

Directions: Use 65 minutes to answer the following questions. You may fill in the circles next to the correct answers or write your answers in boxes or on lines as indicated.

Questions 21 through 27 refer to the following book excerpt.

Excerpt from *Small Business for Dummies*

1 The domestic automakers had a huge market share coming into the 1970s but, unfortunately, were upsetting customers left and right. The Detroit auto manufacturers were able to keep their costs low and profits high in part by producing sub-par cars. Sure, their cars looked nice on the auto dealer's lot, but after a short time in use, many of the U.S.-manufactured cars developed far more problems than their foreign equivalents. And, to add insult to injury, U.S. auto customers didn't get particularly good customer service when they brought their cars in for needed tune-ups and repairs.

2 The chief bean counters and the management of the major U.S. automakers weren't considering the bigger picture when they analyzed their companies' financial statements during the 1970s. These companies were too focused on their short-term profitability and weren't considering the after-sales service that was required as a result of their initially shoddy products.

3 Not surprisingly, the U.S. automakers lost tremendous market share at the expense of the best foreign automakers during the 1970s and 1980s. In fact, one of the big four U.S. automakers—Chrysler—nearly went bankrupt and was saved only because of a government bailout.

4 In the long run, the Detroit automakers learned the hard way that getting your product right the first time is less costly and more profitable than retrenching to play catch-up. Customers aren't stupid, and if you continually sell them shoddy merchandise (especially when better merchandise is available from other sources), they won't come back the next time they're in the market for the products and services you have to offer. What's more, they'll tell others of their lousy experience with your company.

5 Although the major U.S. automakers ultimately got their act together in the 1990s and have stopped the erosion of market share, they still feel the financial pain from the millions of customers they alienated and lost to foreign competitors in the two preceding decades.

From *Small Business for Dummies* by Eric Tyson and Jim Schell, Foster City, Calif.: IDG Books, 2000.

21. The passage states that in the 1970s and 1980s, the management of the major U.S. automakers was too focused on which of the following?
- A. Attractiveness of the cars they manufactured
 - B. After-sales service
 - C. Manufacturing shoddy merchandise
 - D. Short-term profitability
22. According to the passage, which of the following is a lesson learned by the Detroit automakers?
- A. Getting your product right the first time is more profitable than fixing mistakes later.
 - B. Servicing your product is not profitable and therefore unimportant.
 - C. Bankruptcy is profitable for large companies due to government bailouts.
 - D. It is easy to win back customers a company has lost to a competitor.
23. What do the authors suggest was one of the goals of foreign automakers?
- Foreign automakers
- A. studied and then improved on the design of U.S. cars
 - B. deliberately underpriced their cars to get a share of the U.S. market
 - C. wanted to build quality cars with few repair problems
 - D. put short-term profitability above all else
24. The author uses the phrase "chief bean counters" most probably in order to
- A. underscore the fact that customers will not return once they have had a poor experience with a certain company
 - B. argue that foreign automakers provided better customer service than U.S. automakers
 - C. emphasize U.S. automakers' preoccupation with keeping costs low and profits high in the short term, at the expense of their long-term outlook
 - D. indicate that domestic automakers enjoyed tremendous market share at the beginning of the 1970s

25. Which of the following are causes, and which are effects? Place the following four causes and effects into the table below:

Causes	Effects

- | |
|---|
| a. U.S. automakers manufactured cars of low quality |
| b. A customer chooses not to do business with a company |
| c. A customer has a bad experience when doing business with a company |
| d. U.S. automakers lost business to foreign automakers in the 1970s and 1980s |

26. Which of the following best describes the authors' tone toward U.S. automakers?
- A. critical
 - B. proud
 - C. approving
 - D. arrogant
27. Later, the authors advise: "As a small-business owner, remember that if you don't get your product right the first time, you may not have a second chance."
- Based on this information and the excerpt, who did get a second chance?
- A. U.S. automakers
 - B. foreign automakers
 - C. small-business owners
 - D. the government

Questions 28 through 34 refer to the following passage from a short story.

Excerpted from "The Twins"

1 After a while, there was a ring at the
back door. The children scampered in from
the garden, while Jennie answered the ring.

2 "Baker," said the man.

3 "Oh, yes," said Jennie: "wait, I'll get my
purse."

4 I went on writing my letter, only half
hearing the sound of Jennie's small-change
as she, presumably, paid the baker's man.

