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고등과정 내신대비 변형문제 전자책 서점

출판사 신고번호 제 25100-2019-000012 호

EBS	수능특강 영어	변형문제 전문
EBS	수능특강 영어독해	변형문제 전문
고1/2	3월 6월 9월 11월	모의고사 변형
EBS	부교재	
	수능특강 Light	
	올림포스 독해의 기본1	
	올림포스 독해의 기본2	
	Reading Power 유형[기본]	변형문제 전문
	Reading Power 유형[완성]	
	Reading Power 구문	
	Reading Power 주제별독해1	
	Reading Power 주제별독해2	
고등	교과서 출판사별	변형문제 전문

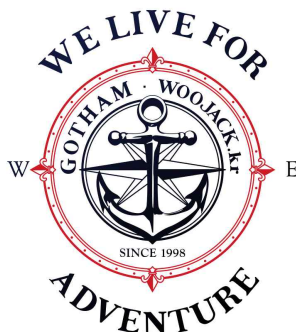
내신대비 변형문제 **우작**

[hwp&pdf]파일 변형문제 판매중

저는 언제나 제 교재의 첫 번째 독자이며, 가장 엄격하고도
신랄한 학생이 되도록 하겠습니다.

2020년 7월 새로운 시작

- * 2021학년도 수능특강 영어 제작완료-판매중
- * 2021학년도 수능특강 영어독해 (마무리 단계)-판매중
- * EBS 부교재 & 내신 교과서 제작중



2020년

6월 고2

모의고사 변형문제

Q 514

“안보면 **P** 본다.” Series

EXCLUSIVE **FINAL P**

1단계 어법&어휘 양자택일 “To be or Not to be”

1. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 1)

Dear Mr. Stanton:

We at the Future Music School [have been providing / have been provided] music education to talented children for 10 years. We hold an annual festival to give our students a chance to share their music with the community and we always invite a famous musician [to perform / performing] in the opening event. Your reputation as a world-class violinist [recedes / precedes] you and the students consider you the musician who [has influenced / has been influenced] them the most. That's [because / why] we want to ask you to perform at the opening event of the festival. It would be an honor for them to watch one of the most famous violinists of all time [play / to play] at the show. It would make the festival more colorful and splendid. We look forward [to receive / to receiving] a positive reply.

Sincerely, Steven Forman

Stanton씨에게:

저희 Future Music School에서는 십 년 동안 재능 있는 아이들에게 음악 교육을 제공해 오고 있습니다. 저희는 학생들에게 그들의 음악을 지역 사회와 나눌 기회를 주기 위해 매년 축제를 개최하며, 항상 개막 행사에서 연주할 유명한 음악가를 초청합니다. 세계적인 바이올린 연주자로서의 당신의 명성이 자자하고 학생들은 당신을 그들에게 가장 큰 영향을 준 음악가로 생각합니다. 그래서 저희는 당신에게 축제의 개막 행사에서 공연해 주시기를 요청합니다. 그들이 공연에서 역대 가장 유명한 바이올린 연주자 중의 한 분의 연주를 본다는 것은 큰 영광일 것입니다. 당신의 연주는 축제를 더 다채롭고 훌륭하게 만들어 줄 것입니다. 긍정적인 답변을 받을 수 있기를 기대하겠습니다.

마음을 담아, Steven Forman

2. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 2)

It was time for the results of the speech contest. I was still [optimistic / skeptical] [that / whether] I would win a prize or not. My hands were trembling due to the anxiety. I thought to myself, 'Did I work [enough hard / hard enough] to [outnumber / outperform] the other participants?' After a long wait, an envelope was handed to the announcer. She tore open the envelope to pull out the winner's name. My hands were now sweating and my heart started pounding really hard and fast. "The winner of the speech contest is Josh Brown!" the announcer declared. As I realized my name [had called / had been called], I jumped with joy. "I can't believe it. I did it!" I exclaimed. I felt like I was in heaven. [Most / Almost] everybody gathered around me and started congratulating me for my victory.

말하기 대회의 결과 발표 시간이었다. 나는 내가 상을 탈 수 있을지 없을지에 대해 여전히 회의적이었다. 내 손은 불안감 때문에 떨리고 있었다. '내가 다른 참가자들보다 우수하다고 할 만큼 충분히 열심히 했는가?'라고 마음속으로 생각했다. 오랜 기다림 끝에, 봉투가 사회자에게 전달되었다. 그녀는 봉투를 찢어 열고 우승자의 이름을 꺼냈다. 내 손은 이제 땀이 나고 있었고, 심장은 정말 격렬하고 빠르게 뛰기 시작했다. "말하기 대회의 우승자는 Josh Brown입니다!"라고 사회자가 외쳤다. 내 이름이 불렸다는 것을 깨달았을 때, 나는 기쁨에 펄쩍 뛰었다. "믿을 수 없어. 내가 해냈어!"라고 소리쳤다. 나는 마치 천국에 있는 것처럼 느꼈다. 거의 모든 사람들이 내 주위에 모여 내 우승을 축하해 주기 시작했다.

3. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 3)

We all have set patterns in life. We like to label [us / ourselves] as this or that and [to be / are] quite proud of our opinions and beliefs. We all like to read a particular newspaper, watch the same sorts of TV programs or movies, go to the same sort of shops every time, eat the sort of food [whose suits / that suits] us, and [wearing / wear] the same type of clothes. And all this is fine. But if we cut ourselves off from all other possibilities, we become [bored / boring], rigid, hardened—and thus likely to get [knocked / thrilled] about a bit. You have to see life as a series of [patterns / adventures]. Each adventure is a chance to have fun, learn something, explore the world, [expand / expend] your circle of friends and experience, and [narrow / broaden] your horizons. [Shutting / Shut] down to adventure means exactly that—you are shut down.

우리는 모두 삶에서 정해진 패턴을 가지고 있다. 우리는 우리 자신을 이것 또는 저것으로 이름 짓기 좋아하고 우리의 의견이나 믿음에 대해 꽤 자랑스러워한다. 우리는 모두 특정한 신문을 읽고, 똑같은 종류의 TV 프로그램이나 영화를 보고, 매번 똑같은 종류의 가게에 가고, 우리에게 맞는 종류의 음식을 먹고, 똑같은 종류의 옷을 입기를 좋아한다. 그리고 이 모든 것은 괜찮다. 그러나 우리가 우리 자신을 모든 다른 가능성으로부터 차단시킨다면, 우리는 지루하며, 완고하고, 경직되게 된다—그래서 약간은 지치게 될 가능성이 있다. 당신은 삶을 일련의 모험으로 보아야 한다. 각각의 모험은 재미를 느끼고, 무언가를 배우고, 세상을 탐험하고, 교우관계와 경험을 확장시키며 당신의 지평을 넓히는 기회이다. 모험을 멈추는 것은 정확히—당신이 멈추는 것을 의미한다.

4. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 4)

Over the centuries various writers and thinkers, [looked / looking] at humans from an outside perspective, [have been struck / having been struck] by the theatrical quality of social life. The most famous quote [expressed / expressing] this comes from Shakespeare: “All the world’s a stage, / And all the men and women merely players; / They have their exits and their entrances, / And one man in his time plays many parts.” If the theater and actors were traditionally [represented by / representing] the image of masks, writers such as Shakespeare are implying [what / that] all of us are constantly wearing masks. Some people are better actors than others. Evil types such as Iago in the play Othello are able to [reveal / conceal] their hostile intentions behind a friendly smile. Others are able to act with more [hostility / confidence] and bravado—they often become leaders. People with excellent acting skills can better navigate our complex social environments and get ahead.

수 세기에 걸쳐 다양한 작가와 사상가들은 외부의 관점에서 인간들을 바라보며 사회적 삶의 연극적 속성과 마주해왔다. 이것을 표현하는 가장 유명한 명언은 셰익스피어에게서 비롯된다: “모든 세상은 연극무대이고, 모든 인간은 단지 배우일 뿐이다; 그들은 퇴장하고 입장한다, 그리고 일생동안 한 인간은 다양한 역할을 연기한다.” 만약 연극과 배우들이 전통적으로 가면의 이미지에 의해 표현된다면, 셰익스피어와 같은 작가들은 우리 모두는 끊임없이 가면을 쓰고 있다는 것을 암시하고 있는 것이다. 어떤 사람들은 다른 사람보다 더 나은 배우이다. 연극 Othello 속 Iago와 같은 악역들은 그들의 적대적 의도를 친근한 미소 뒤에 숨길 수 있다. 다른 사람들은 더 큰 자신감과 허세를 가지고 연기를 할 수 있고—그들은 주로 리더가 된다. 훌륭한 연기력을 가지고 있는 사람들은 우리의 복잡한 사회적 환경을 더 잘 헤쳐 나갈 수 있고 앞서갈 수 있다.

5. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 5)

Personal blind spots are areas [which / where] are [visible / invisible] to others but not to you. The developmental challenge of blind spots [are / is] that you don't know what you don't know. Like that area in the side mirror of your car [which / where] you can't see that truck in the lane next to you, personal blind spots can easily [overlook / be overlooked] because you are completely unaware of their [absence / presence]. They can be equally dangerous as well. That truck you don't see? It's really there! [So are your blind spots / So do your blind spots]. Just because you don't see them, doesn't mean they can't run you over. This is [why / where] you need to [deny / enlist] the help of others. You have to develop a crew of special people, people who are [reluctant / willing] to hold up that mirror, [they / who] not only know you well enough to see that truck, but who also care enough about you to let you [know / to know] that it's there.

개인의 맹점은 다른 사람들에게는 보이지만 당신에게는 보이지 않는 부분이다. 맹점이 지닌 발달상의 어려움은 당신이 무엇을 모르는지 모른다는 것이다. 옆 차선의 트럭을 볼 수 없는 당신 차의 사이드미러 속의 부분과 같이, 개인의 맹점은 당신이 그것의 존재를 완전히 인지하지 못하기 때문에 쉽게 간과될 수 있다. 그것들은 마찬가지로 똑같이 위험할 수 있다. 당신이 보지 못하는 그 트럭? 그것은 정말 거기에 있다! 그리고 당신의 맹점도 그러하다. 당신이 그것을 볼 수 없다고 해서 그것이 당신을 칠 수 없음을 의미하는 것은 아니다. 이 부분이 당신이 다른 사람의 도움을 구해야 할 부분이다. 당신은 기꺼이 그 거울을 들고, 그 트럭을 볼 수 있을 정도로 충분히 당신을 잘 알 뿐만 아니라 또한 트럭이 거기에 있다는 것을 당신에게 알려 줄 만큼 충분히 당신을 아끼는 이런 특별한 동료들을 만들어야 한다.

6. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 6)

A child [whom / whose] behavior is out of control [deteriorates / improves] when clear limits on their behavior are set and [ignored / enforced]. However, parents must agree on where a limit will be set and how it will [enforce / be enforced]. The limit and the consequence of breaking the limit must be clearly presented to the child. [Alleviation / Enforcement] of the limit should be [consistent / inconsistent] and firm. Too many limits are difficult to learn and may spoil the normal development of autonomy. The limit must be reasonable in terms of the child's age, temperament, and developmental level. To be [effective / affective], both parents (and other adults in the home) must enforce limits. Otherwise, children may effectively split the parents and seek to test the limits with the more [strict / indulgent] parent. In all situations, to be effective, punishment must be brief and linked directly to a behavior.

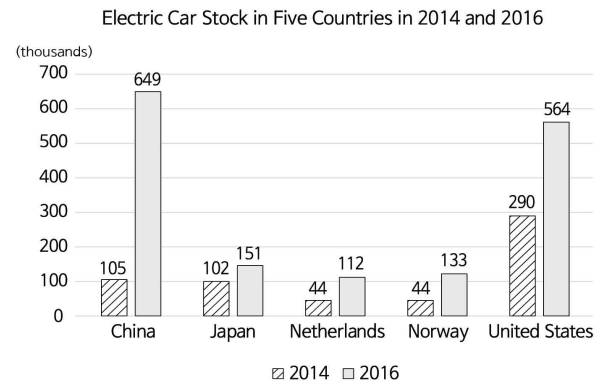
행동이 통제되지 않는 아이는 행동에 대한 분명한 제한이 설정되고 시행될 때 개선된다. 그러나 부모들은 어디에 제한을 두고 어떻게 그것이 시행될지에 대해 반드시 합의를 해야 한다. 제한과 그 제한을 깨뜨리는 것의 결과는 반드시 아이에게 분명하게 제시되어야 한다. 제한의 시행은 일관성 있고 단호해야 한다. 너무 많은 제한은 배우기 어렵고 자율성의 정상적 발달을 저해할지도 모른다. 제한은 아이의 나이, 기질, 발달 수준의 측면에서 합당해야 한다. 효과적이라면 부모 모두가(그리고 가정의 다른 어른들도) 제한을 시행해야 한다. 그렇지 않으면, 아이들은 효과적으로 부모들을 따로 떼어서 좀 더 멋대로 하게 하는 부모에게 제한을 시험해 보려 한다. 모든 상황에서, 효과적이라면, 처벌은 간결하고 행동과 직접적으로 관련 있어야 한다.

7. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 7)

Many inventions were invented thousands of years ago so it can be [easy / difficult] to know their exact origins. Sometimes scientists discover a model of an early invention and from this model they can accurately tell us how old it is and [which / where] it came from. However, there is always the possibility [which / that] in the future other scientists will discover an even older model of the same invention in a different part of the world. In fact, we are forever [discovering / discovered] the history of ancient inventions. An example of this is the invention of pottery. For many years archaeologists believed that pottery was first invented in the Near East (around modern Iran) [which / where] they [had found / had been found] pots dating back to 9,000 B.C. In the 1960s, however, older pots from 10,000 B.C. were found on Honshu Island, Japan. There is always a possibility [that / which] in the future archaeologists will find even older pots somewhere else.

많은 발명품들은 수천 년 전에 발명이 되어서 그것들의 정확한 기원을 아는 것은 어려울 수 있다. 때때로 과학자들은 초기 발명품의 모형을 발견하고 이 모형으로부터 그것이 얼마나 오래되었고 어디에서 왔는지를 정확하게 우리에게 말해 줄 수 있다. 그러나 미래에 다른 과학자들이 세계의 다른 곳에서 똑같은 발명품의 훨씬 더 오래된 모형을 발견할 가능성이 항상 존재한다. 사실 우리는 고대 발명품들의 역사를 계속해서 발견하고 있다. 이것의 한 예는 도자기라는 발명품이다. 수천 년 동안 고고학자들은 그들이 기원전 9,000년으로 거슬러 올라가는 도자기를 발견한 근동지역(현대의 이란 근처)에서 도자기가 처음 발명되었다고 믿었다. 그러나, 1960년대에 기원전 10,000년의 더 오래된 도자기가 일본의 혼슈섬에서 발견되었다. 미래에 고고학자들이 어딘가에서 훨씬 더 오래된 도자기를 발견할 가능성은 언제나 존재한다.

8. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 8)



The graph above shows the amount of the electric car stock in five countries in 2014 and 2016. [Some / All] five countries had [less / more] electric car stock in 2016 than in 2014. In 2014, the electric car stock of the United States ranked [second / first] among the five countries, [followed by / following] that of China. However, China showed the [least / biggest] increase of electric car stock from 2014 to 2016, [following / surpassing] the United States in electric car stock in 2016. Between 2014 and 2016, the increase in electric car stock in Japan was [less than / more than] that in Norway. In the Netherlands, the electric car stock was more than [three times / twice] larger in 2016 than in 2014.

위의 그래프는 5개 나라들의 2014년과 2016년 전기차 재고량을 보여준다. 5개의 모든 나라들은 2014년 보다 2016년에 더 많은 전기차 재고량을 가졌다. 2014년 미국의 전기차 재고량은 5개의 국가들 중에서 1위를 차지했고, 중국이 뒤를 이었다. 그러나 중국은 2014년에서부터 2016년까지 전기차 재고량의 가장 큰 증가를 보였고, 2016년에 전기차 재고량에서 미국을 넘어섰다. 2014년과 2016년 사이에 일본의 전기차 재고량의 증가는 노르웨이보다 적었다.

9. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 9)

The impala is one of the most graceful four-legged [animal / animals]. Impalas have the ability to [adapt to / adapt] different environments of the savannas. Both male and female impalas are similar in color, with white bellies and black-tipped ears. Male impalas have long and pointed horns [where / which] can measure 90 centimeters in length. Female impalas have no horns. Impalas [feed upon / feed] grass, fruits, and leaves from trees. When conditions are [friendly / harsh] in the dry season, they come together to search for food in mixed herds which can number as many as 100~200 individuals. The breeding season [is occurred / occurs] at the end of the wet season around May. Females give birth in an [crowded / isolated] spot away from the herd. The average life span of an impala is between 13 and 15 years in the wild.

임팔라는 가장 우아한 네발 동물 중의 하나이다. 임팔라는 대초원의 여러 환경에 적응하는 능력이 있다. 수컷과 암컷 임팔라 모두는 색깔이 비슷한데 배가 하얗고 귀 끝부분이 검다. 수컷 임팔라는 길이가 90센티미터인 길고 뾰족한 뿔이 있다. 암컷 임팔라는 뿔이 없다. 임팔라들은 풀, 과일, 나뭇잎을 먹고 산다. 건기에 상황이 열악할 때, 그것들은 먹이를 찾기 위해 100에서 200마리의 수에 달할 수 있는 섞인 무리로 모인다. 번식기는 5월 무렵 우기의 끝에 일어난다. 암컷은 무리에서 떨어져 고립된 장소에서 출산한다. 임팔라의 평균 수명은 야생에서 13년에서 15년 사이이다.

10. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 10)

Every farmer knows that the hard part is getting the field [to prepare / prepared]. Inserting seeds and watching [them / themselves] grow is easy. In the case of science and industry, the community prepares the field, yet society tends to give all the credit to the [individual / community] who happens to plant a [successive / successful] seed. Planting a seed does not necessarily require overwhelming intelligence; creating an environment that allows seeds to [vanish / prosper] [is / does]. We need to give more credit to the [community / individual] in science, politics, business, and daily life. Martin Luther King Jr. was a great man. Perhaps his greatest strength was his ability to [inspire / aspire] people to work together to achieve, against all odds, revolutionary changes in society's perception of race and in the fairness of the law. But to really understand what he accomplished [requires / requiring] looking beyond [the man / community]. Instead of treating him as the [manifestation / concealment] of everything great, we should appreciate his role in allowing America [from showing / to show] that it can be great.

모든 농부들은 밭이 준비되도록 하는 것이 어려운 부분임을 안다. 씨앗을 심고 그것들이 자라는 것을 보는 것은 쉽다. 과학과 산업의 경우, 공동체가 밭을 준비하지만, 사회는 우연히 성공적인 씨앗을 심은 개인에게 모든 공로를 돌리는 경향이 있다. 씨를 심는 것은 반드시 엄청난 지능을 필요로 하는 것은 아니다; 씨앗이 번성하게 해주는 환경을 만드는 것은 그러하다. 우리는 과학, 정치, 사업 그리고 일상에서 공동체에 좀 더 많은 공로를 인정해 줄 필요가 있다. Martin Luther King Jr.는 위대한 사람이었다. 아마도 그의 가장 큰 강점은 모든 역경에 맞서, 사회의 인종에 대한 인식과 법의 공정성에 있어 혁명적인 변화들을 성취하기 위해서 사람들이 함께 일하도록 고무시키는 능력이었다. 그러나 그가 성취한 것을 진정으로 이해하는 것은 그 사람을 넘어서 보는 것을 요구한다. 그를 모든 위대한 것들의 구현으로 여기는 대신에 우리는 미국이 위대해질 수 있음을 보여주게 하는 데 있어서 그의 역할을 인정해야 한다.

11. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 11)

[Enormous / Sudden] success or winnings can be very dangerous. Neurologically, chemicals [released / are released] in the brain that [give / gives] a powerful burst of excitement and energy, [lead to / leading to] the desire to repeat this experience. It can be the start of any kind of addiction or manic behavior. Also, when gains come quickly we tend to [lose / gain] sight of the basic wisdom that true success, to really last, must come through [prompt / hard] work. We do not take into account the role that luck plays in such sudden gains. We try again and again to recapture [depression / that high] from winning so much money or attention. We [inquire / acquire] feelings of [superiority / inferiority]. We become especially [prone / resistant] to anyone who tries to warn us—they don't understand, we tell ourselves. Because this cannot be [lost / sustained], we experience an inevitable fall, [this / which] is all the more painful, leading to the depression part of the cycle. Although gamblers are the most [prone / resistant] to this, it equally applies to businesspeople during bubbles and to people who gain [sudden / accidental] attention from the public.

갑작스러운 성공이나 상금은 아주 위험할 수 있다. 신경학적으로 흥분과 에너지의 강력한 분출을 유발하는 화학물질들이 뇌에서 분비되고, 이 경험을 반복하고자 하는 욕구로 이어진다. 그것이 어떤 종류의 중독 또는 광적 행동의 출발점일 수 있다. 또한, 이익이 빨리 얻어질 때, 우리는 진정한 성공이 정말 지속되기 위해서는 노력을 통해야 한다는 기본적인 지혜를 보지 못하는 경향이 있다. 우리는 것처럼 갑작스러운 이익에 있어 운이 하는 역할을 고려하지 않는다. 우리는 그만큼의 돈이나 관심을 얻는 것으로부터의 그 황홀감을 되찾기 위해 계속해서 시도한다. 우리는 우월감의 감정을 느낀다. 우리는 특히 우리에게 경고를 하려고 하는 사람에게 저항한다—그들은 이해하지 못한다고 스스로에게 이야기한다. 이것은 지속될 수 없기 때문에 우리는 필연적인 추락을 경험하고 그것은 더 고통스럽고, 그 사이클의 우울한 시기로 이어진다. 도박꾼들이 가장 이르기 쉽지만, 이것은 거품 경제일 때의 사업가들과 대중으로부터 갑작스러운 관심을 얻은 사람들에게도 똑같이 적용된다.

12. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 12)

When is the right time for the predator to [scatter / consume] the fruit? The plant uses the color of the fruit to signal to predators that it is ripe, [that / which] means that the seed's hull has hardened—and therefore the sugar content is at its height. Incredibly, the plant has chosen to manufacture fructose, instead of glucose, as the sugar in the fruit. Glucose [rises / raises] insulin levels in primates and humans, [that / which] initially raises levels of leptin, a hunger-blocking hormone—but fructose [is not / does not]. As a result, the predator never receives the normal message [which / that] it is [full / hungry]. That makes for a win-win for predator and [prey / pray]. The animal [obtains / loses] more calories, and because it keeps eating more and more fruit and therefore [more / fewer] seeds, the plant has a better chance of [distributing / distribution] more of its babies.

포식자가 과일을 섭취하기에 적절한 시기는 언제인가? 식물은 포식자에게 과일이 익었음을 알려주기 위해 그것의 색깔을 사용하며, 그것은 씨의 껍질이 딱딱해져서—그래서 당도가 최고에 이르렀음을 의미한다. 놀랍게도, 식물은 과일의 당분으로서 포도당 대신 과당을 만들기로 선택해왔다. 포도당은 영양류와 인간의 인슐린 수치를 높 이는데, 그것은 처음에는 배고픔을 막는 호르몬인 렙틴의 수치를 높 이지만—과당은 그렇지 않다. 그 결과 포식자는 결코 배가 부르다 는 일반적인 메시지를 받지 못한다. 그것이 포식자와 먹이에게 상호 이익이 된다. 동물은 더 많은 열량을 얻고, 그것이 계속해서 더 많 은 과일을, 따라서 더 많은 씨를 먹기 때문에 식물은 더 많은 후손 을 퍼뜨리는 더 나은 기회를 얻는다.

13. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 13)

We are often faced with high-level decisions, [which / where] we are unable to [accept / predict] the results of those decisions. In such situations, most people end up [to quit / quitting] the option altogether, because the stakes are [high / obscure] and results are very [predictable / unpredictable]. But there is a solution for this. You should use the process of testing the option on a [smaller / bigger] scale. In many situations, it's wise to dip your toe in the water rather than dive in headfirst. Recently, I was about [enrolling / to enroll] in an expensive coaching program. But I was not fully [convinced / convincing] of how the outcome would be. Therefore, I used this process by enrolling in a low-cost mini course with the same instructor. This helped me [understanding / understand] his methodology, style, and content; and I was able to test it with a lower investment, and less time and effort before [giving in / committing] fully to the expensive program.

우리는 종종 높은 수준의 결정에 직면하는데, 거기에서 우리는 그 결정의 결과를 예측할 수 없다. 그런 경우에, 대부분의 사람들은 결국 선택권을 전적으로 포기하는데, 왜냐하면 위험성이 높고 결과가 매우 예측 불가능하기 때문이다. 그러나 여기에는 해결책이 있다. 당신은 선택을 좀 더 작은 규모로 시험해보는 과정을 활용해야 한다. 많은 경우에, 물 속에 머리부터 뛰어들기보다는 발끝을 담그는 것이 현명하다. 최근에, 나는 비싼 코칭 프로그램에 등록을 하려고 했었다. 그러나 나는 그 결과가 어떠할지 완전히 확신하지 못했다. 그러므로 나는 똑같은 강사의 저렴한 미니 코스에 등록함으로써 이러한 과정을 활용했다. 이것은 내가 그의 방법론, 스타일, 그리고 교육 내용을 이해하도록 도왔다; 그리고 비싼 프로그램에 완전히 전념하기 전에 나는 그것을 더 낮은 투자, 그리고 적은 시간과 노력으로 시험해 볼 수 있었다.

14. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 14)

Sociologists have proven [which / that] people bring their own views and values to the culture they [neglect / encounter]; books, TV programs, movies, and music may [effect / affect] everyone, but they affect different people in [different / identical] ways. In a study, Neil Vidmar and Milton Rokeach showed episodes of the sitcom All in the Family to viewers with a range of [identical / different] views on race. The show [centers on / centering on] a character named Archie Bunker, an intolerant bigot who often gets into fights with his more [conservative / progressive] family members. Vidmar and Rokeach found that viewers who didn't [share / contradict] Archie Bunker's views thought the show was very funny in the way it made fun of Archie's [absurd / considerate] racism—in fact, this was the producers' intention. On the other hand, though, viewers who were [themselves / them] bigots thought Archie Bunker was the hero of the show and that the producers meant [making / to make] fun of his foolish family! This demonstrates why it's a mistake to assume that a certain cultural product will have the [different / same] effect on everyone.

사회학자들은 사람들이 그들 자신의 관점이나 가치를 그들이 직면하는 문화로 가져온다는 것을 입증해 왔다; 책, TV 프로그램, 영화, 그리고 음악은 모두에게 영향을 줄지도 모르지만, 그것들은 다양한 사람들에게 다른 방식으로 영향을 준다. 한 연구에서, Neil Vidmar와 Milton Rokeach는 인종에 관한 다양한 관점을 가진 시청자들에게 시트콤 All in the Family의 에피소드들을 보여주었다. 이 쇼는 자주 그의 더 진보적인 가족 구성원들과 싸움에 휘말리는 편협한 고집쟁이 Archie Bunker라는 인물에 초점을 맞춘다. Vidmar와 Rokeach는 Archie Bunker의 관점을 공유하지 않는 시청자들이 Archie의 어처구니없는 인종 차별주의를 비웃는 방식에 있어 그 쇼가 아주 재미있다고 생각했다는 것을 발견했다 – 사실, 이것이 제작자의 의도였다. 그러나 반면에, 스스로가 고집쟁이인 시청자들은 Archie Bunker가 그 쇼의 영웅이라고 생각했고, 제작자가 Bunker의 어리석은 가족들을 비웃으려고 한다고 생각했다! 이것이 특정 문화적 산물이 모든 사람에게 똑같은 영향을 줄 것이라 가정하는 것이 잘못된 이유를 보여준다.

15. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 15)

The availability heuristic refers to a common mistake [where / that] our brains make by assuming [what / that] the instances or examples that come to mind [easily / hard] are also the most [trivial and fleeting / important or prevalent]. It shows that we make our decisions based on the [magnitude / recency] of events. We often misjudge the [probability and morality / frequency and magnitude] of the events that have happened [deliberately / recently] because of the [limitations / definition] of our memories. According to Harvard professor, Max Bazerman, managers [conducting / conducted] performance appraisals often fall victim to the availability heuristic. The [quantity / recency] of events highly influences a supervisor's opinion during performance appraisals. Managers give [more / less] weight to performance during the three months prior to the evaluation than to the previous nine months of the evaluation period because the [ancient / recent] instances [facilitate / dominate] their memories. The availability heuristic is influenced by the ease of recall or [retrievability / reliability] of information of some event. Ease of recall suggests that if something is more [easily / hardly] recalled in your memory, you think that it will occur with a [high / low] probability.

가용성 휴리스틱은 우리의 뇌가 머릿속에 쉽게 떠오르는 사례들이 가장 중요하거나 널리 퍼져 있다고 가정함으로써 저지르는 일반적인 오류를 가리킨다. 그것은 우리가 사건들의 최신성에 기반하여 의사 결정을 한다는 것을 보여준다. 우리 기억의 한계 때문에 우리는 종종 최근에 발생한 사건들의 빈도와 규모를 잘못 판단한다. Harvard대학 교수, Max Bazerman에 따르면, 직무 수행 평가를 수행하는 관리자들은 종종 이 가용성 휴리스틱의 희생양이 된다. 사건의 최신성은 직무 수행 평가 기간 동안 관리자의 의견에 크게 영향을 미친다. 최근의 사례들이 그들의 기억을 지배하기 때문에 관리자들은 평가 기간 앞의 9개월 보다 평가 직전 3개월 동안의 수행에 더 무게를 둔다. 가용성 휴리스틱은 어떤 사건에 대한 정보의 회상 또는 복구 가능성의 용이함에 의해서 영향을 받는다. 회상의 용이함은 만약 어떤 것이 당신의 기억 속에서 더 쉽게 회상되어진다면, 그것이 높은 가능성으로 일어날 것이라고 생각한다는 것을 시사한다.

16. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 16)

Marketing management is concerned not only with finding and [shifting / increasing] demand but also with changing or even [reducing / enhancing] it. For example, Uluru (Ayers Rock) might have too many tourists [want / wanting] to climb it, and Daintree National Park in North Queensland can become overcrowded in the tourist season. Power companies sometimes have trouble [to meet / meeting] demand during peak usage periods. In these and other cases of [trivial / excess] demand, the needed marketing task, called demarketing, is to [increase / reduce] demand temporarily or permanently. The aim of [marketing / demarketing] is not to completely destroy demand, but only to reduce or shift it to another time, or even another product. Thus, marketing management seeks to [affect / effect] the level, timing, and nature of demand in a way that helps the organisation [achieving / achieve] its objectives.

마케팅 경영은 수요를 찾고 증가시키는 것뿐만 아니라 그것을 바꾸고 또는 심지어 줄이는 것과도 관련이 있다. 예를 들어, Uluru (Ayers Rock)에는 그것을 등반하기를 원하는 너무 많은 관광객이 있을지도 모르고, 그리고 North Queensland의 Daintree 국립공원은 관광 시즌에 과도하게 붐비게 될 수 있다. 전력 회사들은 때때로 최고 사용 기간 동안 수요를 충족시키는 데 어려움이 있다. 과도한 수요의 이러한 그리고 다른 경우들에서, 필요로 되어지는 반 마케팅이라고 불리는 마케팅 과업은 일시적으로 혹은 영구적으로 수요를 줄이는 것이다. 반 마케팅의 목적은 수요를 완전히 없애는 것이 아니라, 단지 그것을 줄이거나 또는 다른 시기 또는 심지어 다른 제품으로 이동시키는 것이다. 따라서, 마케팅 경영은 조직이 그것의 목표들을 달성하는 것을 돕는 방식으로 수요의 수준, 시기, 그리고 특성에 영향을 주는 것을 추구한다.

17. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 17)

The invention of the mechanical clock was influenced by monks who lived in monasteries [where / that] were the examples of order and routine. They had to keep accurate time so that monastery bells [could be hung / could be rung] at regular intervals to announce the seven hours of the day [conserved / reserved] for prayer. Early clocks were nothing more than a weight [tied / to tie] to a rope wrapped around a revolving drum. Time was determined by watching the length of the weighted rope. The discovery of the pendulum in the seventeenth century led to the widespread use of clocks and enormous public clocks. Eventually, keeping time turned into [defying / serving] time. People started to [precede / follow] the mechanical time of clocks rather than their natural body time. They ate at meal time, rather than when they were hungry, and went to bed when it was time, rather than when they were sleepy. Even periodicals and fashions became “yearly.” The world had become orderly.

기계식 시계의 발명은 질서와 규칙적인 일상의 예시가 되는 수도원에 살았던 승려들에 의해 영향을 받았다. 그들은 기도를 위해 지정된 하루의 일곱 시간을 알리기 위해 수도원의 종이 규칙적인 간격으로 울릴 수 있도록 정확한 시간을 지켜야했다. 초기의 시계들은 회전하는 드럼통 주위에 감긴 줄에 묶인 무게추에 불과했다. 시간은 무게를 단 줄의 길이를 관찰하는 것에 의해서 정해졌다. 17세기의 흔들리는 추의 발견은 시계와 큰 대중 시계의 광범위한 사용으로 이어졌다. 마침내, 시간을 지키는 것은 시간에 복종하는 것이 되었다. 사람들은 그들의 자연적 생체 시간보다는 기계식 시계의 시간을 따르기 시작했다. 그들은, 그들이 배고플 때보다는 식사 시간에 먹었고, 졸릴 때보다는 시간이 되었을 때 자러 갔다. 심지어 정기 간행물들과 패션들도 “연간으로” 되었다. 세상은 질서 정연하게 되었다.

18. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 18)

Since we know we can't completely [facilitate / eliminate] our biases, we need to try to [enhance / limit] the harmful impacts they can have on the objectivity and rationality of our decisions and judgments. It is important that we are aware when one of our cognitive biases [are / is] [activated / deactivated] and [makes / make] a conscious choice to [overcome / underscore] that bias. We need to be aware of the impact the bias has on our decision making process and our life. Then we can choose an [appropriate / inappropriate] de-biasing strategy to combat it. After we have [implemented / eradicated] a strategy, we should check in again to see if it worked in the way we [would hope / had hoped]. If it [were / did], we can move on and make an objective and informed decision. If it didn't, we can try the same strategy again or [implement / eradicate] a new one until we [will be / are] ready to make a rational judgment.

