

GMAT AWA Practice Test 13

GMAT Practice question 1

The following appeared in a memorandum from the head of a human resources department at a major automobile manufacturing company to the company's managers:

"Studies have found that employees of not-for-profit organizations and charities are often more highly motivated than employees of for-profit corporations to perform well at work when their performance is not being monitored or evaluated. Interviews with employees of not-for-profit organizations suggest that the reason for their greater motivation is the belief that their work helps to improve society. Because they believe in the importance of their work, they have personal reasons to perform well, even when no financial reward is present. Thus, if our corporation began donating a significant portion of its profits to humanitarian causes, our employees' motivation and productivity would increase substantially and our overall profits would increase as well."

Discuss how well reasoned . . . etc.

GMAT Practice question 2

The following appeared as part of an editorial in an industry newsletter:

"While trucking companies that deliver goods pay only a portion of highway maintenance costs and no property tax on the highways they use, railways spend billions per year maintaining and upgrading their facilities. The government should lower the railroad companies' property taxes, since sending goods by rail is clearly a more appropriate mode of ground transportation than highway shipping. For one thing, trains consume only a third of the fuel a truck would use to carry the same load, making them a more cost-effective and environmentally sound mode of transport. Furthermore, since rail lines already exist, increases in rail traffic would not require building new lines at the expense of taxpaying citizens."

Discuss how well reasoned . . . etc.

GMAT Practice question 3

The following appeared in the editorial section of a newspaper:

"As public concern over drug abuse has increased, authorities have become more vigilant in their efforts to prevent illegal drugs from entering the country. Many drug traffickers have consequently switched from marijuana, which is bulky, or heroin, which has a market too small to justify the risk of severe punishment, to cocaine. Thus enforcement efforts have ironically resulted in an observed increase in the illegal use of cocaine."

Discuss how well reasoned . . . etc.

GMAT Practice question 4

The following appeared in a speech delivered by a member of the city council:

"Twenty years ago, only half of the students who graduated from Einstein High School went on to attend a college or university. Today, two-thirds of the students who graduate from Einstein do so. Clearly, Einstein has improved its educational effectiveness over the past two decades. This improvement has occurred despite the fact that the school's funding, when adjusted for inflation, is about the same as it was 20 years ago. Therefore, we do not need to make any substantial increase in the school's funding at this time."

Discuss how well reasoned . . . etc.

GMAT Practice question 5

The following appeared in a memo from the customer service division to the manager of Mammon Savings and Loan:

"We believe that improved customer service is the best way for us to differentiate ourselves from competitors and attract new customers. We can offer our customers better service by reducing waiting time in teller lines from an average of six minutes to an average of three. By opening for business at 8:30 instead of 9:00, and by remaining open for an additional hour beyond our current closing time, we will be better able to accommodate the busy schedules of our customers. These changes will enhance our bank's image as the most customer-friendly bank in town and give us the edge over our competition."

Discuss how well reasoned . . . etc.

GMAT Practice question 6

The following appeared as part of an article in a magazine on lifestyles:

"Two years ago, City L was listed 14th in an annual survey that ranks cities according to the quality of life that can be enjoyed by those living in them. This information will enable people who are moving to the state in which City L is located to confidently identify one place, at least, where schools are good, housing is affordable, people are friendly, the environment is safe, and the arts flourish."

Discuss how well reasoned . . . etc.