5 In a moment, Marjie was by my side.

6 "Hallo," I said.

7 Marjie did not answer.

8 "Hallo, Marjie," I said. "Have you come
to keep me company?"

9 "Listen," said little Marjie in a whisper,
looking over her shoulder. "Listen."

10 "Yes," I said.

11 She looked over her shoulder again, as if
afraid her mother might come in.

12 "Will you give me half-a-crown?" whis-
pered Marjie, holding out her hand.

13 "Well," I said, "what do you want it for?"

14 "I want it," said Marjie, looking furtively
behind her again.

15 "Would your mummy want you to have
it?" I said.

16 "Give me half-a-crown," said Marjie.

17 "I'd rather not," I said. "But I'll tell you
what, I'll buy you a—"

18 But Marjie had fled, out of the door, into
the kitchen. "She'd rather not," I heard her
say to someone.

19 Presently, Jennie came in, looking upset.

20 "Oh," she said, "I hope you didn't feel
hurt. I only wanted to pay the baker, and I
hadn't enough change. He hadn't any either;
so just on the spur of the moment I sent
Marjie for a loan of half-a-crown till tonight.
But I shouldn't have done it. I never borrow
anything as a rule."

21 "Well, of course!" I said. "Of course I'll
lend you half-a-crown. I've got plenty of
change. I didn't understand and I got the
message all wrong; I thought she wanted it
for herself and that you wouldn't like that."

22 Jennie looked doubtful. I fumbled explain-
ing the whole of Marjie's act. It isn't easy to
give evidence against a child of five.

23 "Oh, they never ask for money," said
Jennie. "I would never allow them to ask for
anything. They never do that."

24 "I'm sure they don't," I said, floundering
a bit.

From "The Twins" by Muriel Spark, from the book *The Go-Away Bird and Other Stories*, J. B. Lippincott Company.

28. What does Marjie's looking over her shoulder suggest to the narrator?

The narrator thinks Marjie

- A. is imagining what she'll do with the money
- B. has forgotten something in the other room
- C. is shy and lacks confidence
- D. is hoping her mother won't hear her asking for money

29. Which of the following becomes evident during the discussion between Jennie and the narrator?

- A. Jennie knows the narrator wanted to lend her the money.
- B. Jennie can't believe that the narrator wouldn't lend her the money.
- C. Jennie is perplexed when the narrator blames Marjie.
- D. The narrator and Jennie eventually forget the misunderstanding.

30. If Jennie were criticized by her boss at work, what would she most likely do?

- A. resent it in silence
- B. discuss it defensively
- C. not take it seriously
- D. argue forcefully

31. The first person point of view allows the reader to know

- A. the narrator's thoughts
- B. the thoughts and actions of all characters
- C. only the actions of the narrator
- D. Marjie's opinions about the narrator

32. What kind of relationship do Jennie and the narrator have?

- A. They are cool and indifferent to each other.
- B. They frequently disagree on matters.
- C. They know each other but are not close.
- D. Jennie takes advantage of the narrator.

33. Which of the following best describes the situation presented in this excerpt?

- A. humorous
- B. sad
- C. uncomfortable
- D. sentimental

34. Match the following descriptions with the characters they best describe.

Marjie	
Jennie	
Narrator	

Obedient
Diplomatic
Proud

Questions 35 through 41 refer to the following passage and graphic.

How Should We Measure the Rate of Poverty?

1 The rate of poverty appears to be increasing. Each year, the U.S. Census Bureau estimates the rate of poverty, or how many people in the U.S. are living in poverty. According to the Census Bureau, about 15.9 percent of the U.S. population was poor in 2011. That was a 15.3 percent increase over 2010. Moreover, the rate of poverty rose each year from 2007 to 2011.