우리는 우리의 편견들을 완전히 없앨 수 없다는 사실을 알고 있기 때문에, 우리는 편견이 우리의 결정과 판단의 객관성과 합리성에 가질 수 있는 해로운 영향들을 제한하도록 노력할 필요가 있다. 우리가 언제 우리의 인지적 편견들 중 하나가 활성화되는지를 인지하고, 그 편견을 극복할 의식적 결정을 내리는 것이 중요하다. 우리는 편견이 우리의 의사 결정 과정과 삶에 끼치는 영향력을 인지할 필요가 있다. 그때 우리는, 편견과 싸우기 위해 적절한 반편견 전략을 선택할 수 있다. 우리가 전략을 실행해 본 이후에, 우리는 그것이 우리가 희망했던 방식으로 작동했는지를 보기 위해 한 번 더 확인해야 한다. 만약 그것이 그랬다면, 우리는 넘어가서 객관적이고 정보에 근거한 결정을 내릴 수 있다. 만약 그렇지 않았다면, 우리는 우리가 이성적 판단을 내릴 준비가 될 때까지 똑같은 전략을 다시 시도하거나 새로운 것을 실행할 수 있다.

19. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 19)

It is important to remember that computers can only carry out instructions [where / that] humans give them. Computers can process data accurately at far greater speeds than people can, yet they are limited in many respects — most importantly, they lack common sense. However, [combined / combining] the strengths of these machines with human strengths [create / creates] synergy. Synergy [is occurred / occurs] when [combined / combining] resources produce output that [exceeds / exceed] the sum of the outputs of the same resources [employing / employed] separately. A computer works quickly and accurately; humans work relatively slowly and make mistakes. A computer cannot make [independent / dependent] decisions, however, or formulate steps for solving problems, unless [to program / programmed] to do so by humans. Even with [straightforward / sophisticated] artificial intelligence, [that / which] enables the computer to learn and then implement [what / that] it learns, the initial programming must [do / be done] by humans. Thus, a human-computer combination allows the results of human thought to be translated into [efficient / efficiently] processing of large amounts of data.

컴퓨터들은 인간이 그들에게 부여한 지시 사항들을 단지 수행만 할 수 있다는 것을 기억하는 것이 중요하다. 컴퓨터들은 사람들이 할 수 있는 것보다 훨씬 더 빠른 속도로 정확하게 데이터를 처리할 수 있지만, 그것들은 많은 측면에서 제한된다 — 가장 중요하게, 그것들은 상식이 부족하다. 그러나, 이러한 기계들의 강점과 인간의 강점을 결합하는 것은 시너지를 생성한다. 시너지는 결합된 자원들이 같은 자원들을 각각 사용한 산출의 합을 초과하는 산출을 생성할 때 일어난다. 컴퓨터는 빠르고 정확하게 작동한다; 인간은 상대적으로 느리게 일하고 실수를 한다. 그러나, 컴퓨터는, 인간에 의해서 그렇게 하도록 프로그래밍되지 않는 한, 독립적인 결정을 하거나 문제를 해결하기 위해 단계들을 만들어낼 수 없다. 컴퓨터로 하여금 학습하고 그것이 학습한 것을 실행하도록 하는 정교한 인공지능조차, 초기의 프로그래밍은 인간에 의해 수행되어야 한다. 따라서, 인간-컴퓨터 결합은 인간 사고의 결과들이 많은 양의 데이터의 효율적 처리로 변환되도록 한다.

20. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 20)

For hundreds of thousands of years our hunter-gatherer ancestors could survive only by constantly [communicating / communicating with] one another through [verbal / nonverbal] cues. [Developed / Develop] over so much time, before the invention of language, [which / that] is how the human face became so expressive, and gestures so [elaborately / elaborate]. We have a continual desire to [communicate / communicate to] our feelings and yet at the same time the need to [reveal / conceal] them for proper social functioning. With these counterforces [battled / battling] inside us, we [cannot / can] completely control what we communicate. Our real feelings continually leak out in the form of gestures, tones of voice, facial expressions, and posture. We are not trained, however, to pay attention to people's [nonverbal / verbal] cues. By sheer habit, we fixate on the [words / nonverbal cues] people say, while also [thinking / thought] about what we'll say next. What this means is that we are using only a small percentage of the potential [artistic / social] skills we all possess.

수십만 년 동안 우리의 수렵-채집인 조상들은 비언어적 신호들을 통해서 서로 끊임없이 의사소통함으로써만 생존할 수 있었다. 언어의 발명 이전에, 오랜 시간에 걸쳐 발달되어서, 그것은 인간의 얼굴이 매우 표현적이고, 몸짓이 매우 정교해진 방식이다. 우리는 우리의 감정을 전달하고자하는 끊임없는 욕망과 그러나 동시에 적절한 사회적 기능을 위해 그것들을 감추고자 하는 욕구를 가지고 있다. 이 상충하는 힘들이 우리 내면에서 다투면서, 우리는 우리가 전달하는 것을 완전히 통제할 수 없다. 우리의 진짜 감정은 몸짓, 목소리의 톤, 얼굴 표정, 그리고 자세의 방식으로 끊임없이 새어 나온다. 그러나 우리는 사람들의 비언어적 신호에 주의를 기울이도록 훈련받지 않는다. 순전한 습관을 통해서 우리는 사람들이 하는 말에 매달리고, 동시에 또한 우리가 다음번에 말할 것에 대해 생각한다. 이것이 의미하는 것은 우리 모두가 소유한 잠재적인 사회적 기술들 중 오직 작은 부분만을 우리가 사용하고 있다는 것이다.

21. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 21)

Why do we help? One widely held view is that self-interest [underestimates / underlies] all human interactions, [which / that] our constant goal is to maximize rewards and minimize costs. Accountants call it cost-benefit analysis. Philosophers call it utilitarianism. Social psychologists call it social exchange theory. If you are [considering / considered] whether to donate blood, you may weigh the costs of doing so (time, discomfort, and anxiety) against the benefits (reduced guilt, social approval, and good feelings). If the rewards [exceed / lack] the costs, you will help. Others believe that we help because we have been [forbidden / socialized] to do so, through norms that [subscribe / prescribe] how we ought to behave. Through socialization, we learn the [reciprocity / utilitarian] norm: the expectation [that / which] we should return help, not harm, to those who have helped us. In our relations with others of similar [stature / status], the reciprocity norm [compels / repels] us to give (in favors, gifts, or social invitations) about as much as we [want / receive].

우리는 왜 돕는가? 하나의 널리 받아들여지는 관점은 자기 이익이 모든 인간의 상호작용의 기초가 되고, 우리의 지속적인 목표는 보상을 극대화하고 비용을 최소화하는 것이라는 것이다. 회계사들은 그것을 비용-수익 분석이라고 부른다. 철학자들은 그것을 공리주의라고 부른다. 사회 심리학자들은 그것을 사회적 교환 이론이라고 부른다. 만약 당신이 헌혈할지를 생각한다면, 당신은 그렇게 하는 것의 이익들(감소된 죄책감, 사회적 인정, 그리고 좋은 감정) 대비 비용들(시간, 불편함, 그리고 걱정)을 측정할지도 모른다. 만약 그 보상들이 비용들을 초과한다면 당신은 도울 것이다. 다른 사람들은 우리가 어떻게 행동해야하는지를 규정하는 규범들을 통해서, 우리가 그렇게 하도록 사회화되어 있기 때문에 돕는다고 믿는다. 사회화를 통해서 우리는 상호성 규범을 배운다: 우리는 우리를 도와왔던 사람들에게 해가 아닌, 도움을 돌려줘야 한다는 기대이다. 유사한 지위의 타인들과의 관계에서, 상호성 규범은 우리로 하여금 대략 우리가 받은 만큼(호의, 선물들, 혹은 사회적 초대) 줘야한다는 것을 강요한다.

22. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 22)

An organization imported new machinery with the capacity to produce quality products at a lesser price. A manager was responsible for large [reputations / quantities] in a relatively short span of time. He started with the full [utilization / maintenance] of the new machinery. He operated it 24/7 at maximum capacity. He paid the [least / most] attention to downtime, recovery breaks or the general maintenance of the machinery. As the machinery was new, it continued to produce results and, therefore, the organization's profitability [nosedived / soared] and the manager [appreciated / was appreciated] for his performance. Now after some time, this manager was promoted and transferred to a different location. A new manager came in his place to be in charge of running the manufacturing location. But this manager realized [which / that] with heavy utilization and without any [downtime / peak time] for maintenance, a lot of the parts of the machinery were [significant / significantly] worn and needed to be replaced or repaired. The new manager had to put significant time and effort into repair and maintenance of the machines, [that / which] resulted in [lower / higer] production and thus a loss of profits. The earlier manager had only taken care of the goal of production and [maintained / ignored] the machinery although he had [long-term / short-term] good results. But ultimately not giving attention to recovery and maintenance resulted in long-term [negative / profitable] consequences.

한 조직이 질 좋은 제품을 더 낮은 가격으로 생산하는 능력을 가진 새로운 기계를 수입했다. 한 관리자는 상대적으로 짧은 시간에 많은 양에 대한 책임이 있었다. 그는 새로운 기계의 최대한의 사용으로 시작했다. 그는 그것을 최대 능력치로 24시간 7일 내내 작동시켰다. 그는 비가동 시간, 회복을 위한 휴지기, 또는 기계의 일반적인 유지 보수에 최소한의 관심을 기울였다. 그 기계가 새것이였기 때문에, 그것은 지속적으로 결과물을 생산했고, 따라서, 그 조직의 수익성은 치솟았고 그 관리자는 그의 수행에 대해서 인정받았다. 얼마의 시간이 지난 지금, 이 관리자는 승진하였고 다른 지점으로 옮겼다. 새로운 관리자가 제조 지점 운영을 담당하기 위해 그의 자리에 왔다. 그러나 이 관리자는 과도한 사용으로, 그리고 유지 보수를 위한 비가동 시간의 부재로, 그 기계의 많은 부품들이 상당히 닳았고 대체되거나 수리되어질 필요가 있다는 것을 깨달았다. 새 관리자는 상당한 시간과 노력을 그 기계의 수리와 유지 보수에 들여야만 했고, 그것은 낮은 생산과 따라서 이익의 손실을 초래했다. 이전의 관리자는 비록 그가 단기간에 좋은 결과를 얻었을지라도 생산 목표만을 신경썼고 기계를 무시했다. 그러나 궁극적으로 회복과 유지 보수에 주의를 기울이지 않은 것은 장기간의 부정적인 결과들을 초래했다

23. 아래 괄호 안의 표현들 중에서 올바른 표현을 고르세요. 23)

Maria Sutton was a social worker in a place [which / where] the average income was very low. Many of Maria's clients had lost their jobs when the coal industry in a nearby town [prospered / collapsed]. Every Christmas season, [known / knowing] how much children loved presents at Christmas, Maria tried to [arrange / call off] a special visit from Santa Claus for one family. Alice, the [seven-year-old / seven-years-old] daughter of Maria, was very [indifferent to / enthusiastic about] helping with her mother's Christmas event. This year's lucky family was a 25-year-old mother named Karen and her 3-year-old son, [which / who] she was raising by herself. However, things went wrong. Two weeks before Christmas Day, a representative from a local organization called Maria to say that the aid she had requested for Karen had fallen through. No Santa Claus. No presents. Maria saw the cheer [disappeared / disappear] from Alice's face at the news. After [heard / hearing] this, she ran to her room. When Alice returned, her face was set with determination. She counted out the coins from her piggy bank: \$4.30. "Mom," she told Maria, "I know it's not much. But maybe this will buy a present for the kid." Maria gave her daughter a lovely hug. The next day, Maria told her coworkers about her daughter's latest project. To her surprise, staff members began to open their purses. The story of Alice's gift had spread beyond Maria's office, and Maria was able to [rise / raise] \$300—plenty for a Christmas gift for Karen and her son. On Christmas Eve, Maria and Alice visited Karen's house with Christmas gifts. When Karen opened the door, Maria and Alice wished the [astonishing / astonished] woman a merry Christmas. Then Alice began to unload the gifts from the car, handing them to Karen one by one. Karen laughed in disbelief, and said she hoped she would one day be able to do something similar for someone else in need. On her way home, Maria said to Alice, "God multiplied your gift."

Maria Sutton은 평균 소득이 매우 낮은 지역의 사회복지사였다. Maria의 많은 고객들은 근처 마을의 석탄 산업이 붕괴되었을 때 그들의 일자리를 잃었다. 아이들이 크리스마스에 얼마나 선물을 좋아 하는지 알았기 때문에, 크리스마스 시즌 마다 Maria는 한 가족을 위해 산타클로스의 특별 방문을 계획하려 했다. Maria의 7살 된 딸, Alice는 그녀의 엄마의 크리스마스 이벤트를 돕는 것에 열정적이었다. 올해 행운의 가족은 Karen이라는 이름의 25살 된 엄마와 그녀의 3살 된 아들이었고, 그를 그녀는 혼자서 키우고 있었다. 그러나, 상황들이 나빠졌다. 크리스마스 2주 전, 지역 단체의 대표가 Maria에게 전화해서 그녀가 Karen을 위해 요청했던 지원이 성사되지 않았다고 말했다. 산타클로스는 없었다. 선물도 없었다. Maria는 그 소식에 Alice의 얼굴에서 생기가 사라지는 것을 보았다. 이 말을 듣고 난 뒤, 그녀는 그녀의 방으로 달려갔다. Alice가 돌아왔을 때, 그녀의 얼굴은 결의에 차 있었다. 그녀는 그녀의 돼지 저금통에서 동전들을 세면서 꺼냈다: \$4.30. "엄마," 그녀는 Maria에게 "나는 이것이 얼마 되지 않는다는 것을 알아요. 그러나 아마도 이것으로 그 아이를 위한 선물은 살 수 있을 거예요"라고 말했다. Maria는 그녀의 딸을 사랑스럽게 안아주었다. 그 다음 날, Maria는 그녀의 동료들에게 그녀의 딸의 최근 프로젝트에 대해 말 했다. 그녀가 놀랍게도, 직원들은 그들의 지갑을 열기 시작했다. Alice의 선물 이야기는 Maria의 사무실을 넘어 퍼졌고, Maria는 300달러를 모금할 수 있었다—Karen과 그녀 아들의 크리스마스 선물을 위해 충분했다. 크리스마스 전날, Maria와 Alice는 크리스마스 선물들을 가지고 Karen의 집을 방문했다. Karen이 문을 열었을 때, Maria와 Alice는 그 깜짝 놀란 여성에게 즐거운 크리스마스를 기원해주었다. 그런 다음 Alice는 차에서 선물들을 내리기 시작했고, 그것들을 하나씩 Karen에게 건넸다. Karen은 믿기지 않는다는 듯 웃었고, 그녀가 언젠가 어려운 다른 사람을 위해 비슷한 어떤 일을 할 수 있기를 바란다고 말했다. 집으로 돌아가는 길에, Maria는 Alice에게, "신이 너의 선물을 늘렸구나"라고 말했다.

2단계 내용 일치 문제

☞ 다음 글을 읽고 물음에 답하시오.

Dear Mr. Stanton:

We at the Future Music School have been providing music education to talented children for 10 years. We hold an annual festival to give our students a chance to share their music with the community and we always invite a famous musician to perform in the opening event. Your reputation as a world-class violinist precedes you and the students consider you the musician who has influenced them the most. That's why we want to ask you to perform at the opening event of the festival. It would be an honor for them to watch one of the most famous violinists of all time play at the show. It would make the festival more colorful and splendid. We look forward to receiving a positive reply.

Sincerely, Steven Forman

24. 위 글의 내용과 일치하지 않는것은?24)

- ① Future Music School에서 개막 행사에 초대하기 위한 목적으로 쓰여진 편지이다.
- ② 매년 개막 행사에 학생들과 유명 음악가가 함께 한 무대에서 연주해 왔다.
- ③ 음악회의 목적은 학생들의 음악을 지역 사회에 나눌 기회를 주기 위해서이다.
- ④ Stanton씨는 역대 가장 유명한 바이올린 연주자의 한 분이라 할 만큼 명성이 자자하다.
- ⑤ 답신자의 긍정적인 답변을 기대하고 있다.

☞ 다음 글을 읽고 물음에 답하시오.

It was time for the results of the speech contest. I was still skeptical whether I would win a prize or not. My hands were trembling due to the anxiety. I thought to myself, 'Did I work hard enough to outperform the other participants?' After a long wait, an envelope was handed to the announcer. She tore open the envelope to pull out the winner's name. My hands were now sweating and my heart started pounding really hard and fast. "The winner of the speech contest is Josh Brown!" the announcer declared. As I realized my name had been called, I jumped with joy. "I can't believe it. I did it!" I exclaimed. I felt like I was in heaven. Almost everybody gathered around me and started congratulating me for my victory.

25. 위 글의 내용과 일치하지 않는것은?25)

- ① 글쓴이는 말하기 발표 대회의 결과에 회의적이었다.
- ② 글의 분위기는 긴박감과 긴장감이 흐르고 있다.
- ③ 글쓴이는 자신이 다른 참가자들보다 충분히 열심히 해 왔다고 자부하고 있다.
- ④ 자신의 이름이 불리는 것을 깨닫고 기쁨에 펄쩍 뛰었다.
- ⑤ 주변의 많은 사람들이 글쓴이의 우승을 축하해 주었다.

☞ 다음 글을 읽고 물음에 답하십시오.

We all have set patterns in life. We like to label ourselves as this or that and are quite proud of our opinions and beliefs. We all like to read a particular newspaper, watch the same sorts of TV programs or movies, go to the same sort of shops every time, eat the sort of food that suits us, and wear the same type of clothes. And all this is fine. But if we cut ourselves off from all other possibilities, we become boring, rigid, hardened—and thus likely to get knocked about a bit. You have to see life as a series of adventures. Each adventure is a chance to have fun, learn something, explore the world, expand your circle of friends and experience, and broaden your horizons. Shutting down to adventure means exactly that—you are shut down.

26. 위 글의 내용과 일치하지 않는것은?26)

- ① 우리들은 우리 자신의 의견이나 믿음에 대해 자랑스러워 한다.
- ② 이 글에서는 우리의 삶에서 매번 같은 종류의 옷을 입거나 특정 신문을 읽고 같은 종류의 영화나 TV를 보는 것은 일종의 삶의 패턴이라고 생각한다.
- ③ 정해진 삶의 패턴들은 나름대로 괜찮다고 여겨진다.
- ④ 삶의 정해진 패턴이 지나치게 되면 우리 자신을 모든 가능성으로부터 차단시킬 수 있음을 주의시키고 있다.
- ⑤ 모험은 교우관계와 경험을 확장시키며 지평을 넓히지만 삶의 패턴을 잃게 하므로 지나친 모험에 대해 경계하고 있다.

☞ 다음 글을 읽고 물음에 답하십시오.

Over the centuries various writers and thinkers, looking at humans from an outside perspective, have been struck by the theatrical quality of social life. The most famous quote expressing this comes from Shakespeare: “All the world’s a stage, / And all the men and women merely players; / They have their exits and their entrances, / And one man in his time plays many parts.” If the theater and actors were traditionally represented by the image of masks, writers such as Shakespeare are implying that all of us are constantly wearing masks. Some people are better actors than others. Evil types such as Iago in the play Othello are able to conceal their hostile intentions behind a friendly smile. Others are able to act with more confidence and bravado—they often become leaders. People with excellent acting skills can better navigate our complex social environments and get ahead.

27. 위 글의 내용과 일치하지 않는것은?27)

- ① 작가와 사상가들은 인간의 사회적 삶을 연극적 속성에 비견하여 왔다.
- ② 셰익스피어는 모든 세상은 연극 무대이고 모든 인간은 배우일 뿐이라고 비유했다.
- ③ 우리는 평생 우리에게 주어진 하나의 역할만을 연기하며 살 뿐이다.
- ④ 여기에서 말하는 가면은 우리에게 주어진 사회적 배경이고 연기를 한다는 것은 사회적 배경에 맞게 적응하는 것을 의미한다.
- ⑤ 인간은 자기에게 주어지는 사회적 역할이 여러 개일 수도 있다.

☞ 다음 글을 읽고 물음에 답하십시오.

Personal blind spots are areas that are visible to others but not to you. The developmental challenge of blind spots is that you don't know what you don't know. Like that area in the side mirror of your car where you can't see that truck in the lane next to you, personal blind spots can easily be overlooked because you are completely unaware of their presence. They can be equally dangerous as well. That truck you don't see? It's really there! So are your blind spots. Just because you don't see them, doesn't mean they can't run you over. This is where you need to enlist the help of others. You have to develop a crew of special people, people who are willing to hold up that mirror, who not only know you well enough to see that truck, but who also care enough about you to let you know that it's there.

28. 위 글의 내용과 일치하지 않는것은?28)

- ① 개인의 맹점을 자동차의 사이드미러에 비유하여 개인의 맹점은 자신만이 알 수 있음을 강조했다.
- ② 글쓴이는 맹점의 특성으로 인해 다른 사람의 도움이 얼마나 중요한 지를 말해주고 있다.
- ③ 개인의 맹점은 다른 사람들은 볼 수 있지만 자신에게는 보이지 않는 부분이다.
- ④ 맹점의 가장 큰 문제점은 자신이 무엇을 모르는지 모른다는 것이다.
- ⑤ 결국 자신의 맹점을 보완하기 위해서는 대인 관계를 잘 맺어야 할 것이다.

☞ 다음 글을 읽고 물음에 답하십시오.

A child whose behavior is out of control improves when clear limits on their behavior are set and enforced. However, parents must agree on where a limit will be set and how it will be enforced. The limit and the consequence of breaking the limit must be clearly presented to the child. Enforcement of the limit should be consistent and firm. Too many limits are difficult to learn and may spoil the normal development of autonomy. The limit must be reasonable in terms of the child's age, temperament, and developmental level. To be effective, both parents (and other adults in the home) must enforce limits. Otherwise, children may effectively split the parents and seek to test the limits with the more indulgent parent. In all situations, to be effective, punishment must be brief and linked directly to a behavior.

29. 위 글의 내용과 일치하지 않는것은?29)

- ① 아이의 행동에 제한을 두려할 때 고려해야 할 점에 대해서 설명하고 있다.
- ② 제한의 시행에 일관성과 단호함이 있다면 여러개의 제한을 동시에 두어도 괜찮다.
- ③ 행동의 제한 시행은 아이의 가정뿐 아니라 다른 가정의 어른들도 함께 할 때 더 효과적이다.
- ④ 처벌은 간결하고 행동과 직접적 관련이 있다면 더 효과적이다.
- ⑤ 제한과 제한을 깨뜨렸을 때의 결과는 반드시 아이에게 먼저 분명하게 알려 주어야 한다.

Φ 다음 글을 읽고 물음에 답하시오.

Many inventions were invented thousands of years ago so it can be difficult to know their exact origins. Sometimes scientists discover a model of an early invention and from this model they can accurately tell us how old it is and where it came from. However, there is always the possibility that in the future other scientists will discover an even older model of the same invention in a different part of the world. In fact, we are forever discovering the history of ancient inventions. An example of this is the invention of pottery. For many years archaeologists believed that pottery was first invented in the Near East (around modern Iran) where they had found pots dating back to 9,000 B.C. In the 1960s, however, older pots from 10,000 B.C. were found on Honshu Island, Japan. There is always a possibility that in the future archaeologists will find even older pots somewhere else.

30. 위 글의 내용과 일치하지 않는것은?30)

- ① 정확한 발명의 기원을 아는 것의 어려움에 대해 이야기하고 있는 글이다.
- ② 현재 발견된 발명품의 모형이 가장 오래된 모형일 것이라는 가설은 미래에 언제든 깨질 수 있다.
- ③ 발명의 기원을 알기 어렵다는 것은 도자기의 예를 통해서도 쉽게 알 수 있다.
- ④ 도자기의 기원은 여러 차례의 수정을 거쳐 이제는 일본 혼슈섬에서 발견된 것이 기원이라고 정해졌다.
- ⑤ 과학자들은 초기 발명품의 모형을 발견하면 그것의 제작연도와 장소를 정확하게 말해 줄 수 있다.

Φ 다음 글을 읽고 물음에 답하시오.

The impala is one of the most graceful four-legged animals. Impalas have the ability to adapt to different environments of the savannas. Both male and female impalas are similar in color, with white bellies and black-tipped ears. Male impalas have long and pointed horns which can measure 90 centimeters in length. Female impalas have no horns. Impalas feed upon grass, fruits, and leaves from trees. When conditions are harsh in the dry season, they come together to search for food in mixed herds which can number as many as 100-200 individuals. The breeding season occurs at the end of the wet season around May. Females give birth in an isolated spot away from the herd. The average life span of an impala is between 13 and 15 years in the wild.

31. 위 글의 내용과 일치하지 않는것은?31)

- ① 임팔라는 대초원의 여러 환경에 잘 적응하는 능력이 있다.
- ② 수컷과 암컷 모두 색이 비슷하며 배는 희고 귀 끝부분이 검다.
- ③ 수컷과 암컷 임팔라는 90센티미터인 길고 뾰족한 뿔이 있다.
- ④ 건기가 오면 그들은 100에서 200마리가 모여 먹이를 찾는다.
- ⑤ 암컷은 무리에서 떨어진 고립된 장소에서 출산을한다.

Φ 다음 글을 읽고 물음에 답하시오.

Every farmer knows that the hard part is getting the field prepared. Inserting seeds and watching them grow is easy. In the case of science and industry, the community prepares the field, yet society tends to give all the credit to the individual who happens to plant a successful seed. Planting a seed does not necessarily require overwhelming intelligence; creating an environment that allows seeds to prosper does. We need to give more credit to the community in science, politics, business, and daily life. Martin Luther King Jr. was a great man. Perhaps his greatest strength was his ability to inspire people to work together to achieve, against all odds, revolutionary changes in society's perception of race and in the fairness of the law. But to really understand what he accomplished requires looking beyond the man. Instead of treating him as the manifestation of everything great, we should appreciate his role in allowing America to show that it can be great.

32. 위 글의 내용과 일치하지 않는것은?32)

- ① 과학, 산업, 정치 등 그것에서 나온 결과물 그 자체보다는 결과물이 나올 수 있도록 하는 환경이 더 중요함을 말하고 있다.
- ② 밝은 사회적 환경을 씨앗은 여러 분야의 성공적인 결과물들을 의미한다.
- ③ Martin Luther King Jr.의 업적은 여러 불합리한 사회적 배경과 차별등에 변화를 가져왔다는 것이다.
- ④ Martin Luther King Jr.은 사람들이 함께 과업을 수행할 수 있도록 고무시키는 역할을 했다.
- ⑤ 이 글에서 Martin Luther King Jr.는 결국 앞에서 비유한 대로 씨앗이 번성하게 해 주는 환경을 준비해 준 사람이다.

Φ 다음 글을 읽고 물음에 답하시오.

Sudden success or winnings can be very dangerous. Neurologically, chemicals are released in the brain that give a powerful burst of excitement and energy, leading to the desire to repeat this experience. It can be the start of any kind of addiction or manic behavior. Also, when gains come quickly we tend to lose sight of the basic wisdom that true success, to really last, must come through hard work. We do not take into account the role that luck plays in such sudden gains. We try again and again to recapture that high from winning so much money or attention. We acquire feelings of superiority. We become especially resistant to anyone who tries to warn us—they don't understand, we tell ourselves. Because this cannot be sustained, we experience an inevitable fall, which is all the more painful, leading to the depression part of the cycle. Although gamblers are the most prone to this, it equally applies to businesspeople during bubbles and to people who gain sudden attention from the public.

33. 위 글의 내용과 일치하지 않는것은?33)

- ① 갑작스런 성공이나 상금은 신경학적으로 흥분과 에너지의 강력한 분출을 유발하는 화학 물질들이 뇌에서 분비된다.
- ② 흥분, 에너지의 분출을 유발하는 화학물질들이 뇌에서 분비되는 경험을 반복하고자 하는 욕구는 중독, 광적 행동의 출발점일 수 있다.
- ③ 황홀감을 되찾기 위한 시도는 우리에게 우월감을 느끼게 하면서 우리에게 경고하는 사람들에게는 저항한다.
- ④ 이익이 빨리 얻어지게 되면 우리는 성공이 지속되기 위해서는 노력을 통해야 한다는 지혜를 잊게 된다.
- ⑤ 갑작스런 성공과 필연적 추락 그리고 우울한 시기 등의 반복은 도박에 중독된 사람들에게만 나타나는 특징이라 할 수 있다.

☞ 다음 글을 읽고 물음에 답하시오.

We are often faced with high-level decisions, where we are unable to predict the results of those decisions. In such situations, most people end up quitting the option altogether, because the stakes are high and results are very unpredictable. But there is a solution for this. You should use the process of testing the option on a smaller scale. In many situations, it's wise to dip your toe in the water rather than dive in headfirst. Recently, I was about to enroll in an expensive coaching program. But I was not fully convinced of how the outcome would be. Therefore, I used this process by enrolling in a low-cost mini course with the same instructor. This helped me understand his methodology, style, and content; and I was able to test it with a lower investment, and less time and effort before committing fully to the expensive program.

34. 위 글의 내용과 일치하지 않는것은?34)

- ① 글쓴이는 높은 수준의 결정에 직면했을 때, 작은 규모의 선택을 시험해 보는 과정을 가질 것을 당부하고 있다.
- ② 글쓴이는 자신의 비싼 코칭 프로그램 등록 과정에 대한 예를 들어 말하고자 하는 내용을 설명하고 있다.
- ③ 작은 규모의 선택이란 높은 수준의 결정에 비해 위험성이 낮고 결과의 예측도 더 용이하기 때문이다.
- ④ 하지만, 작은 규모의 선택이더라도 투자, 시간, 노력 등에 많은 손해를 보는 것은 어쩔 수 없는 일이다.
- ⑤ 우리가 물 속에 들어갈 때 머리부터 뛰어들기보다는 발끝을 담그는 것도 더 작은 규모의 선택이라 할 수 있다.

☞ 다음 글을 읽고 물음에 답하시오.

Sociologists have proven that people bring their own views and values to the culture they encounter; books, TV programs, movies, and music may affect everyone, but they affect different people in different ways. In a study, Neil Vidmar and Milton Rokeach showed episodes of the sitcom All in the Family to viewers with a range of different views on race. The show centers on a character named Archie Bunker, an intolerant bigot who often gets into fights with his more progressive family members. Vidmar and Rokeach found that viewers who didn't share Archie Bunker's views thought the show was very funny in the way it made fun of Archie's absurd racism—in fact, this was the producers' intention. On the other hand, though, viewers who were themselves bigots thought Archie Bunker was the hero of the show and that the producers meant to make fun of his foolish family! This demonstrates why it's a mistake to assume that a certain cultural product will have the same effect on everyone.

35. 위 글의 내용과 일치하지 않는것은?35)

- ① 이 글의 주제는 특정한 문화적 산물이 사람마다 똑같은 영향을 주는 것은 아니라는 것이다.
- ② ‘All in the Family’는 시청자들로 하여금 Archie의 인종차별 주의를 비판하게 하려는 의도로 제작된 것이다.
- ③ 제작자의 의도에 맞게 모든 시청자들은 Archie Bunker의 관점에 공유하지 않았다.
- ④ 어떤 시청자들은 제작자의 의도와는 다르게 시트콤 All in the Family의 의미를 재해석 하기도 했다.
- ⑤ Neil Vidmar와 Milton Rokeach의 연구는 여러 문화적 산물이 사람들에게 다양한 방식으로 영향을 줄을 보여준다.

☞ 다음 글을 읽고 물음에 답하시오.

The availability heuristic refers to a common mistake that our brains make by assuming that the instances or examples that come to mind easily are also the most important or prevalent. It shows that we make our decisions based on the recency of events. We often misjudge the frequency and magnitude of the events that have happened recently because of the limitations of our memories. According to Harvard professor, Max Bazerman, managers conducting performance appraisals often fall victim to the availability heuristic. The recency of events highly influences a supervisor's opinion during performance appraisals. Managers give more weight to performance during the three months prior to the evaluation than to the previous nine months of the evaluation period because the recent instances dominate their memories. The availability heuristic is influenced by the ease of recall or retrievability of information of some event. Ease of recall suggests that if something is more easily recalled in your memory, you think that it will occur with a high probability.

36. 위 글의 내용과 일치하지 않는것은?36)

- ① 가용성 휴리스틱은 쉽게 떠올려지는 사례들이 가장 중요한 일이거나 가장 일반화 되어있다고 판단하게 되는 오류를 말한다.
- ② 가용성 휴리스틱은 가장 오래전 기억하고 있는 사건에 기반하여 의사결정을 하게 된다.
- ③ 우리 기억의 한계 때문에 우리는 최근에 발생한 사건들의 빈도와 규모를 잘못 판단하게 된다.
- ④ 직무 수행 평가를 하는 관리자들도 종종 이 가용성 휴리스틱 때문에 올바른 판단을 그르칠 수도 있다.
- ⑤ 누군가의 기억에서 더 쉽게 회상되어진다면 그것이 높은 가능성으로 일어날 것이라고 생각하게 되어지는 것이 가용성 휴리스틱이다.

☞ 다음 글을 읽고 물음에 답하시오.

Marketing management is concerned not only with finding and increasing demand but also with changing or even reducing it. For example, Uluru (Ayers Rock) might have too many tourists wanting to climb it, and Daintree National Park in North Queensland can become overcrowded in the tourist season. Power companies sometimes have trouble meeting demand during peak usage periods. In these and other cases of excess demand, the needed marketing task, called demarketing, is to reduce demand temporarily or permanently. The aim of demarketing is not to completely destroy demand, but only to reduce or shift it to another time, or even another product. Thus, marketing management seeks to affect the level, timing, and nature of demand in a way that helps the organisation achieve its objectives.

37. 위 글의 내용과 일치하지 않는것은?37)

- ① 마케팅 경영은 수요를 증가시키는 것뿐만 아니라 수요를 줄이는 것과도 관련이 있다.
- ② Uluru, North Queensland의 Daintree 국립공원, 전력 회사에는 모두 반마케팅이 필요한 상황이다.
- ③ 반마케팅의 목적은 일시적으로 혹은 영구적으로 수요를 줄이는 것이다.
- ④ 반마케팅의 목적은 수요를 완전히 없애 새로운 수요로 이동시키는 것이라 할 수 있다.
- ⑤ 마케팅 경영은 조직의 목표 달성을 돕는 방식으로 수요의 수준, 시기, 특성에 영향을 주는 것이다.

☞ 다음 글을 읽고 물음에 답하시오.

The invention of the mechanical clock was influenced by monks who lived in monasteries that were the examples of order and routine. They had to keep accurate time so that monastery bells could be rung at regular intervals to announce the seven hours of the day reserved for prayer. Early clocks were nothing more than a weight tied to a rope wrapped around a revolving drum. Time was determined by watching the length of the weighted rope. The discovery of the pendulum in the seventeenth century led to the widespread use of clocks and enormous public clocks. Eventually, keeping time turned into serving time. People started to follow the mechanical time of clocks rather than their natural body time. They ate at meal time, rather than when they were hungry, and went to bed when it was time, rather than when they were sleepy. Even periodicals and fashions became “yearly.” The world had become orderly.

