ChaseDream GMAT 作文寂静整理(2019/08/03 起)

整理菌: qv0518

最新版地址: https://forum.chasedream.com/thread-1349965-1-1.html

2019/08/03 起寂静整理汇总

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08/03 19:51, 更新到 1 题, 感谢 Xkk2333!

05/13 换裤日 (换裤时间统计)

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01. 儿童麦片(FiberFlakes Cereal)

【本月寂静】

作文: FiberFlakes Cereal 一家玉米片公司想把目标客户从妇女改成儿童,用包装和广告吸引小孩,希望能提高销量。(by <u>Xkk2333</u>)

【考古】

V1: FiberFlake had been targeting in adult women consumers in the past 22 years, they had about 64% of their consumers being women. But there was an increase on the children consumer share, rising from 16% to 25% over the last two years. Their data indicates this number will double. A new marker strategy was introduced to highlight the cereal being a children focus product rather than a whole family product, which it had been advertising in the past and all the other competitor were marketed as the same. Fiberflake believes in this way it will stand out in the market and its sales and market share will increase. (by sybiltong)

V2: 就是一个 cereal 公司 FierFlakes cereal 这条 product line 过去的消费者 64%都是 adult women; 然后最近 children customer 从 16%上升到 25%了,所以要抓住这个机会换包装,做广告,然后从 whole family 的这个 crowd 和 competitive 的市场离开,进入专门卖 cereal 给儿童的市场,这样 sales 和 market share 就能上升了。(by baoninininini)

V3: 一个公司的 FiberFlakes cereal 之前是面向全家销售的,原先买这种 cereal 的大部分是女性客户,然后发现 in the last two years,这种 cereal 的儿童客户从 19%上涨到 25%,公司决定改变现在的 packaging 和 advertising 方案,从面向全家销售变成 excessively to children, 从而从众多的竞争者中脱颖而出, 结论是: 公司觉得这样可以 certainly promote sales & increase market share(by crystaldong912)

V4: 某一个食品工厂生产一种 cereal, 之前的顾客大部分是成年女性, 达到 64%(数字可能会记错),成年男性和儿童的比重较少。但是近两年,这种 flake cereal 顾客中的儿童比重从 16%上涨到 24%,因此厂家的营销策略定为:将该产品的包装与广告侧重于儿童,而不是之前那样是给 whole family 的。这样,在其他厂家的产品都是供给全家人的情况下,他们的儿童 cereal 会有一个更好的销售量和市场占有率。(by ariel_river)

V5: 作文题目是关于一个麦片公司的,叫 FiberFlakes。是说这个公司的麦片原来的受众大部分是 adult women,但最近几年管理层发现他们家麦片的儿童消费者在变多,于是他们迎合这个趋势,就想转换 marketing strategy,将麦片定位在儿童上。理由是会在麦片包装和广告上更偏向儿童,然后管理层总结说这样做之后我们公司的麦片销量肯定可以增大啊,收入肯定可以上升啊,因为现在没有其他公司是 专做儿童麦片的,所以我们就可以独树一帜,然后避免竞争啦。(by 莫莫有只皮卡丘)

参考思路:

- 1. 专门定位儿童可能导致失去当前的主要收入来源(75%非儿童顾客),降低 sales;
- 2. 在面向 family 宣传时,儿童顾客比例的增加,极有可能是来源于父母本身就是顾客,吃后感觉好,给孩子吃;如果全部宣传面向孩子,则有可能失去成人市场,进而失去成人推荐给孩子的这部分市场;
- 3. 无关假设: 儿童数量的增加不代表 sales 的增长,仅由儿童为主要顾客的 cereal 受众会减少,因此和现在相比,销售量和市场占有率反而会减少
- 4. 无关假设:换了包装也不一定能够盈利,因为还要考虑换包装的成本和广告成本,可能大于这种策略产生的利润。

- 5. 错误类别:别的公司都开始瞄准小孩了,竞争就同样激烈。
- 6. 调查不可信. 即使儿童消费者比重增加. 女性仍然是主要消费者
- 7. 没有权衡支出和收益, 改为儿童燕麦可能会损伤公司品牌, 也可能这个市场已经饱和
- 8. 错误假设增长趋势在未来不会改变

构筑提供的思路: (by CDKafka)

- 1) increased 了比例,不代表总数上 children increase 多;
- 2) Market 不能必然导致比其他对手强,因为还有其他因素影响;
- 3) 赢了其他对手不代表一定会增加销售量,万一经济危机了呢?