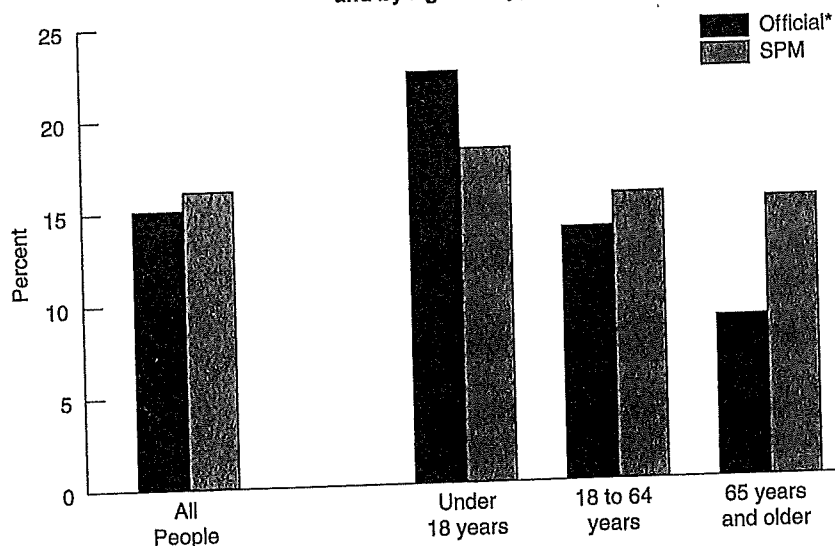
2 It has been argued that the estimated rate of poverty is too low—that, in fact, more Americans are poor. To understand this, it is important first to understand how the Census Bureau determines who is poor. The Bureau surveys people about their income and then compares that income to the official “poverty threshold” (often called the “poverty line”). This poverty threshold varies depending on age, family size, and number of children. For example, in 2011 the poverty threshold for a single individual under 65 was \$11,702. For a family of four, it was \$23,021.

3 Some researchers have argued that these poverty thresholds do not account for taxes, living expenses, medical costs, or differences in cost of living. For example, in a major city, higher rents may leave individuals with less money for food. If the poverty thresholds were adjusted to account for these considerations, the estimated rate of poverty might be higher.

4 A panel of experts has proposed a different measure of poverty, which they call the Supplemental Poverty Measure, or SPM. The graph below shows what percentage of people are living in poverty as measured by the official poverty threshold and compares it to the percentage of people who would be considered poor by the SPM.

5 Why does it matter how many people are considered poor by the Census Bureau? One answer is that the Bureau’s estimate of the rate of poverty is used by the federal government to allot resources to states and local communities. Local governments also use the estimate to figure out how many people are eligible for anti-poverty programs.

Poverty Rates Using Two Measures for Total Population and by Age Group, 2011



*Includes unrelated individuals under age 15.
Source: U.S. Census Bureau, Current Population Survey, 2012 Annual Social and Economic Supplement.

Adapted with permission from the U.S. Census Bureau

35. Which of the following best states the main idea of the passage and graph?

- A. The Census Bureau uses a set of poverty thresholds to determine the rate of poverty.
- B. If the Census Bureau adopted the SPM, the estimate of the rate of poverty among seniors would increase.
- C. There may be more people in poverty than the Census Bureau official estimate suggests.
- D. It is important that the government take action to combat poverty.

36. Which of the following is a supporting detail, rather than a main idea, in paragraph 1?

- A. The rate of poverty rose each year from 2007 to 2011.
- B. The rate of poverty appears to be increasing.
- C. The Census Bureau may underestimate the number of people living in poverty.
- D. Differences in cost of living should be accounted for in how the government measures poverty.

37. How does the bar graph support the information in the passage?

- A. The bar graph supports the claim that some people who do not think they are poor may actually be poor.
- B. The bar graph supports the claim that the government should do more to combat poverty.
- C. The bar graph supports the claim that a different way to measure poverty would produce a different estimate of the rate of poverty.
- D. The bar graph supports the claim that 15.9% of people in the U.S. were poor in 2011.

38. Which of the following describes a cause and effect relationship mentioned in the passage?

- A. The poverty thresholds cause individuals to have lower income.
- B. The Census Bureau's estimated rate of poverty can cause government officials to care about poverty.
- C. Higher rents can cause people to have less money for food.
- D. The SPM would cause more money to be spent on programs for senior citizens.

39. Place each of the factors below into the column that best describes it. You may or may not fill up each column.

Estimates that would be higher if the SPM were adopted	Estimates that would be lower if the SPM were adopted

The overall rate of poverty
The rate of poverty among people 65 and older
The rate of poverty among people under 18
The rate of poverty among people 18-64

40. A student reviewed this passage and graph and then said: "It's clear to me that if the Census Bureau adopted the SPM, then local governments would get significantly more federal money to spend on anti-poverty programs." Which of the following best describes the flaw in the student's reasoning?