38. 위 글의 내용과 일치하지 않는것은?38)

- ① 기계식 시계의 발명은 수도원의 수도사들이 그들의 규칙적인 일상과 질서에 의해 영향을 받았다.
- ② 초기의 시계들은 회전하는 드럼통 주위에 감긴 줄에 묶인 무게추에 불과했다.
- ③ 17세기 흔들리는 추의 발견은 시계와 큰 대중 시계의 광범위한 사용으로 이어졌다.
- ④ 마침내 인간들은 시간을 지키는 것으로써 시간을 지배하게 되었다.
- ⑤ 사람들은 자연적 생체 시간보다는 기계식 시계의 시간을 따르기 시작했다.

☞ 다음 글을 읽고 물음에 답하시오.

Since we know we can't completely eliminate our biases, we need to try to limit the harmful impacts they can have on the objectivity and rationality of our decisions and judgments. It is important that we are aware when one of our cognitive biases is activated and make a conscious choice to overcome that bias. We need to be aware of the impact the bias has on our decision making process and our life. Then we can choose an appropriate de-biasing strategy to combat it. After we have implemented a strategy, we should check in again to see if it worked in the way we had hoped. If it did, we can move on and make an objective and informed decision. If it didn't, we can try the same strategy again or implement a new one until we are ready to make a rational judgment.

39. 위 글의 내용과 일치하지 않는것은?39)

- ① 우리는 우리의 편견들을 완전히 없애도록 노력하여 우리의 결정과 판단에 객관성과 합리성을 획득하도록 해야 한다.
- ② 우리는 언제 우리의 인지적 편견들 중 하나가 활성화 하는지를 잘 인지할 필요가 있다.
- ③ 우리는 편견과 싸우기 위해 반편견 전략을 선택할 수 있다.
- ④ 우리의 반편견 전략이 제대로 작동했다면 우리는 객관적이고 정보에 근거한 결정을 내릴 수 있다.
- ⑤ 만약 반편견 전략이 제대로 작동하지 않았다면 우리는 똑같은 전략을 다시 시도하거나 새로운 것을 실행할 수 있다.

☞ 다음 글을 읽고 물음에 답하시오.

It is important to remember that computers can only carry out instructions that humans give them. Computers can process data accurately at far greater speeds than people can, yet they are limited in many respects—most importantly, they lack common sense. However, combining the strengths of these machines with human strengths creates synergy. Synergy occurs when combined resources produce output that exceeds the sum of the outputs of the same resources employed separately. A computer works quickly and accurately; humans work relatively slowly and make mistakes. A computer cannot make independent decisions, however, or formulate steps for solving problems, unless programmed to do so by humans. Even with sophisticated artificial intelligence, which enables the computer to learn and then implement what it learns, the initial programming must be done by humans. Thus, a human-computer combination allows the results of human thought to be translated into efficient processing of large amounts of data.

40. 위 글의 내용과 일치하지 않는것은?40)

- ① 컴퓨터들이 사람들이 할 수 있는 것보다 훨씬 빠르고 정확하게 데이터를 처리하지만 그것들은 여러 측면에서 제한이 있다.
- ② 시너지란 결합된 자원들이 같은 자원들이 각각 사용한 산출의 합을 초과하는 산출을 생성하는 것을 말한다.
- ③ 컴퓨터는 독립적으로 결정을 하거나 문제를 해결하기 위한 단계를 만들어 낼 수 없다.
- ④ 인간-컴퓨터의 결합은 인간 사고의 결과들이 많은 양의 데이터의 효율적 처리로 변환하게 한다.
- ⑤ 인간과 비교되는 이러한 컴퓨터의 한계를 극복하도록 만들어진 것이 인공지능이다.

☞ 다음 글을 읽고 물음에 답하시오.

For hundreds of thousands of years our hunter-gatherer ancestors could survive only by constantly communicating with one another through nonverbal cues. Developed over so much time, before the invention of language, that is how the human face became so expressive, and gestures so elaborate. We have a continual desire to communicate our feelings and yet at the same time the need to conceal them for proper social functioning. With these counterforces battling inside us, we cannot completely control what we communicate. Our real feelings continually leak out in the form of gestures, tones of voice, facial expressions, and posture. We are not trained, however, to pay attention to people's nonverbal cues. By sheer habit, we fixate on the words people say, while also thinking about what we'll say next. What this means is that we are using only a small percentage of the potential social skills we all possess.

41. 위 글의 내용과 일치하지 않는것은?41)

- ① 비언어적 신호들은 오랜 시간에 걸쳐 발달하면서 매우 정교해졌다.
- ② 비언어적 신호에도 많은 정교한 의미들이 내포되어 있기 때문에 사람들은 이것에 주의를 기울이도록 훈련 받는다.
- ③ 우리는 우리의 감정을 전달하고자 하는 욕망과 사회적 기능을 위해 감추고자 하는 욕구가 동시에 상충하고 있다.
- ④ 우리는 오로지 습관을 통해서 말하는 사람들의 말과 다음에 나올 말에 대해 생각한다.
- ⑤ 우리는 우리가 소유한 잠재적인 사회적 기술 중 오직 작은 부분만을 사용하고 있는 것이다.

❖ 다음 글을 읽고 물음에 답하시오.

Why do we help? One widely held view is that self-interest underlies all human interactions, that our constant goal is to maximize rewards and minimize costs. Accountants call it cost-benefit analysis. Philosophers call it utilitarianism. Social psychologists call it social exchange theory. If you are considering whether to donate blood, you may weigh the costs of doing so (time, discomfort, and anxiety) against the benefits (reduced guilt, social approval, and good feelings). If the rewards exceed the costs, you will help. Others believe that we help because we have been socialized to do so, through norms that prescribe how we ought to behave. Through socialization, we learn the reciprocity norm: the expectation that we should return help, not harm, to those who have helped us. In our relations with others of similar status, the reciprocity norm compels us to give (in favors, gifts, or social invitations) about as much as we receive.

42. 위 글의 내용과 일치하지 않는것은?42)

- ① 사람들이 타인을 돕는 이유에 대해 두 가지 이론을 들어 설명하고 있다.
- ② 비용-수익 분석, 공리주의, 사회적 교환 이론은 타인을 돕는 이유에 대해서 같은 내용을 말하고 있다.
- ③ 상호 규범을 통해 남을 돕는다는 이론은 우리가 남을 돕는 것에 대해 자발적이라고 설명한다.
- ④ 남을 왜 돕는가라는 이유에 대해 널리 받아들여지는 관점은 자기 이익이 모든 인간의 상호작용의 기초가 되고 우리의 지속적인 목표는 보상을 극대화하고 비용을 최소화하는 것이라는 것이다.
- ⑤ 당신이 헌혈을 할 때 당신은 먼저 헌혈할 때의 이익 대비 비용을 고려해 볼 것이다.

❖ 다음 글을 읽고 물음에 답하시오.

An organization imported new machinery with the capacity to produce quality products at a lesser price. A manager was responsible for large quantities in a relatively short span of time. He started with the full utilization of the new machinery. He operated it 24/7 at maximum capacity. He paid the least attention to downtime, recovery breaks or the general maintenance of the machinery. As the machinery was new, it continued to produce results and, therefore, the organization's profitability soared and the manager was appreciated for his performance. Now after some time, this manager was promoted and transferred to a different location. A new manager came in his place to be in charge of running the manufacturing location. But this manager realized that with heavy utilization and without any downtime for maintenance, a lot of the parts of the machinery were significantly worn and needed to be replaced or repaired. The new manager had to put significant time and effort into repair and maintenance of the machines, which resulted in lower production and thus a loss of profits. The earlier manager had only taken care of the goal of production and ignored the machinery although he had short-term good results. But ultimately not giving attention to recovery and maintenance resulted in long-term negative consequences.

43. 위 글의 내용과 일치하지 않는것은?43)

- ① 처음의 관리자는 짧은 시간에 많은 양을 생산해야 하는 책임을 지고 있었다.
- ② 처음의 관리자는 비가동 시간, 회복을 위한 유지기, 기계의 유지 보수에 최대한 관심을 기울이며 물건을 생산했다.
- ③ 기계는 새로운 것이었기에 지속적으로 결과물을 생산했고 수익성은 치솟게 되었다.
- ④ 새관리자는 이전 관리자의 무리한 기계 사용으로 발생한 기계의 많은 문제점들을 해결하는데 시간을 많이 쏟았고 이것은 결국 낮은 생산성과 이익의 손실이라는 결과를 가져왔다.
- ⑤ 이 글을 읽고 나면 관리자의 진정한 능력은 단순히 보여지는 수익성에만 있는 것은 아니라는 것을 알게 된다.

☞ 다음 글을 읽고 물음에 답하시오.

Maria Sutton was a social worker in a place where the average income was very low. Many of Maria's clients had lost their jobs when the coal industry in a nearby town collapsed. Every Christmas season, knowing how much children loved presents at Christmas, Maria tried to arrange a special visit from Santa Claus for one family. Alice, the seven-year-old daughter of Maria, was very enthusiastic about helping with her mother's Christmas event. This year's lucky family was a 25-year-old mother named Karen and her 3-year-old son, who she was raising by herself. However, things went wrong. Two weeks before Christmas Day, a representative from a local organization called Maria to say that the aid she had requested for Karen had fallen through. No Santa Claus. No presents. Maria saw the cheer disappear from Alice's face at the news. After hearing this, she ran to her room. When Alice returned, her face was set with determination. She counted out the coins from her piggy bank: \$4.30. "Mom," she told Maria, "I know it's not much. But maybe this will buy a present for the kid." Maria gave her daughter a lovely hug. The next day, Maria told her coworkers about her daughter's latest project. To her surprise, staff members began to open their purses. The story of Alice's gift had spread beyond Maria's office, and Maria was able to raise \$300—plenty for a Christmas gift for Karen and her son. On Christmas Eve, Maria and Alice visited Karen's house with Christmas gifts. When Karen opened the door, Maria and Alice wished the astonished woman a merry Christmas. Then Alice began to unload the gifts from the car, handing them to Karen one by one. Karen laughed in disbelief, and said she hoped she would one day be able to do something similar for someone else in need. On her way home, Maria said to Alice, "God multiplied your gift."

44. 위 글의 내용과 일치하지 않는것은?44)

- ① Maria Sutton은 저소득층 지역의 사회 복지사였다.
- ② 크리스마스 2주 전, Karen을 위해 요청했던 지원이 성사되지 않았다는 연락을 받게 되었다.
- ③ Maria Sutton의 딸 Alice가 Karen을 위해 저금한 돈을 내놓았다는 소문을 듣고 지역 단체의 대표는 다시 Karen을 지원하기로 했다.
- ④ Alice의 선물 이야기가 Maria의 사무실을 넘어 퍼졌고 300달러를 모금하게 되었다.
- ⑤ 신이 너의 선물을 늘였다는 이야기는 무산될 뻔했던 선물 이벤트가 Alice의 선행으로 실행되게 되고 오히려 더 많은 선물이 생기게 된 것을 말하는 것이다.

3단계 어법 문제

☞ 다음 글을 읽고 물음에 답하시오.

Dear Mr. Stanton:

We at the Future Music School ①have been providing music education to talented children for 10 years. We hold an annual festival to give our students a chance to share their music with the community and we always invite a famous musician ②to perform in the opening event. Your reputation as a world-class violinist ③precedes you and the students consider you the musician ④who has influenced them the most. That's why we want to ask you to perform at the opening event of the festival. It would be an honor for them to watch one of the most famous violinists of all time play at the show. It would make the festival more colorful and splendid. We look forward ⑤to receive a positive reply.

Sincerely, Steven Forman

45. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은?45)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

It was time for the results of the speech contest. I was still skeptical whether I would win a prize or not. My hands ①were trembling due to the anxiety. I thought to myself, 'Did I work ②hard enough to outperform the other participants?' After a long wait, an envelope was handed to the announcer. She tore open the envelope to pull out the winner's name. My hands were now sweating and my heart started ③pounding really hard and fast. "The winner of the speech contest is Josh Brown!" the announcer declared. As I realized my name ④had been called, I jumped with joy. "I can't believe it. I did it!" I exclaimed. I felt like I was in heaven. ⑤Most everybody gathered around me and started congratulating me for my victory.

46. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은?46)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

We all have set patterns in life. We like to label ①ourselves as this or that and are quite proud of our opinions and beliefs. We all like to read a particular newspaper, watch the same sorts of TV programs or movies, go to the same sort of shops every time, eat the sort of food ②whose suits us, and wear the same type of clothes. And all this is fine. But if we cut ourselves off from all other possibilities, we become ③boring, rigid, hardened—and thus likely ④to get knocked about a bit. You have to see life as a series of adventures. Each adventure is a chance to have fun, learn something, explore the world, expand your circle of friends and experience, and broaden your horizons. ⑤Shutting down to adventure means exactly that—you are shut down.

47. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은?47)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Over the centuries various writers and thinkers, ①look at humans from an outside perspective, have been struck by the theatrical quality of social life. The most famous quote expressing this ②comes from Shakespeare: "All the world's a stage, / And all the men and women merely players; / They have their exits and their entrances, / And one man in his time plays many parts." If the theater and actors ③were traditionally represented by the image of masks, writers such as Shakespeare are implying that all of us ④are constantly wearing masks. Some people are better actors than others. Evil types such as Iago in the play Othello are able to conceal their hostile intentions behind a friendly smile. Others are able to act with more confidence and bravado—they often become leaders. People with excellent acting skills can better navigate our complex social environments ⑤and get ahead.

48. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은?48)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Personal blind spots are areas ①that are visible to others but not to you. The developmental challenge of blind spots is that you don't know ②what you don't know. Like that area in the side mirror of your car where you can't see that truck in the lane next to you, personal blind spots ③can easily be overlooked because you are completely unaware of their presence. They can be equally dangerous as well. That truck you don't see? It's really there! ④So do your blind spots. Just because you don't see them, doesn't mean they can't run you over. This is where you need to enlist the help of others. You have to develop a crew of special people, people who are willing to hold up that mirror, who not only know you well enough to see that truck, but who also care enough about you ⑤to let you know that it's there.

49. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은?49)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

A child ①whose behavior is out of control improves when clear limits on their behavior are set and enforced. However, parents must agree on where a limit will be set and ②how will it be enforced. The limit and the consequence of breaking the limit ③must be clearly presented to the child. Enforcement of the limit should be consistent and firm. Too many limits are difficult to learn and may spoil the normal development of autonomy. The limit must be reasonable in terms of the child's age, temperament, and developmental level. To be effective, both parents (and other adults in the home) must enforce limits. Otherwise, children ④may effectively split the parents and seek to test the limits with the more indulgent parent. In all situations, to be effective, punishment must be brief and ⑤linked directly to a behavior.

50. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은?50)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Many inventions were invented thousands of years ago so it can be difficult to know their exact origins. Sometimes scientists discover a model of an early invention and from this model they can accurately tell us ①how old it is and where it came from. However, there is always the possibility ②that in the future other scientists will discover an even older model of the same invention in a different part of the world. In fact, we are forever discovering the history of ancient inventions. An example of this is the invention of pottery. For many years archaeologists ③believed that pottery was first invented in the Near East (around modern Iran) ④which they had found pots ⑤dating back to 9,000 B.C. In the 1960s, however, older pots from 10,000 B.C. were found on Honshu Island, Japan. There is always a possibility that in the future archaeologists will find even older pots somewhere else.

51. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은?51)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

The impala is one of the most graceful four-legged animals. Impalas have the ability ①to adapt to different environments of the savannas. Both male and female impalas ②are similar in color, with white bellies and black-tipped ears. Male impalas have long and pointed horns which can measure 90 centimeters in length. Female impalas have no horns. Impalas ③feed upon grass, fruits, and leaves from trees. When conditions are harsh in the dry season, they come together to search for food in mixed herds which can number ④as much as 100-200 individuals. The breeding season occurs at the end of the wet season around May. Females give birth in an isolated spot away from the herd. The average life span of an impala ⑤is between 13 and 15 years in the wild.

52. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은?52)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Every farmer knows that the hard part is getting the field ①prepared. Inserting seeds and watching them grow is easy. In the case of science and industry, the community prepares the field, yet society tends to give all the credit to the individual ②who happens to plant a successful seed. Planting a seed does not necessarily require overwhelming intelligence; creating an environment that allows seeds to prosper ③does. We need to give more credit to the community in science, politics, business, and daily life. Martin Luther King Jr. was a great man. Perhaps his greatest strength was his ability to inspire people to work together to achieve, against all odds, revolutionary changes in society's perception of race and in the fairness of the law. But to really understand what he accomplished ④requiring looking beyond the man. Instead of treating him as the manifestation of everything great, we should appreciate his role in ⑤allowing America to show that it can be great.

53. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은?53)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Sudden success or winnings can be very dangerous. Neurologically, chemicals are released in the brain ①that give a powerful burst of excitement and energy, leading to the desire to repeat this experience. It can be the start of any kind of addiction or manic behavior. Also, when gains come quickly we tend to lose sight of the basic wisdom ②that true success, to really last, must come through hard work. We do not take into account the role that luck plays in such sudden gains. We try again and again to recapture that high from winning so much money or attention. We acquire feelings of superiority. We ③become especially resistant to anyone who tries to warn us—they don't understand, we tell ourselves. Because this cannot be sustained, we experience an inevitable fall, ④which is all the more painful, leading to the depression part of the cycle. Although gamblers are the most prone to this, it equally applies to businesspeople during bubbles and to people ⑤whose gain sudden attention from the public.

54. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은?54)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

When is the right time for the predator to consume the fruit? The plant uses the color of the fruit to signal to predators ①that it is ripe, ②which means that the seed's hull has hardened—and therefore the sugar content is at its height. Incredibly, the plant has chosen to manufacture fructose, instead of glucose, as the sugar in the fruit. Glucose raises insulin levels in primates and humans, ③which initially raises levels of leptin, a hunger-blocking hormone—but fructose ④is not. As a result, the predator never receives the normal message that it is full. That makes for a win-win for predator and prey. The animal obtains more calories, and because it keeps eating more and more fruit and therefore more seeds, the plant has a better chance of ⑤distributing more of its babies.

55. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은?55)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

We ①are often faced with high-level decisions, ②which we are unable to predict the results of those decisions. In such situations, most people end up quitting the option altogether, because the stakes are high and results are very unpredictable. But there is a solution for this. You should use the process of testing the option on a smaller scale. In many situations, it's wise to dip your toe in the water rather than dive in headfirst. Recently, I ③was about to enroll in an expensive coaching program. But I was not fully convinced of how the outcome would be. Therefore, I used this process by enrolling in a low-cost mini course with the same instructor. This helped me ④understand his methodology, style, and content; and I was able to test it with a lower investment, and less time and effort before ⑤committing fully to the expensive program.

56. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은?56)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하십시오.

Sociologists ①have proven that people bring their own views and values to the culture they encounter; books, TV programs, movies, and music may affect everyone, but they affect different people in different ways. In a study, Neil Vidmar and Milton Rokeach ②showed episodes of the sitcom All in the Family to viewers with a range of different views on race. The show centers on a character named Archie Bunker, an intolerant bigot who often gets into fights with his more progressive family members. Vidmar and Rokeach found that viewers who didn't share Archie Bunker's views thought the show was very funny in the way it ③made fun of Archie's absurd racism—in fact, this was the producers' intention. On the other hand, though, viewers who were themselves bigots thought Archie Bunker was the hero of the show and ④what the producers meant to make fun of his foolish family! This demonstrates why it's a mistake to assume that a certain cultural product ⑤will have the same effect on everyone.

57. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은?57)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하십시오.

The availability heuristic refers to a common mistake ①that our brains make by assuming that the instances or examples that come to mind easily are also the most important or prevalent. It shows that we make our decisions based on the recency of events. We often misjudge the frequency and magnitude of the events that have happened recently because of the limitations of our memories. According to Harvard professor, Max Bazerman, managers ②conducting performance appraisals often fall victim to the availability heuristic. The recency of events ③high influences a supervisor's opinion during performance appraisals. Managers give more weight to performance during the three months prior to the evaluation than to the previous nine months of the evaluation period because the recent instances dominate their memories. The availability heuristic ④is influenced by the ease of recall or retrievability of information of some event. Ease of recall suggests that if something ⑤is more easily recalled in your memory, you think that it will occur with a high probability.

58. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은?58)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하십시오.

Marketing management is concerned not only with finding and increasing demand but also ①with changing or even reducing it. For example, Uluru (Ayers Rock) might have too many tourists ②want to climb it, and Daintree National Park in North Queensland can become overcrowded in the tourist season. Power companies sometimes ③have trouble meeting demand during peak usage periods. In these and other cases of excess demand, the needed marketing task, called demarketing, is to reduce demand temporarily or permanently. The aim of demarketing ④is not to completely destroy demand, but only to reduce or shift it to another time, or even another product. Thus, marketing management seeks to affect the level, timing, and nature of demand in a way that helps the organisation ⑤achieve its objectives.

59. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은?59)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하십시오.

The invention of the mechanical clock was influenced by monks who lived in monasteries ①where were the examples of order and routine. They had to keep accurate time so that monastery bells ②could be rung at regular intervals to announce the seven hours of the day ③reserved for prayer. Early clocks were nothing more than a weight tied to a rope wrapped around a revolving drum. Time was determined by watching the length of the weighted rope. The discovery of the pendulum in the seventeenth century led to the widespread use of clocks and enormous public clocks. Eventually, keeping time turned into ④serving time. People started to follow the mechanical time of clocks rather than their natural body time. They ate at meal time, rather than when they were hungry, and went to bed when it was time, rather than when they were sleepy. Even periodicals and fashions became “yearly.” The world ⑤had become orderly.

60. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은?60)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Since we know we can't completely eliminate our biases, we need to try to limit the harmful impacts ① they can have on the objectivity and rationality of our decisions and judgments. It is important that we are aware when one of our cognitive biases ② is activated and ③ makes a conscious choice to overcome that bias. We need to be aware of the impact the bias has on our decision making process and our life. Then we can choose an appropriate de-biasing strategy to combat it. After we have implemented a strategy, we should check in again to see if it worked in the way we ④ had hoped. If it did, we can move on and make an objective and informed decision. If it didn't, we can try the same strategy again or implement a new one until we ⑤ are ready to make a rational judgment.

61. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은? (61)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

It is important to remember that computers can only carry out instructions ① that humans give them. Computers can process data accurately at far greater speeds than people can, yet they are limited in many respects—most importantly, they lack common sense. However, ② combining the strengths of these machines with human strengths creates synergy. Synergy occurs when combined resources produce output that exceeds the sum of the outputs of the same resources ③ employed separately. A computer works quickly and accurately; humans work relatively slowly and make mistakes. A computer cannot make independent decisions, however, or formulate steps for solving problems, unless ④ programmed to do so by humans. Even with sophisticated artificial intelligence, which enables the computer to learn and then implement what it learns, the initial programming must be done by humans. Thus, a human-computer combination allows the results of human thought to be translated into ⑤ efficiently processing of large amounts of data.

62. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은? (62)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

For hundreds of thousands of years our hunter-gatherer ancestors could survive only by constantly communicating with one another through nonverbal cues. ① Developed over so much time, before the invention of language, ② which is how the human face became so expressive, and gestures so elaborate. We have a continual desire ③ to communicate our feelings and yet at the same time the need to conceal them for proper social functioning. With these counterforces ④ battling inside us, we cannot completely control what we communicate. Our real feelings continually leak out in the form of gestures, tones of voice, facial expressions, and posture. We are not trained, however, to pay attention to people's nonverbal cues. By sheer habit, we fixate on the words people say, ⑤ while also thinking about what we'll say next. What this means is that we are using only a small percentage of the potential social skills we all possess.

63. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은? (63)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Why do we help? One widely held view is that self-interest underlies all human interactions, ① which our constant goal is to maximize rewards and minimize costs. Accountants call it cost-benefit analysis. Philosophers call it utilitarianism. Social psychologists call it social exchange theory. If you ② are considering whether to donate blood, you may weigh the costs of doing so (time, discomfort, and anxiety) against the benefits (reduced guilt, social approval, and good feelings). If the rewards ③ exceed the costs, you will help. Others believe that we help because we have been socialized to do so, through norms that prescribe ④ how we ought to behave. Through socialization, we learn the reciprocity norm: the expectation that we should return help, not harm, to those who have helped us. In our relations with others of similar status, the reciprocity norm compels us to give (in favors, gifts, or social invitations) about ⑤ as much as we receive.

64. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은? (64)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

An organization imported new machinery with the capacity to produce quality products at a lesser price. A manager was responsible for large quantities in a relatively short span of time. He started with the full utilization of the new machinery. He operated it 24/7 at maximum capacity. He ①paid the least attention to downtime, recovery breaks or the general maintenance of the machinery. As the machinery was new, it continued to produce results and, therefore, the organization's profitability soared and the manager ②was appreciated for his performance. Now after some time, this manager was promoted and transferred to a different location. A new manager came in his place to be in charge of running the manufacturing location. But this manager realized ③what with heavy utilization and without any downtime for maintenance, a lot of the parts of the machinery ④were significantly worn and needed to be replaced or repaired. The new manager had to put significant time and effort into repair and maintenance of the machines, which resulted in lower production and thus a loss of profits. The earlier manager ⑤had only taken care of the goal of production and ignored the machinery although he had short-term good results. But ultimately not giving attention to recovery and maintenance resulted in long-term negative consequences.

65. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은?65)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Maria Sutton was a social worker in a place ①where the average income was very low. Many of Maria's clients had lost their jobs when the coal industry in a nearby town collapsed. Every Christmas season, knowing how much children loved presents at Christmas, Maria tried to arrange a special visit from Santa Claus for one family. Alice, the seven-year-old daughter of Maria, was very enthusiastic about helping with her mother's Christmas event. This year's lucky family was a 25-year-old mother named Karen and her 3-year-old son, ②who she was raising by herself. However, things went wrong. Two weeks before Christmas Day, a representative from a local organization called Maria to say that the aid she had requested for Karen had fallen through. No Santa Claus. No presents. Maria saw the cheer disappear from Alice's face at the news. After hearing this, she ran to her room. When Alice returned, her face was set with determination. She counted out the coins from her piggy bank: \$4.30. "Mom," she told Maria, "I know it's not much. But maybe this will buy a present for the kid." Maria gave her daughter a lovely hug. The next day, Maria told her coworkers about her daughter's latest project. ③To her surprise, staff members began to open their purses. The story of Alice's gift had spread beyond Maria's office, and Maria was able to raise \$300—plenty for a Christmas gift for Karen and her son. On Christmas Eve, Maria and Alice visited Karen's house with Christmas gifts. When Karen opened the door, Maria and Alice wished the ④astonishing woman a merry Christmas. Then Alice began to unload the gifts from the car, handing them to Karen one by one. Karen laughed in disbelief, and said she hoped she would one day be able to do something ⑤similar for someone else in need. On her way home, Maria said to Alice, "God multiplied your gift."

66. 위 글의 밑줄 친 부분 중, 어법상 틀린 것은?66)

- ① ② ③ ④ ⑤

4단계 글의 흐름

❖ 다음 글을 읽고 물음에 답하시오.

Dear Mr. Stanton:

We at the Future Music School have been providing music education to talented children for 10 years. ① We hold an annual festival to give our students a chance to share their music with the community and we always invite a famous musician to perform in the opening event. ② That's why we want to ask you to perform at the opening event of the festival. ③ It would be an honor for them to watch one of the most famous violinists of all time play at the show. ④ It would make the festival more colorful and splendid. We look forward to receiving a positive reply. ⑤

Sincerely, Steven Forman

67. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?67)

Your reputation as a world-class violinist precedes you and the students consider you the musician who has influenced them the most.

- ① ② ③ ④ ⑤

❖ 다음 글을 읽고 물음에 답하시오.

It was time for the results of the speech contest. I was still skeptical whether I would win a prize or not. ① My hands were trembling due to the anxiety. ② I thought to myself, 'Did I work hard enough to outperform the other participants? ③ After a long wait, an envelope was handed to the announcer. She tore open the envelope to pull out the winner's name. ④ My hands were now sweating and my heart started pounding really hard and fast. "The winner of the speech contest is Josh Brown!" the announcer declared. ⑤ I felt like I was in heaven. Almost everybody gathered around me and started congratulating me for my victory.

68. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?68)

As I realized my name had been called, I jumped with joy. "I can't believe it. I did it!" I exclaimed.

- ① ② ③ ④ ⑤

❖ 다음 글을 읽고 물음에 답하시오.

We all have set patterns in life. ① We like to label ourselves as this or that and are quite proud of our opinions and beliefs. ② We all like to read a particular newspaper, watch the same sorts of TV programs or movies, go to the same sort of shops every time, eat the sort of food that suits us, and wear the same type of clothes. ③ You have to see life as a series of adventures. ④ Each adventure is a chance to have fun, learn something, explore the world, expand your circle of friends and experience, and broaden your horizons. ⑤ Shutting down to adventure means exactly that—you are shut down.

69. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?69)

And all this is fine. But if we cut ourselves off from all other possibilities, we become boring, rigid, hardened — and thus likely to get knocked about a bit.

- ① ② ③ ④ ⑤

❖ 다음 글을 읽고 물음에 답하시오.

Over the centuries various writers and thinkers, looking at humans from an outside perspective, have been struck by the theatrical quality of social life. ① If the theater and actors were traditionally represented by the image of masks, writers such as Shakespeare are implying that all of us are constantly wearing masks. ② Some people are better actors than others. ③ Evil types such as Iago in the play Othello are able to conceal their hostile intentions behind a friendly smile. ④ Others are able to act with more confidence and bravado—they often become leaders. ⑤ People with excellent acting skills can better navigate our complex social environments and get ahead.

70. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?70)

The most famous quote expressing this comes from Shakespeare: "All the world's a stage, / And all the men and women merely players; / They have their exits and their entrances, / And one man in his time plays many parts."

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Personal blind spots are areas that are visible to others but not to you. ① The developmental challenge of blind spots is that you don't know what you don't know. ② Like that area in the side mirror of your car where you can't see that truck in the lane next to you, personal blind spots can easily be overlooked because you are completely unaware of their presence. ③ They can be equally dangerous as well. ④ That truck you don't see? It's really there! So are your blind spots. Just because you don't see them, doesn't mean they can't run you over. ⑤ You have to develop a crew of special people, people who are willing to hold up that mirror, who not only know you well enough to see that truck, but who also care enough about you to let you know that it's there.

71. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?71)

This is where you need to enlist the help of others.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

A child whose behavior is out of control improves when clear limits on their behavior are set and enforced. ① However, parents must agree on where a limit will be set and how it will be enforced. The limit and the consequence of breaking the limit must be clearly presented to the child. ② Enforcement of the limit should be consistent and firm. ③ Too many limits are difficult to learn and may spoil the normal development of autonomy. ④ To be effective, both parents (and other adults in the home) must enforce limits. ⑤ Otherwise, children may effectively split the parents and seek to test the limits with the more indulgent parent. In all situations, to be effective, punishment must be brief and linked directly to a behavior.

72. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?72)

The limit must be reasonable in terms of the child's age, temperament, and developmental level.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Many inventions were invented thousands of years ago so it can be difficult to know their exact origins. ① Sometimes scientists discover a model of an early invention and from this model they can accurately tell us how old it is and where it came from. ② In fact, we are forever discovering the history of ancient inventions. ③ An example of this is the invention of pottery. For many years archaeologists believed that pottery was first invented in the Near East (around modern Iran) where they had found pots dating back to 9,000 B.C. ④ In the 1960s, however, older pots from 10,000 B.C. were found on Honshu Island, Japan. ⑤ There is always a possibility that in the future archaeologists will find even older pots somewhere else.

73. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?73)

However, there is always the possibility that in the future other scientists will discover an even older model of the same invention in a different part of the world.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

The impala is one of the most graceful four-legged animals. ① Impalas have the ability to adapt to different environments of the savannas. ② Both male and female impalas are similar in color, with white bellies and black-tipped ears. ③ Male impalas have long and pointed horns which can measure 90 centimeters in length. Female impalas have no horns. Impalas feed upon grass, fruits, and leaves from trees. ④ The breeding season occurs at the end of the wet season around May. ⑤ Females give birth in an isolated spot away from the herd. The average life span of an impala is between 13 and 15 years in the wild.

74. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?74)

When conditions are harsh in the dry season, they come together to search for food in mixed herds which can number as many as 100-200 individuals.

- ① ② ③ ④ ⑤

❖ 다음 글을 읽고 물음에 답하시오.

Every farmer knows that the hard part is getting the field prepared. Inserting seeds and watching them grow is easy. ① Planting a seed does not necessarily require overwhelming intelligence; creating an environment that allows seeds to prosper does. ② We need to give more credit to the community in science, politics, business, and daily life. ③ Martin Luther King Jr. was a great man. Perhaps his greatest strength was his ability to inspire people to work together to achieve, against all odds, revolutionary changes in society's perception of race and in the fairness of the law. ④ But to really understand what he accomplished requires looking beyond the man. ⑤ Instead of treating him as the manifestation of everything great, we should appreciate his role in allowing America to show that it can be great.

75. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?75)

In the case of science and industry, the community prepares the field, yet society tends to give all the credit to the individual who happens to plant a successful seed.

① ② ③ ④ ⑤

❖ 다음 글을 읽고 물음에 답하시오.

Sudden success or winnings can be very dangerous. ① Neurologically, chemicals are released in the brain that give a powerful burst of excitement and energy, leading to the desire to repeat this experience. It can be the start of any kind of addiction or manic behavior. ② Also, when gains come quickly we tend to lose sight of the basic wisdom that true success, to really last, must come through hard work. ③ We do not take into account the role that luck plays in such sudden gains. We try again and again to recapture that high from winning so much money or attention. ④ We acquire feelings of superiority. We become especially resistant to anyone who tries to warn us—they don't understand, we tell ourselves. ⑤ Although gamblers are the most prone to this, it equally applies to businesspeople during bubbles and to people who gain sudden attention from the public.

76. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?76)

Because this cannot be sustained, we experience an inevitable fall, which is all the more painful, leading to the depression part of the cycle.

① ② ③ ④ ⑤

❖ 다음 글을 읽고 물음에 답하시오.

When is the right time for the predator to consume the fruit? ① The plant uses the color of the fruit to signal to predators that it is ripe, which means that the seed's hull has hardened—and therefore the sugar content is at its height. ② Glucose raises insulin levels in primates and humans, which initially raises levels of leptin, a hunger-blocking hormone—but fructose does not. ③ As a result, the predator never receives the normal message that it is full. ④ That makes for a win-win for predator and prey. ⑤ The animal obtains more calories, and because it keeps eating more and more fruit and therefore more seeds, the plant has a better chance of distributing more of its babies.

77. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?77)

Incredibly, the plant has chosen to manufacture fructose, instead of glucose, as the sugar in the fruit.

