

---

# GMAT - INTEGRATED REASONING

---

## Questions

*For each of the following questions, read the information provided and answer the questions accordingly.*

## **Question 1**

### **TAB 1**

#### **Editorial of a popular business weekly**

January 5 - Going by current trends, farmed prawns will overtake wild prawns as the world's largest source of prawns by 2025. Aggressive catching of prawns of the world's oceans and the inability of world governments to agree on prawn catching limits mean that farming will become critical to the industry's ability to meet worldwide prawn demand. Additionally, recent concerns about mercury levels in wild-caught prawns have led many consumers to prefer farmed prawn, further creating increased demand for this relatively new source of seafood.

### **TAB 2**

#### **Interview with a popular scientist in a technology journal**

July 2 - Dr. Jonathan Higgs, one of the world's most outspoken critics of the seafood industry's unwillingness to curb its output in order to protect the prawn population, suggests that more than twenty-four popular species may become extinct in the coming years.

"I understand that customers keep buying the seafood, and fishermen will make every effort to meet the demand. However, if something isn't done to meet the demand another way, by the middle of this century even something as common as tiger prawn may become a delicacy only the world's wealthiest families can afford."

### **TAB 3**

#### **Article from a weekly news magazine**

July 20 - Demand for white leg shrimp, one of the world's most popular species of prawn, has grown 1000% over the last decade as people around the world have discovered it as a low-cost prawn that goes well with a variety of foods. This increased demand has encouraged countless white shrimp farms to open in Vietnam, and Australian officials have expressed concern that not all white shrimp prawns imported from Vietnam meets Australian safety standards. Some experts in Australia have called for creating more stringent standards for all seafood imports, but Vietnamese authorities warn that this may dramatically increase the cost of seafood imported into Australia.

Consider each of the following statements. Does the information in the three articles support the inference as stated?

**Yes**   **No**

- The world's governments usually do not agree with one another on how to deal with matters related to catching prawns and seafood farming.
- An increase in worldwide demand for white leg shrimp prawns has driven the world's ocean prawn population to dangerously low levels.
- Dr. Johnathan Higgs supports an increase in prawn farming.
- Vietnamese white shrimp farms have led some Australian consumers to worry about the levels of mercury in their seafood.

## Question 2

### TAB 1

#### Message sent from a Car dealer to his clients

9:20 AM - We have received an offer for your Luxury Car. The offer is for \$2,25,500. Although I know this is marginally lower than your asking price, it is not uncommon for buyers to make an aggressively low bid to try to bring down the seller's price. Based on my experience, I expect that you can counter at a price of \$ 2,60,000 and still end up agreeing on a price that is no lower than 10% below your asking price.

### TAB 2

#### Message sent from clients to their car dealer, in response to the agent's 9 :20 AM message

10:25 AM - We are pleased to hear that someone has made an offer on our Car! You are right, though. Their offer is well below our asking price. While we understand this is how negotiation is done, we are not willing to give so much ground. After giving it some thought, we think that making a counter offer at \$ 2,65,500 makes sense. That gives us room to negotiate more if the buyer wants to make another offer. Additionally, there are other concessions we would be willing to make besides price, if you think that might help us reach a deal. Kindly communicate these things to the buyer, and let us know about their response.

### TAB 3

#### Message sent from a Car dealer to his clients, in response to their 10 :25 AM message

1:30 PM - I spoke to the buyers' agent, and it sounds as though they are willing to negotiate further on price, although the buyers have said that \$ 2,65,000 is "a lot more" than they can afford. Additionally, I mentioned your willingness to negotiate on items other than price, and they have expressed that making this sale happen no later than September last week appeals to them. I expect that, if you offer them a price of \$ 2,47,000 and agree to make the deal happen by mid-September, they will agree to a deal.

Consider each of the following statements. Does the information in the three articles support the inference as

stated?