构筑提供的思路: (by 羊羊 750)

- 1) 即使更改包装,不一定吸引儿童, 儿童可能更在意口感
- 2) 即使吸引儿童,可能会失去其他消费者,如妇女等,不能提高销量
- 3) 没有考率其他可能提高销量的因素

构筑提供的思路: (by 米米米米米米)

- 1) 女人还是主力消费群体,进入新的细分市场需要额外的投资。
- 2) 如果想吸引更多的儿童,可以提供随麦片附送的小玩具。

构筑提供的思路: (by <u>Liyuan1225</u>)

- 1) 七宗罪里面的 all things are equal, 用过去短短几年的事例推未来
- 2) 非此即彼 either or choice, 可以两个结合

构筑提供的思路: (by 加油 RP)

- 1) 消费者不一定产品购买的决定者,父母可能觉得对儿童好,所以买给儿童
- 2) 改变包装和广告的费用
- 3) 儿童比例只是变高,但原来女性成年消费者比重的绝对值还可能很决定性

构筑提供的思路: (by 龙葵啊龙葵)

- 1) 关注比例不一定靠谱,顾客比例高但是实际顾客量不一样大。此外,就算儿童顾客比例上升, 女性顾客还是主体。
- 2) 有潜在风险,会面临 children cereal 企业的竞争, stand out 仍需要打造别的竞争优势。
- 3) 转型成本可能很高(广告、营销、人员、研发等)、无法实现预期利润

构筑提供的思路: (by 南风吹)

- 1) 时间趋势:过去两年儿童顾客增加,但是未来儿童顾客可能会下降,所以变成专卖儿童的 packaging 和 advertising 并不能提升 sales,也不会提升 market share
- 2) 调查/数字: 虽然儿童顾客上升到 25%,但是依旧妇女和成年人是主要消费群体(75%),并且 妇女和成年人购买 cereal 的价格和数量也比儿童客户更大,因此变成专卖儿童的 packaging 和 advertising,会损失掉大部分成年顾客,进而 sales 下降,market share 也下降
- 3) 因果: 改变 packaging 和 advertising 也可能不会吸引儿童客户,因为儿童客户更关注产品营养价值,而且儿童买东西可能很多都是听父母的意见,所以变成专卖儿童的 packaging 和 advertising 并不能提升 sales,也不会提升 market share

02. 在家办公(stable office job VS work from home)

【本月寂静】

坐稳是某专家说 office worker 比 self-employed worker 赚得多什么的(by <u>阿漓漓</u>)

【考古】

V1: 讲一个报纸的就业栏目,作者说现在 self-employed 和 work from home 的人很多啦。但是 working at home will be distracted by cellphone, neighboring chaos,没有一个自己的 schedule,会推迟做很多事。 furthermore,working at home will be isolated from society,导致在家工作不能有 opportunity for career advancement。所以说在 office 工作人作肯定比在家工作挣得多(stick with the office will be benefit in the long run and will earn more salaries)。问如何评论?(by Alonight)

V2:人们会放弃 stable office work,然后自己干 work at home,作者认为 working at home will be distracted by cellphone, neighboring chaos. 以及 working at home will be isolated from society,在家办公,不能接触同事,信息闭塞啊;因此作者得出结论 stable office work will have greater profitability in the long run. 题干很短,一共就这么几句话。(by lynn_ling)

V3: People are debating with stable office job with self-employed or work from home. The later has disadvantages from many aspects. People working from home are potentially suffering more distractions from personal phone calls, children, and even noisy neighbors. Additionally, people who work from home are not as socially connected as people who work in corporate. Therefore, people who choose to stable office job will in the long run earn more than self-employed or people work from home. (by 伦敦牛仔)

V4: Newspaper's Career Advisor column concluded that office workers' earning is greater than work-from-home worker. Below are the argument points: (by 韦德)

- 1) Working from home workers face a lot of distractions: lousy neighbor, noises, and miscellaneous.
- 2) Without the set schedule, working from home workers tempt to avoid work and have low efficiency.
- 3) Isolated professionally and socially, work from home workers are lack of opportunities.