① ② ③ ④ ⑤

❖ 다음 글을 읽고 물음에 답하시오.

We are often faced with high-level decisions, where we are unable to predict the results of those decisions. ① In such situations, most people end up quitting the option altogether, because the stakes are high and results are very unpredictable. ② But there is a solution for this. You should use the process of testing the option on a smaller scale. ③ In many situations, it's wise to dip your toe in the water rather than dive in headfirst. Recently, I was about to enroll in an expensive coaching program. ④ Therefore, I used this process by enrolling in a low-cost mini course with the same instructor. ⑤ This helped me understand his methodology, style, and content; and I was able to test it with a lower investment, and less time and effort before committing fully to the expensive program.

78. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?78)

But I was not fully convinced of how the outcome would be.

① ② ③ ④ ⑤

Φ 다음 글을 읽고 물음에 답하시오.

Sociologists have proven that people bring their own views and values to the culture they encounter; books, TV programs, movies, and music may affect everyone, but they affect different people in different ways. ① The show centers on a character named Archie Bunker, an intolerant bigot who often gets into fights with his more progressive family members. ② Vidmar and Rokeach found that viewers who didn't share Archie Bunker's views thought the show was very funny in the way it made fun of Archie's absurd racism—in fact, this was the producers' intention. ③ On the other hand, though, viewers who were themselves bigots thought Archie Bunker was the hero of the show and that the producers meant to make fun of his foolish family! ④ This demonstrates why it's a mistake to assume that a certain cultural product will have the same effect on everyone. ⑤

79. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?79)

In a study, Neil Vidmar and Milton Rokeach showed episodes of the sitcom All in the Family to viewers with a range of different views on race.

- ① ② ③ ④ ⑤

Φ 다음 글을 읽고 물음에 답하시오.

The availability heuristic refers to a common mistake that our brains make by assuming that the instances or examples that come to mind easily are also the most important or prevalent. ① It shows that we make our decisions based on the recency of events. ② We often misjudge the frequency and magnitude of the events that have happened recently because of the limitations of our memories. ③ According to Harvard professor, Max Bazerman, managers conducting performance appraisals often fall victim to the availability heuristic. The recency of events highly influences a supervisor's opinion during performance appraisals. Managers give more weight to performance during the three months prior to the evaluation than to the previous nine months of the evaluation period because the recent instances dominate their memories. ④ Ease of recall suggests that if something is more easily recalled in your memory, you think that it will occur with a high probability. ⑤

80. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?80)

The availability heuristic is influenced by the ease of recall or retrievability of information of some event.

- ① ② ③ ④ ⑤

Φ 다음 글을 읽고 물음에 답하시오.

Marketing management is concerned not only with finding and increasing demand but also with changing or even reducing it. ① Power companies sometimes have trouble meeting demand during peak usage periods. ② In these and other cases of excess demand, the needed marketing task, called demarketing, is to reduce demand temporarily or permanently. ③ The aim of demarketing is not to completely destroy demand, but only to reduce or shift it to another time, or even another product. ④ Thus, marketing management seeks to affect the level, timing, and nature of demand in a way that helps the organisation achieve its objectives. ⑤

81. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?81)

For example, Uluru (Ayers Rock) might have too many tourists wanting to climb it, and Daintree National Park in North Queensland can become overcrowded in the tourist season.

- ① ② ③ ④ ⑤

Φ 다음 글을 읽고 물음에 답하시오.

The invention of the mechanical clock was influenced by monks who lived in monasteries that were the examples of order and routine. ① They had to keep accurate time so that monastery bells could be rung at regular intervals to announce the seven hours of the day reserved for prayer. Early clocks were nothing more than a weight tied to a rope wrapped around a revolving drum. ② The discovery of the pendulum in the seventeenth century led to the widespread use of clocks and enormous public clocks. ③ Eventually, keeping time turned into serving time. ④ People started to follow the mechanical time of clocks rather than their natural body time. They ate at meal time, rather than when they were hungry, and went to bed when it was time, rather than when they were sleepy. ⑤ Even periodicals and fashions became “yearly.” The world had become orderly.

82. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?82)

Time was determined by watching the length of the weighted rope.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Since we know we can't completely eliminate our biases, we need to try to limit the harmful impacts they can have on the objectivity and rationality of our decisions and judgments. ① It is important that we are aware when one of our cognitive biases is activated and make a conscious choice to overcome that bias. ② We need to be aware of the impact the bias has on our decision making process and our life. ③ Then we can choose an appropriate de-biasing strategy to combat it. ④ After we have implemented a strategy, we should check in again to see if it worked in the way we had hoped. If it did, we can move on and make an objective and informed decision. ⑤

83. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?83)

If it didn't, we can try the same strategy again or implement a new one until we are ready to make a rational judgment.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

It is important to remember that computers can only carry out instructions that humans give them. ① Computers can process data accurately at far greater speeds than people can, yet they are limited in many respects—most importantly, they lack common sense. ② However, combining the strengths of these machines with human strengths creates synergy. ③ Synergy occurs when combined resources produce output that exceeds the sum of the outputs of the same resources employed separately. A computer works quickly and accurately; humans work relatively slowly and make mistakes. ④ A computer cannot make independent decisions, however, or formulate steps for solving problems, unless programmed to do so by humans. ⑤ Thus, a human-computer combination allows the results of human thought to be translated into efficient processing of large amounts of data.

84. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?84)

Even with sophisticated artificial intelligence, which enables the computer to learn and then implement what it learns, the initial programming must be done by humans.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

For hundreds of thousands of years our hunter-gatherer ancestors could survive only by constantly communicating with one another through nonverbal cues. ① Developed over so much time, before the invention of language, that is how the human face became so expressive, and gestures so elaborate. ② We have a continual desire to communicate our feelings and yet at the same time the need to conceal them for proper social functioning. ③ Our real feelings continually leak out in the form of gestures, tones of voice, facial expressions, and posture. ④ We are not trained, however, to pay attention to people's nonverbal cues. ⑤ By sheer habit, we fixate on the words people say, while also thinking about what we'll say next. What this means is that we are using only a small percentage of the potential social skills we all possess.

85. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?85)

With these counterforces battling inside us, we cannot completely control what we communicate.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Why do we help? One widely held view is that self-interest underlies all human interactions, that our constant goal is to maximize rewards and minimize costs. ① Accountants call it cost-benefit analysis. Philosophers call it utilitarianism. Social psychologists call it social exchange theory. ② If you are considering whether to donate blood, you may weigh the costs of doing so (time, discomfort, and anxiety) against the benefits (reduced guilt, social approval, and good feelings). ③ Others believe that we help because we have been socialized to do so, through norms that prescribe how we ought to behave. ④ Through socialization, we learn the reciprocity norm: the expectation that we should return help, not harm, to those who have helped us. ⑤ In our relations with others of similar status, the reciprocity norm compels us to give (in favors, gifts, or social invitations) about as much as we receive.

86. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?86)

If the rewards exceed the costs, you will help.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

An organization imported new machinery with the capacity to produce quality products at a lesser price. ① A manager was responsible for large quantities in a relatively short span of time. He started with the full utilization of the new machinery. He operated it 24/7 at maximum capacity. He paid the least attention to downtime, recovery breaks or the general maintenance of the machinery. ② As the machinery was new, it continued to produce results and, therefore, the organization's profitability soared and the manager was appreciated for his performance. ③ Now after some time, this manager was promoted and transferred to a different location. A new manager came in his place to be in charge of running the manufacturing location. ④ The new manager had to put significant time and effort into repair and maintenance of the machines, which resulted in lower production and thus a loss of profits. ⑤ The earlier manager had only taken care of the goal of production and ignored the machinery although he had short-term good results. But ultimately not giving attention to recovery and maintenance resulted in long-term negative consequences.

87. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?87)

But this manager realized that with heavy utilization and without any downtime for maintenance, a lot of the parts of the machinery were significantly worn and needed to be replaced or repaired.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Maria Sutton was a social worker in a place where the average income was very low. Many of Maria's clients had lost their jobs when the coal industry in a nearby town collapsed. ① Every Christmas season, knowing how much children loved presents at Christmas, Maria tried to arrange a special visit from Santa Claus for one family. Alice, the seven-year-old daughter of Maria, was very enthusiastic about helping with her mother's Christmas event. ② However, things went wrong. Two weeks before Christmas Day, a representative from a local organization called Maria to say that the aid she had requested for Karen had fallen through. No Santa Claus. No presents. Maria saw the cheer disappear from Alice's face at the news. ③ After hearing this, she ran to her room. When Alice returned, her face was set with determination. She counted out the coins from her piggy bank: \$4.30. "Mom," she told Maria, "I know it's not much. But maybe this will buy a present for the kid." Maria gave her daughter a lovely hug. The next day, Maria told her coworkers about her daughter's latest project. ④ To her surprise, staff members began to open their purses. The story of Alice's gift had spread beyond Maria's office, and Maria was able to raise \$300—plenty for a Christmas gift for Karen and her son. ⑤ On Christmas Eve, Maria and Alice visited Karen's house with Christmas gifts. When Karen opened the door, Maria and Alice wished the astonished woman a merry Christmas. Then Alice began to unload the gifts from the car, handing them to Karen one by one. Karen laughed in disbelief, and said she hoped she would one day be able to do something similar for someone else in need. On her way home, Maria said to Alice, "God multiplied your gift."

88. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?88)

This year's lucky family was a 25-year-old mother named Karen and her 3-year-old son, who she was raising by herself.

- ① ② ③ ④ ⑤

4단계 글의 흐름 2차 연습

☞ 다음 글을 읽고 물음에 답하시오.

Dear Mr. Stanton:

We at the Future Music School have been providing music education to talented children for 10 years. ① We hold an annual festival to give our students a chance to share their music with the community and we always invite a famous musician to perform in the opening event. ② Your reputation as a world-class violinist precedes you and the students consider you the musician who has influenced them the most. ③ It would be an honor for them to watch one of the most famous violinists of all time play at the show. ④ It would make the festival more colorful and splendid. We look forward to receiving a positive reply. ⑤

Sincerely, Steven Forman

89. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?89)

That's why we want to ask you to perform at the opening event of the festival.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

It was time for the results of the speech contest. I was still skeptical whether I would win a prize or not. ② My hands were trembling due to the anxiety. I thought to myself, 'Did I work hard enough to outperform the other participants?' ③ She tore open the envelope to pull out the winner's name. ④ My hands were now sweating and my heart started pounding really hard and fast. "The winner of the speech contest is Josh Brown!" the announcer declared. ⑤ As I realized my name had been called, I jumped with joy. "I can't believe it. I did it!" I exclaimed. ⑥ I felt like I was in heaven. Almost everybody gathered around me and started congratulating me for my victory.

90. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?90)

After a long wait, an envelope was handed to the announcer.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

We all have set patterns in life. ① We like to label ourselves as this or that and are quite proud of our opinions and beliefs. ② We all like to read a particular newspaper, watch the same sorts of TV programs or movies, go to the same sort of shops every time, eat the sort of food that suits us, and wear the same type of clothes. ③ And all this is fine. But if we cut ourselves off from all other possibilities, we become boring, rigid, hardened—and thus likely to get knocked about a bit. ④ You have to see life as a series of adventures. ⑤ Shutting down to adventure means exactly that—you are shut down.

91. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?91)

Each adventure is a chance to have fun, learn something, explore the world, expand your circle of friends and experience, and broaden your horizons.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Over the centuries various writers and thinkers, looking at humans from an outside perspective, have been struck by the theatrical quality of social life. ① The most famous quote expressing this comes from Shakespeare: "All the world's a stage, / And all the men and women merely players; / They have their exits and their entrances, / And one man in his time plays many parts." ② If the theater and actors were traditionally represented by the image of masks, writers such as Shakespeare are implying that all of us are constantly wearing masks. ③ Evil types such as Iago in the play Othello are able to conceal their hostile intentions behind a friendly smile. ④ Others are able to act with more confidence and bravado—they often become leaders. ⑤ People with excellent acting skills can better navigate our complex social environments and get ahead.

92. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?92)

Some people are better actors than others.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하십시오.

Personal blind spots are areas that are visible to others but not to you. ① The developmental challenge of blind spots is that you don't know what you don't know. ② Like that area in the side mirror of your car where you can't see that truck in the lane next to you, personal blind spots can easily be overlooked because you are completely unaware of their presence. ③ That truck you don't see? It's really there! So are your blind spots. Just because you don't see them, doesn't mean they can't run you over. ④ This is where you need to enlist the help of others. ⑤ You have to develop a crew of special people, people who are willing to hold up that mirror, who not only know you well enough to see that truck, but who also care enough about you to let you know that it's there.

93. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?93)

They can be equally dangerous as well.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하십시오.

A child whose behavior is out of control improves when clear limits on their behavior are set and enforced. ① The limit and the consequence of breaking the limit must be clearly presented to the child. Enforcement of the limit should be consistent and firm. ② Too many limits are difficult to learn and may spoil the normal development of autonomy. ③ The limit must be reasonable in terms of the child's age, temperament, and developmental level. To be effective, both parents (and other adults in the home) must enforce limits. ④ Otherwise, children may effectively split the parents and seek to test the limits with the more indulgent parent. ⑤ In all situations, to be effective, punishment must be brief and linked directly to a behavior.

94. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?94)

However, parents must agree on where a limit will be set and how it will be enforced.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하십시오.

Many inventions were invented thousands of years ago so it can be difficult to know their exact origins. ① Sometimes scientists discover a model of an early invention and from this model they can accurately tell us how old it is and where it came from. ② However, there is always the possibility that in the future other scientists will discover an even older model of the same invention in a different part of the world. ③ In fact, we are forever discovering the history of ancient inventions. ④ For many years archaeologists believed that pottery was first invented in the Near East (around modern Iran) where they had found pots dating back to 9,000 B.C. ⑤ In the 1960s, however, older pots from 10,000 B.C. were found on Honshu Island, Japan. There is always a possibility that in the future archaeologists will find even older pots somewhere else.

95. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?95)

An example of this is the invention of pottery.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하십시오.

The impala is one of the most graceful four-legged animals. ① Impalas have the ability to adapt to different environments of the savannas. ② Male impalas have long and pointed horns which can measure 90 centimeters in length. ③ Female impalas have no horns. Impalas feed upon grass, fruits, and leaves from trees. When conditions are harsh in the dry season, they come together to search for food in mixed herds which can number as many as 100-200 individuals. ④ The breeding season occurs at the end of the wet season around May. Females give birth in an isolated spot away from the herd. ⑤ The average life span of an impala is between 13 and 15 years in the wild.

96. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?96)

Both male and female impalas are similar in color, with white bellies and black-tipped ears.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Every farmer knows that the hard part is getting the field prepared. ① Inserting seeds and watching them grow is easy. In the case of science and industry, the community prepares the field, yet society tends to give all the credit to the individual who happens to plant a successful seed. ② Planting a seed does not necessarily require overwhelming intelligence; creating an environment that allows seeds to prosper does. ③ We need to give more credit to the community in science, politics, business, and daily life. ④ Martin Luther King Jr. was a great man. Perhaps his greatest strength was his ability to inspire people to work together to achieve, against all odds, revolutionary changes in society's perception of race and in the fairness of the law. ⑤ Instead of treating him as the manifestation of everything great, we should appreciate his role in allowing America to show that it can be great.

97. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?97)

But to really understand what he accomplished requires looking beyond the man.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Sudden success or winnings can be very dangerous. ① Neurologically, chemicals are released in the brain that give a powerful burst of excitement and energy, leading to the desire to repeat this experience. ② Also, when gains come quickly we tend to lose sight of the basic wisdom that true success, to really last, must come through hard work. We do not take into account the role that luck plays in such sudden gains. ③ We try again and again to recapture that high from winning so much money or attention. We acquire feelings of superiority. We become especially resistant to anyone who tries to warn us—they don't understand, we tell ourselves. ④ Because this cannot be sustained, we experience an inevitable fall, which is all the more painful, leading to the depression part of the cycle. ⑤ Although gamblers are the most prone to this, it equally applies to businesspeople during bubbles and to people who gain sudden attention from the public.

98. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?98)

It can be the start of any kind of addiction or manic behavior.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

When is the right time for the predator to consume the fruit? ① The plant uses the color of the fruit to signal to predators that it is ripe, which means that the seed's hull has hardened—and therefore the sugar content is at its height. ② Incredibly, the plant has chosen to manufacture fructose, instead of glucose, as the sugar in the fruit. ③ Glucose raises insulin levels in primates and humans, which initially raises levels of leptin, a hunger-blocking hormone—but fructose does not. ④ That makes for a win-win for predator and prey. ⑤ The animal obtains more calories, and because it keeps eating more and more fruit and therefore more seeds, the plant has a better chance of distributing more of its babies.

99. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?99)

As a result, the predator never receives the normal message that it is full.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

We are often faced with high-level decisions, where we are unable to predict the results of those decisions. ① In such situations, most people end up quitting the option altogether, because the stakes are high and results are very unpredictable. ② In many situations, it's wise to dip your toe in the water rather than dive in headfirst. ③ Recently, I was about to enroll in an expensive coaching program. But I was not fully convinced of how the outcome would be. ⑤ Therefore, I used this process by enrolling in a low-cost mini course with the same instructor. This helped me understand his methodology, style, and content; and I was able to test it with a lower investment, and less time and effort before committing fully to the expensive program.

100. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?100)

But there is a solution for this. You should use the process of testing the option on a smaller scale.

- ① ② ③ ④ ⑤

Φ 다음 글을 읽고 물음에 답하시오.

Sociologists have proven that people bring their own views and values to the culture they encounter; books, TV programs, movies, and music may affect everyone, but they affect different people in different ways. ① In a study, Neil Vidmar and Milton Rokeach showed episodes of the sitcom All in the Family to viewers with a range of different views on race. ② The show centers on a character named Archie Bunker, an intolerant bigot who often gets into fights with his more progressive family members. ③ Vidmar and Rokeach found that viewers who didn't share Archie Bunker's views thought the show was very funny in the way it made fun of Archie's absurd racism—in fact, this was the producers' intention. ④ On the other hand, though, viewers who were themselves bigots thought Archie Bunker was the hero of the show and that the producers meant to make fun of his foolish family! ⑤

101. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?101)

This demonstrates why it's a mistake to assume that a certain cultural product will have the same effect on everyone.

① ② ③ ④ ⑤

Φ 다음 글을 읽고 물음에 답하시오.

The availability heuristic refers to a common mistake that our brains make by assuming that the instances or examples that come to mind easily are also the most important or prevalent. ① We often misjudge the frequency and magnitude of the events that have happened recently because of the limitations of our memories. ② According to Harvard professor, Max Bazerman, managers conducting performance appraisals often fall victim to the availability heuristic. ③ The recency of events highly influences a supervisor's opinion during performance appraisals. ④ Managers give more weight to performance during the three months prior to the evaluation than to the previous nine months of the evaluation period because the recent instances dominate their memories. ⑤ The availability heuristic is influenced by the ease of recall or retrievability of information of some event. Ease of recall suggests that if something is more easily recalled in your memory, you think that it will occur with a high probability.

102. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?102)

It shows that we make our decisions based on the recency of events.

① ② ③ ④ ⑤

Φ 다음 글을 읽고 물음에 답하시오.

Marketing management is concerned not only with finding and increasing demand but also with changing or even reducing it. ① For example, Uluru (Ayers Rock) might have too many tourists wanting to climb it, and Daintree National Park in North Queensland can become overcrowded in the tourist season. ② Power companies sometimes have trouble meeting demand during peak usage periods. ③ In these and other cases of excess demand, the needed marketing task, called demarketing, is to reduce demand temporarily or permanently. ④ The aim of demarketing is not to completely destroy demand, but only to reduce or shift it to another time, or even another product. ⑤

103. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?103)

Thus, marketing management seeks to affect the level, timing, and nature of demand in a way that helps the organisation achieve its objectives.

① ② ③ ④ ⑤

Φ 다음 글을 읽고 물음에 답하시오.

The invention of the mechanical clock was influenced by monks who lived in monasteries that were the examples of order and routine. ① Early clocks were nothing more than a weight tied to a rope wrapped around a revolving drum. ② Time was determined by watching the length of the weighted rope. ③ The discovery of the pendulum in the seventeenth century led to the widespread use of clocks and enormous public clocks. Eventually, keeping time turned into serving time. ④ People started to follow the mechanical time of clocks rather than their natural body time. ⑤ They ate at meal time, rather than when they were hungry, and went to bed when it was time, rather than when they were sleepy. Even periodicals and fashions became “yearly.” The world had become orderly.

104. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?104)

They had to keep accurate time so that monastery bells could be rung at regular intervals to announce the seven hours of the day reserved for prayer.

① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Since we know we can't completely eliminate our biases, we need to try to limit the harmful impacts they can have on the objectivity and rationality of our decisions and judgments. ① It is important that we are aware when one of our cognitive biases is activated and make a conscious choice to overcome that bias. ② We need to be aware of the impact the bias has on our decision making process and our life. ③ After we have implemented a strategy, we should check in again to see if it worked in the way we had hoped. ④ If it did, we can move on and make an objective and informed decision. ⑤ If it didn't, we can try the same strategy again or implement a new one until we are ready to make a rational judgment.

105. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?105)

Then we can choose an appropriate de-biasing strategy to combat it.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

It is important to remember that computers can only carry out instructions that humans give them. ① Computers can process data accurately at far greater speeds than people can, yet they are limited in many respects—most importantly, they lack common sense. ② Synergy occurs when combined resources produce output that exceeds the sum of the outputs of the same resources employed separately. ③ A computer works quickly and accurately; humans work relatively slowly and make mistakes. A computer cannot make independent decisions, however, or formulate steps for solving problems, unless programmed to do so by humans. ④ Even with sophisticated artificial intelligence, which enables the computer to learn and then implement what it learns, the initial programming must be done by humans. ⑤ Thus, a human-computer combination allows the results of human thought to be translated into efficient processing of large amounts of data.

106. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?106)

However, combining the strengths of these machines with human strengths creates synergy.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

For hundreds of thousands of years our hunter-gatherer ancestors could survive only by constantly communicating with one another through nonverbal cues. ① Developed over so much time, before the invention of language, that is how the human face became so expressive, and gestures so elaborate. ② We have a continual desire to communicate our feelings and yet at the same time the need to conceal them for proper social functioning. With these counterforces battling inside us, we cannot completely control what we communicate. ③ Our real feelings continually leak out in the form of gestures, tones of voice, facial expressions, and posture. ④ By sheer habit, we fixate on the words people say, while also thinking about what we'll say next. ⑤ What this means is that we are using only a small percentage of the potential social skills we all possess.

107. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?107)

We are not trained, however, to pay attention to people's nonverbal cues.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Why do we help? One widely held view is that self-interest underlies all human interactions, that our constant goal is to maximize rewards and minimize costs. ① Accountants call it cost-benefit analysis. Philosophers call it utilitarianism. Social psychologists call it social exchange theory. ② If you are considering whether to donate blood, you may weigh the costs of doing so (time, discomfort, and anxiety) against the benefits (reduced guilt, social approval, and good feelings). ③ If the rewards exceed the costs, you will help. Others believe that we help because we have been socialized to do so, through norms that prescribe how we ought to behave. ④ Through socialization, we learn the reciprocity norm: the expectation that we should return help, not harm, to those who have helped us. ⑤

108. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?108)

In our relations with others of similar status, the reciprocity norm compels us to give (in favors, gifts, or social invitations) about as much as we receive.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

An organization imported new machinery with the capacity to produce quality products at a lesser price. A manager was responsible for large quantities in a relatively short span of time. ① He started with the full utilization of the new machinery. He operated it 24/7 at maximum capacity. He paid the least attention to downtime, recovery breaks or the general maintenance of the machinery. ② As the machinery was new, it continued to produce results and, therefore, the organization's profitability soared and the manager was appreciated for his performance. Now after some time, this manager was promoted and transferred to a different location. ③ A new manager came in his place to be in charge of running the manufacturing location. But this manager realized that with heavy utilization and without any downtime for maintenance, a lot of the parts of the machinery were significantly worn and needed to be replaced or repaired. ④ The earlier manager had only taken care of the goal of production and ignored the machinery although he had short-term good results. ⑤ But ultimately not giving attention to recovery and maintenance resulted in long-term negative consequences.

109. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?109)

The new manager had to put significant time and effort into repair and maintenance of the machines, which resulted in lower production and thus a loss of profits.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Maria Sutton was a social worker in a place where the average income was very low. Many of Maria's clients had lost their jobs when the coal industry in a nearby town collapsed. Every Christmas season, knowing how much children loved presents at Christmas, Maria tried to arrange a special visit from Santa Claus for one family. Alice, the seven-year-old daughter of Maria, was very enthusiastic about helping with her mother's Christmas event. ① This year's lucky family was a 25-year-old mother named Karen and her 3-year-old son, who she was raising by herself. ② However, things went wrong. Two weeks before Christmas Day, a representative from a local organization called Maria to say that the aid she had requested for Karen had fallen through. No Santa Claus. No presents. Maria saw the cheer disappear from Alice's face at the news. After hearing this, she ran to her room. ③ Maria gave her daughter a lovely hug. The next day, Maria told her coworkers about her daughter's latest project. To her surprise, staff members began to open their purses. The story of Alice's gift had spread beyond Maria's office, and Maria was able to raise \$300—plenty for a Christmas gift for Karen and her son. ④ On Christmas Eve, Maria and Alice visited Karen's house with Christmas gifts. When Karen opened the door, Maria and Alice wished the astonished woman a merry Christmas. ⑤ Then Alice began to unload the gifts from the car, handing them to Karen one by one. Karen laughed in disbelief, and said she hoped she would one day be able to do something similar for someone else in need. On her way home, Maria said to Alice, "God multiplied your gift."

110. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?110)

When Alice returned, her face was set with determination. She counted out the coins from her piggy bank: \$4.30. "Mom," she told Maria, "I know it's not much. But maybe this will buy a present for the kid.

- ① ② ③ ④ ⑤

4단계 글의 흐름 3차 연습

❖ 다음 글을 읽고 물음에 답하시오.

Dear Mr. Stanton:

We at the Future Music School have been providing music education to talented children for 10 years. ① We hold an annual festival to give our students a chance to share their music with the community and we always invite a famous musician to perform in the opening event. ② Your reputation as a world-class violinist precedes you and the students consider you the musician who has influenced them the most. ③ That's why we want to ask you to perform at the opening event of the festival. ④ It would make the festival more colorful and splendid. We look forward to receiving a positive reply. ⑤

Sincerely, Steven Forman

111. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?111)

It would be an honor for them to watch one of the most famous violinists of all time play at the show.

- ① ② ③ ④ ⑤

❖ 다음 글을 읽고 물음에 답하시오.

It was time for the results of the speech contest. I was still skeptical whether I would win a prize or not. ① My hands were trembling due to the anxiety. I thought to myself, 'Did I work hard enough to outperform the other participants?' ② After a long wait, an envelope was handed to the announcer. ③ She tore open the envelope to pull out the winner's name. My hands were now sweating and my heart started pounding really hard and fast. "The winner of the speech contest is Josh Brown!" the announcer declared. ④ As I realized my name had been called, I jumped with joy. "I can't believe it. I did it!" I exclaimed. ⑤

112. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?112)

I felt like I was in heaven. Almost everybody gathered around me and started congratulating me for my victory.

- ① ② ③ ④ ⑤

❖ 다음 글을 읽고 물음에 답하시오.

We all have set patterns in life. ① We like to label ourselves as this or that and are quite proud of our opinions and beliefs. ② We all like to read a particular newspaper, watch the same sorts of TV programs or movies, go to the same sort of shops every time, eat the sort of food that suits us, and wear the same type of clothes. ③ And all this is fine. But if we cut ourselves off from all other possibilities, we become boring, rigid, hardened—and thus likely to get knocked about a bit. ④ Each adventure is a chance to have fun, learn something, explore the world, expand your circle of friends and experience, and broaden your horizons. ⑤ Shutting down to adventure means exactly that—you are shut down.

113. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?113)

You have to see life as a series of adventures.

- ① ② ③ ④ ⑤

❖ 다음 글을 읽고 물음에 답하시오.

Over the centuries various writers and thinkers, looking at humans from an outside perspective, have been struck by the theatrical quality of social life. ① The most famous quote expressing this comes from Shakespeare: "All the world's a stage, / And all the men and women merely players; / They have their exits and their entrances, / And one man in his time plays many parts." ② Some people are better actors than others. ③ Evil types such as Iago in the play Othello are able to conceal their hostile intentions behind a friendly smile. ④ Others are able to act with more confidence and bravado—they often become leaders. ⑤ People with excellent acting skills can better navigate our complex social environments and get ahead.

114. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?114)

If the theater and actors were traditionally represented by the image of masks, writers such as Shakespeare are implying that all of us are constantly wearing masks.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Personal blind spots are areas that are visible to others but not to you. ① The developmental challenge of blind spots is that you don't know what you don't know. ② They can be equally dangerous as well. ③ That truck you don't see? It's really there! So are your blind spots. Just because you don't see them, doesn't mean they can't run you over. ④ This is where you need to enlist the help of others. ⑤ You have to develop a crew of special people, people who are willing to hold up that mirror, who not only know you well enough to see that truck, but who also care enough about you to let you know that it's there.

115. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?115)

Like that area in the side mirror of your car where you can't see that truck in the lane next to you, personal blind spots can easily be overlooked because you are completely unaware of their presence.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

A child whose behavior is out of control improves when clear limits on their behavior are set and enforced. ① However, parents must agree on where a limit will be set and how it will be enforced. ② The limit and the consequence of breaking the limit must be clearly presented to the child. Enforcement of the limit should be consistent and firm. ③ Too many limits are difficult to learn and may spoil the normal development of autonomy. ④ The limit must be reasonable in terms of the child's age, temperament, and developmental level. To be effective, both parents (and other adults in the home) must enforce limits. ⑤ In all situations, to be effective, punishment must be brief and linked directly to a behavior.

116. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?116)

Otherwise, children may effectively split the parents and seek to test the limits with the more indulgent parent.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Many inventions were invented thousands of years ago so it can be difficult to know their exact origins. ① Sometimes scientists discover a model of an early invention and from this model they can accurately tell us how old it is and where it came from. ② However, there is always the possibility that in the future other scientists will discover an even older model of the same invention in a different part of the world. ③ An example of this is the invention of pottery. For many years archaeologists believed that pottery was first invented in the Near East (around modern Iran) where they had found pots dating back to 9,000 B.C. ④ In the 1960s, however, older pots from 10,000 B.C. were found on Honshu Island, Japan. ⑤ There is always a possibility that in the future archaeologists will find even older pots somewhere else.

117. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?117)

In fact, we are forever discovering the history of ancient inventions.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

The impala is one of the most graceful four-legged animals. ① Impalas have the ability to adapt to different environments of the savannas. ② Both male and female impalas are similar in color, with white bellies and black-tipped ears. Male impalas have long and pointed horns which can measure 90 centimeters in length. ③ Female impalas have no horns. Impalas feed upon grass, fruits, and leaves from trees. When conditions are harsh in the dry season, they come together to search for food in mixed herds which can number as many as 100-200 individuals. ④ Females give birth in an isolated spot away from the herd. ⑤ The average life span of an impala is between 13 and 15 years in the wild.

118. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?118)

The breeding season occurs at the end of the wet season around May.

- ① ② ③ ④ ⑤

❖ 다음 글을 읽고 물음에 답하시오.

Every farmer knows that the hard part is getting the field prepared. Inserting seeds and watching them grow is easy. ① In the case of science and industry, the community prepares the field, yet society tends to give all the credit to the individual who happens to plant a successful seed. ② Planting a seed does not necessarily require overwhelming intelligence; creating an environment that allows seeds to prosper does. ③ Martin Luther King Jr. was a great man. Perhaps his greatest strength was his ability to inspire people to work together to achieve, against all odds, revolutionary changes in society's perception of race and in the fairness of the law. ④ But to really understand what he accomplished requires looking beyond the man. ⑤ Instead of treating him as the manifestation of everything great, we should appreciate his role in allowing America to show that it can be great.

119. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?119)

We need to give more credit to the community in science, politics, business, and daily life.

- ① ② ③ ④ ⑤

❖ 다음 글을 읽고 물음에 답하시오.

Sudden success or winnings can be very dangerous. Neurologically, chemicals are released in the brain that give a powerful burst of excitement and energy, leading to the desire to repeat this experience. ① It can be the start of any kind of addiction or manic behavior. ② We do not take into account the role that luck plays in such sudden gains. ③ We try again and again to recapture that high from winning so much money or attention. We acquire feelings of superiority. We become especially resistant to anyone who tries to warn us—they don't understand, we tell ourselves. ④ Because this cannot be sustained, we experience an inevitable fall, which is all the more painful, leading to the depression part of the cycle. ⑤ Although gamblers are the most prone to this, it equally applies to businesspeople during bubbles and to people who gain sudden attention from the public.

120. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?120)

Also, when gains come quickly we tend to lose sight of the basic wisdom that true success, to really last, must come through hard work.

- ① ② ③ ④ ⑤

❖ 다음 글을 읽고 물음에 답하시오.

When is the right time for the predator to consume the fruit? ① The plant uses the color of the fruit to signal to predators that it is ripe, which means that the seed's hull has hardened—and therefore the sugar content is at its height. ② Incredibly, the plant has chosen to manufacture fructose, instead of glucose, as the sugar in the fruit. ③ Glucose raises insulin levels in primates and humans, which initially raises levels of leptin, a hunger-blocking hormone—but fructose does not. ④ As a result, the predator never receives the normal message that it is full. ⑤ The animal obtains more calories, and because it keeps eating more and more fruit and therefore more seeds, the plant has a better chance of distributing more of its babies.

121. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?121)

That makes for a win-win for predator and prey.

- ① ② ③ ④ ⑤

❖ 다음 글을 읽고 물음에 답하시오.

We are often faced with high-level decisions, where we are unable to predict the results of those decisions. ① But there is a solution for this. You should use the process of testing the option on a smaller scale. ② In many situations, it's wise to dip your toe in the water rather than dive in headfirst. Recently, I was about to enroll in an expensive coaching program. ③ But I was not fully convinced of how the outcome would be. ④ Therefore, I used this process by enrolling in a low-cost mini course with the same instructor. ⑤ This helped me understand his methodology, style, and content; and I was able to test it with a lower investment, and less time and effort before committing fully to the expensive program.

122. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?122)

In such situations, most people end up quitting the option altogether, because the stakes are high and results are very unpredictable.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Sociologists have proven that people bring their own views and values to the culture they encounter; books, TV programs, movies, and music may affect everyone, but they affect different people in different ways. ① In a study, Neil Vidmar and Milton Rokeach showed episodes of the sitcom All in the Family to viewers with a range of different views on race. ② The show centers on a character named Archie Bunker, an intolerant bigot who often gets into fights with his more progressive family members. ③ Vidmar and Rokeach found that viewers who didn't share Archie Bunker's views thought the show was very funny in the way it made fun of Archie's absurd racism—in fact, this was the producers' intention. ④ This demonstrates why it's a mistake to assume that a certain cultural product will have the same effect on everyone. ⑤

123. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?123)

On the other hand, though, viewers who were themselves bigots thought Archie Bunker was the hero of the show and that the producers meant to make fun of his foolish family!

① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

The availability heuristic refers to a common mistake that our brains make by assuming that the instances or examples that come to mind easily are also the most important or prevalent. ① It shows that we make our decisions based on the recency of events. ② We often misjudge the frequency and magnitude of the events that have happened recently because of the limitations of our memories. ③ The recency of events highly influences a supervisor's opinion during performance appraisals. ④ Managers give more weight to performance during the three months prior to the evaluation than to the previous nine months of the evaluation period because the recent instances dominate their memories. ⑤ The availability heuristic is influenced by the ease of recall or retrievability of information of some event. Ease of recall suggests that if something is more easily recalled in your memory, you think that it will occur with a high probability.

124. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?124)

According to Harvard professor, Max Bazerman, managers conducting performance appraisals often fall victim to the availability heuristic.

① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Marketing management is concerned not only with finding and increasing demand but also with changing or even reducing it. ① For example, Uluru (Ayers Rock) might have too many tourists wanting to climb it, and Daintree National Park in North Queensland can become overcrowded in the tourist season. ② Power companies sometimes have trouble meeting demand during peak usage periods. ③ In these and other cases of excess demand, the needed marketing task, called demarketing, is to reduce demand temporarily or permanently. ④ Thus, marketing management seeks to affect the level, timing, and nature of demand in a way that helps the organisation achieve its objectives. ⑤

125. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?125)

The aim of demarketing is not to completely destroy demand, but only to reduce or shift it to another time, or even another product.

① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

The invention of the mechanical clock was influenced by monks who lived in monasteries that were the examples of order and routine. ① They had to keep accurate time so that monastery bells could be rung at regular intervals to announce the seven hours of the day reserved for prayer. ② Early clocks were nothing more than a weight tied to a rope wrapped around a revolving drum. ③ The discovery of the pendulum in the seventeenth century led to the widespread use of clocks and enormous public clocks. ④ Eventually, keeping time turned into serving time. People started to follow the mechanical time of clocks rather than their natural body time. ⑤ They ate at meal time, rather than when they were hungry, and went to bed when it was time, rather than when they were sleepy. Even periodicals and fashions became “yearly.” The world had become orderly.

126. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?126)

Time was determined by watching the length of the weighted rope.

① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Since we know we can't completely eliminate our biases, we need to try to limit the harmful impacts they can have on the objectivity and rationality of our decisions and judgments. ① We need to be aware of the impact the bias has on our decision making process and our life. ② Then we can choose an appropriate de-biasing strategy to combat it. ③ After we have implemented a strategy, we should check in again to see if it worked in the way we had hoped. ④ If it did, we can move on and make an objective and informed decision. ⑤ If it didn't, we can try the same strategy again or implement a new one until we are ready to make a rational judgment.

127. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?127)

It is important that we are aware when one of our cognitive biases is activated and make a conscious choice to overcome that bias.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

It is important to remember that computers can only carry out instructions that humans give them. ① Computers can process data accurately at far greater speeds than people can, yet they are limited in many respects—most importantly, they lack common sense. ② However, combining the strengths of these machines with human strengths creates synergy. Synergy occurs when combined resources produce output that exceeds the sum of the outputs of the same resources employed separately. ③ A computer works quickly and accurately; humans work relatively slowly and make mistakes. A computer cannot make independent decisions, however, or formulate steps for solving problems, unless programmed to do so by humans. ④ Even with sophisticated artificial intelligence, which enables the computer to learn and then implement what it learns, the initial programming must be done by humans. ⑤

128. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?128)

Thus, a human-computer combination allows the results of human thought to be translated into efficient processing of large amounts of data.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

For hundreds of thousands of years our hunter-gatherer ancestors could survive only by constantly communicating with one another through nonverbal cues. ① Developed over so much time, before the invention of language, that is how the human face became so expressive, and gestures so elaborate. ② We have a continual desire to communicate our feelings and yet at the same time the need to conceal them for proper social functioning. With these counterforces battling inside us, we cannot completely control what we communicate. ③ Our real feelings continually leak out in the form of gestures, tones of voice, facial expressions, and posture. We are not trained, however, to pay attention to people's nonverbal cues. ④ By sheer habit, we fixate on the words people say, while also thinking about what we'll say next. ⑤

129. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?129)

What this means is that we are using only a small percentage of the potential social skills we all possess.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Why do we help? One widely held view is that self-interest underlies all human interactions, that our constant goal is to maximize rewards and minimize costs. ① Philosophers call it utilitarianism. Social psychologists call it social exchange theory. ② If you are considering whether to donate blood, you may weigh the costs of doing so (time, discomfort, and anxiety) against the benefits (reduced guilt, social approval, and good feelings). ③ If the rewards exceed the costs, you will help. Others believe that we help because we have been socialized to do so, through norms that prescribe how we ought to behave. ④ Through socialization, we learn the reciprocity norm: the expectation that we should return help, not harm, to those who have helped us. ⑤ In our relations with others of similar status, the reciprocity norm compels us to give (in favors, gifts, or social invitations) about as much as we receive.

130. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?130)

Accountants call it cost-benefit analysis.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

An organization imported new machinery with the capacity to produce quality products at a lesser price. ① A manager was responsible for large quantities in a relatively short span of time. He started with the full utilization of the new machinery. He operated it 24/7 at maximum capacity. He paid the least attention to downtime, recovery breaks or the general maintenance of the machinery. ② Now after some time, this manager was promoted and transferred to a different location. A new manager came in his place to be in charge of running the manufacturing location. ③ But this manager realized that with heavy utilization and without any downtime for maintenance, a lot of the parts of the machinery were significantly worn and needed to be replaced or repaired. ④ The new manager had to put significant time and effort into repair and maintenance of the machines, which resulted in lower production and thus a loss of profits. ⑤ The earlier manager had only taken care of the goal of production and ignored the machinery although he had short-term good results. But ultimately not giving attention to recovery and maintenance resulted in long-term negative consequences.

131. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은? (131)

As the machinery was new, it continued to produce results and, therefore, the organization's profitability soared and the manager was appreciated for his performance.

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Maria Sutton was a social worker in a place where the average income was very low. Many of Maria's clients had lost their jobs when the coal industry in a nearby town collapsed. ① Every Christmas season, knowing how much children loved presents at Christmas, Maria tried to arrange a special visit from Santa Claus for one family. Alice, the seven-year-old daughter of Maria, was very enthusiastic about helping with her mother's Christmas event. ② This year's lucky family was a 25-year-old mother named Karen and her 3-year-old son, who she was raising by herself. ③ However, things went wrong. Two weeks before Christmas Day, a representative from a local organization called Maria to say that the aid she had requested for Karen had fallen through. No Santa Claus. No presents. Maria saw the cheer disappear from Alice's face at the news. After hearing this, she ran to her room. When Alice returned, her face was set with determination. She counted out the coins from her piggy bank: \$4.30. "Mom," she told Maria, "I know it's not much. But maybe this will buy a present for the kid." Maria gave her daughter a lovely hug. The next day, Maria told her coworkers about her daughter's latest project. ④ To her surprise, staff members began to open their purses. The story of Alice's gift had spread beyond Maria's office, and Maria was able to raise \$300—plenty for a Christmas gift for Karen and her son. ⑤ Then Alice began to unload the gifts from the car, handing them to Karen one by one. Karen laughed in disbelief, and said she hoped she would one day be able to do something similar for someone else in need. On her way home, Maria said to Alice, "God multiplied your gift."

132. 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은? (132)

On Christmas Eve, Maria and Alice visited Karen's house with Christmas gifts. When Karen opened the door, Maria and Alice wished the astonished woman a merry Christmas.

- ① ② ③ ④ ⑤

5단계 어휘의 적절성

☞ 다음 글을 읽고 물음에 답하시오.

Dear Mr. Stanton:

We at the Future Music School have been ①providing music education to ②talented children for 10 years. We hold an annual festival to give our students a chance to share their music with the community and we always invite a famous musician to perform in the opening event. Your reputation as a world-class violinist ③precedes you and the students consider you the musician who has influenced them the most. That's why we want to ask you to ④perform at the opening event of the festival. It would be an honor for them to watch one of the most famous violinists of all time play at the show. It would make the festival more colorful and splendid. We look forward to receiving a ⑤pessimistic reply.

Sincerely, Steven Forman

133. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은? (133)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

It was time for the results of the speech contest. I was still ①optimistic whether I would win a prize or not. My hands were trembling due to the anxiety. I thought to myself, 'Did I work hard enough to ②outperform the other participants?' After a long wait, an envelope was handed to the announcer. She ③tore open the envelope to pull out the winner's name. My hands were now sweating and my heart started pounding really hard and fast. "The winner of the speech contest is Josh Brown!" the announcer declared. As I realized my name had been called, I jumped with joy. "I can't believe it. I did it!" I exclaimed. I felt like I was in ④heaven. Almost everybody gathered around me and started ⑤congratulating me for my victory.

134. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은? (134)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

We all have ①set patterns in life. We like to label ourselves as this or that and are quite proud of our opinions and beliefs. We all like to read a particular newspaper, watch the same sorts of TV programs or movies, go to the same sort of shops every time, eat the sort of food that suits us, and wear the ②same type of clothes. And all this is fine. But if we cut ourselves off from all other possibilities, we become ③boring, rigid, hardened—and thus likely to get knocked about a bit. You have to see life as a series of adventures. Each adventure is a chance to have fun, learn something, explore the world, ④expend your circle of friends and experience, and ⑤broaden your horizons. Shutting down to adventure means exactly that—you are shut down.

135. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은? (135)

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☞ 다음 글을 읽고 물음에 답하시오.

Over the centuries various writers and thinkers, looking at humans from an outside ①perspective, have been struck by the theatrical quality of social life. The most famous quote expressing this comes from Shakespeare: "All the world's a stage, / And all the men and women merely players; / They have their exits and their entrances, / And one man in his time plays many parts." If the theater and actors were traditionally ②represented by the image of masks, writers such as Shakespeare are implying that all of us are ③constantly wearing masks. Some people are better actors than others. Evil types such as Iago in the play Othello are able to ④reveal their hostile intentions behind a friendly smile. Others are able to act with more confidence and bravado—they often become leaders. People with excellent acting skills can better ⑤navigate our complex social environments and get ahead.

136. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은? (136)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Personal blind spots are areas that are ①visible to others but not to you. The developmental challenge of blind spots is that you don't know what you don't know. Like that area in the side mirror of your car where you can't see that truck in the lane next to you, personal blind spots can easily be ②overlooked because you are completely unaware of their ③presence. They can be equally dangerous as well. That truck you don't see? It's really there! So are your blind spots. Just because you don't see them, doesn't mean they can't run you over. This is where you need to ④enlist the help of others. You have to develop a crew of special people, people who are ⑤reluctant to hold up that mirror, who not only know you well enough to see that truck, but who also care enough about you to let you know that it's there.

137. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은? (137)

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☞ 다음 글을 읽고 물음에 답하시오.

A child whose behavior is out of control ①improves when clear limits on their behavior are set and enforced. However, parents must agree on where a limit will be set and how it will be enforced. The limit and the consequence of breaking the limit must be ②clearly presented to the child. Enforcement of the limit should be ③inconsistent and firm. Too many limits are difficult to learn and may spoil the normal development of autonomy. The limit must be ④reasonable in terms of the child's age, temperament, and developmental level. To be effective, both parents (and other adults in the home) must enforce limits. Otherwise, children may effectively split the parents and seek to test the limits with the more ⑤indulgent parent. In all situations, to be effective, punishment must be brief and linked directly to a behavior.

138. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은? (138)

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☞ 다음 글을 읽고 물음에 답하시오.

Many inventions were invented thousands of years ago so it can be ①straight-foward to know their exact origins. Sometimes scientists discover a model of an early invention and from this model they can ②accurately tell us how old it is and where it came from. However, there is always the possibility that in the future other scientists will discover an even older model of the same invention in a different part of the world. In fact, we are ③forever discovering the history of ancient inventions. An example of this is the invention of pottery. For many years archaeologists believed that pottery was first invented in the Near East (around modern Iran) where they had found pots dating back to 9,000 B.C. In the 1960s, however, older pots from 10,000 B.C. were found on Honshu Island, Japan. There is always a ④possibility that in the future archaeologists will find even ⑤older pots somewhere else.

139. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은? (139)

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☞ 다음 글을 읽고 물음에 답하시오.

Every farmer knows that the hard part is getting the field prepared. Inserting seeds and watching them grow is ①complicated. In the case of science and industry, the community prepares the field, yet society tends to give all the credit to the individual who happens to plant a successful seed. Planting a seed does not necessarily ②require overwhelming intelligence; creating an environment that allows seeds to prosper does. We need to give more credit to the community in science, politics, business, and daily life. Martin Luther King Jr. was a great man. Perhaps his greatest strength was his ability to ③inspire people to work together to achieve, against all odds, revolutionary changes in society's perception of race and in the fairness of the law. But to really understand what he accomplished requires looking ④beyond the man. Instead of treating him as the manifestation of everything great, we should ⑤appreciate his role in allowing America to show that it can be great.

140. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은? (140)

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☞ 다음 글을 읽고 물음에 답하시오.

Sudden success or winnings can be very dangerous. Neurologically, chemicals are ①released in the brain that give a powerful burst of excitement and energy, leading to the desire to repeat this experience. It can be the start of any kind of ②addiction or manic behavior. Also, when gains come quickly we tend to lose sight of the basic wisdom that true success, to really last, must come through hard work. We do not take into account the role that luck plays in such sudden gains. We try again and again to recapture that high from winning so much money or attention. We acquire feelings of ③inferiority. We become especially ④resistant to anyone who tries to warn us—they don't understand, we tell ourselves. Because this cannot be sustained, we experience an inevitable fall, which is all the more painful, leading to the depression part of the cycle. Although gamblers are the most ⑤prone to this, it equally applies to businesspeople during bubbles and to people who gain sudden attention from the public.

141. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은?141)

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☞ 다음 글을 읽고 물음에 답하시오.

When is the right time for the predator to consume the fruit? The plant uses the color of the fruit to signal to predators that it is ①ripe, which means that the seed's hull has hardened—and therefore the sugar content is at its ②height. Incredibly, the plant has chosen to manufacture fructose, instead of glucose, as the sugar in the fruit. Glucose raises insulin levels in primates and humans, which initially ③raises levels of leptin, a hunger-blocking hormone—but fructose does not. As a result, the predator never receives the normal message that it is ④hungry. That makes for a win-win for predator and prey. The animal obtains more calories, and because it keeps eating more and more fruit and therefore more seeds, the plant has a better chance of ⑤distributing more of its babies.

142. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은?142)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

We are often faced with high-level decisions, where we are unable to ①predict the results of those decisions. In such situations, most people end up quitting the option altogether, because the stakes are ②high and results are very ③unpredictable. But there is a solution for this. You should use the process of testing the option on a smaller scale. In many situations, it's wise to dip your toe in the water rather than dive in headfirst. Recently, I was about to enroll in an expensive coaching program. But I was not fully ④convinced of how the outcome would be. Therefore, I used this process by enrolling in a low-cost mini course with the same instructor. This helped me understand his methodology, style, and content; and I was able to test it with a lower investment, and ⑤more time and effort before committing fully to the expensive program.

143. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은?143)

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☞ 다음 글을 읽고 물음에 답하시오.

Sociologists have proven that people bring their own views and values to the culture they encounter; books, TV programs, movies, and music may affect everyone, but they affect different people in ①different ways. In a study, Neil Vidmar and Milton Rokeach showed episodes of the sitcom All in the Family to viewers with a range of different views on race. The show centers on a character named Archie Bunker, an ②intolerant bigot who often gets into fights with his more ③progressive family members. Vidmar and Rokeach found that viewers who didn't share Archie Bunker's views thought the show was very funny in the way it made fun of Archie's ④absurd racism—in fact, this was the producers' intention. On the other hand, though, viewers who were themselves bigots thought Archie Bunker was the hero of the show and that the producers meant to make fun of his foolish family! This demonstrates why it's a mistake to assume that a certain cultural product will have the ⑤varying effect on everyone.

144. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은?144)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

The availability heuristic refers to a common mistake that our brains make by assuming that the instances or examples that come to mind ①easily are also the most important or ②prevalent. It shows that we make our decisions based on the recency of events. We often misjudge the frequency and magnitude of the events that have happened recently because of the limitations of our memories. According to Harvard professor, Max Bazerman, managers conducting performance appraisals often fall victim to the availability heuristic. The ③recency of events highly influences a supervisor's opinion during performance appraisals. Managers give ④more weight to performance during the three months prior to the evaluation than to the previous nine months of the evaluation period because the recent instances dominate their memories. The availability heuristic is influenced by the ease of recall or retrievability of information of some event. Ease of recall suggests that if something is more easily recalled in your memory, you think that it will occur with a ⑤low probability.

145. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은?145)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Marketing management is concerned not only with finding and increasing demand but also with changing or even ①reducing it. For example, Uluru (Ayers Rock) might have too many tourists wanting to climb it, and Daintree National Park in North Queensland can become ②overcrowded in the tourist season. Power companies sometimes have trouble meeting demand during peak usage periods. In these and other cases of excess ③supply, the needed marketing task, called demarketing, is to reduce demand temporarily or permanently. The aim of demarketing is not to completely destroy demand, but only to reduce or ④shift it to another time, or even another product. Thus, marketing management seeks to affect the level, timing, and nature of demand in a way that helps the organisation ⑤achieve its objectives.

146. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은?146)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

The invention of the mechanical clock was influenced by monks who lived in monasteries that were the examples of order and routine. They had to keep ①accurate time so that monastery bells could be rung at regular intervals to announce the seven hours of the day ②reserved for prayer. Early clocks were nothing more than a weight tied to a rope wrapped around a revolving drum. Time was determined by watching the length of the weighted rope. The discovery of the pendulum in the seventeenth century led to the widespread use of clocks and enormous public clocks. Eventually, keeping time turned into ③serving time. People started to ④follow the mechanical time of clocks rather than their natural body time. They ate at meal time, rather than when they were hungry, and went to bed when it was time, rather than when they were sleepy. Even periodicals and fashions became “yearly.” The world had become ⑤disorderly.

147. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은?147)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Since we know we can't completely ①eliminate our biases, we need to try to limit the harmful impacts they can have on the objectivity and rationality of our decisions and judgments. It is important that we are aware when one of our cognitive biases is ②deactivated and make a conscious choice to overcome that bias. We need to be ③aware of the impact the bias has on our decision making process and our life. Then we can choose an appropriate de-biasing strategy to combat it. After we have ④implemented a strategy, we should check in again to see if it worked in the way we had hoped. If it did, we can move on and make an objective and informed decision. If it didn't, we can try the same strategy again or implement a new one until we are ready to make a ⑤rational judgment.

148. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은?148)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

It is important to remember that computers can only ① carry out instructions that humans give them. Computers can process data ② accurately at far greater speeds than people can, yet they are limited in many respects—most importantly, they lack common sense. However, combining the strengths of these machines with human strengths creates synergy. Synergy occurs when combined resources produce output that ③ exceeds the sum of the outputs of the same resources employed ④ coordinately. A computer works quickly and accurately; humans work relatively slowly and make mistakes. A computer cannot make independent decisions, however, or formulate steps for solving problems, unless programmed to do so by humans. Even with ⑤ sophisticated artificial intelligence, which enables the computer to learn and then implement what it learns, the initial programming must be done by humans. Thus, a human-computer combination allows the results of human thought to be translated into efficient processing of large amounts of data.

149. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은? (149)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

For hundreds of thousands of years our hunter-gatherer ancestors could survive only by constantly communicating with one another through ① nonverbal cues. Developed over so much time, before the invention of language, that is how the human face became so expressive, and gestures so ② elaborate. We have a continual desire to communicate our feelings and yet at the same time the need to ③ disclose them for proper social functioning. With these counterforces battling inside us, we cannot completely control what we communicate. Our real feelings continually leak out in the form of gestures, tones of voice, facial expressions, and posture. We are not trained, however, to pay attention to people's nonverbal cues. By sheer habit, we ④ fixate on the words people say, while also thinking about what we'll say next. What this means is that we are using only a small percentage of the potential social skills we all ⑤ possess.

150. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은? (150)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Why do we help? One widely held view is that self-interest ① underlies all human interactions, that our constant goal is to maximize rewards and minimize costs. Accountants call it cost-benefit analysis. Philosophers call it utilitarianism. Social psychologists call it social exchange theory. If you are considering whether to donate blood, you may ② weigh the costs of doing so (time, discomfort, and anxiety) against the benefits (reduced guilt, social approval, and good feelings). If the rewards ③ exceed the costs, you will help. Others believe that we help because we have been socialized to do so, through norms that ④ subscribe how we ought to behave. Through socialization, we learn the reciprocity norm: the expectation that we should return help, not harm, to those who have helped us. In our relations with others of similar ⑤ status, the reciprocity norm compels us to give (in favors, gifts, or social invitations) about as much as we receive.

151. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은? (151)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

When is the right time for the predator to consume the fruit? The plant uses the color of the fruit to signal to predators that it is ① ripe, which means that the seed's hull has hardened—and therefore the sugar content is at its ② height. Incredibly, the plant has chosen to manufacture fructose, instead of glucose, as the sugar in the fruit. Glucose raises insulin levels in primates and humans, which initially ③ raises levels of leptin, a hunger-blocking hormone—but fructose does not. As a result, the predator continues to receive the normal message that it is ④ hungry. That makes for a win-win for predator and prey. The animal obtains more calories, and because it keeps eating more and more fruit and therefore ⑤ fewer seeds, the plant has a better chance of distributing more of its babies.

152. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은? (152)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

An organization imported new machinery with the capacity to produce quality products at a lesser price. A manager was responsible for large ①quantities in a relatively short span of time. He started with the full ②utilization of the new machinery. He operated it 24/7 at maximum capacity. He paid the least attention to downtime, recovery breaks or the general maintenance of the machinery. As the machinery was new, it continued to produce results and, therefore, the organization's profitability ③nosedived and the manager was appreciated for his performance. Now after some time, this manager was promoted and transferred to a different location. A new manager came in his place to be in charge of running the manufacturing location. But this manager realized that with heavy utilization and without any downtime for maintenance, a lot of the parts of the machinery were significantly worn and needed to be replaced or repaired. The new manager had to put significant time and effort into repair and maintenance of the machines, which resulted in ④lower production and thus a loss of profits. The earlier manager had only taken care of the goal of production and ignored the machinery although he had short-term good results. But ultimately not giving attention to recovery and maintenance resulted in long-term ⑤negative consequences.

153. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은? (153)

- ① ② ③ ④ ⑤

☞ 다음 글을 읽고 물음에 답하시오.

Maria Sutton was a social worker in a place where the average income was very low. Many of Maria's clients had lost their jobs when the coal industry in a nearby town ①flourished. Every Christmas season, knowing how much children loved presents at Christmas, Maria tried to arrange a special visit from Santa Claus for one family. Alice, the seven-year-old daughter of Maria, was very ②enthusiastic about helping with her mother's Christmas event. This year's lucky family was a 25-year-old mother named Karen and her 3-year-old son, who she was raising by herself. However, things went wrong. Two weeks before Christmas Day, a representative from a local organization called Maria to say that the aid she had requested for Karen had fallen through. No Santa Claus. No presents. Maria saw the cheer disappear from Alice's face at the news. After hearing this, she ran to her room. When Alice returned, her face was set with ③determination. She counted out the coins from her piggy bank: \$4.30. "Mom," she told Maria, "I know it's not much. But maybe this will buy a present for the kid." Maria gave her daughter a lovely hug. The next day, Maria told her coworkers about her daughter's latest project. To her surprise, staff members began to open their purses. The story of Alice's gift had spread beyond Maria's office, and Maria was able to raise \$300—plenty for a Christmas gift for Karen and her son. On Christmas Eve, Maria and Alice visited Karen's house with Christmas gifts. When Karen opened the door, Maria and Alice wished the ④astonished woman a merry Christmas. Then Alice began to unload the gifts from the car, handing them to Karen one by one. Karen laughed in disbelief, and said she hoped she would one day be able to do something ⑤similar for someone else in need. On her way home, Maria said to Alice, "God multiplied your gift."

154. 위의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은? (154)

- ① ② ③ ④ ⑤

6단계 어법 주관식으로 암기

철저한 암기를 위한 주관식으로 연습

☞ 다음 글을 읽고 물음에 답하시오.

Dear Mr. Stanton:

We at the Future Music School Ⓐ(provide) music education to talented children for 10 years. We hold an annual festival Ⓑ(to give) our students a chance to share their music with the community and we always invite a famous musician to perform in the opening event. Your reputation as a world-class violinist Ⓒ(preceding) you and the students consider you the musician who Ⓓ(has been influenced) them the most. Ⓔ(That's because) we want to ask you to perform at the opening event of the festival. It would be an honor for them to watch one of the most famous violinists of all time Ⓕ(to play) at the show. It would make the festival Ⓖ(more colorful and splendid). We look forward Ⓗ(to receive) a positive reply.

Sincerely, Steven Forman

155. 위 글 ③의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 155)

ㄱ _____

156. 위 글 ⑥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 156)

ㄱ _____

157. 위 글 ⑩의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 157)

ㄱ _____

158. 위 글 ④의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 158)

ㄱ _____

159. 위 글 ⑨의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 159)

ㄱ _____

160. 위 글 ①의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 160)

ㄱ _____

161. 위 글 ⑤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 161)

ㄱ _____

162. 위 글 ⑧의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 162)

ㄱ _____

☞ 다음 글을 읽고 물음에 답하시오.

It was time for the results of the speech contest. I was still skeptical Ⓐ(that) I would win a prize or not. My hands Ⓑ(were trembling) due to the anxiety. I thought to myself, 'Did I work hard enough to outperform the other participants?' After a long wait, an envelope Ⓒ(hand) the announcer. She Ⓓ(tear open) the envelope to pull out the winner's name. My hands were now sweating and my heart started Ⓔ(pounding really hard and fast). "The winner of the speech contest is Josh Brown!" the announcer declared. As I realized my name Ⓕ(call), I jumped with joy. "I can't believe it. I did it!" I exclaimed. I felt like I was in heaven. Ⓖ(Most everybody) gathered around me and started congratulating me for my victory.

163. 위 글 ③의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 163)

ㄱ _____

164. 위 글 ⑥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 164)

ㄱ _____

165. 위 글 ⑩의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 165)

ㄱ _____

166. 위 글 ④의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 166)

ㄱ _____

167. 위 글 ⑨의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 167)

ㄱ _____

168. 위 글 ①의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 168)

ㄱ _____

169. 위 글 ⑤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 169)

ㄱ _____

❖ 다음 글을 읽고 물음에 답하시오.

We all have ㉠(set patterns) in life. We like to label ㉡(us) as this or that and are quite proud of our opinions and beliefs. We all like to read a particular newspaper, watch the same sorts of TV programs or movies, go to the same sort of shops every time, eat the sort of food that suits us, and ㉢(wearing) the same type of clothes. And all this is fine. But if we cut ourselves off from all other possibilities, we become ㉣(bore), rigid, hardened —and thus likely ㉤(to get knocked about) a bit. You have to see life as a series of adventures. ㉥(Each adventures) is a chance to have fun, learn something, explore the world, expand your circle of friends and experience, and ㉦(to broaden) your horizons. ㉧(Shut) down to adventure means exactly that—you are shut down.

170. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 170)

ㄴ _____

171. 위 글 ㉡의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 171)

ㄴ _____

172. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 172)

ㄴ _____

173. 위 글 ㉣의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 173)

ㄴ _____

174. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 174)

ㄴ _____

175. 위 글 ㉥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 175)

ㄴ _____

176. 위 글 ㉦의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 176)

ㄴ _____

177. 위 글 ㉧의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 177)

ㄴ _____

❖ 다음 글을 읽고 물음에 답하시오.

Over the centuries various writers and thinkers, ㉠(look at) humans from an outside perspective, ㉡(have been struck by) the theatrical quality of social life. The most famous quote ㉢(express) this comes from Shakespeare: “All the world’s a stage, / And all the men and women merely players; / They have their exits and their entrances, / And one man in his time plays many parts.” If the theater and actors ㉣(were traditionally represented by) the image of masks, writers such as Shakespeare are implying ㉤(what) all of us are constantly wearing masks. Some people are better actors than others. Evil types such as Iago in the play Othello ㉥(are able to conceal) their hostile intentions behind a friendly smile. Others are able to act with more confidence and bravado—they often become leaders. People with excellent acting skills can better navigate our complex social environments ㉦(and get ahead).

178. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 178)

ㄴ _____

179. 위 글 ㉡의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 179)

ㄴ _____

180. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 180)

ㄴ _____

181. 위 글 ㉣의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 181)

ㄴ _____

182. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 182)

ㄴ _____

183. 위 글 ㉥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 183)

ㄴ _____

184. 위 글 ㉦의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 184)

ㄴ _____

☞ 다음 글을 읽고 물음에 답하시오.

Personal blind spots are areas ㉠(where) are visible to others but not to you. The developmental challenge of blind spots ㉢(are that) you don't know ㉡(what you don't know). Like that area in the side mirror of your car ㉣(which) you can't see that truck in the lane next to you, personal blind spots ㉤(can easily overlook) because you ㉦(are completely unaware of) their presence. They can be equally dangerous as well. That truck you don't see? It's really there! ㉧(So do your blind spots). Just because you don't see them, ㉨(do not mean) they can't run you over. ㉩(This is where) you need to enlist the help of others. You have to develop a crew of special people, people ㉪(who are willing to hold up) that mirror, who not only know you well enough to see that truck, but who also care enough about you to let you ㉫(knowing that it's there.)

185. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 185)

ㄴ _____

186. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 186)

ㄴ _____

187. 위 글 ㉡의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 187)

ㄴ _____

188. 위 글 ㉣의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 188)

ㄴ _____

189. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 189)

ㄴ _____

190. 위 글 ㉦의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 190)

ㄴ _____

191. 위 글 ㉧의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 191)

ㄴ _____

192. 위 글 ㉨의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 192)

ㄴ _____

193. 위 글 ㉩의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 193)

ㄴ _____

194. 위 글 ㉪의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 194)

ㄴ _____

195. 위 글 ㉫의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 195)

ㄴ _____

☞ 다음 글을 읽고 물음에 답하시오.

A child ㉠(who) behavior is out of control ㉢(improving) when clear limits on their behavior are set and enforced. However, parents must agree on where a limit will be set and ㉡(how it will enforce). The limit and the consequence of breaking the limit ㉣(must be clearly presented to) the child. Enforcement of the limit should ㉤(be consistently and firmly). Too many limits are difficult to learn and may spoil the normal development of autonomy. The limit must be reasonable in terms of the child's age, temperament, and developmental level. ㉦(To be effective), ㉧(both parent) (and other adults in the home) must enforce limits. Otherwise, children may effectively split the parents and seek to test the limits with the more indulgent parent. In all situations, to be effective, punishment must be brief and ㉨(linked directly to) a behavior.

196. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 196)

ㄴ _____

197. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 197)

ㄴ _____

198. 위 글 ㉡의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 198)

ㄴ _____

199. 위 글 ㉣의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 199)

ㄴ _____

200. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 200)

ㄴ _____

201. 위 글 ㉦의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 201)

ㄴ _____

202. 위 글 ㉧의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 202)

ㄴ _____

203. 위 글 ㉨의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 203)

ㄴ _____

Φ 다음 글을 읽고 물음에 답하시오.

Many inventions ㉠(invent) thousands of years ago so it can be difficult to know their exact origins. Sometimes scientists ㉡(discover) a model of an early invention and from this model they can accurately tell us ㉢(how old it is) and ㉣(where did it come from). However, there is always the possibility ㉤(what) in the future other scientists will discover an even older model of the same invention in a different part of the world. In fact, we ㉥(are forever discovering) the history of ancient inventions. An example of this is the invention of pottery. For many years archaeologists believed that pottery was first invented in the Near East (around modern Iran) ㉦(which) they had found pots ㉧(date back to) 9,000 B.C. In the 1960s, however, older pots from 10,000 B.C. ㉨(find) on Honshu Island, Japan. There is always a possibility ㉩(that) in the future archaeologists will find even older pots somewhere else.

204. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 204)

ㄱ _____

205. 위 글 ㉡의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 205)

ㄱ _____

206. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 206)

ㄱ _____

207. 위 글 ㉣의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 207)

ㄱ _____

208. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 208)

ㄱ _____

209. 위 글 ㉥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 209)

ㄱ _____

210. 위 글 ㉦의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 210)

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211. 위 글 ㉧의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 211)

ㄱ _____

212. 위 글 ㉨의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 212)

ㄱ _____

213. 위 글 ㉩의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 213)

ㄱ _____

Φ 다음 글을 읽고 물음에 답하시오.

The impala is one of the most graceful four-legged animals. Impalas have the ability ㉠(to adapt) different environments of the savannas. Both male and female impalas ㉡(are similar) in color, with white bellies and black-tipped ears. Male impalas have long and pointed horns ㉢(which can measure) 90 centimeters in length. Female impalas have no horns. Impalas ㉣(feed) grass, fruits, and leaves from trees. When conditions are harsh in the dry season, they come together to search for food in mixed herds which can number ㉤(as much as) 100-200 individuals. The breeding season ㉥(is occurred) at the end of the wet season around May. Females give birth in an ㉦(isolate) spot away from the herd. The average life span of an impala is between 13 and 15 years in the wild.

214. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 214)

ㄱ _____

215. 위 글 ㉡의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 215)

ㄱ _____

216. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 216)

ㄱ _____

217. 위 글 ㉣의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 217)

ㄱ _____

218. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 218)

ㄱ _____

219. 위 글 ㉥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 219)

ㄱ _____

220. 위 글 ㉦의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 220)

ㄱ _____

☞ 다음 글을 읽고 물음에 답하십시오.

Every farmer ㉠(know that) the hard part is getting the field ㉡(prepare). Inserting seeds and ㉢(watching themselves to grow) is easy. In the case of science and industry, the community prepares the field, yet society tends to give all the credit to the individual ㉣(who happens to plant) a successful seed. Planting a seed does not necessarily require ㉤(overwhelmed) intelligence; creating an environment that allows seeds to prosper ㉥(is). We need to give more credit to the community in science, politics, business, and daily life. Martin Luther King Jr. was a great man. Perhaps his greatest strength was his ability ㉦(to inspire people to work together) to achieve, against all odds, revolutionary changes in society's perception of race and in the fairness of the law. But to really understand ㉧(that) he accomplished ㉨(requires) looking beyond the man. Instead of treating him as the manifestation of everything great, we ㉩(should appreciate) his role in allowing America ㉪(show) that it can be great.

221. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 221)

ㄱ _____

222. 위 글 ㉡의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 222)

ㄱ _____

223. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 223)

ㄱ _____

224. 위 글 ㉣의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 224)

ㄱ _____

225. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 225)

ㄱ _____

226. 위 글 ㉥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 226)

ㄱ _____

227. 위 글 ㉦의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 227)

ㄱ _____

228. 위 글 ㉧의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 228)

ㄱ _____

229. 위 글 ㉨의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 229)

ㄱ _____

230. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 230)

ㄱ _____

231. 위 글 ㉡의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 231)

ㄱ _____

☞ 다음 글을 읽고 물음에 답하십시오.

Sudden success or winnings can be very dangerous. Neurologically, chemicals ㉠(release) in the brain that give a powerful burst of excitement and energy, leading to the desire to repeat this experience. It can be the start of any kind of addiction or manic behavior. Also, when gains come quickly we ㉡(tend to lose sight of) the basic wisdom ㉢(which) true success, to really last, must come through hard work. We do not take into account the role ㉣(that luck plays) in such sudden gains. We try again and again to recapture that high from winning so much money or attention. We acquire feelings of superiority. We ㉤(become especially resistant to) anyone who tries to warn us — they don't understand, we tell ourselves. Because this cannot ㉥(f sustain), we experience an inevitable fall, ㉦(this) is all the more painful, ㉧(lead to) the depression part of the cycle. Although gamblers are the most prone to this, it equally applies to businesspeople during bubbles and to people who gain sudden attention from the public.

232. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 232)

ㄱ _____

233. 위 글 ㉡의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 233)

ㄱ _____

234. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 234)

ㄱ _____

235. 위 글 ㉣의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 235)

ㄱ _____

236. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 236)

ㄱ _____

237. 위 글 ㉥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 237)

ㄱ _____

238. 위 글 ㉦의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 238)

ㄱ _____

239. 위 글 ㉧의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 239)

ㄱ _____

☞ 다음 글을 읽고 물음에 답하십시오.

When is the right time for the predator to consume the fruit? The plant uses the color of the fruit to signal to predators ㉠(what it is ripe). ㉡(this means that) the seed's hull has hardened—and therefore the sugar content is at its height. Incredibly, the plant ㉢(has chosen to manufacture) fructose, instead of glucose, as the sugar in the fruit. Glucose raises insulin levels in primates and humans, ㉣(that) initially ㉤(raise) levels of leptin, a hunger-blocking hormone—but fructose ㉥(is not). As a result, the predator never receives the normal message ㉦(which) it is full. That makes for a win-win for predator and prey. The animal ㉧(obtaining) more calories, and because it keeps eating more and more fruit and therefore more seeds, the plant has a better chance of ㉨(distribution) more of its babies.

240. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 240)

ㄴ _____

241. 위 글 ㉡의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 241)

ㄴ _____

242. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 242)

ㄴ _____

243. 위 글 ㉣의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 243)

ㄴ _____

244. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 244)

ㄴ _____

245. 위 글 ㉥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 245)

ㄴ _____

246. 위 글 ㉦의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 246)

ㄴ _____

247. 위 글 ㉧의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 247)

ㄴ _____

248. 위 글 ㉨의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 248)

ㄴ _____

☞ 다음 글을 읽고 물음에 답하십시오.

We ㉠(often face) high-level decisions, ㉡(which) we are unable to predict the results of those decisions. In such situations, most people end up ㉢(quit) the option altogether, because the stakes are high and results are very unpredictable. But there is a solution for this. You should use the process of testing the option on a smaller scale. In many situations, it's wise to dip your toe in the water ㉣(rather than dive in headfirst). Recently, I was about to enroll in an expensive coaching program. But I ㉤(was not fully convinced of) how the outcome would be. Therefore, I used this process by enrolling in a low-cost mini course with the same instructor. This helped me ㉥(understanding) his methodology, style, and content; and I was able to test it with a lower investment, and less time and effort before ㉦(commit fully to) the expensive program.

249. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 249)

ㄴ _____

250. 위 글 ㉡의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 250)

ㄴ _____

251. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 251)

ㄴ _____

252. 위 글 ㉣의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 252)

ㄴ _____

253. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 253)

ㄴ _____

254. 위 글 ㉥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 254)

ㄴ _____

255. 위 글 ㉦의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 255)

ㄴ _____

다음 글을 읽고 물음에 답하시오.

Sociologists have proven ㉠(what) people bring their own views and values to the culture they encounter; books, TV programs, movies, and music may affect everyone, but they affect different people in different ways. In a study, Neil Vidmar and Milton Rokeach showed episodes of the sitcom All in the Family to viewers with a range of different views on race. The show ㉡(centering on) a character named Archie Bunker, an intolerant bigot who often gets into fights with his more progressive family members. Vidmar and Rokeach ㉢(found that) viewers who didn't share Archie Bunker's views ㉣(think) the show was very funny in the way ㉤(it made fun of) Archie's absurd racism—in fact, this was the producers' intention. On the other hand, though, viewers who were themselves bigots ㉥(think) Archie Bunker was the hero of the show and ㉦(that) the producers meant to make fun of his foolish family! This demonstrates ㉧(why it's a mistake to assume) that a certain cultural product will have the same effect on everyone.

256. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 256)

ㄴ _____

257. 위 글 ㉡의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 257)

ㄴ _____

258. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 258)

ㄴ _____

259. 위 글 ㉣의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 259)

ㄴ _____

260. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 260)

ㄴ _____

261. 위 글 ㉥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 261)

ㄴ _____

262. 위 글 ㉦의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 262)

ㄴ _____

263. 위 글 ㉧의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 263)

ㄴ _____

다음 글을 읽고 물음에 답하시오.

The availability heuristic refers to a common mistake that our brains make by assuming ㉠(what) the instances or examples ㉡(that come to mind easily) are also the most important or prevalent. It shows that we make our decisions based on the recency of events. We often misjudge the frequency and magnitude of the events ㉢(where have happened recently) because of the limitations of our memories. According to Harvard professor, Max Bazerman, managers ㉣(conduct) performance appraisals ㉤(often falling victim to) the availability heuristic. The recency of events ㉥(high) influences a supervisor's opinion during performance appraisals. Managers give more weight to performance during the three months prior to the evaluation than to the previous nine months of the evaluation period because the recent instances ㉦(to dominate) their memories. The availability heuristic ㉧(influence) the ease of recall or retrievability of information of some event. Ease of recall suggests that if something ㉨(more easily recall) in your memory, you think that it will occur with a high probability.

264. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 264)

ㄴ _____

265. 위 글 ㉡의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 265)

ㄴ _____

266. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 266)

ㄴ _____

267. 위 글 ㉣의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 267)

ㄴ _____

268. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 268)

ㄴ _____

269. 위 글 ㉥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 269)

ㄴ _____

270. 위 글 ㉦의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 270)

ㄴ _____

271. 위 글 ㉧의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 271)

ㄴ _____

272. 위 글 ㉨의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 272)

ㄴ _____

Φ 다음 글을 읽고 물음에 답하시오.

Marketing management ㉓(is concerned) not only with finding and increasing demand but also with changing or even reducing it. For example, Uluru (Ayers Rock) might have too many tourists ㉔(want to climb it), and Daintree National Park in North Queensland can become overcrowded in the tourist season. Power companies sometimes have trouble ㉕(meet) demand ㉖(during peak usage periods). In these and other cases of excess demand, the needed marketing task, called demarketing, ㉗(is to reduce) demand temporarily or permanently. The aim of demarketing is not to completely destroy demand, but only to reduce or shift it to another time, or even another product. Thus, marketing management ㉘(seeking to affect) the level, timing, and nature of demand in a way that helps the organisation ㉙(achieving) its objectives.

273. 위 글 ㉓의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 273)

ㄴ _____

274. 위 글 ㉔의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 274)

ㄴ _____

275. 위 글 ㉕의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 275)

ㄴ _____

276. 위 글 ㉖의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 276)

ㄴ _____

277. 위 글 ㉗의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 277)

ㄴ _____

278. 위 글 ㉘의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 278)

ㄴ _____

279. 위 글 ㉙의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 279)

ㄴ _____

Φ 다음 글을 읽고 물음에 답하시오.

The invention of the mechanical clock ㉓(influence) monks who lived in monasteries ㉔(when were) the examples of order and routine. They had to keep accurate time so that monastery bells ㉕(could be rung) at regular intervals to announce the seven hours of the day ㉖(reserve) for prayer. Early clocks were nothing more than a weight ㉗(tie) to a rope wrapped around a revolving drum. Time ㉘(determine) by watching the length of the weighted rope. The discovery of the pendulum in the seventeenth century led to the widespread use of clocks and enormous public clocks. Eventually, ㉙(keeping time turned into serving time). People started to follow the mechanical time of clocks rather than their natural body time. They ate at meal time, rather than when they were hungry, and went to bed ㉚(when it was time), rather than when they were sleepy. Even periodicals and fashions became “yearly.” The world ㉛(become) orderly.

280. 위 글 ㉓의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 280)

ㄴ _____

281. 위 글 ㉔의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 281)

ㄴ _____

282. 위 글 ㉕의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 282)

ㄴ _____

283. 위 글 ㉖의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 283)

ㄴ _____

284. 위 글 ㉗의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 284)

ㄴ _____

285. 위 글 ㉘의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 285)

ㄴ _____

286. 위 글 ㉙의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 286)

ㄴ _____

287. 위 글 ㉚의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 287)

ㄴ _____

288. 위 글 ㉛의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 288)

ㄴ _____

☞ 다음 글을 읽고 물음에 답하십시오.

Since we know we can't completely eliminate our biases, we need to try to limit the harmful impacts ㉠ (they can have on) the objectivity and rationality of our decisions and judgments. It is important that we are aware when one of our cognitive biases ㉡(activate) and make a conscious choice ㉢(overcome) that bias. We need to be aware of the impact the bias has on our decision ㉣(make) process and our life. Then we can choose an appropriate de-biasing strategy to combat it. After we ㉤(have implemented) a strategy, we should check in again to see if it worked in the way we ㉥(hope). If it did, we can move on and make an objective and informed decision. If it didn't, we can try the same strategy again or implement a new one until we ㉦(are ready to make) a rational judgment.

289. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 289)

ㄴ _____

290. 위 글 ㉡의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 290)

ㄴ _____

291. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 291)

ㄴ _____

292. 위 글 ㉣의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 292)

ㄴ _____

293. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 293)

ㄴ _____

294. 위 글 ㉥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 294)

ㄴ _____

295. 위 글 ㉦의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 295)

ㄴ _____

☞ 다음 글을 읽고 물음에 답하십시오.

It is important to remember ㉠(what) computers can only carry out instructions ㉡(that) humans give them. Computers can process data accurately at far greater speeds than people can, yet they ㉢(limit) in many respects — most importantly, they lack common sense. However, ㉣(combine) the strengths of these machines with human strengths ㉤(create) synergy. Synergy occurs when ㉥(combine) resources produce output ㉦(whose exceeds) the sum of the outputs of the same resources ㉧(employ separate). A computer works quickly and accurately; humans work ㉨(relatively slowly) and make mistakes. A computer cannot make independent decisions, however, or formulate steps for solving problems, unless ㉩(program to do so) by humans. Even with ㉪(sophisticate) artificial intelligence, ㉫(that enables) the computer to learn and then implement ㉬(that it learns), the initial programming ㉭(must do) by humans. Thus, a human-computer combination allows the results of human thought ㉮(to translate into) ㉯(efficiently) processing of large amounts of data.

296. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 296)

ㄴ _____

297. 위 글 ㉡의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 297)

ㄴ _____

298. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 298)

ㄴ _____

299. 위 글 ㉣의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 299)

ㄴ _____

300. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 300)

ㄴ _____

301. 위 글 ㉥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 301)

ㄴ _____

302. 위 글 ㉦의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 302)

ㄴ _____

303. 위 글 ㉧의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 303)

ㄴ _____

304. 위 글 ㉨의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 304)

ㄴ _____

305. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 305)

ㄴ _____

306. 위 글 ㉡의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 306)

ㄴ _____

307. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 307)

ㄴ _____

308. 위 글 ㉣의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 308)

ㄴ _____

309. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 309)

ㄴ _____

310. 위 글 ㉥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 310)

ㄴ _____

311. 위 글 ㉦의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 311)

ㄴ _____

◆ 다음 글을 읽고 물음에 답하십시오.

For hundreds of thousands of years our hunter-gatherer ancestors could survive only by ㉠(constantly communicating) one another through nonverbal cues. ㉡(Develop) over so much time, before the invention of language, ㉢(which is how) the human face became so expressive, and gestures so ㉣(elaborately). We have a continual desire ㉤(to communicate with) our feelings and yet at the same time the need ㉥(to conceal themselves) for proper social functioning. With these counterforces ㉦(battle) inside us, we cannot completely control ㉧(that) we communicate. Our real feelings continually ㉨(leaking out) in the form of gestures, tones of voice, facial expressions, and posture. We are not trained, however, to pay attention to people's nonverbal cues. By sheer habit, we ㉩(fixate on the words) people say, while also ㉪(think about) what we'll say next. ㉫(That) this means is that we ㉬(are used) only a small percentage of the potential social skills ㉭(we all possess).

312. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 312)

ㄴ_____

313. 위 글 ㉥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 313)

ㄴ_____

314. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 314)

ㄴ_____

315. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 315)

ㄴ_____

316. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 316)

ㄴ_____

317. 위 글 ㉥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 317)

ㄴ_____

318. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 318)

ㄴ_____

319. 위 글 ㉥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 319)

ㄴ_____

320. 위 글 ㉥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 320)

ㄴ_____

321. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 321)

ㄴ_____

322. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 322)

ㄴ_____

323. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 323)

ㄴ_____

324. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 324)

ㄴ_____

325. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 325)

ㄴ_____

☞ 다음 글을 읽고 물음에 답하십시오.

Why do we help? One ㉠(wide hold view) is that self-interest ㉡(underlying) all human interactions, ㉢(what) our constant goal is to maximize rewards and minimize costs. Accountants call it cost-benefit analysis. Philosophers call it utilitarianism. Social psychologists call it social exchange theory. If you ㉣(are considered) ㉤(whether to donate blood), you may weigh the costs of doing so (time, discomfort, and anxiety) against the benefits (reduced guilt, social approval, and good feelings). If the rewards ㉥(exceeding) the costs, you will help. Others ㉦(believing) that we help because we have been socialized to do so, through norms ㉧(that prescribe) how we ought to behave. Through socialization, we learn the reciprocity norm: the expectation ㉨(what) we should return help, not harm, to those who ㉩(help) us. In our relations with others of similar status, the reciprocity norm ㉪(compelling us give) (in favors, gifts, or social invitations) about ㉫(as much as we receive).

326. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 326)

ㄱ _____

327. 위 글 ㉡의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 327)

ㄱ _____

328. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 328)

ㄱ _____

329. 위 글 ㉣의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 329)

ㄱ _____

330. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 330)

ㄱ _____

331. 위 글 ㉥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 331)

ㄱ _____

332. 위 글 ㉦의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 332)

ㄱ _____

333. 위 글 ㉧의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 333)

ㄱ _____

334. 위 글 ㉨의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 334)

ㄱ _____

335. 위 글 ㉩의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 335)

ㄱ _____

336. 위 글 ㉪의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 336)

ㄱ _____

337. 위 글 ㉫의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 337)

ㄱ _____

Φ 다음 글을 읽고 물음에 답하시오.

An organization imported new machinery with the capacity ㉠(to produce quality products) at a lesser price. A manager was responsible for large quantities in a relatively short span of time. He started with the full utilization of the new machinery. He operated it 24/7 at maximum capacity. He ㉡(pay the most attention to downtime), recovery breaks or the general maintenance of the machinery. As the machinery was new, it continued to produce results and, therefore, the organization's profitability ㉢(soar) and the manager ㉣(appreciate) his performance. Now after some time, this manager ㉤(promote and transfer to) a different location. A new manager came in his place to be in charge of running the manufacturing location. But this manager ㉦(realize) that with heavy utilization and without any downtime for maintenance, a lot of the parts of the machinery ㉧(were significant wear) and needed ㉨(to replace or repaire). The new manager had to put significant time and effort into repair and maintenance of the machines, ㉩(that resulted in) lower production and thus a loss of profits. The earlier manager ㉪(had only taken care of) the goal of production and ㉫(ignore) the machinery although he had short-term good results. But ultimately not giving attention to recovery and maintenance ㉬(result from) long-term negative consequences.

338. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 338)

ㄴ_____

339. 위 글 ㉡의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 339)

ㄴ_____

340. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 340)

ㄴ_____

341. 위 글 ㉣의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 341)

ㄴ_____

342. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 342)

ㄴ_____

343. 위 글 ㉦의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 343)

ㄴ_____

344. 위 글 ㉧의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 344)

ㄴ_____

345. 위 글 ㉨의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 345)

ㄴ_____

346. 위 글 ㉩의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 346)

ㄴ_____

347. 위 글 ㉪의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 347)

ㄴ_____

348. 위 글 ㉫의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 348)

ㄴ_____

349. 위 글 ㉬의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오.(필요시 그대로 쓸 수 있음) 349)

ㄴ_____

❖ 다음 글을 읽고 물음에 답하십시오.

Maria Sutton was a social worker in a place ㉠(which) the average income was very low. Many of Maria's clients ㉡(lose) their jobs when the coal industry in a nearby town collapsed. Every Christmas season, ㉢(know) how much children loved presents at Christmas, Maria tried to arrange a special visit from Santa Claus for one family. Alice, the seven-year-old daughter of Maria, was very enthusiastic about helping with her mother's Christmas event. This year's lucky family was a 25-year-old mother named Karen and her 3-year-old son, ㉣(which) she was raising by herself. However, things went wrong. Two weeks before Christmas Day, a representative from a local organization called Maria to say that the aid she ㉤(request) for Karen ㉥(fall through). No Santa Claus. No presents. Maria saw the cheer ㉦(disappeared) from Alice's face at the news. After ㉧(hear) this, she ran to her room. When Alice returned, her face was set with determination. She counted out the coins from her piggy bank: \$4.30. "Mom," she told Maria, "I know it's not much. But maybe this will buy a present for the kid." Maria gave her daughter a lovely hug. The next day, Maria told her coworkers about her daughter's ㉨(latest) project. To her surprise, staff members began to open their purses. The story of Alice's gift had spread beyond Maria's office, and Maria was able to raise \$300—plenty for a Christmas gift for Karen and her son. On Christmas Eve, Maria and Alice visited Karen's house with Christmas gifts. When Karen opened the door, Maria and Alice wished the ㉩(astonish) woman a merry Christmas. Then Alice began to unload the gifts from the car, ㉪(hand them to Karen) one by one. Karen laughed in disbelief, and said she hoped she would one day be able to do something similar for someone else in need. On her way home, Maria said to Alice, "God multiplied your gift."

350. 위 글 ㉠의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 350)

ㄴ _____

351. 위 글 ㉡의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 351)

ㄴ _____

352. 위 글 ㉢의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 352)

ㄴ _____

353. 위 글 ㉣의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 353)

ㄴ _____

354. 위 글 ㉤의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 354)

ㄴ _____

355. 위 글 ㉥의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 355)

ㄴ _____

356. 위 글 ㉦의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 356)

ㄴ _____

357. 위 글 ㉧의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 357)

ㄴ _____

358. 위 글 ㉨의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 358)

ㄴ _____

359. 위 글 ㉩의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 359)

ㄴ _____

360. 위 글 ㉪의 괄호 안에 주어진 표현을 어법에 맞게 쓰시오. (필요시 그대로 쓸 수 있음) 360)

ㄴ _____

7단계 글의 순서

주관식으로 암기

361. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁶¹⁾

(A) It was time for the results of the speech contest.

(B) “The winner of the speech contest is Josh Brown!” the announcer declared.

(C) After a long wait, an envelope was handed to the announcer. She tore open the envelope to pull out the winner’s name.

(D) I thought to myself, ‘Did I work hard enough to outperform the other participants?’

(E) As I realized my name had been called, I jumped with joy. “I can’t believe it. I did it!” I exclaimed. I felt like I was in heaven. Almost everybody gathered around me and started congratulating me for my victory.

(F) I was still skeptical whether I would win a prize or not. My hands were trembling due to the anxiety.

(G) My hands were now sweating and my heart started pounding really hard and fast.

(A) → _____

362. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁶²⁾

(A) We all have set patterns in life. We like to label ourselves as this or that and are quite proud of our opinions and beliefs.

(B) Each adventure is a chance to have fun, learn something, explore the world, expand your circle of friends and experience, and broaden your horizons.

(C) And all this is fine.

(D) Shutting down to adventure means exactly that—you are shut down.

(E) We all like to read a particular newspaper, watch the same sorts of TV programs or movies, go to the same sort of shops every time, eat the sort of food that suits us, and wear the same type of clothes.

(F) You have to see life as a series of adventures.

(G) But if we cut ourselves off from all other possibilities, we become boring, rigid, hardened—and thus likely to get knocked about a bit.

(A) → _____

363. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁶³⁾

(A) Over the centuries various writers and thinkers, looking at humans from an outside perspective, have been struck by the theatrical quality of social life.

(B) Some people are better actors than others.

(C) Others are able to act with more confidence and bravado — they often become leaders.

(D) If the theater and actors were traditionally represented by the image of masks, writers such as Shakespeare are implying that all of us are constantly wearing masks.

(E) The most famous quote expressing this comes from Shakespeare: “All the world’s a stage, / And all the men and women merely players; / They have their exits and their entrances, / And one man in his time plays many parts.”

(F) Evil types such as Iago in the play Othello are able to conceal their hostile intentions behind a friendly smile.

(G) People with excellent acting skills can better navigate our complex social environments and get ahead.

(A) → _____

364. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁶⁴⁾

(A) Personal blind spots are areas that are visible to others but not to you.

(B) They can be equally dangerous as well.
That truck you don’t see? It’s really there!

(C) You have to develop a crew of special people, people who are willing to hold up that mirror, who not only know you well enough to see that truck, but who also care enough about you to let you know that it’s there.

(D) The developmental challenge of blind spots is that you don’t know what you don’t know.

(E) So are your blind spots. Just because you don’t see them, doesn’t mean they can’t run you over.

(F) Like that area in the side mirror of your car where you can’t see that truck in the lane next to you, personal blind spots can easily be overlooked because you are completely unaware of their presence.

(G) This is where you need to enlist the help of others.

(A) → _____

365. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁶⁵⁾

(A) A child whose behavior is out of control improves when clear limits on their behavior are set and enforced.

(B) In all situations, to be effective, punishment must be brief and linked directly to a behavior.

(C) However, parents must agree on where a limit will be set and how it will be enforced.

(D) To be effective, both parents (and other adults in the home) must enforce limits.

(E) The limit and the consequence of breaking the limit must be clearly presented to the child. Enforcement of the limit should be consistent and firm.

(F) Otherwise, children may effectively split the parents and seek to test the limits with the more indulgent parent.

(G) Too many limits are difficult to learn and may spoil the normal development of autonomy. The limit must be reasonable in terms of the child's age, temperament, and developmental level.

(A) → _____

366. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁶⁶⁾

(A) Many inventions were invented thousands of years ago so it can be difficult to know their exact origins.

(B) An example of this is the invention of pottery. For many years archaeologists believed that pottery was first invented in the Near East (around modern Iran) where they had found pots dating back to 9,000 B.C.

(C) There is always a possibility that in the future archaeologists will find even older pots somewhere else.

(D) However, there is always the possibility that in the future other scientists will discover an even older model of the same invention in a different part of the world.

(E) In the 1960s, however, older pots from 10,000 B.C. were found on Honshu Island, Japan.

(F) In fact, we are forever discovering the history of ancient inventions.

(G) Sometimes scientists discover a model of an early invention and from this model they can accurately tell us how old it is and where it came from.

(A) → _____

367. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁶⁷⁾

(A) The impala is one of the most graceful four-legged animals.

(B) Impalas feed upon grass, fruits, and leaves from trees. When conditions are harsh in the dry season, they come together to search for food in mixed herds which can number as many as 100–200 individuals.

(C) Impalas have the ability to adapt to different environments of the savannas.

(D) The breeding season occurs at the end of the wet season around May. Females give birth in an isolated spot away from the herd. The average life span of an impala is between 13 and 15 years in the wild.

(E) Male impalas have long and pointed horns which can measure 90 centimeters in length. Female impalas have no horns.

(F) Both male and female impalas are similar in color, with white bellies and black-tipped ears.

(A) → _____

368. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁶⁸⁾

(A) Every farmer knows that the hard part is getting the field prepared. Inserting seeds and watching them grow is easy.

(B) Planting a seed does not necessarily require overwhelming intelligence; creating an environment that allows seeds to prosper does.

(C) Martin Luther King Jr. was a great man. Perhaps his greatest strength was his ability to inspire people to work together to achieve, against all odds, revolutionary changes in society's perception of race and in the fairness of the law.

(D) In the case of science and industry, the community prepares the field, yet society tends to give all the credit to the individual who happens to plant a successful seed.

(E) But to really understand what he accomplished requires looking beyond the man. Instead of treating him as the manifestation of everything great, we should appreciate his role in allowing America to show that it can be great.

(F) We need to give more credit to the community in science, politics, business, and daily life.

(A) → _____

369. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁶⁹⁾

(A) Sudden success or winnings can be very dangerous.

(B) Also, when gains come quickly we tend to lose sight of the basic wisdom that true success, to really last, must come through hard work. We do not take into account the role that luck plays in such sudden gains.

(C) It can be the start of any kind of addiction or manic behavior.

(D) Because this cannot be sustained, we experience an inevitable fall, which is all the more painful, leading to the depression part of the cycle.

(E) We try again and again to recapture that high from winning so much money or attention. We acquire feelings of superiority. We become especially resistant to anyone who tries to warn us—they don't understand, we tell ourselves.

(F) Although gamblers are the most prone to this, it equally applies to businesspeople during bubbles and to people who gain sudden attention from the public.

(G) Neurologically, chemicals are released in the brain that give a powerful burst of excitement and energy, leading to the desire to repeat this experience.

(A) → _____

370. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁷⁰⁾

(A) When is the right time for the predator to consume the fruit?

(B) As a result, the predator never receives the normal message that it is full.

(C) The plant uses the color of the fruit to signal to predators that it is ripe, which means that the seed's hull has hardened—and therefore the sugar content is at its height.

(D) That makes for a win-win for predator and prey. The animal obtains more calories, and because it keeps eating more and more fruit and therefore more seeds, the plant has a better chance of distributing more of its babies.

(E) Incredibly, the plant has chosen to manufacture fructose, instead of glucose, as the sugar in the fruit.

(F) Glucose raises insulin levels in primates and humans, which initially raises levels of leptin, a hunger-blocking hormone—but fructose does not.

(A) → _____

371. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁷¹⁾

(A) We are often faced with high-level decisions, where we are unable to predict the results of those decisions.

(B) But there is a solution for this. You should use the process of testing the option on a smaller scale.

(C) In such situations, most people end up quitting the option altogether, because the stakes are high and results are very unpredictable.

(D) Therefore, I used this process by enrolling in a low-cost mini course with the same instructor.

(E) In many situations, it's wise to dip your toe in the water rather than dive in headfirst.

(F) This helped me understand his methodology, style, and content; and I was able to test it with a lower investment, and less time and effort before committing fully to the expensive program.

(G) Recently, I was about to enroll in an expensive coaching program. But I was not fully convinced of how the outcome would be.

(A) → _____

372. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁷²⁾

(A) Sociologists have proven that people bring their own views and values to the culture they encounter; books, TV programs, movies, and music may affect everyone, but they affect different people in different ways.

(B) On the other hand, though, viewers who were themselves bigots thought Archie Bunker was the hero of the show and that the producers meant to make fun of his foolish family!

(C) This demonstrates why it's a mistake to assume that a certain cultural product will have the same effect on everyone.

(D) The show centers on a character named Archie Bunker, an intolerant bigot who often gets into fights with his more progressive family members.

(E) Vidmar and Rokeach found that viewers who didn't share Archie Bunker's views thought the show was very funny in the way it made fun of Archie's absurd racism — in fact, this was the producers' intention.

(F) In a study, Neil Vidmar and Milton Rokeach showed episodes of the sitcom All in the Family to viewers with a range of different views on race.

(A) → _____

373. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁷³⁾

(A) The availability heuristic refers to a common mistake that our brains make by assuming that the instances or examples that come to mind easily are also the most important or prevalent.

(B) Ease of recall suggests that if something is more easily recalled in your memory, you think that it will occur with a high probability.

(C) The recency of events highly influences a supervisor's opinion during performance appraisals. Managers give more weight to performance during the three months prior to the evaluation than to the previous nine months of the evaluation period because the recent instances dominate their memories.

(D) According to Harvard professor, Max Bazerman, managers conducting performance appraisals often fall victim to the availability heuristic.

(E) We often misjudge the frequency and magnitude of the events that have happened recently because of the limitations of our memories.

(F) The availability heuristic is influenced by the ease of recall or retrievability of information of some event.

(G) It shows that we make our decisions based on the recency of events.

(A) → _____

374. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁷⁴⁾

(A) Marketing management is concerned not only with finding and increasing demand but also with changing or even reducing it.

(B) The aim of demarketing is not to completely destroy demand, but only to reduce or shift it to another time, or even another product.

(C) In these and other cases of excess demand, the needed marketing task, called demarketing, is to reduce demand temporarily or permanently.

(D) For example, Uluru (Ayers Rock) might have too many tourists wanting to climb it, and Daintree National Park in North Queensland can become overcrowded in the tourist season.

(E) Thus, marketing management seeks to affect the level, timing, and nature of demand in a way that helps the organisation achieve its objectives.

(F) Power companies sometimes have trouble meeting demand during peak usage periods.

(A) → _____

375. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁷⁵⁾

(A) The invention of the mechanical clock was influenced by monks who lived in monasteries that were the examples of order and routine.

(B) Even periodicals and fashions became “yearly.” The world had become orderly.

(C) Time was determined by watching the length of the weighted rope. The discovery of the pendulum in the seventeenth century led to the widespread use of clocks and enormous public clocks.

(D) They had to keep accurate time so that monastery bells could be rung at regular intervals to announce the seven hours of the day reserved for prayer.

(E) They ate at meal time, rather than when they were hungry, and went to bed when it was time, rather than when they were sleepy.

(F) Eventually, keeping time turned into serving time. People started to follow the mechanical time of clocks rather than their natural body time.

(G) Early clocks were nothing more than a weight tied to a rope wrapped around a revolving drum.

(A) → _____

376. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁷⁶⁾

(A) Since we know we can't completely eliminate our biases, we need to try to limit the harmful impacts they can have on the objectivity and rationality of our decisions and judgments.

(B) After we have implemented a strategy, we should check in again to see if it worked in the way we had hoped.

(C) We need to be aware of the impact the bias has on our decision making process and our life.

(D) If it did, we can move on and make an objective and informed decision.

(E) It is important that we are aware when one of our cognitive biases is activated and make a conscious choice to overcome that bias.

(F) Then we can choose an appropriate de-biasing strategy to combat it.

(G) If it didn't, we can try the same strategy again or implement a new one until we are ready to make a rational judgment.

(A) → _____

377. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁷⁷⁾

(A) It is important to remember that computers can only carry out instructions that humans give them.

(B) A computer cannot make independent decisions, however, or formulate steps for solving problems, unless programmed to do so by humans.

(C) Thus, a human-computer combination allows the results of human thought to be translated into efficient processing of large amounts of data.

(D) However, combining the strengths of these machines with human strengths creates synergy.

(E) Synergy occurs when combined resources produce output that exceeds the sum of the outputs of the same resources employed separately. A computer works quickly and accurately; humans work relatively slowly and make mistakes.

(F) Computers can process data accurately at far greater speeds than people can, yet they are limited in many respects—most importantly, they lack common sense.

(G) Even with sophisticated artificial intelligence, which enables the computer to learn and then implement what it learns, the initial programming must be done by humans.

(A) → _____

378. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁷⁸⁾

(A) For hundreds of thousands of years our hunter-gatherer ancestors could survive only by constantly communicating with one another through nonverbal cues.

(B) By sheer habit, we fixate on the words people say, while also thinking about what we'll say next. What this means is that we are using only a small percentage of the potential social skills we all possess.

(C) With these counterforces battling inside us, we cannot completely control what we communicate.

(D) Developed over so much time, before the invention of language, that is how the human face became so expressive, and gestures so elaborate.

(E) We are not trained, however, to pay attention to people's nonverbal cues.

(F) Our real feelings continually leak out in the form of gestures, tones of voice, facial expressions, and posture.

(G) We have a continual desire to communicate our feelings and yet at the same time the need to conceal them for proper social functioning.

(A) → _____

379. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁷⁹⁾

(A) Why do we help? One widely held view is that self-interest underlies all human interactions, that our constant goal is to maximize rewards and minimize costs.

(B) Through socialization, we learn the reciprocity norm: the expectation that we should return help, not harm, to those who have helped us.

(C) If you are considering whether to donate blood, you may weigh the costs of doing so (time, discomfort, and anxiety) against the benefits (reduced guilt, social approval, and good feelings). If the rewards exceed the costs, you will help.

(D) In our relations with others of similar status, the reciprocity norm compels us to give (in favors, gifts, or social invitations) about as much as we receive.

(E) Accountants call it cost-benefit analysis. Philosophers call it utilitarianism. Social psychologists call it social exchange theory.

(F) Others believe that we help because we have been socialized to do so, through norms that prescribe how we ought to behave.

(A) → _____

380. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요.³⁸⁰⁾

(A) An organization imported new machinery with the capacity to produce quality products at a lesser price.

(B) But this manager realized that with heavy utilization and without any downtime for maintenance, a lot of the parts of the machinery were significantly worn and needed to be replaced or repaired.

(C) He paid the least attention to downtime, recovery breaks or the general maintenance of the machinery. As the machinery was new, it continued to produce results and, therefore, the organization's profitability soared and the manager was appreciated for his performance.

(D) The new manager had to put significant time and effort into repair and maintenance of the machines, which resulted in lower production and thus a loss of profits.

(E) A manager was responsible for large quantities in a relatively short span of time. He started with the full utilization of the new machinery. He operated it 24/7 at maximum capacity.

(F) The earlier manager had only taken care of the goal of production and ignored the machinery although he had short-term good results. But ultimately not giving attention to recovery and maintenance resulted in long-term negative consequences.

(G) Now after some time, this manager was promoted and transferred to a different location. A new manager came in his place to be in charge of running the manufacturing location.