**Yes No**

- The Car sellers' asking price for their car is at least \$ 2,88,800.
- For the buyers, the ability to complete the purchase before September last week is more important than the final price of the Car.
- It is possible for both the parties to make a deal in which neither side needs to change its opening offer by more than 15%.
- The sellers' Car dealer is more likely to accept a lower final price of the car than are the sellers themselves.

### Question 3

**CMO of a Smart Phone Company :** Our newest line of smart phone, the MM- 900, is not gaining popularity with our customers. Although it is a better product than our main competitor's FA- 860 and has a higher frequency output, and a more sophisticated liquid cool technology, the product has not sold as many units as the FA-860. Our MM- 900 is priced higher than the FA-860. We would like to find out how to convince potential customers to pay more for our product as opposed to purchasing our competitor's product.

**Marketing Consultant:** Our research shows that many people do not understand the benefits of having a smart phone with a higher frequency output and more sophisticated liquid cool technology. I recommend that you run a TV ad featuring a well-known sportsman who will educate the public about the benefits of having such features in a smart phone. People are generally trusting of well-known sportsman and find commercials featuring that sportsman persuasive. Therefore, I recommend that you undertake such a TV ad.

In the Marketing Consultant's suggestion to have the client's desired effect, it depends upon a cause-and-effect relationship. Choose the cause and subsequent effect in the columns below upon which the Marketing Consultant's suggestion depends. Choose only one for each column.

Cause	Effect	Statements
<input type="radio"/>	<input type="radio"/>	The public will become more trusting of well-known sportspersons.
<input type="radio"/>	<input type="radio"/>	The public will find the TV ad campaign to be persuasive.
<input type="radio"/>	<input type="radio"/>	The MM-900 will be featured in the commercial.
<input type="radio"/>	<input type="radio"/>	The public will place a greater value on a smart phone and more sophisticated liquid cool technology.
<input type="radio"/>	<input type="radio"/>	The makers of the FA-860 will respond with their own commercial featuring a well-known sportsperson.



The public will purchase smart phones in greater quantities than they have in the past.

**Question 4**

Among the teachers at Jonathan Rose High School, French and Social Studies teachers have the most grading burden. In addition to the smaller daily assignments that all other teachers must grade, French and Social studies teachers, mostly of junior and senior students, must evaluate and assign grades to lengthy writing assignments a few times a trimester — literary essays in French and term papers in social studies. Therefore, since French and Social studies teachers grade more, their salaries should be logically higher than teachers of other subjects.

Select Strengthen for the statement that would, if true, most strengthen the argument, and select Weaken for the statement that would, if true, most weaken the argument. Make only two selections, one in each column.

Strengthen	Weaken	
		Many Biology teachers either stay after school or give up their lunch breaks to assist students who are poor in the subject and who need extra help.
		Some subjects’ teachers teach students all of one grade level, while teachers of other subject may teach students of different grade level
		At most other schools in the district, teacher pay does not differ from one subject to the next.
		Science teachers assign several lab reports a semester, each of which is time consuming to grade
		The teacher’s union adjudicates all disputes concerning the salaries of teachers and support a merit-based pay scale that rises for each year in teaching
		A teacher’s salary is based on the expected number of hours they put into their job in a typical week.

### Question 5

Highway commissioner: At the present time, the fifty-two mile stretch of interstate highway from the town of Mountborough to the city of East Hendricksport is clogged every day with commuters who live in Mountborough and work in East Hendricksport. Our division is in favour of increasing the number of lanes in this stretch of the interstate highway, and the town of Mountborough could benefit its citizens by contributing to this highway improvement.

Mayor of Mountborough: We could improve the quality of life of citizens of Mountborough by investing that same money in a stimulus package to increase the number of jobs here in Mountborough.

Suppose that the highway commissioner's and mayor's statements express their heartfelt opinions. Select statements (1) and (2) as follows: the highway commissioner would likely disagree with (1), and the mayor would take (2) to present logical support for (1). Select only two statements, one per column.

For statement (1), we need a statement(2) that is simultaneously one with which the highway commissioner would clearly disagree, and which the mayor would clearly support.