V5: Generally speaking, it is financially unwise for people quit stable office job and start working from home. It is there are a lot of distractions when people working from home. People working from home tend to procrastinate because there is no discipline. Also, working from home make people isolated. Therefore, it is financially more advantageous for people working in the office. It is unwise to quit a stable office job in order to be self-employed and work at home. 给出的理由是,在家办公容易受 neighbor 影响,没效率,经常 avoid working 等等。然后又说在家办公 isolated with the work place, 对 career advancement 不好。所以 不应该 quit stable office job and become self-employed. (by rachel_lli)

V6: 说在办公室工作比在家工作好。有三个论点: 1、在家工作的人会面对更多的 abstraction,比如邻居,电话,家务等等。2、在家工作的人更没有时间计划,更倾向与 avoid work; 3、与社会和人群隔离,会对人的 career advance 有限制。整个 argument 都没有举例和调查。 (by <u>FFFFFanfan</u>)

V7: 一个 advertisement 说,现在很多人都是辞掉了稳定的 office job,而去 self-employed 并且 work at home,这有很多缺点:第一,在家工作有很多干扰因素,容易 distracted。第二,没有一个 set schedule,人们很容易做些别的事 avoid working。第三,不如 office job 有更多的 job advancement。因此,stable office job 会有 greater earning。(by <u>Flower 的葡萄</u>)

V8: 作者认为 sticking to 在 office 工作 比 attempting to 在 home 工作,能够 gain greater earning in the long run。原因是,在家工作会有很多 distraction 诸如电话,吵闹的邻居等等,以及在家没有 set schedule 所以会 avoid working,还有是 being isolated 会导致职业发展受阻。(by EveningYI)

V9: 有这么个趋势一些人离开了稳定办公的工作去自我创业或在家工作,有人认为这种自己创业的人会被周边的噪音等等因素所分心,而且这些人没有外界计划时不能很好的规划工作并且常常逃避工作,最后还说拥有稳定工作的人比这些创业的人长期工资要高,所以建议大家都不要去自我创业而去拥有稳定工作(by zzz1106)

V10: Generally, office jobs are financially promising than working at home. while working at home, people can be distracted by so many factors such as phone calls, noises, blabla. Self-employed people may be tempting to ... and avoid working. In addition, if people are socially and professionally isolated, their opportunities for advanced careers are limited. So sticking with an office job can gain more financial benefit in the long run than self-employed person. (大概是这样的信息)(by Jessie Ge)

V11: 大部分人是 stable office workers, 还有一部分人选择在家里工作。这部分在家里工作的人很容易 be distracted by neighbors, phone calls, and house chores,所以工作效率低下。Futhermore,因为在家工作的人没有一个固定的 schedule,他们很容易 procrastinate,而且,在社会交际等方面 self-employed workers 比不上 stable office workers。因此,in the long run, stable office workers 挣钱比 self-employed workers 多。(by 有梦想的金刚琪)

V12:提出 a stable office people is better to self-employed and work from home, 给出原因: 1. work from home 比较容易受到各种干扰: 电话,邻居的噪音啦之类的 2. 如果不是一个非常 schduled people,self-employed and work from home 比较容易没有效率,avoid work 3.self-employed and work from home 的人如果不社交,不提高专业水平,职业发展机会容易受限(非常明显的攻击点) 最后结论就是长期来讲 stable office work people make better earnings than self-employed and work from home people(by londons)

参考思路:

- 1) false causal relationship: no correlation
- 2) gratuitous assumptions no evidence
- 3) Either or choice

参考思路: (by 贤小哲)

