

INFERENCE QUESTIONS

Mark the following statements by using the letter "T" if it is inferred to be true, "F" if it is inferred to be false, and "NI" (No information) if its truth or falsity cannot be inferred.

1. Although housewives still make up the majority of volunteer groups, male participation is, reported on the rise nationwide as traditional distinction between men's work and women's work beginning to fade.
 - _____ a. As traditional societal roles change, more men are becoming members of volunteer groups.
 - _____ b. Most members of volunteer groups are men.
 - _____ c. In the past, volunteer work was done mainly by women.
 - _____ d. Male participation in volunteer groups is increasing in all developing nations.

2. The overall picture of this ancient Peruvian population is that of a simple, peaceful people living in a small cultivable oasis by the sea, fishing, raising a few food crops, living in small, simple, nonmasonry houses and making the objects necessary for their economic and household life, with some attention to art.
 - _____ a. This early Peruvian population had all the basic necessities of life available to it.
 - _____ b. Art only exists in modern and advanced societies.
 - _____ c. They moved many times during the year.
 - _____ d. Their cave pictures can still be seen today in Peru.

3. In this part of the world, the political and social changes of the past 20 years have by no means eliminated the old upper class of royalty and friends and advisors of royalty, the holders of state monopolies, the grand land lords and lords of commercial fiefs, tribal sheikhs, and village leaders.
 - _____ a. In this part of the world, political and social changes have eliminated great landlords, lords of commercial fiefs, and village leaders.
 - _____ b. In this part of the world, the upper class and their friends and advisors haven't been eliminated by political and social change.
 - _____ c. No means can eliminate the old upper class of royalty in this part of the world.
 - _____ d. In this part of the world, village leaders do not hold as much power as the advisors of royalty.

4. People should choose their elected representatives partly on the basis of how well they believe these representatives, once in office, can convince them to do or support whatever needs to be done.

_____ a. It is the author's belief that people should choose representatives whom they believe will convince them to take action.

_____ b. Although people should choose representatives whom they believe will convince them to take action, often they do not.

_____ c. People should choose representatives whom they believe will convince them to take action.

_____ d. Representatives should be elected only on the basis of their ability to take action.

5. While working for a wholesale firm, travelling to country stores by horse and buggy, Aaron Montgomery Ward conceived the idea of selling directly to country people by mail. He opened his business in 1872 with a one-page list of items that cost one dollar each. People could later order goods through a distributed catalogue and the store would ship the merchandise *cash on delivery* (COD). The idea was slow to catch on because people were suspicious of a strange name. However, in 1875 Ward announced the startling policy of "satisfaction guaranteed, or your money back". Contrasting with the existing retailing principle of *caveat emptor* (Latin for "buyer beware"), this policy set off a boom in Ward's business.

a. _____ Aaron Ward had experience in sales before he began his own business.

b. _____ Ward's mistake was to give every item on the list the same price.

c. _____ Other stores in operation at the time did not offer money back guarantees.

d. _____ Other mail order business quickly followed Ward's success.

Baudoin, M. E., Bobber, E. S., Clarke, M. E., Dobson, B. K., & Silberstein, S. (1988). *Reader's choice*. Ann Arbor: The University of Michigan Press.

Answer Key

- | | | | | |
|----|------|-------|-------|-------|
| 1. | a. T | b. F | c. T | d. NI |
| 2. | a. T | b. F | c. NI | d. NI |
| 3. | a. F | b. T | c. NI | d. NI |
| 4. | a. T | b. NI | c. T | d. F |
| 5. | a. T | b. F | c. T | d. NI |