1	2	
		The expansion of the number of lanes in the interstate highway would be harmful to the citizens of Mountborough
		A short walk brought about by a job close to one's place of residence, contributes to an individual's quality of life.
		Some of the new jobs in Mountborough most likely will be in the transportation sector, and expand the number of transportation options the citizens of Mountborough have.
		A fraction of the citizens of Mountborough commute to Pink City, 30 miles in the other direction from Hendericksport
		If the town of Mountborough's available funds were devoted exclusively to highway improvement, this would not be in the best interest of the citizens of Mountborough
		It is in the interest of the citizens of Hendericksport to support the expansion of number of lanes of the interstate highway.

---

# GMAT - INTEGRATED REASONING

---

**Solutions**

QUESTION NO	CONCEPT TESTED	HINT FOR THE ANSWER	REASONS FOR ELIMINATION	DIFFICULTY LEVEL
1	Its an Inference question in which the test taker is first supposed to assimilate information from different tabs and then find out whether he can infer few things from the argument or not.	We are supposed to select an option which is within the scope of the information provided in the different sources ( tabs)	<p><b>Option A. No.</b> While the first article notes that the world governments have been unable to agree on prawn catching limits, that does not necessarily mean that such disagreements are usually the case. Because this current situation could potentially be a unique occurrence, the statement in question is not necessarily true, and therefore not a valid conclusion just based on the information provided.</p> <p><b>Option B. No.</b> Article 3 discusses the large increase in demand for white shrimp prawns, but it does not indicate whether the ocean white shrimp population has been threatened; in fact, the article only mentions farmed white shrimp as a consumer product, so we cannot conclude anything about the ocean population.</p> <p><b>Option C. No.</b> In article 2 Dr. Johnathan Higgs is quoted as opposing the current prawn catching output, in order to "to protect the prawn population". This does not necessarily mean that he favors farming, however; his comments are specific to catching prawns and not to farming, so we cannot make any inferences as to his opinions on farming.</p> <p><b>Option D. No.</b> Mercury levels are only mentioned (in article 1) as a concern relevant to wild-caught prawns, not farmed prawns. While article 3 does mention that Australian officials are concerned over safety standards with</p>	Medium



			regard to Vietnam's prawn farms, the article does not indicate whether mercury is one of those safety concerns.	
--	--	--	---	--

QUESTION NO	CONCEPT TESTED	HINT FOR THE ANSWER	REASONS FOR ELIMINATION	DIFFICULTY LEVEL
2	<p>Its an Inference question in which the test taker is first supposed to assimilate information from different tabs and then find out whether he can infer few things from the argument or not.</p>	<p>We are supposed to select an option which is within the scope of the information provided in the different sources (tabs)</p>	<p><b>Option A. No.</b> While it is true that \$2,60,000 is 10% lower than approximately \$ 2,88,800, it is unknown whether the "end up agreeing upon" price that the real estate agent suggests will happen is going to be that \$2,60,000. It is more likely, from the rest of the messages, that the \$ 2,60,000 counteroffer will settle at a price at least substantially lower than that, making the final price equal to more than 10% less than \$2,88,800. Accordingly, we cannot determine whether the asking price is equal to or less than \$2,88,800.</p> <p><b>Option B. No.</b> While the third message suggests that a September last week closing date is important to the buyers, it does not necessarily indicate that such a closing date is more important than price. In fact, that very same message includes a firm reprimand of the \$2,65,000 price point, suggesting that the final price of the car is a primary concern of the buyers.</p>	Tough

**Option C. Yes.** The buyers have initially offered \$ 2,25,000 so a 15% compromise for them would be \$ 2,59,325. And the sellers' agent has noted that, at \$ 2,60,000, the sellers would receive a price that at maximum would reflect a 10% reduction from their opening price. This puts the maximum offer price at \$ 2,88,888, a price for which 15% off would be less than \$245,555. Accordingly, any price between \$ 2,45,555 and \$ 2,59,325 would allow both buyer and seller to achieve a price within 15% of their initial offers.