- 1) insufficient sample 文章没有足够的例子或数据来证明在家工作就一定会受到邻居的打扰,举一些反例,比如有些人住在郊区,人少环境安静更不易被打扰啊,或者说你选择在家工作,而邻居都在办公室工作,那他很怎么打扰你呢? (反正就是说文章没有给出足够证据能排除这些反例的存在吧~)
- 2) casual oversimplification. 文章说在家工作安逸会导致人变懒惰。这因果关系错了。比如有的人在家工作,正是因为安逸的环境才工作更 efficent 相反你如果在有些办公室工作,空间小,人多,没效率,或者因为有 colleagues 在,自己更懒惰,因为想着同事可以做啊~
- 3) gratuitous assumption。 文章可能存在的假设是在家工作与人交流的途径少了(所以才影响社交)。但是这假设错了。比如现在科技这么发达,facebook factime twitter 神马的,不都是与人交流的途径嘛,怎么可能影响社交呢~~

构筑提供的攻击点: (by fightingctt)

- 1) 虽然在家办公有各种 distraction,但不能假设这些 distraction 一定会降低在家工作的人的效率, 另外,即使在办公室工作,也可能有各种各样的 distraction。
- 2) 在家办公不一定导致 isolated,现在通讯技术越来越发达,有很多可以替代面对面沟通的方法, 沟通也会很顺畅。
- 3) 即使没有 set schedule,也不能说明在家工作的人一定会 avoid work,因为这些人可能是自我驱动、严格自律或目标导向的。
- 4) 在家工作跟是否一定没有 great earning 没有必然的关系,很多自己创业在家工作的人,也很富有。
- 5) 总之攻击点还是比较好找的, 我写了很长, 大概 400 多个字吧。

构筑提供的思路: (by 有梦想的金刚琪)

- 1) 无因果联系。作者给出的两个理由与是否挣钱多没有关系,不能说明办公室工作的人一定挣钱 多
- 2) 时地全等问题。现在是这样的情况不代表 in the long run 也是这样的,说不定以后在家工作的人 开个淘宝店啥的可赚钱了
- 3) other factors,影响是否挣钱的因素很多,在公司工作的人也不一定效率高,他们上班也会被其他事情打扰

03. 再生能源(renewable energy)

【本月寂静】

mining technology 传统的企业发现它的 profits 和 stock price 已经下降好多,一个 B 公司说不用担心,现在发现开发了新的 renewable energy,包括 wind,solar,and bio~能源,市场有前景而且有效率,说这种新的能源,一定可以帮助 mining 公司保住 profits and stock price。(by <u>luckyboom7</u>)

【考古】

V1: A company called Blatscom pulished following in a year report for stockholders:

Recent years the demand for mining technology has been falling, causing the profitability and stock prices of certain companies in the mining technology industry to shrink. Fortunately, we are shifting our business to adopt a new growth strategy: the renewable energy technology. As such, our scientists and staff are now shifted to the research field in the renewable energy technology. The renewable energy technology is booming in recent years, with several prominent companies achieving great success and high profitability. We are confident that this change in strategy will guarantee a retained high profitability and stable stock price in the future. (by louskellyye)

V2: An article in B corporate's newsletter to its shareholders:

the decline of the traditional mining industry affected the profit of Blastcom corporate. therefore, the manager decided to transform the company's strategy from traditional mining to renewable energy, and it demanded R&D department focus on the renewable energy technology. there are two reasons. the first reason is that the renewable energy is booming. the second reason is that some companies, which have been working on the renewable energy market have gained profit. therefore, changing its strategy and entering the renewable energy market promise B corporate's profit and stock prices, and will guarantee safety from declines in the future. (by Hannah 蛋清)

V3: Due to the decline demand of the mining technology, all the related corporations are suffering from decline of profit and sales this year, including Blastcom Corporation. Blastcom Corporation is considering adopting one growth strategy: to shift some of the researchers from mining technology to the renewable energy technology, the demand for the renewable energy such as solar energy. Some of the prominent companies which market the renewable energy are successful in recent years. Therefore, it is guaranteed that company Blastcom will also be successful in the future by providing renewable energy.