- A. The student has confused the causes of poverty with the effects of poverty.
- B. The student has overlooked the fact that other factors might impact how much money local governments receive from the federal government.
- C. The student has overlooked the possibility that not all local governments work to combat poverty.
- D. The student has overlooked the fact that other countries have even higher rates of poverty.

41. This piece was most likely written by someone who _____.

- A. worries that the government spends too much money on anti-poverty programs
- B. thinks poverty is too emotional a topic to be discussed publicly
- C. wants governmental actions to be based on an accurate estimate of the rate of poverty
- D. thinks that there is little that government can do about poverty

Directions: Questions 42 through 45 refer to the following two passages.

Glenwood Community Improvement Council Member:

As a member of the Glenwood Community Improvement Council, I fully support spending money to beautify our public parks. Over the last few years, several of our community parks have fallen into disrepair. Walking paths through the parks are not clearly marked, graffiti is visible on picnic shelters, and garden areas are overgrown with weeds. My neighbors tell me that they do not visit our parks because of the parks' condition. Some even said that they worry the parks are dangerous! We should spend money to ensure that our parks are good places to spend time with your family.

Improving and maintaining the parks would have a positive effect on crime and vandalism. If the parks are established as a source of pride for all of the community, vandals will be less likely to deface them: Well-maintained basketball and volleyball courts, picnic areas, and special events such as concerts in the parks would provide activities for the whole town and help neighbors spend time together.

Furthermore, beautiful public spaces are essential to community pride. Without community pride, Glenwood residents and others are unlikely to invest in creating and supporting small businesses. And small businesses are the heart of a thriving community. We must present Glenwood as a beautiful place to live in order to attract successful entrepreneurs from the surrounding area. If we do so, our investment in the parks will quickly pay for itself. Thus, we must improve our public parks.

Concerned Local Business Owner:

I think I speak for most of the business owners in Glenwood when I say that spending money to improve parks would be a complete waste of resources. The parks are not popular, and we do not know that they would become popular after being improved.

If we want a shining example of our town's successes to attract businesses, our growing business district is all we need! In the last four years, six new businesses have moved into vacant locations on Main Street. On top of that, several restaurants and shops downtown have survived the recent economic downturn and are now seeing more customers.

The city should do more to support these businesses. We should spend money to improve the infrastructure and appearance of the downtown business district. Improvements could be made to streetlights, signs, and building exteriors along our historic Main Street. We also currently are not able to plant public flower beds or clean and maintain the sidewalks. Investments in these areas would make downtown inviting to both customers and small business owners.

Beautifying our town is important if we want economic growth. But we should make sure that our beautification efforts are in the most important places. Clearly, beautifying downtown would help us build a healthy local economy. And once we have done so, then we can put money toward our parks.

42. The topic of both passages is
- Ⓐ A. the best way to enjoy public spaces
 - Ⓑ B. what businesses should exist in Glenwood
 - Ⓒ C. whether beautification projects create economic growth
 - Ⓓ D. how best to spend public money
43. The writers of the passages disagree about which of the following claims about Glenwood Public Parks?
- Ⓐ A. They are in a state of disrepair.
 - Ⓑ B. They are a current source of pride for the community.
 - Ⓒ C. Improving them is a good use of funds right now.
 - Ⓓ D. Park activities can lower the amount of crime.
44. How does the local business owner feel about projects that improve the appearance of the city?
- Ⓐ A. They are good when done in the best locations.
 - Ⓑ B. They are always a waste of taxpayer money.
 - Ⓒ C. The city parks are good enough the way they are.
 - Ⓓ D. They have no impact on local business.
45. Which of the following would the two writers most likely agree on?
- Ⓐ A. Improving Glenwood Public Parks will have an immediate impact on local business.
 - Ⓑ B. Investing in our community is important for the future of Glenwood.
 - Ⓒ C. The parks would be used regularly if they were in better repair.
 - Ⓓ D. Public activities are more important than encouraging new local business.

Questions 46 through 49 refer to the following paragraphs.

Sick Building Syndrome

Do you ? Do you experience symptoms such as coughing, sneezing, nausea, headaches and difficulty breathing? Do these ? If so, you may be working in a sick building.