**Option D. No.** While the sellers' car dealer seems more willing to drop prices in negotiation, it is not necessarily true that he will accept a lower price in the end.

QUESTION NO	CONCEPT TESTED	HINT FOR THE ANSWER	REASONS FOR ELIMINATION	DIFFICULTY LEVEL
3	Cause and Effect Identification	Simultaneously Identify the cause and the effect	<p>The cause-effect relationship should start with a convincing, compelling campaign, and the effect should be that people do, in fact, see that value as a result. That makes the cause the <b>second option</b> ("the public will find the TV ad to be persuasive") and the effect the <b>fourth option</b> ("the public will place a greater value on..." these features).</p> <p>1. The first option is out of scope, as the factual, given information already states that the public finds these sportspersons trustworthy.</p> <p>3. The third option is also unnecessary -- the TV ad's goal is to ascribe value to the features, and not necessarily that particular machine.</p> <p>5. The fifth option is far out of scope (nowhere in the goals would there be any desire for the competition to perform their own commercials).</p> <p>6. And the sixth, while tempting, is also out of scope. The sixth option pertains to all smart phones, and this campaign is specific to the properties of the MM- 900. Selling more MM-900s is the ultimate goal.</p>	Medium

QUESTION NO	CONCEPT TESTED	HINT FOR THE ANSWER	REASONS FOR ELIMINATION	DIFFICULTY LEVEL
4	Identification of Argument's strengthener and Argument's weakener	First answer this question as a Strengthen Question and then as a weaken question	<p><b>Option A.</b> is wrong. The question pertains to time spent on grading, so time spent on meeting with students is outside the purview of the argument.</p> <p><b>Option B.</b> is wrong as well. We have no idea about teaching different grade levels would involve more or less time spend grading papers, so there is no clear link between this statement and the focus of the argument.</p> <p><b>Option C.</b> is at best vague, it talks about what most schools do. Every school has its own basis for compensating the teachers work.</p> <p><b>Option D.</b> points out a loophole. If Science teachers spent a great deal of time grading lab reports, then it definitely wouldn't be fair for French and social studies teachers to get more pay for grading. This is a <b>weakener</b>.</p> <p><b>Option E.</b> is beyond the topic of discussion. If the decision is already taken regarding which pay system is fair, it doesn't matter who makes the decision to implement it.</p> <p><b>Option F.</b> is a strengthener. Taking this option as true leads to pay reflecting hours of work, and so if the French and social studies teachers work more because of all the grading they have, then they would get paid accordingly. This is a <b>strengthener</b>.</p>	Tough

QUESTION NO	CONCEPT TESTED	HINT FOR THE ANSWER	REASONS FOR ELIMINATION	DIFFICULTY LEVEL
5	To find opposing and supporting statements		<p><b>Option A.</b> the highway commission would clearly disagree with this, but it's not at all clear that the mayor would agree. It's a very extreme statement.</p> <p><b>Option B.</b> the mayor would clearly agree with this, but it's not very clear that the commissioner would disagree.</p> <p><b>Option C.</b> not directly relevant: it is unclear whether either speaker would agree or disagree with this.</p> <p><b>Option D.</b> not directly relevant: it is unclear whether either speaker would agree or disagree with this.</p> <p><b>Option E.</b> this opposes the substance of the commissioner's argument, and in some ways, it is a paraphrase of the mayor's objection to the commissioner. It is clear that the commissioner would disagree, since it contradicts his position, and it is clear that the mayor would support this, since it is completely consistent with what she said. This is a good candidate for Statement (1).</p> <p><b>Option F.</b> not directly relevant: while the commissioner might agree, it is unclear whether the mayor would agree or disagree with this.</p> <p>The best Option for statement (1) is <b>(E)</b>. To support (E), the only remaining statement that's relevant and with which the mayor wholeheartedly would agree is <b>(B)</b> — that has to be statement (2). Statement (1) = <b>(E)</b>, Statement (2) = <b>(B)</b></p>	Tough