V4: 公司 B 的 newsletter "Last year, the decrease in mining technology 给公司 B 造成了巨大负面影响,所以 author 就 suggest the scientist staff change the research focus from Mining tech to Renewable Energy tech. 原因:Renewable Energy 前景好,and there are several prominent companies in the areas of solar energy 和类似的其他 Renewable Energy. 结论:such divert of research focus will increase the profit and rise stock prices." (by mirinno)

V5: A shareholder of a mining corporation proposes that since the profits of the company have remained steady for several years. in order to boost the profits and stock prices, the company should change its focus of its research from mining to renewable energy field, which includes wind, solar and biodiesel etc. because the renewable energy field is lucrative and some firms have been very successful in this field, stepping into this field will increase the mining company's profits and stock prices. (by pterosaur)

V6: the B 什么 Corporation, mining company 好像,最近公司 profits and stock prices slide,然后说 renewable technology industry 的 future 非常 promising,并且 other prominent renewable energy companies that market 新能源 have become successful,所以 the B Corporation 应该 devote to research in this exciting field,这样的话他们的 profits and stock prices will be free from any future declines. (by 逐梦小 飞侠)

V7: 讲得是 balstman(大概是这样拼吧)一个 mining techonology 的研究公司制定了一个新战略的事情,The following argument is from the 致股东信还是某个给股东的 report 的:
Balstmon Company 是一家研究 mining techonology 的公司,近几年,因为市场对于 mining techonology 的 demand 减少,所以公司亏损。但是公司 make a new strategy: direct the scientists who make their own to switch their research to the renewable energy. 公司发现最近可再生能源市场 is booming,一些运营不同类型的可再生能源的公司(还举了不同的可再生能源的例子)近年的绩效都很好。所以公司guarantee(记得很清楚用的是这个词) that this strategy can help company to increase profits and stock price,并且可以让公司避免未来在 mining techonology market 的绩效减少。(by jiyy 打酱油)

V8: 一个 M 公司给投资者的 newsletter: M 公司是一个老牌的 mining 公司,去年它利润也惨股价也衰。newsletter 说 renewable energy technologies 好啊! 比如 clean energy,biofuel 什么的,我们要让research 部门的科学家们从研究现在的 mining 科技 redirect to renewable tech 的研究了。你看renewable 这几年发展的好蓬勃啊(此处可以揍现在的 trend 适用未来? 瞎假设,等你研究出来了说不定不蓬勃了),我们发展了这方面的研究之后就可以增加利润,提高股价,大家开心了! --我还另外揍 author 说他因啊! (利润股价差也许因为整体经济差 demand 木有,或者你自己污染重,公关不好,质量次,客服烂 etc 你光搞 renewable 有毛线用 没治本啊) + 以及揍他不 cost benefit analysis(说不定 renewable energy tech 要的是全新的科学家,labs,和 equipment。说不定要花巨款和花好久年才能见效。不 cost benefit,让你的惨利润股价雪上加霜)。(by Cathyzhang1230)

构筑提供的攻击点: (by mirinno)

1) False analogy between mining tech/industry and Renewable Energy tech/industry;

- 2) Research cannot necessarily be successful;
- 3) Profitability: the revenue might not be able to cover the cost invested in the research;
- 4) Time: the conditions cause decrease in demand in prior year might not be consistent in current year or future

构筑提供的攻击点: (by Worthit)

- 1) 该公司 profit 下降股价下跌不一定是因为 worldwide demand for mining technology 减少,可能有其他原因。需要 rule out 其他原因。
- 2) 该公司和那些已经成功的侧重 renewable energy 的公司不可比,条件已经不同了,也许人家 10 年前就开始研究了,前期还有政府资助啥的。
- 3) 研究部代表成功。cost 也可能很好高以至于增长的 revenue 根本 cover 不了。

构筑提供的攻击点: (by xiuxiup)

- 1) 以前 mining 需求低和新能源成功,不代表以后趋势一致
- 2) 能源公司成功不代表这个公司成功,新能源公司可能有熟练地工人和先进的技术
- 3) 转型不代表成功, 因果无据

构筑提供的思路: (by imanimaniman)

- 1) 去年需求下降不代表未来也会降
- 2) 和 renewable energy 公司不可比
- 3) 还有其他办法可以确保利润, 例如改良技术等等

三个攻击点: (by giuhao871227)

- 1) 去年对 mining technology 的需求减少不代表未来会减少.
- 2) Either-or choice: mining technology 与 renewable technology 可以一起研究
- 3) renewable technology 最近几年发展良好,不代表未来会好。

构筑提供的思路: (by Missing)

