc.

GMAT Practice question 5

The following appeared as part of an article in the education section of a Waymarsh city newspaper:

"Throughout the last two decades, those who earned graduate degrees found it very difficult to get jobs teaching their academic specialties at the college level. Those with graduate degrees from Waymarsh University had an especially hard time finding such jobs. But better times are coming in the next decade for all academic job seekers, including those from Waymarsh. Demographic trends indicate that an increasing number of people will be reaching college age over the next 10 years; consequently, we can expect that the job market will improve dramatically for people seeking college-level teaching positions in their fields."

Discuss how well reasoned . . . etc.

GMAT Practice question 6

The following is an excerpt from a memo written by the head of a governmental department:

"Neither stronger ethics regulations nor stronger enforcement mechanisms are necessary to ensure ethical behavior by companies doing business with this department. We already have a code of ethics that companies doing business with this department are urged to abide by, and virtually all of these companies have agreed to follow it. We also know that the code is relevant to the current business environment because it was approved within the last year, and in direct response to specific violations committed by companies with which we were then working—not in abstract anticipation of potential violations, as so many such codes are."

Discuss how well reasoned . . . etc.