“Sick building syndrome” is a term that refers to working in a building that makes you sick. The syndrome may be caused by improper building design. Over the past 20 years, architects have designed office buildings with an eye to saving energy. The buildings are tightly sealed so that little heat escapes, and the air inside the buildings is recirculated to avoid the cost of heating fresh air. Although this design reduces energy costs, the lack of ventilation causes a buildup of toxins in the air. On the other hand, the syndrome. Even if originally opened to let in fresh air, adding insulation, caulking, and weather stripping at a later date may have made the windows airtight.

Toxins in the air come from a variety of sources. Biological agents, including bacteria, viruses, fungi, and pollen, may be found in poorly maintained air circulation systems and dirty washrooms. The deadly gas carbon monoxide can seep into a building's air through an improperly ventilated garage or a leaky duct. Formaldehyde is frequently found in furniture, paneling, draperies, glues, and upholstery.

It is possible to “cure” a sick building. Steps to take include eliminating tobacco smoke, providing good ventilation, keeping the ventilation system in good repair, and removing all sources of pollution.

46. Do you select: 46?

- A. often feel sick when at you're work-
place?
- B. often feel sickly when at your work-
place?
- C. often feel sick when at your workplace?
- D. often feeling sick when at your work-
place?

47. Do these select: 47?

- A. symptoms seem to disappear magically
once you leave work?
- B. symptoms seem to disappear once you
leave work magically?
- C. symptoms seems to disappear once
you leave work magically?
- D. symptoms seem to disappear once
magically you leave work?

48. On the other hand, select: 48? the syndrome.

- A. an older building isn't necessarily
immune to
- B. an older isn't necessarily immune to
- C. an older isn't necessarily immune too
- D. an older building isn't necessarily
immune, to

49. Even if select: 49? originally opened to let in
fresh air, adding insulation, caulking, and
weather stripping at a later date may have
made the windows airtight.

- A. them
- B. it
- C. the building
- D. the windows

Questions 50 through 53 refer to the following flyer.

Save Compton Point!

(A)
(1) Compton Point, home to many animal species that are threatened with extinction, now faces a threat of its own. (2) Developers are attempting to change the zoning in order to build a hotel, a tourist center, and an observation tower. (3) If they succeed in getting the rights to build, construction will begin next August.

(B)
(4) Sam Wanamaker, director of the Society for the Protection of Nature, warns that construction of the development is likely to drive out more than 30 animal species that live on the point. (5)

(C)
(6) The Compton Point area is zoned as natural parkland. (7) There are several other areas in the county that are zoned as natural parkland. (8) However, because this project is potentially so lucrative for the city, the zoning board seems to be bending to the will of the developers.

(D)
(9) Developers argue that the new jobs . (11) Certainly, everyone in the community agrees that the economy around here could use a lift, but this is not the way to do it.

(E)
(12) Register your opposition to the development of Compton Point! (13) Come to a demonstration at 10 A.M. on . (14) Bring signs with slogans that tell how you feel. (15) A strong turnout at this demonstration will send a message to developers.

50.

- A. Tourism increases both air pollution and litter, which will further reduce the animals' chances for survival.
- B. Air pollution from tourist traffic will further reduce the animals' chances for survival, not to mention litter left behind by floods of tourists.
- C. Air pollution from tourist traffic and also litter from tourists flooding through the area will further reduce the animals' chances for survival.
- D. Tourism will further reduce animals' chances for survival because of air pollution from tourist traffic and floods of litter from tourists.

51. Which revision would improve the effectiveness of paragraph C?

- A. remove sentence 6
- B. move sentence 6 to follow sentence 7
- C. remove sentence 7
- D. move sentence 7 to follow sentence 8

52. Developers argue that the new jobs .

- A. resulting from their development would boost the region's sagging economy, and the influx of tourism would too.
- B. and influx of tourism resulting from their development would boost the region's sagging economy.
- C. resulting from their development would help along the economy of the region. The influx of tourism would too.
- D. and also the influx of tourism, that would result from their development, would cause the region's economy to boost.

53. Come to a demonstration at 10 A.M. on .

- A. Saturday, May 7, in front of the mayor's office 34 Wilton road.
- B. Saturday, May 7, in front of the mayor's office, 34 Wilton road.
- C. Saturday, May 7, in front of the mayor's office, 34 Wilton road.
- D. Saturday, May 7, in front of the mayor's office, 34 Wilton Road.

End of Reasoning through Language Arts Test

Answers and explanations begin on page 704.