- 1) 去年下降不代表以后都会下降;
- 2) B公司的科研资源不一定能够成功转型去研究新型能源
- 3) 和利润/股票 相关的 factors 不止 technology direction 一个,operation cost, reputation,marketing 等都是需要考虑的因素

构筑提供的思路: (by 虔什么)

- 1) 原因:可能有它因
- 2) 举措: 错误类比+时间改变状况改变
- 3) 效果: 达不到预期的效果, 因为 profit 和 cost 以及 stock 的变动原因

构筑提供的思路: (by 饼饼 Ada)

- 1) 和能源公司没有可比性,人家已经做了好多年了,而且地理位置可能也不一样,新能源很依赖 地理位置,比如风能啊太阳能或者生物燃料之类的
- 2) 过几年这个行业不一定还好了,说不定一个重大技术瓶颈就把这个行业废了
- 3) cost 很高,不一定能保持 profit 和 stock price,万一出事股东就跑了,公司就崩了

构筑提供的思路: (by 小鱼你可以)

- 1) 科学家不是你想转型就能转的啊一般他们都只是擅长他们自己本来的领域
- 2) 别的公司成功不代表你也能成功, 说不定将来这个 renewable tech 的市场饱和了呢
- 3) 有木有认真分析为啥去年股市下跌, 也许是因为整体的经济不行啊! 谁说将来 mining tech 的需求很低的啊? 有可靠的依据吗? 等等。。。。

构筑提供的思路: (by chrisewang1987)

- 1) 公司的科学家从 mining 转型成 renewable energy 的可能性 因为是不同领域 科学家是否有专业的能力可以转型
- 2) 公司能否成功转型 company structure 能力
- 3) 因为已经有许多成功的公司 打入市场困难度很高 因此 Arguer 的结论可行性未知

构筑提供的思路: (by AthenaF)

- 1) 去年对采矿技术的降低不代表永久降低,如果采矿技术的研发是公司主营业务,对公司的利润 影响很大;
- 2) 已经有一些公司在这方面取得了成功,现在这些公司可能垄断市场,没有 market share 了,new entry 也很难活下去;
- 3) 研发需要时间,既然可再生能源技术使得挖矿技术的需求被降低,那么会不会有新能源导致可 再生能源技术的需求也降低。

构筑提供的思路: (by IvyZZZ)

- 1) 该公司的科学家可能专精原来的行业,转换到新的行业要雇佣新的人,cost 很高,不能保证 profits
- 2) renewable energy 行业里的几个公司可能是因为其他的因素才发展的很好,而不是单纯因为行业 环境好
- 3) 等到 b 公司进入该行业的时候这个行业不一定好了,比如政策不再那么支持了

构筑提供的思路: (by QUggie)

- 1) 现在研究晚了, 竞争不过别人
- 2) 现在新能源赚钱不代表以后赚钱
- 3) 公司不可能永远不亏钱,没有不亏欠的公司。

构筑提供的思路: (by MrsRabbit)

- 1) competitive industry
- 2) general market entry
- 3) capital burns within research
- 4) mining industry demand bounce back

构筑提供的思路: (by 亚历山大王子)

- 1) 利润和股价下降可能是多种原因造成的,不一定改变 strategy 就能阻止 loss
- 2) 错误类比:错误暗示别人成功自己就会成功,矿产和新能源在 research domain 和 operation model 等方面都不一样。矿产转新能源可能面临巨大 initial investment 和 cost 的问题,都可能导致利润和股价受损,没有进一步的 investigation,不能得出结论

3) 时地全等: 现在新能源发展好不代表将来也会成功

构筑提供的思路: (by Reallen)

- 1. 类比错误(不知道对不对), Blastcom 不一定像别的公司主要依靠 mining technology
- 2. 转变投入的成本可能大于收益
- 3. 将来不可测

构筑思路: (by 做人要优雅)

- 1) 错误类比 -- BB 和龙头比, 没经验。
- 2) 他因: 还有其他 cost 会削弱推断。
- 3) 时地:未来 renewable energy industry 不一定会继续 boom。

构筑提供的思路: (by Cindy 晴子)

- 1) 不当类比
- 2) profit 的问题
- 3) 现在不能保证未来
- 4) 考虑不周全