(A) → _____

381. 다음 주어진 문장들을 글의 흐름에 맞게 다시 순서를 배열하세요. (381)

(A) Maria Sutton was a social worker in a place where the average income was very low. Many of Maria's clients had lost their jobs when the coal industry in a nearby town collapsed. Every Christmas season, knowing how much children loved presents at Christmas, Maria tried to arrange a special visit from Santa Claus for one family.

(B) On Christmas Eve, Maria and Alice visited Karen's house with Christmas gifts. When Karen opened the door, Maria and Alice wished the astonished woman a merry Christmas. Then Alice began to unload the gifts from the car, handing them to Karen one by one.

(C) However, things went wrong. Two weeks before Christmas Day, a representative from a local organization called Maria to say that the aid she had requested for Karen had fallen through. No Santa Claus. No presents. Maria saw the cheer disappear from Alice's face at the news.

(D) Alice, the seven-year-old daughter of Maria, was very enthusiastic about helping with her mother's Christmas event. This year's lucky family was a 25-year-old mother named Karen and her 3-year-old son, who she was raising by herself.

(E) The next day, Maria told her coworkers about her daughter's latest project. To her surprise, staff members began to open their purses. The story of Alice's gift had spread beyond Maria's office, and Maria was able to raise \$300—plenty for a Christmas gift for Karen and her son.

(F) Karen laughed in disbelief, and said she hoped she would one day be able to do something similar for someone else in need. On her way home, Maria said to Alice, “God multiplied your gift.”

(G) After hearing this, she ran to her room. When Alice returned, her face was set with determination. She counted out the coins from her piggy bank: \$4.30. “Mom,” she told Maria, “I know it's not much. But maybe this will buy a present for the kid.” Maria gave her daughter a lovely hug.

(A) → _____

8단계 본문 내용의 이해

382. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어를 채워 넣으세요. (382)

Stanton씨에게:

저희 Future Music School에서는 십 년 동안 재능 있는 아이들에게 음악 교육을 제공해 오고 있습니다. 저희는 학생들에게 그들의 음악을 지역 사회와 나눌 기회를 주기 위해 매년 축제를 개최하며, 항상 개막 행사에서 연주할 유명한 음악가를 초청합니다. 세계적인 바이올린 연주자로서의 당신의 명성이 자자하고 학생들은 당신을 그들에게 가장 큰 영향을 준 음악가로 생각합니다. 그래서 저희는 당신에게 축제의 개막 행사에서 공연해 주시기를 요청합니다. 그들이 공연에서 역대 가장 유명한 바이올린 연주자 중의 한 분의 연주를 본다는 것은 큰 영광일 것입니다. 당신의 연주는 축제를 더 다채롭고 훌륭하게 만들어 줄 것입니다. 긍정적인 답변을 받을 수 있기를 기대하겠습니다.

마음을 담아, Steven Forman

Dear Mr. Stanton:

We at the Future Music School have been providing music education to talented children for 10 years. We hold an _____ to give our students a chance to _____ their music with the community and we always invite a famous musician to perform in the opening event. Your _____ as a world-class violinist _____ you and the students consider you the musician who has influenced them the most. That's why we want to ask you to _____ at the opening event of the festival. It would be an honor for them to watch one of the most famous violinists of all time play at the show. It would make the festival more _____ and _____. We look forward to _____ a positive reply.

Sincerely, Steven Forman

383. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어를 채워 넣으세요. (383)

말하기 대회의 결과 발표 시간이었다. 나는 내가 상을 탈 수 있을지 없을지에 대해 여전히 회의적이었다. 내 손은 불안감 때문에 떨리고 있었다. ‘내가 다른 참가자들보다 우수하다고 할 만큼 충분히 열심히 했는가?’라고 마음속으로 생각했다. 오랜 기다림 끝에, 봉투가 사회자에게 전달되었다. 그녀는 봉투를 찢어 열고 우승자의 이름을 꺼냈다. 내 손은 이제 땀이 나고 있었고, 심장은 정말 격렬하고 빠르게 뛰기 시작했다. “말하기 대회의 우승자는 Josh Brown입니다!”라고 사회자가 외쳤다. 내 이름이 불렸다는 것을 깨달았을 때, 나는 기쁨에 펄쩍 뛰었다. “믿을 수 없어. 내가 해냈어!”라고 소리쳤다. 나는 마치 천국에 있는 것처럼 느꼈다. 거의 모든 사람들이 내 주위에 모여 내 우승을 축하해 주기 시작했다.

It was time for the _____ of the speech contest. I was still _____ whether I would win a prize or not. My hands were trembling due to the _____. I thought to myself, ‘Did I work hard enough to _____ the other participants?’ After a long wait, an envelope was handed to the announcer. She tore open the envelope to pull out the winner’s name. My hands were now sweating and my heart started pounding really hard and fast. “The winner of the speech contest is Josh Brown!” the announcer declared. As I realized my name had been called, I jumped with joy. “I can’t believe it. I did it!” I exclaimed. I felt like I was in _____. Almost everybody gathered around me and started _____ me for my victory.

384. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어들 채워 넣으세요.384)

우리는 모두 삶에서 정해진 패턴을 가지고 있다. 우리는 우리 자신을 이것 또는 저것으로 이름 짓기 좋아하고 우리의 의견이나 믿음에 대해 꽤 자랑스러워한다. 우리는 모두 특정한 신문을 읽고, 똑같은 종류의 TV 프로그램이나 영화를 보고, 매번 똑같은 종류의 가게에 가고, 우리에게 맞는 종류의 음식을 먹고, 똑같은 종류의 옷을 입기를 좋아한다. 그리고 이 모든 것은 괜찮다. 그러나 우리가 우리 자신을 모든 다른 가능성으로부터 차단시킨다면, 우리는 지루하며, 완고하고, 경직되게 된다 - 그래서 약간은 지치게 될 가능성이 있다. 당신은 삶을 일련의 모험으로 보아야 한다. 각각의 모험은 재미를 느끼고, 무언가를 배우고, 세상을 탐험하고, 교우관계와 경험을 확장시키며 당신의 지평을 넓히는 기회이다. 모험을 멈추는 것은 정확히 - 당신이 멈추는 것을 의미한다.

We all have _____ in life. We like to label ourselves as this or that and are quite proud of our opinions and beliefs. We all like to read a particular newspaper, watch the _____ sorts of TV programs or movies, go to the _____ sort of shops every time, eat the sort of food that _____ us, and wear the _____ type of clothes. And all this is fine. But if we cut ourselves off from all _____, we become _____, rigid, hardened - and thus likely to get _____ about a bit. You have to see life as a series of _____. Each adventure is a chance to have fun, learn something, _____ the world, _____ your circle of friends and experience, and _____ your _____. Shutting down to adventure means exactly that - you are _____ down.

385. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어들 채워 넣으세요.385)

수 세기에 걸쳐 다양한 작가와 사상가들은 외부의 관점에서 인간들을 바라보며 사회적 삶의 연극적 속성과 마주해왔다. 이것을 표현하는 가장 유명한 명언은 셰익스피어에게서 비롯된다: “모든 세상은 연극무대이고, 모든 인간은 단지 배우일 뿐이다; 그들은 퇴장하고 입장한다, 그리고 일생동안 한 인간은 다양한 역할을 연기한다.” 만약 연극과 배우들이 전통적으로 가면의 이미지에 의해 표현된다면, 셰익스피어와 같은 작가들은 우리 모두는 끊임없이 가면을 쓰고 있다는 것을 암시하고 있는 것이다. 어떤 사람들은 다른 사람보다 더 나은 배우이다. 연극 Othello 속 Iago와 같은 악역들은 그들의 적대적 의도를 친근한 미소 뒤에 숨길 수 있다. 다른 사람들은 더 큰 자신감과 허세를 가지고 연기를 할 수 있고 - 그들은 주로 리더가 된다. 훌륭한 연기력을 가지고 있는 사람들은 우리의 복잡한 사회적 환경을 더 잘 헤쳐 나갈 수 있고 앞서갈 수 있다.

Over the centuries various writers and thinkers, looking at humans from an outside _____, have been struck by the _____ quality of _____ life. The most famous quote expressing this comes from Shakespeare: “All the world’s a _____, / And all the men and women merely _____; / They have their _____ and their _____, / And one man in his time _____ many _____.” If the theater and actors were traditionally represented by the image of masks, writers such as Shakespeare are implying that all of us are constantly _____. Some people are better actors than others. Evil types such as Iago in the play Othello are able to _____ their _____ intentions behind a friendly smile. Others are able to act with more confidence and bravado - they often become leaders. People with excellent acting skills can better _____ our complex social environments and get ahead.

386. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어들을 채워 넣으세요.(386)

개인의 맹점은 다른 사람들에게는 보이지만 당신에게는 보이지 않는 부분이다. 맹점이 지닌 발달상의 어려움은 당신이 무엇을 모르는지 모른다는 것이다. 옆 차선의 트럭을 볼 수 없는 당신 차의 사이드미러 속의 부분과 같이, 개인의 맹점은 당신이 그것의 존재를 완전히 인지하지 못하기 때문에 쉽게 간과될 수 있다. 그것들은 마찬가지로 똑같이 위험할 수 있다. 당신이 보지 못하는 그 트럭? 그것은 정말 거기에 있다! 그리고 당신의 맹점도 그러하다. 당신이 그것을 볼 수 없다고 해서 그것이 당신을 칠 수 없음을 의미하는 것은 아니다. 이 부분이 당신이 다른 사람의 도움을 구해야 할 부분이다. 당신은 기꺼이 그 거울을 들고, 그 트럭을 볼 수 있을 정도로 충분히 당신을 잘 알 뿐만 아니라 또한 트럭이 거기에 있다는 것을 당신에게 알려 줄 만큼 충분히 당신을 아끼는 이런 특별한 동료들을 만들어야 한다.

Personal _____ are areas that are _____ to _____ but not to _____. The developmental challenge of blind spots is that you don't know what you don't know. Like that area in the side mirror of your car where you can't see that truck in the lane next to you, personal blind spots can easily be _____ because you are completely _____ of their _____. They can be equally dangerous as well. That truck you don't see? It's _____ there! So are your blind spots. Just because you don't see them, doesn't mean they can't run you over. This is where you need to _____ the help of _____. You have to develop a crew of special people, people who are _____ to hold up that mirror, who not only know you well enough to see that truck, but who also care enough about you to let you _____ that it's there.

387. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어들을 채워 넣으세요.(387)

행동이 통제되지 않는 아이는 행동에 대한 분명한 제한이 설정되고 시행될 때 개선된다. 그러나 부모들은 어디에 제한을 두고 어떻게 그것이 시행될지에 대해 반드시 합의를 해야 한다. 제한과 그 제한을 깨뜨리는 것의 결과는 반드시 아이에게 분명하게 제시되어야 한다. 제한의 시행은 일관성 있고 단호해야 한다. 너무 많은 제한은 배우기 어렵고 자율성의 정상적 발달을 저해할지도 모른다. 제한은 아이의 나이, 기질, 발달 수준의 측면에서 합당해야 한다. 효과적이라면 부모 모두가(그리고 가정의 다른 어른들도) 제한을 시행해야 한다. 그렇지 않으면, 아이들은 효과적으로 부모들을 따로 떼어서 좀 더 멋대로 하게 하는 부모에게 제한을 시험해 보려 한다. 모든 상황에서, 효과적이라면, 처벌은 간접하고 행동과 직접적으로 관련 있어야 한다.

A child whose behavior is _____ of _____ improves when _____ on their behavior are _____ and _____. However, parents must agree on where a limit will be _____ and how it will be _____. The limit and the consequence of breaking the limit must be _____ to the child. _____ of the limit should be _____ and _____. Too many limits are difficult to learn and may _____ the normal development of _____. The limit must be _____ in terms of the child's age, temperament, and developmental level. To be _____, both parents (and other adults in the home) must _____ limits. Otherwise, children may effectively _____ the parents and seek to test the limits with the more _____ parent. In all situations, to be effective, punishment must be _____ and linked _____ to a _____.

388. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어들을 채워 넣으세요.(388)

많은 발명품들은 수천 년 전에 발명이 되어서 그것들의 정확한 기원을 아는 것은 어려울 수 있다. 때때로 과학자들은 초기 발명품의 모형을 발견하고 이 모형으로부터 그것이 얼마나 오래되었고 어디에서 왔는지를 정확하게 우리에게 말해 줄 수 있다. 그러나 미래에 다른 과학자들이 세계의 다른 곳에서 똑같은 발명품의 훨씬 더 오래된 모형을 발견할 가능성이 항상 존재한다. 사실 우리는 고대 발명품들의 역사를 계속해서 발견하고 있다. 이것의 한 예는 도자기라는 발명품이다. 수천 년 동안 고고학자들은 그들이 기원전 9,000년으로 거슬러 올라가는 도자기를 발견한 근동지역(현대의 이란 근처)에서 도자기가 처음 발명되었다고 믿었다. 그러나, 1960년대에 기원전 10,000년의 더 오래된 도자기가 일본의 혼슈섬에서 발견되었다. 미래에 고고학자들이 어딘가에서 훨씬 더 오래된 도자기를 발견할 가능성은 언제나 존재한다.

Many inventions were invented thousands of years ago so it can be _____ to know their _____. Sometimes scientists discover a model of an early invention and from this model they can accurately tell us how _____ it is and _____ it came from. However, there is always the possibility that in the future other scientists will discover an even older model of the same invention in a different part of the world. In fact, we are _____ the history of ancient inventions. An example of this is the invention of pottery. For many years archaeologists believed that pottery was first invented in the Near East (around modern Iran) where they had found pots dating back to 9,000 B.C. In the 1960s, however, older pots from 10,000 B.C. were found on Honshu Island, Japan. There is always a _____ that in the future archaeologists will find _____ pots somewhere else.

389. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어들을 채워 넣으세요.(389)

모든 농부들은 밭이 준비되도록 하는 것이 어려운 부분임을 안다. 씨앗을 심고 그것들이 자라는 것을 보는 것은 쉽다. 과학과 산업의 경우, 공동체가 밭을 준비하지만, 사회는 우연히 성공적인 씨앗을 심은 개인에게 모든 공로를 돌리는 경향이 있다. 씨를 심는 것은 반드시 엄청난 지능을 필요로 하는 것은 아니다; 씨앗이 번성하게 해주는 환경을 만드는 것은 그러하다. 우리는 과학, 정치, 사업 그리고 일상에서 공동체에 좀 더 많은 공로를 인정해 줄 필요가 있다. Martin Luther King Jr.는 위대한 사람이었다. 아마도 그의 가장 큰 강점은 모든 역경에 맞서, 사회의 인종에 대한 인식과 법의 공정성에 있어 혁명적인 변화들을 성취하기 위해서 사람들이 함께 일하도록 고무시키는 능력이었다. 그러나 그가 성취한 것을 진정으로 이해하는 것은 그 사람을 넘어서 보는 것을 요구한다. 그를 모든 위대한 것들의 구현으로 여기는 대신에 우리는 미국이 위대해질 수 있음을 보여주게 하는 데 있어서 그의 역할을 인정해야 한다.

Every farmer knows that the hard part is _____ the field _____. Inserting seeds and watching them grow is _____. In the case of science and industry, the _____ prepares the field, yet society tends to give all the _____ to the _____ who happens to plant a successful seed. Planting a seed does not necessarily require overwhelming intelligence; creating an _____ that allows seeds to _____ does. We need to give more _____ to the _____ in science, politics, business, and daily life. Martin Luther King Jr. was a great man. Perhaps his greatest strength was his ability to inspire people to work together to achieve, against all _____, revolutionary changes in society's perception of race and in the fairness of the law. But to really understand what he accomplished requires looking _____ the _____. Instead of treating him as the _____ of everything great, we should appreciate his role in allowing America to show that it can be great.

390. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어들을 채워 넣으세요.(390)

갑작스러운 성공이나 상금은 아주 위험할 수 있다. 신경학적으로 흥분과 에너지의 강력한 분출을 유발하는 화학물질들이 뇌에서 분비되고, 이 경험을 반복하고자 하는 욕구로 이어진다. 그것이 어떤 종류의 중독 또는 광적 행동의 출발점일 수 있다. 또한, 이익이 빨리 얻어질 때, 우리는 진정한 성공이 정말 지속되기 위해서는 노력을 통해야 한다는 기본적인 지혜를 보지 못하는 경향이 있다. 우리는 그처럼 갑작스러운 이익에 있어 운이 하는 역할을 고려하지 않는다. 우리는 그만큼의 돈이나 관심을 얻는 것으로부터의 그 황홀감을 되찾기 위해 계속해서 시도한다. 우리는 우울감의 감정을 느낀다. 우리는 특히 우리에게 경고를 하려고 하는 사람에게 저항한다 - 그들은 이해하지 못한다고 스스로에게 이야기한다. 이것은 지속될 수 없기 때문에 우리는 필연적인 추락을 경험하고 그것은 더 고통스럽고, 그 사이클의 우울한 시기로 이어진다. 도박꾼들이 가장 이르기 쉽지만, 이것은 거품 경제일 때의 사업가들과 대중으로부터 갑작스러운 관심을 얻은 사람들에게도 똑같이 적용된다.

_____ success or winnings can be very dangerous. Neurologically, chemicals are released in the brain that give a powerful burst of excitement and energy, leading to the desire to _____ this experience. It can be the start of any kind of _____ or _____ behavior. Also, when gains come quickly we tend to lose sight of the basic wisdom that _____ success, to really _____, must come through _____. We do not take into account the role that _____ plays in such _____ gains. We try again and again to recapture that _____ from winning so much money or attention. We acquire feelings of _____. We become especially _____ to anyone who tries to warn us—they don't understand, we tell ourselves. Because this cannot be _____, we experience an _____ fall, which is all the more painful, leading to the depression part of the cycle. Although gamblers are the most _____ to this, it equally applies to businesspeople during bubbles and to people who gain _____ attention from the public.

391. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어들을 채워 넣으세요.(391)

포식자가 과일을 섭취하기에 적절한 시기는 언제인가? 식물은 포식자에게 과일이 익었음을 알려주기 위해 그것의 색깔을 사용하며, 그것은 씨의 껍질이 딱딱해져서 - 그래서 당도가 최고에 이르렀음을 의미한다. 놀랍게도, 식물은 과일의 당분으로서 포도당 대신 과당을 만들기로 선택해왔다. 포도당은 영양류와 인간의 인슐린 수치를 높이지만, 그것은 처음에는 배고픔을 막는 호르몬인 렙틴의 수치를 높이지만 - 과당은 그렇지 않다. 그 결과 포식자는 결코 배가 부르다는 일반적인 메시지를 받지 못한다. 그것이 포식자와 먹이에게 상호 이익이 된다. 동물은 더 많은 열량을 얻고, 그것이 계속해서 더 많은 과일을, 따라서 더 많은 씨를 먹기 때문에 식물은 더 많은 후손을 퍼뜨리는 더 나은 기회를 얻는다.

When is the right time for the predator to _____ the fruit? The plant uses the color of the fruit to _____ to predators that it is _____, which means that the seed's hull has hardened—and therefore the sugar _____ is at its height. Incredibly, the plant has chosen to _____ fructose, instead of glucose, as the sugar in the fruit. Glucose _____ insulin levels in primates and humans, which initially raises levels of leptin, a _____ - _____ hormone—but fructose does not. As a result, the predator never receives the normal message that it is _____. That makes for a _____ for predator and prey. The animal _____ more calories, and because it keeps eating more and more fruit and therefore more seeds, the plant has a better chance of _____ more of its babies.

392. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어를 채워 넣으세요.392)

우리는 종종 높은 수준의 결정에 직면하는데, 거기에서 우리는 그 결정의 결과를 예측할 수 없다. 그런 경우에, 대부분의 사람들은 결국 선택권을 전적으로 포기하는데, 왜냐하면 위험성이 높고 결과가 매우 예측 불가능하기 때문이다. 그러나 여기에는 해결책이 있다. 당신은 선택을 좀 더 작은 규모로 시험해보는 과정을 활용해야 한다. 많은 경우에, 물 속에 머리부터 뛰어들기보다는 발끝을 담그는 것이 현명하다. 최근에, 나는 비싼 코칭 프로그램에 등록을 하려고 했었다. 그러나 나는 그 결과가 어떠할지 완전히 확신하지 못했다. 그러므로 나는 똑같은 강사의 저렴한 미니 코스에 등록함으로써 이러한 과정을 활용했다. 이것은 내가 그의 방법론, 스타일, 그리고 교육 내용을 이해하도록 도왔다; 그리고 비싼 프로그램에 완전히 전념하기 전에 나는 그것을 더 낮은 투자, 그리고 적은 시간과 노력으로 시험해 볼 수 있었다.

We are often faced with high-level decisions, where we are unable to _____ the results of those decisions. In such situations, most people end up quitting the option altogether, because the stakes are _____ and results are very _____. But there is a solution for this. You should use the process of testing the option _____ a _____. In many situations, it's wise to dip your toe in the water rather than dive in headfirst. Recently, I was about to enroll in an expensive coaching program. But I was not fully _____ of how the outcome would be. Therefore, I used this process by enrolling in a low-cost mini course with the same instructor. This helped me understand his methodology, style, and content; and I was able to test it with a _____ investment, and _____ time and effort before _____ to the expensive program.

393. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어를 채워 넣으세요.393)

사회학자들은 사람들이 그들 자신의 관점이나 가치를 그들이 직면하는 문화로 가져온다는 것을 입증해 왔다; 책, TV 프로그램, 영화, 그리고 음악은 모두에게 영향을 줄지도 모르지만, 그것들은 다양한 사람들에게 다른 방식으로 영향을 준다. 한 연구에서, Neil Vidmar와 Milton Rokeach는 인종에 관한 다양한 관점을 가진 시청자들에게 시트콤 All in the Family의 에피소드들을 보여주었다. 이 쇼는 자주 그의 더 진보적인 가족 구성원들과 싸움에 휘말리는 편협한 고집쟁이 Archie Bunker라는 인물에 초점을 맞춘다. Vidmar와 Rokeach는 Archie Bunker의 관점을 공유하지 않는 시청자들이 Archie의 어처구니없는 인종 차별주의를 비웃는 방식에 있어 그 쇼가 아주 재미있다고 생각했다는 것을 발견했다 – 사실, 이것이 제작자의 의도였다. 그러나 반면에, 스스로가 고집쟁이인 시청자들은 Archie Bunker가 그 쇼의 영웅이라고 생각했고, 제작자가 Bunker의 어리석은 가족들을 비웃으려고 한다고 생각했다! 이것이 특정 문화적 산물이 모든 사람에게 똑같은 영향을 줄 것이라라고 가정하는 것이 잘못된 이유를 보여준다.

Sociologists have proven that people bring _____ views and values to the culture they encounter; books, TV programs, movies, and music may affect everyone, but they affect _____ people in _____ ways. In a study, Neil Vidmar and Milton Rokeach showed episodes of the sitcom All in the Family to viewers with a range of different views on race. The show centers on a character named Archie Bunker, an intolerant bigot who often gets into fights with his more _____ family members. Vidmar and Rokeach found that viewers who didn't share Archie Bunker's views thought the show was very funny in the way it made fun of Archie's _____ – in fact, this was the producers' _____. On the other hand, though, viewers who were themselves bigots thought Archie Bunker was the hero of the show and that the producers meant to make fun of his foolish family! This demonstrates why it's a mistake to assume that a certain _____ product will have the _____ effect on _____.

394. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어를 채워 넣으세요.394)

가용성 휴리스틱은 우리의 뇌가 머릿속에 쉽게 떠오르는 사례들이 가장 중요하거나 널리 퍼져 있다고 가정함으로써 저지르는 일반적인 오류를 가리킨다. 그것은 우리가 사건들의 최신성에 기반하여 의사 결정을 한다는 것을 보여준다. 우리 기억의 한계 때문에 우리는 종종 최근에 발생한 사건들의 빈도와 규모를 잘못 판단한다. Harvard대학 교수, Max Bazerman에 따르면, 직무 수행 평가를 수행하는 관리자들은 종종 이 가용성 휴리스틱의 희생양이 된다. 사건의 최신성은 직무 수행 평가 기간 동안 관리자의 의견에 크게 영향을 미친다. 최근의 사례들이 그들의 기억을 지배하기 때문에 관리자들은 평가 기간 앞의 9개월 보다 평가 직전 3개월 동안의 수행에 더 무게를 둔다. 가용성 휴리스틱은 어떤 사건에 대한 정보의 회상 또는 복구 가능성의 용이함에 의해서 영향을 받는다. 회상의 용이함은 만약 어떤 것이 당신의 기억 속에서 더 쉽게 회상되어진다면, 그것이 높은 가능성으로 일어날 것이라고 생각한다는 것을 시사한다.

The availability heuristic refers to a common mistake that our brains make by assuming that the instances or examples that come to mind _____ are also the most _____ or _____. It shows that we make our decisions based on the _____ of events. We often misjudge the _____ and _____ of the events that have happened _____ because of the limitations of our _____. According to Harvard professor, Max Bazerman, managers conducting performance appraisals often fall victim to the availability heuristic. The _____ of events highly influences a supervisor's opinion during performance appraisals. Managers give more _____ to performance during the three months prior to the evaluation than to the previous nine months of the evaluation period because the _____ instances _____ their _____. The availability heuristic is influenced by the _____ of _____ or _____ of information of some event. Ease of recall suggests that if something is more _____ recalled in your memory, you think that it will occur with a high _____.

395. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어를 채워 넣으세요.395)

마케팅 경영은 수요를 찾고 증가시키는 것뿐만 아니라 그것을 바꾸고 또는 심지어 줄이는 것과도 관련이 있다. 예를 들어, Uluru (Ayers Rock)에는 그것을 등반하기를 원하는 너무 많은 관광객이 있을지도 모르고, 그리고 North Queensland의 Daintree 국립공원은 관광 시즌에 과도하게 붐비게 될 수 있다. 전력 회사들은 때때로 최고 사용 기간 동안 수요를 충족시키는 데 어려움이 있다. 과도한 수요의 이러한 그리고 다른 경우들에서, 필요로 되어지는 반 마케팅이라고 불리는 마케팅 과업은 일시적으로 혹은 영구적으로 수요를 줄이는 것이다. 반 마케팅의 목적은 수요를 완전히 없애는 것이 아니라, 단지 그것을 줄이거나 또는 다른 시기 또는 심지어 다른 제품으로 이동시키는 것이다. 따라서, 마케팅 경영은 조직이 그것의 목표들을 달성하는 것을 돕는 방식으로 수요의 수준, 시기, 그리고 특성에 영향을 주는 것을 추구한다.

Marketing management is concerned not only with finding and increasing _____ but also with changing or even _____ it. For example, Uluru (Ayers Rock) might have too many tourists wanting to climb it, and Daintree National Park in North Queensland can become _____ in the tourist season. Power companies sometimes have trouble _____ demand during peak usage periods. In these and other cases of _____, the needed marketing task, called demarketing, is to _____ demand temporarily or permanently. The aim of demarketing is not to completely destroy demand, but only to reduce or shift it to another time, or even another product. Thus, marketing management seeks to affect the level, timing, and nature of demand in a way that helps the organisation _____ its objectives.

396. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어들을 채워 넣으세요.(396)

기계식 시계의 발명은 질서와 규칙적인 일상의 예시가 되는 수도원에 살았던 승려들에 의해 영향을 받았다. 그들은 기도를 위해 지정된 하루의 일곱 시간을 알리기 위해 수도원의 종이 규칙적인 간격으로 울릴 수 있도록 정확한 시간을 지켜야했다. 초기의 시계들은 회전하는 드럼통 주위에 감긴 줄에 묶인 무게추에 불과했다. 시간은 무게를 단 줄의 길이를 관찰하는 것에 의해서 정해졌다. 17세기의 흔들리는 추의 발견은 시계와 큰 대중 시계의 광범위한 사용으로 이어졌다. 마침내, 시간을 지키는 것은 시간에 복종하는 것이 되었다. 사람들은 그들의 자연적 생체 시간보다는 기계식 시계의 시간을 따르기 시작했다. 그들은, 그들이 배고플 때보다는 식사 시간에 먹었고, 졸릴 때보다는 시간이 되었을 때 자리 갔다. 심지어 정기 간행물들과 패션들도 “연간으로” 되었다. 세상은 질서 정연하게 되었다.

The invention of the mechanical clock was influenced by monks who lived in monasteries that were the examples of ____ and _____. They had to keep _____ time so that monastery bells could be rung at regular intervals to announce the seven hours of the day _____ for prayer. Early clocks were nothing more than a weight tied to a rope wrapped around a revolving drum. Time was determined by watching the length of the weighted rope. The discovery of the pendulum in the seventeenth century led to the widespread use of clocks and enormous public clocks. Eventually, _____ time turned into _____ time. People started to follow the mechanical time of clocks rather than their natural body time. They ate at meal time, rather than when they were _____, and went to bed when it was time, rather than when they were _____. Even periodicals and fashions became “yearly.” The world had become _____.

397. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어들을 채워 넣으세요.(397)

우리는 우리의 편견들을 완전히 없앨 수 없다는 사실을 알고 있기 때문에, 우리는 편견이 우리의 결정과 판단의 객관성과 합리성에 가질 수 있는 해로운 영향들을 제한하도록 노력할 필요가 있다. 우리가 언제 우리의 인지적 편견들 중 하나가 활성화되는지를 인지하고, 그 편견을 극복할 의식적 결정을 내리는 것이 중요하다. 우리는 편견이 우리의 의사 결정 과정과 삶에 끼치는 영향력을 인지할 필요가 있다. 그때 우리는, 편견과 싸우기 위해 적절한 반편견 전략을 선택할 수 있다. 우리가 전략을 실행해 본 이후에, 우리는 그것이 우리가 희망했던 방식으로 작동했는지를 보기 위해 한 번 더 확인해야 한다. 만약 그것이 그랬다면, 우리는 넘어가서 객관적이고 정보에 근거한 결정을 내릴 수 있다. 만약 그렇지 않았다면, 우리는 우리가 이성적 판단을 내릴 준비가 될 때까지 똑같은 전략을 다시 시도하거나 새로운 것을 실행할 수 있다.

Since we know we can't completely _____ our biases, we need to try to limit the harmful impacts they can have on the _____ and _____ of our decisions and judgments. It is important that we are _____ when one of our cognitive biases is _____ and make a _____ choice to _____ that bias. We need to be aware of the impact the bias has on our decision making process and our life. Then we can choose an appropriate _____ strategy to combat it. After we have _____ a strategy, we should check in again to see if it worked in the way we had hoped. If it did, we can move on and make an objective and informed decision. If it didn't, we can try the same strategy again or implement a new one until we are ready to make a _____ judgment.

398. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어를 채워 넣으세요.398)

컴퓨터들은 인간이 그들에게 부여한 지시 사항들을 단지 수행만 할 수 있다는 것을 기억하는 것이 중요하다. 컴퓨터들은 사람들이 할 수 있는 것보다 훨씬 더 빠른 속도로 정확하게 데이터를 처리할 수 있지만, 그것들은 많은 측면에서 제한된다 – 가장 중요하게, 그것들은 상식이 부족하다. 그러나, 이러한 기계들의 강점과 인간의 강점을 결합하는 것은 시너지를 생성한다. 시너지는 결합된 자원들이 같은 자원들을 각각 사용한 산출의 합을 초과하는 산출을 생성할 때 일어난다. 컴퓨터는 빠르고 정확하게 작동한다; 인간은 상대적으로 느리게 일하고 실수를 한다. 그러나, 컴퓨터는, 인간에 의해서 그렇게 하도록 프로그래밍되지 않는 한, 독립적인 결정을 하거나 문제를 해결하기 위해 단계들을 만들어낼 수 없다. 컴퓨터로 하여금 학습하고 그것이 학습한 것을 실행하도록 하는 정교한 인공지능조차, 초기의 프로그래밍은 인간에 의해 수행되어야 한다. 따라서, 인간-컴퓨터 결합은 인간 사고의 결과들이 많은 양의 데이터의 효율적 처리로 변환되도록 한다.

It is important to remember that computers can only _____ instructions that _____ give them. Computers can process data accurately at far greater speeds than people can, yet they are limited in many respects – most importantly, they lack common sense. However, _____ the strengths of these machines with human strengths creates synergy. Synergy occurs when _____ resources produce output that _____ the _____ of the outputs of the same resources _____. A computer works quickly and accurately; humans work relatively slowly and make mistakes. A computer cannot make _____ decisions, however, or formulate steps for solving problems, unless programmed to do so by humans. Even with _____ artificial intelligence, which enables the computer to learn and then implement what it learns, the initial programming must be done by humans. Thus, a human-computer combination allows the results of human thought to be translated into _____ processing of large amounts of data.

399. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어를 채워 넣으세요.399)

수십만 년 동안 우리의 수렵-채집인 조상들은 비언어적 신호들을 통해서 서로 끊임없이 의사소통함으로써만 생존할 수 있었다. 언어의 발명 이전에, 오랜 시간에 걸쳐 발달되어서, 그것은 인간의 얼굴이 매우 표현적이고, 몸짓이 매우 정교해진 방식이다. 우리는 우리의 감정을 전달하고자하는 끊임없는 욕망과 그러나 동시에 적절한 사회적 기능을 위해 그것들을 감추고자 하는 욕구를 가지고 있다. 이 상충하는 힘들이 우리 내면에서 다투면서, 우리는 우리가 전달하는 것을 완전히 통제할 수 없다. 우리의 진짜 감정은 몸짓, 목소리의 톤, 얼굴 표정, 그리고 자세의 방식으로 끊임없이 새어 나온다. 그러나 우리는 사람들의 비언어적 신호에 주의를 기울이도록 훈련받지 않는다. 순전한 습관을 통해서 우리는 사람들이 하는 말에 대항하고, 동시에 또한 우리가 다음번에 말할 것에 대해 생각한다. 이것이 의미하는 것은 우리 모두가 소유한 잠재적인 사회적 기술들 중 오직 작은 부분만을 우리가 사용하고 있다는 것이다.

For hundreds of thousands of years our hunter-gatherer ancestors could survive only by constantly _____ one another through _____ cues. Developed over so much time, before the invention of language, that is _____ the human face became so _____, and gestures so _____. We have a continual desire to _____ our feelings and yet at the same time the need to _____ them for proper social functioning. With these _____ battling inside us, we cannot completely _____ what we _____. Our real feelings continually _____ in the form of gestures, tones of voice, facial expressions, and posture. We are not trained, however, to pay attention to people's _____ cues. By sheer habit, we _____ on the _____ people say, while also thinking about what we'll say next. What this means is that we are using only a small percentage of the potential social skills we all possess.

400. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어들을 채워 넣으세요.(400)

우리는 왜 돕는가? 하나의 널리 받아들여지는 관점은 자기 이익이 모든 인간의 상호작용의 기초가 되고, 우리의 지속적인 목표는 보상을 극대화하고 비용을 최소화하는 것이라는 것이다. 회계사들은 그것을 비용-수익 분석이라고 부른다. 철학자들은 그것을 공리주의라고 부른다. 사회 심리학자들은 그것을 사회적 교환 이론이라고 부른다. 만약 당신이 헌혈할지를 생각한다면, 당신은 그렇게 하는 것의 이익들(감소된 죄책감, 사회적 인정, 그리고 좋은 감정) 대비 비용들(시간, 불편함, 그리고 걱정)을 측정할지도 모른다. 만약 그 보상들이 비용들을 초과한다면 당신은 도울 것이다. 다른 사람들은 우리가 어떻게 행동해야하는지를 규정하는 규범들을 통해서, 우리가 그렇게 하도록 사회화되어 왔기 때문에 돕는다고 믿는다. 사회화를 통해서 우리는 상호성 규범을 배운다: 우리는 우리를 도와왔던 사람들에게 해가 아닌, 도움을 돌려줘야 한다는 기대이다. 유사한 지위의 타인들과의 관계에서, 상호성 규범은 우리로 하여금 대략 우리가 받은 만큼(호의, 선물들, 혹은 사회적 초대) 줘야한다는 것을 강요한다.

Why do we help? One widely held view is that _____ all human interactions, that our constant goal is to maximize _____ and minimize _____. Accountants call it cost-benefit analysis. Philosophers call it utilitarianism. Social psychologists call it social exchange theory. If you are considering whether to donate blood, you may weigh the costs of doing so (time, discomfort, and anxiety) against the benefits (reduced guilt, social approval, and good feelings). If the rewards _____ the costs, you will help. Others believe that we help because we have been _____ to do so, through norms that _____ how we ought to behave. Through socialization, we learn the _____ norm: the expectation that we should _____ help, not harm, to those who have _____ us. In our relations with others of similar status, the _____ norm _____ us to _____ (in favors, gifts, or social invitations) about as much as we _____.

401. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어들을 채워 넣으세요.(401)

한 조직이 질 좋은 제품을 더 낮은 가격으로 생산하는 능력을 가진 새로운 기계를 수입했다. 한 관리자는 상대적으로 짧은 시간에 많은 양에 대한 책임이 있었다. 그는 새로운 기계의 최대한의 사용으로 시작했다. 그는 그것을 최대 능력치로 24시간 7일 내내 작동시켰다. 그는 비가동 시간, 회복을 위한 휴지기, 또는 기계의 일반적인 유지 보수에 최소한의 관심을 기울였다. 그 기계가 새것이였기 때문에, 그것은 지속적으로 결과물을 생산했고, 따라서, 그 조직의 수익성은 치솟았고 그 관리자는 그의 수행에 대해서 인정받았다. 얼마의 시간이 지난 지금, 이 관리자는 승진하였고 다른 지점으로 옮겼다. 새로운 관리자가 제조 지점 운영을 담당하기 위해 그의 자리에 왔다. 그러나 이 관리자는 과도한 사용으로, 그리고 유지 보수를 위한 비가동 시간의 부재로, 그 기계의 많은 부품들이 상당히 닳았고 대체되거나 수리되어야 할 필요가 있다는 것을 깨달았다. 새 관리자는 상당한 시간과 노력을 그 기계의 수리와 유지 보수에 들여야만 했고, 그것은 낮은 생산과 따라서 이익의 손실을 초래했다. 이전의 관리자는 비록 그가 단기간에 좋은 결과를 얻었을지라도 생산 목표만을 신경썼고 기계를 무시했다. 그러나 궁극적으로 회복과 유지 보수에 주의를 기울이지 않은 것은 장기간의 부정적인 결과들을 초래했다

An organization imported new machinery with the capacity to produce quality products at a _____ price. A manager was responsible for large quantities in a relatively short span of time. He started with the _____ of the new machinery. He operated it 24/7 at _____ capacity. He paid the _____ attention to downtime, recovery breaks or the general maintenance of the machinery. As the machinery was new, it continued to produce results and, therefore, the organization's _____ soared and the manager was _____ for his performance. Now after some time, this manager was _____ and _____ to a different location. A new manager came in his place to be in charge of running the manufacturing location. But this manager realized that with heavy utilization and without any _____ for _____, a lot of the parts of the machinery were significantly _____ and needed to be _____ or _____. The new manager had to put significant time and effort into repair and maintenance of the machines, which resulted in lower production and thus a loss of profits. The earlier manager had only taken care of the goal of production and ignored the machinery although he had _____ good results. But ultimately not giving attention to _____ and _____ resulted in _____ negative consequences.

402. 주어진 우리말 해석에 알맞게 빈칸에 알맞은 단어들을 채워 넣으세요.402)

Maria Sutton은 평균 소득이 매우 낮은 지역의 사회복지사였다. Maria의 많은 고객들은 근처 마을의 석탄 산업이 붕괴되었을 때 그들의 일자리를 잃었다. 아이들이 크리스마스에 얼마나 선물을 좋아하는지 알았기 때문에, 크리스마스 시즌 마다 Maria는 한 가족을 위해 산타클로스의 특별 방문을 계획하려 했다. Maria의 7살 된 딸, Alice는 그녀의 엄마의 크리스마스 이벤트를 돕는 것에 열정적이었다. 올해 행운의 가족은 Karen이라는 이름의 25살 된 엄마와 그녀의 3살 된 아들이었고, 그를 그녀는 혼자서 키우고 있었다. 그러나, 상황들이 나빠졌다. 크리스마스 2주 전, 지역 단체의 대표가 Maria에게 전화해서 그녀가 Karen을 위해 요청했던 지원이 성사되지 않았다고 말했다. 산타클로스는 없었다. 선물도 없었다. Maria는 그 소식에 Alice의 얼굴에서 생기가 사라지는 것을 보았다. 이 말을 듣고 난 뒤, 그녀는 그녀의 방으로 달려갔다. Alice가 돌아왔을 때, 그녀의 얼굴은 결의에 차 있었다. 그녀는 그녀의 돼지 저금통에서 동전들을 세면서 꺼냈다: \$4.30. “엄마,” 그녀는 Maria에게 “나는 이것이 얼마 되지 않는다는 것을 알아요. 그러나 아마도 이것으로 그 아이를 위한 선물은 살 수 있을 거예요”라고 말했다. Maria는 그녀의 딸을 사랑스럽게 안아주었다. 그 다음 날, Maria는 그녀의 동료들에게 그녀의 딸의 최근 프로젝트에 대해 말 했다. 그녀가 놀랍게도, 직원들은 그들의 지갑을 열기 시작했다. Alice의 선물 이야기는 Maria의 사무실을 넘어 퍼졌고, Maria는 300달러를 모금할 수 있었다 – Karen과 그녀 아들의 크리스마스 선물을 위해 충분했다. 크리스마스 전날, Maria와 Alice는 크리스마스 선물들을 가지고 Karen의 집을 방문했다. Karen이 문을 열었을 때, Maria와 Alice는 그 깜짝 놀란 여성에게 즐거운 크리스마스를 기원해주었다. 그런 다음 Alice는 차에서 선물들을 내리기 시작했고, 그것들을 하나씩 Karen에게 건넸다. Karen은 믿기지 않는다는 듯 웃었고, 그녀가 언젠가 어려운 다른 사람을 위해 비슷한 어떤 일을 할 수 있기를 바란다고 말했다. 집으로 돌아가는 길에, Maria는 Alice에게, “신이 너의 선물을 늘렸구나”라고 말했다.

Maria Sutton was a social worker in a place where the average income was very low. Many of Maria's clients had lost their jobs when the coal industry in a nearby town _____. Every Christmas season, knowing how much children loved presents at Christmas, Maria tried to arrange a special visit from Santa Claus for one family. Alice, the seven-year-old daughter of Maria, was very _____ about helping with her mother's Christmas event. This year's lucky family was a 25-year-old mother named Karen and her 3-year-old son, who she was raising by herself. However, things went wrong. Two weeks before Christmas Day, a representative from a local organization called Maria to say that the aid she had _____ for Karen had _____. No Santa Claus. No presents. Maria saw the cheer disappear from Alice's face at the news. After hearing this, she ran to her room. When Alice returned, her face was set with determination. She counted out the coins from her piggy bank: \$4.30. "Mom," she told Maria, "I know it's not much. But maybe this will buy a present for the kid." Maria gave her daughter a lovely hug. The next day, Maria told her coworkers about her daughter's _____ project. To her surprise, staff members began to open their purses. The story of Alice's gift had spread beyond Maria's office, and Maria was able to raise \$300 – plenty for a Christmas gift for Karen and her son. On Christmas Eve, Maria and Alice visited Karen's house with Christmas gifts. When Karen opened the door, Maria and Alice wished the _____ woman a merry Christmas. Then Alice began to unload the gifts from the car, _____ them to Karen one by one. Karen laughed in _____, and said she hoped she would one day be able to do something _____ for someone else in need. On her way home, Maria said to Alice, "God multiplied your gift."

9단계 글의 빈칸 넣기

주관식으로 암기

☞ 다음 글을 읽고 물음에 답하시오.

We all have ㉠_____ in life. We like to label ourselves as this or that and are quite proud of our opinions and beliefs. We all like to read a particular newspaper, watch the same sorts of TV programs or movies, go to the same sort of shops every time, eat the sort of food that suits us, and wear the same type of clothes. And all this is fine. ㉡But if we _____ ourselves _____ from all _____ possibilities, we become _____, rigid, hardened—and thus likely to get knocked about a bit. ㉢You have to see _____ as a series of _____. Each adventure is a chance to have fun, learn something, explore the world, expand your circle of friends and experience, and broaden your horizons. ㉣Shutting down to _____ means exactly that—you are _____.

403. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.403)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

404. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.404)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

405. 문맥상 위의 밑줄 친 ㉢의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.405)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

406. 문맥상 위의 밑줄 친 ㉣의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.406)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

☞ 다음 글을 읽고 물음에 답하시오.

Over the centuries various writers and thinkers, looking at humans from an outside perspective, have been struck by ㉠the _____ quality of _____ life. The most famous quote expressing this comes from Shakespeare: “All the world’s a stage, / And all the men and women merely players; / They have their exits and their entrances, / And one man in his time plays many parts.” If the theater and actors were traditionally represented by the image of masks, writers such as Shakespeare are implying ㉡that all of us are _____ wearing _____. Some people are better actors than others. Evil types such as Iago in the play Othello are able to conceal their hostile intentions behind a friendly smile. Others are able to act with more confidence and bravado—they often become leaders. People with excellent acting skills can better navigate our complex social environments and get ahead.

407. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.407)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

408. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.408)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

Φ 다음 글을 읽고 물음에 답하시오.

Personal blind spots are areas @that are _____ to _____ but _____ to _____. The developmental challenge of blind spots is that you don't know what you don't know. Like that area in the side mirror of your car where you can't see that truck in the lane next to you, personal blind spots can easily be ㉞_____ because you are completely unaware of their presence. They can be equally dangerous as well. That truck you don't see? It's really there! ㉠_____ your blind spots. Just because you don't see them, doesn't mean they can't run you over. ㉡This is where you need to _____ the _____ of _____. You have to develop a crew of special people, people who are willing to hold up that mirror, who not only know you well enough to see that truck, but who also care enough about you to let you know that it's there.

409. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.409)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

410. 문맥상 위의 밑줄 친 ㉞의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.410)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

411. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.411)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

412. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.412)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

Φ 다음 글을 읽고 물음에 답하시오.

㉠A child whose behavior is _____ of _____ improves when clear _____ on their _____ are _____ and _____. However, parents must agree on where a limit will be set and how it will be enforced. The limit and the consequence of breaking the limit must be clearly presented to the child. ㉞_____ of the limit should be _____ and _____. Too many limits are difficult to learn and may spoil the normal development of autonomy. The limit must be ㉠_____ in terms of the child's age, temperament, and developmental level. To be effective, both parents (and other adults in the home) must enforce limits. Otherwise, children may effectively split the parents and seek to test the limits with the more indulgent parent. In all situations, to be effective, ㉡punishment must be _____ and linked _____ to a behavior.

413. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.413)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

414. 문맥상 위의 밑줄 친 ㉞의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.414)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

415. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.415)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

416. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.416)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

Φ 다음 글을 읽고 물음에 답하시오.

Many inventions were invented thousands of years ago so ㉠it can be difficult to know their _____. Sometimes scientists discover a model of an early invention and from this model they can accurately tell us how old it is and where it came from. However, there is always the possibility that ㉡in the future other scientists will discover an _____ model of the same invention in a _____ part of the world. In fact, ㉢we are _____ the history of ancient inventions. An example of this is the invention of pottery. For many years archaeologists believed that pottery was first invented in the Near East (around modern Iran) where they had found pots dating back to 9,000 B.C. In the 1960s, however, older pots from 10,000 B.C. were found on Honshu Island, Japan. There is always ㉣a possibility that in the future archaeologists will find _____ pots somewhere else.

417. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.417)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

418. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.418)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

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419. 문맥상 위의 밑줄 친 ㉢의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.419)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

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420. 문맥상 위의 밑줄 친 ㉣의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.420)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

Φ 다음 글을 읽고 물음에 답하시오.

Every farmer knows that the hard part is getting the field prepared. Inserting seeds and watching them grow is easy. In the case of science and industry, the community prepares the field, yet ㉠society tends to give all the _____ to the _____ who happens to plant a successful seed. Planting a seed does not necessarily require overwhelming intelligence; creating ㉡an _____ that allows seeds to prosper does. ㉢We need to give more _____ to the _____ in science, politics, business, and daily life. Martin Luther King Jr. was a great man. Perhaps his greatest strength was his ability to inspire people to work together to achieve, against all odds, revolutionary changes in society's perception of race and in the fairness of the law. But to really understand what he accomplished requires ㉣looking _____ the _____. Instead of treating him as the manifestation of everything great, we should appreciate his role in allowing America to show that it can be great.

421. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.421)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

422. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.422)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

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423. 문맥상 위의 밑줄 친 ㉢의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.423)

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424. 문맥상 위의 밑줄 친 ㉣의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.424)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

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☞ 다음 글을 읽고 물음에 답하시오.

① _____ success or winnings can be very _____. Neurologically, chemicals are released in the brain that give a powerful burst of excitement and energy, leading to the desire to repeat this experience. It can be the start of any kind of addiction or manic behavior. Also, when gains come quickly ②we tend to lose _____ of the basic wisdom that _____ success, to really _____, must come through _____ work. We do not take into account the role that luck plays in such sudden gains. We try again and again to recapture that high from winning so much money or attention. We acquire feelings of superiority. We become especially resistant to anyone who tries to warn us—they don't understand, we tell ourselves. Because this cannot be ③_____, we experience an inevitable fall, which is all the more painful, leading to the depression part of the cycle. Although gamblers are the most prone to this, it equally applies to businesspeople during bubbles and to people who gain sudden attention from the public.

425. 문맥상 위의 밑줄 친 ①의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.425)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

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426. 문맥상 위의 밑줄 친 ②의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.426)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

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427. 문맥상 위의 밑줄 친 ③의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.427)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

☞ 다음 글을 읽고 물음에 답하시오.

When is the right time for the predator to consume the fruit? The plant uses the color of the fruit to signal to predators that it is ripe, which means that the seed's hull has hardened—and therefore the sugar content is at its height. Incredibly, the plant has chosen to manufacture fructose, instead of glucose, as the sugar in the fruit. Glucose raises insulin levels in primates and humans, which initially raises levels of leptin, ④a _____ hormone—but fructose does not. As a result, ⑤the predator never receives the normal message that it is _____. That makes for a win-win for predator and prey. The animal obtains more calories, and because it keeps eating more and more fruit and therefore more seeds, the plant has ⑥a better chance of _____ more of its _____.

428. 문맥상 위의 밑줄 친 ④의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.428)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

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429. 문맥상 위의 밑줄 친 ⑤의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.429)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

430. 문맥상 위의 밑줄 친 ⑥의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.430)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

☞ 다음 글을 읽고 물음에 답하시오.

We are often faced with high-level decisions, where we are unable to predict the results of those decisions. In such situations, most people end up quitting the option altogether, because the stakes are high and results are very unpredictable. But there is a solution for this. You should use **㉠**the process of _____ the _____ on a _____ _____. In many situations, **㉡**it's wise to _____ your _____ in the _____ rather than _____ in headfirst. Recently, I was about to enroll in an expensive coaching program. But I was not fully convinced of how the outcome would be. Therefore, I used this process by enrolling in a low-cost mini course with the same instructor. This helped me understand his methodology, style, and content; and **㉢**I was able to _____ it with a _____ investment, and _____ time and effort **㉣**before _____ to the expensive program.

431. 문맥상 위의 밑줄 친 **㉠**의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.(431)

(기억이 나지 않으면 본문을 다시 보고 **알기해** 쓰세요.)

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432. 문맥상 위의 밑줄 친 **㉡**의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.(432)

(기억이 나지 않으면 본문을 다시 보고 **알기해** 쓰세요.)

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433. 문맥상 위의 밑줄 친 **㉢**의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.(433)

(기억이 나지 않으면 본문을 다시 보고 **알기해** 쓰세요.)

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434. 문맥상 위의 밑줄 친 **㉣**의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.(434)

(기억이 나지 않으면 본문을 다시 보고 **알기해** 쓰세요.)

→ _____

☞ 다음 글을 읽고 물음에 답하시오.

㉠Sociologists have proven that people bring their own _____ and _____ to the _____ they _____; books, TV programs, movies, and music may affect everyone, but **㉡**they affect _____ people in _____ ways. In a study, Neil Vidmar and Milton Rokeach showed episodes of the sitcom All in the Family to viewers with a range of different views on race. The show centers on a character named Archie Bunker, an intolerant bigot who often gets into fights with his more progressive family members. Vidmar and Rokeach found that viewers who didn't share Archie Bunker's views thought the show was very funny in the way it made fun of Archie's absurd racism—in fact, this was the producers' intention. On the other hand, though, viewers who were themselves bigots thought Archie Bunker was the hero of the show and that the producers meant to make fun of his foolish family! This demonstrates **㉢**why it's a mistake to _____ that a certain _____ product will have the _____ effect on _____.

435. 문맥상 위의 밑줄 친 **㉠**의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.(435)

(기억이 나지 않으면 본문을 다시 보고 **알기해** 쓰세요.)

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436. 문맥상 위의 밑줄 친 **㉡**의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.(436)

(기억이 나지 않으면 본문을 다시 보고 **알기해** 쓰세요.)

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437. 문맥상 위의 밑줄 친 **㉢**의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.(437)

(기억이 나지 않으면 본문을 다시 보고 **알기해** 쓰세요.)

→ _____

Φ 다음 글을 읽고 물음에 답하십시오.

The availability heuristic refers to a common mistake that our brains make by assuming ㉠that the instances or examples that come to mind _____ are also the most _____ or _____. It shows that we make our decisions based on ㉡the _____ of _____. ㉢We often misjudge the _____ and _____ of the events that have happened _____ because of the limitations of our _____. According to Harvard professor, Max Bazerman, managers conducting performance appraisals often fall victim to the availability heuristic. ㉣the _____ of _____. highly influences a supervisor's opinion during performance appraisals. Managers give more weight to performance during the three months prior to the evaluation than to the previous nine months of the evaluation period because the recent instances dominate their memories. The availability heuristic is influenced by ㉤the _____ of _____ or _____ of information of some event. Ease of recall suggests that if something is more easily recalled in your memory, you think that it will occur with a high probability.

438. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.438)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

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439. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.439)

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440. 문맥상 위의 밑줄 친 ㉢의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.440)

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441. 문맥상 위의 밑줄 친 ㉣의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.441)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

Φ 다음 글을 읽고 물음에 답하십시오.

Marketing management is concerned not only with finding and increasing demand but also with ㉠_____ or even _____ it. For example, Uluru (Ayers Rock) might have too many tourists wanting to climb it, and Daintree National Park in North Queensland can become overcrowded in the tourist season. Power companies sometimes have trouble meeting demand during peak usage periods. In these and other cases of ㉡_____, the needed marketing task, called demarketing, is ㉢to _____ temporarily or permanently. The aim of demarketing is not to completely destroy demand, but only to reduce or shift it to another time, or even another product. Thus, marketing management seeks to affect the level, timing, and nature of demand in a way that helps the organisation achieve its objectives.

442. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.442)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

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443. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.443)

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(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

Φ 다음 글을 읽고 물음에 답하시오.

The invention of the mechanical clock was influenced by monks who lived in monasteries that were the examples of order and routine. They had to keep accurate time so that monastery bells could be rung at regular intervals to announce the seven hours of the day reserved for prayer. Early clocks were nothing more than a weight tied to a rope wrapped around a revolving drum. Time was determined by watching the length of the weighted rope. The discovery of the pendulum in the seventeenth century led to the widespread use of clocks and enormous public clocks. Eventually, ㉠_____ time turned into _____ time. People started to follow the mechanical time of clocks rather than their natural body time. They ate at meal time, rather than when they were hungry, and went to bed when it was time, rather than when they were sleepy. Even periodicals and fashions became “yearly.” The world had become orderly.

445. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.445)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

Φ 다음 글을 읽고 물음에 답하시오.

Since we know we can't completely eliminate our biases, we need to try to limit the harmful impacts they can have on the objectivity and rationality of our decisions and judgments. ㉡ It is important that we are aware when one of our _____ biases is _____ and make a _____ choice to _____ that bias. We need to be aware of the impact the bias has on our decision making process and our life. Then we can choose an appropriate ㉢_____ strategy to combat it. After we have implemented a strategy, we should check in again to see if it worked in the way we had hoped. If it did, we can move on and make an objective and informed decision. If it didn't, we can try the same strategy again or implement a new one until we are ready to make a rational judgment.

446. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.446)

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447. 문맥상 위의 밑줄 친 ㉢의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.447)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

Φ 다음 글을 읽고 물음에 답하시오.

It is important to remember that computers can only carry out instructions that humans give them. Computers can process data accurately at far greater speeds than people can, yet they are limited in many respects—most importantly, they lack common sense. ㉠However, _____ the strengths of these _____ with _____ strengths creates synergy. Synergy occurs ㉡when _____ resources produce output that _____ the _____ of the outputs of the same resources employed _____. A computer works quickly and accurately; humans work relatively slowly and make mistakes. A computer cannot make independent decisions, however, or formulate steps for solving problems, unless programmed to do so by humans. Even with sophisticated artificial intelligence, which enables the computer to learn and then implement what it learns, the initial programming must be done by humans. ㉢Thus, a human-computer _____ allows the results of human thought to be _____ into _____ processing of large amounts of data.

448. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.448)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

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449. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.449)

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450. 문맥상 위의 밑줄 친 ㉢의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.450)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

Φ 다음 글을 읽고 물음에 답하시오.

For hundreds of thousands of years our hunter-gatherer ancestors could survive only by constantly communicating with one another through ㉠_____. Developed over so much time, before the invention of language, that is how the human face became so expressive, and gestures so elaborate. We have a continual desire to communicate our feelings and yet at the same time the need to conceal them for proper social functioning. With these counterforces battling inside us, ㉡we cannot completely _____ what we _____. Our real feelings continually ㉢_____ in the form of gestures, tones of voice, facial expressions, and posture. We are not trained, however, to pay attention to people's nonverbal cues. By sheer habit, ㉣we _____ on the _____ people say, while also thinking about what we'll say next. What this means is that we are using only a small percentage of the potential social skills we all possess.

451. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.451)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

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452. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.452)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

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453. 문맥상 위의 밑줄 친 ㉢의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.453)

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454. 문맥상 위의 밑줄 친 ㉣의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.454)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

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Φ 다음 글을 읽고 물음에 답하시오.

Why do we help? One widely held view is that ㉠_____ all human _____, that our constant goal is to maximize rewards and minimize costs. Accountants call it cost-benefit analysis. Philosophers call it utilitarianism. Social psychologists call it social exchange theory. If you are considering whether to donate blood, you may weigh the costs of doing so (time, discomfort, and anxiety) against the benefits (reduced guilt, social approval, and good feelings). ㉡If the rewards _____ the costs, you will help. Others believe that we help because we have been socialized to do so, through norms that prescribe how we ought to behave. Through socialization, we learn the ㉢_____ norm: the expectation that we should return help, not harm, to those who have helped us. In our relations with others of similar status, the ㉣_____ norm ㉤compels us to _____ (in favors, gifts, or social invitations) about as much as we _____.

455. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.455)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

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456. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.456)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

457. 문맥상 위의 밑줄 친 ㉢의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.457)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

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458. 문맥상 위의 밑줄 친 ㉣의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.458)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

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Φ 다음 글을 읽고 물음에 답하시오.

An organization imported new machinery with the capacity to produce quality products at a lesser price. A manager was responsible for large quantities in a relatively short span of time. He started with the full utilization of the new machinery. He operated it 24/7 at maximum capacity. He paid the least attention to downtime, recovery breaks or the general maintenance of the machinery. As the machinery was new, it continued to produce results and, therefore, the organization's profitability soared and the manager was appreciated for his performance. Now after some time, this manager was promoted and transferred to a different location. A new manager came in his place to be in charge of running the manufacturing location. But this manager realized that with heavy utilization and without any downtime for maintenance, a lot of the parts of the machinery were significantly worn and needed to be replaced or repaired. The new manager had to put significant time and effort into repair and maintenance of the machines, which resulted in lower production and thus a loss of profits. The earlier manager had only taken care of the goal of production and ignored the machinery although he had short-term good results. ㉠But ultimately not giving attention to _____ and _____ resulted in _____ negative consequences.

459. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.459)

(기억이 나지 않으면 본문을 다시 보고 알기해 쓰세요.)

→ _____

10단계 긴 빈칸 넣기

☞ 다음 글을 읽고 물음에 답하시오.

㉔We _____. 우리는 모두 삶에서 정해진 패턴을 가지고 있다. We like to label ourselves as this or that and are quite proud of our opinions and beliefs. We all like to read a particular newspaper, watch the same sorts of TV programs or movies, go to the same sort of shops every time, eat the sort of food that suits us, and wear the same type of clothes. And all this is fine. ㉕But if we _____, we become boring, rigid, hardened—and thus likely to get knocked about a bit. 그러나 우리가 우리 자신을 모든 다른 가능성으로부터 차단시킨다면, 우리는 지루하며, 완고하고, 경직되게 된다. ㉖You have to see _____. 당신은 삶을 일련의 모험으로 보아야 한다. Each adventure is a chance to have fun, learn something, explore the world, expand your circle of friends and experience, and broaden your horizons. ㉗_____ means exactly that—you are _____. 모험을 멈추는 것은 정확히—당신이 멈추는 것을 의미한다.

460. 문맥상 위의 밑줄 친 ㉔의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.460)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→ _____

461. 문맥상 위의 밑줄 친 ㉕의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.461)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→ _____

462. 문맥상 위의 밑줄 친 ㉖의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.462)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→ _____

463. 문맥상 위의 밑줄 친 ㉗의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.463)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→ _____

☞ 다음 글을 읽고 물음에 답하시오.

㉔Over the centuries various writers and thinkers, looking at humans from an outside perspective, have been struck by _____. 수 세기에 걸쳐 다양한 작가와 사상가들은 외부의 관점에서 인간들을 바라보며 사회적 삶의 연극적 속성과 마주해왔다. The most famous quote expressing this comes from Shakespeare: “All the world’s a stage, / And all the men and women merely players; / They have their exits and their entrances, / And one man in his time plays many parts.” If the theater and actors were traditionally represented by the image of masks, writers such as Shakespeare are implying that all of us are constantly wearing masks. Some people are better actors than others. Evil types such as Iago in the play Othello are able to conceal their hostile intentions behind a friendly smile. Others are able to act with more confidence and bravado—they often become leaders. People with excellent acting skills can better navigate our complex social environments and get ahead.

464. 문맥상 위의 밑줄 친 ㉔의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.464)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→ _____

Φ 다음 글을 읽고 물음에 답하시오.

㉔Personal blind spots are _____

_____ . 개인의 맹점은 다른 사람들에게는 보이지
지만 당신에게는 보이지 않는 부분이다. The developmental
challenge of blind spots is that you don't know what
you don't know. Like that area in the side mirror of
your car where you can't see that truck in the lane next
to you, ㉔

because you are _____ .

개인의 맹점은 당신이 그것의 존재를 완전히 인지하지 못하기 때문
에 쉽게 간과될 수 있다. They can be equally dangerous as
well. ㉔That truck you don't see? It's really there! _____

_____ . 당신이 보지 못하는 그 트럭? 그것은 정말
말 거기에 있다! 그리고 당신의 맹점도 그러하다. Just because
you don't see them, doesn't mean they can't run you
over. ㉔This is _____

_____ . 이 부분이 당신이 다른 사람의 도움을 구해야 할 부분이
다. You have to develop a crew of special people,
people who are willing to hold up that mirror, who not
only know you well enough to see that truck, but who
also care enough about you to let you know that it's
there.

465. 문맥상 위의 밑줄 친 ㉔의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.465)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

466. 문맥상 위의 밑줄 친 ㉔의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.466)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

467. 문맥상 위의 밑줄 친 ㉔의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.467)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

468. 문맥상 위의 밑줄 친 ㉔의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.468)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

Φ 다음 글을 읽고 물음에 답하시오.

㉔A child _____

when _____

_____ . 행동이 통제되지 않는 아이는 행동에 대한 분명한 제한
이 설정되고 시행될 때 개선된다. However, parents must
agree on where a limit will be set and how it will be
enforced. The limit and the consequence of breaking
the limit must be clearly presented to the child. ㉔

_____ .

제한의 시행은 일관성 있고 단호해야 한다. Too many limits
are difficult to learn and may spoil the normal
development of autonomy. ㉔_____

_____ in terms of the child's age, temperament,
and developmental level. 제한은 아이의 나이, 기질, 발달 수준
의 측면에서 합당해야 한다. To be effective, both parents

(and other adults in the home) must enforce limits.
Otherwise, children may effectively split the parents and
seek to test the limits with the more indulgent parent.

㉔In all situations, to be effective, _____

_____ . 모든 상황에서, 효과
적이라면, 처벌은 간결하고 행동과 직접적으로 관련 있어야 한다.

469. 문맥상 위의 밑줄 친 ㉔의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.469)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

470. 문맥상 위의 밑줄 친 ㉔의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.470)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

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471. 문맥상 위의 밑줄 친 ㉔의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.471)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

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472. 문맥상 위의 밑줄 친 ㉔의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.472)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

☞ 다음 글을 읽고 물음에 답하시오.

③Many inventions were invented thousands of years ago so it _____. 많은 발명품들은 수천 년 전에 발명이 되어서 그것들의 정확한 기원을 아는 것은 어려울 수 있다. Sometimes scientists discover a model of an early invention and from this model they can accurately tell us how old it is and where it came from. ④However, there is always the possibility that in the future other scientists will _____

_____ in a different part of the world. 그러나 미래에 다른 과학자들이 세계의 다른 곳에서 똑같은 발명품의 훨씬 더 오래된 모형을 발견할 가능성이 항상 존재한다.

⑤In fact, we _____. 사실 우리는 고대 발명품들의 역사를 계속해서 발견하고 있다. An example of this is the invention of pottery. For many years archaeologists believed that pottery was first invented in the Near East (around modern Iran) where they had found pots dating back to 9,000 B.C. In the 1960s, however, older pots from 10,000 B.C. were found on Honshu Island, Japan. ⑥There is always a possibility that in the future _____

_____ 미래에 고고학자들이 어딘가에서 훨씬 더 오래된 도자기를 발견할 가능성은 언제나 존재한다.

473. 문맥상 위의 밑줄 친 ③의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.(473)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

474. 문맥상 위의 밑줄 친 ④의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.(474)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

475. 문맥상 위의 밑줄 친 ⑤의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.(475)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

476. 문맥상 위의 밑줄 친 ⑥의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.(476)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

☞ 다음 글을 읽고 물음에 답하시오.

Every farmer knows that the hard part is getting the field prepared. Inserting seeds and watching them grow is easy. ③In the case of science and industry, the community prepares the field, yet society _____

_____ who _____ a successful seed. 과학과 산업의 경우, 공동체가 발을 준비하지만, 사회는 유연히 성공적인 씨앗을 심은 개인에게 모든 공로를 돌리는 경향이 있다. ④Planting a seed does not necessarily require overwhelming intelligence; _____

_____ 씨를 심는 것은 반드시 엄청난 지능을 필요로 하는 것은 아니다; 씨앗이 번성하게 해 주는 환경을 만드는 것은 그러하다. ⑤We _____

_____ in science, politics, business, and daily life. Martin Luther King Jr. was a great man. 우리는 과학, 정치, 사업 그리고 일상에서 공동체에 좀 더 많은 공로를 인정해 줄 필요가 있다. Perhaps his greatest strength was his ability to inspire people to work together to achieve, against all odds, revolutionary changes in society's perception of race and in the fairness of the law. ⑥But to really understand _____

_____ requires _____. 그러나 그가 성취한 것을 진정으로 이해하는 것은 그 사람을 넘어서 보는 것을 요구한다. Instead of treating him as the manifestation of everything great, we should appreciate his role in allowing America to show that it can be great.

477. 문맥상 위의 밑줄 친 ③의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.(477)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

478. 문맥상 위의 밑줄 친 ④의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.(478)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

479. 문맥상 위의 밑줄 친 ⑤의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.(479)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

480. 문맥상 위의 밑줄 친 ⑥의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.(480)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

☞ 다음 글을 읽고 물음에 답하시오.

㉠

_____ . 갑작스러운 성공이나 상금은 아주 위험할 수 있다.

Neurologically, chemicals are released in the brain that give a powerful burst of excitement and energy, leading to the desire to repeat this experience. It can be the start of any kind of addiction or manic behavior. ㉡Also, when gains come quickly we _____

_____ that _____, to really last, _____

_____ . 또한, 이익이 빨리 얻어질 때, 우리는 진정한 성공이 정말 지속되기 위해서는 노력을 통해야 한다는 기본적인 지혜를 보지 못하는 경향이 있다. We do not take

into account the role that luck plays in such sudden gains. We try again and again to recapture that high from winning so much money or attention. We acquire feelings of superiority. We become especially resistant to anyone who tries to warn us—they don't understand, we tell ourselves. Because this cannot be sustained, we experience an inevitable fall, which is all the more painful, leading to the depression part of the cycle. Although gamblers are the most prone to this, it equally applies to businesspeople during bubbles and to people who gain sudden attention from the public.

481. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.481)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

482. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.482)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

☞ 다음 글을 읽고 물음에 답하시오.

When is the right time for the predator to consume the fruit? The plant uses the color of the fruit to signal to predators that it is ripe, which means that the seed's hull has hardened—and therefore the sugar content is at its height. Incredibly, the plant has chosen to manufacture fructose, instead of glucose, as the sugar in the fruit. ㉢Glucose raises insulin levels in primates and humans, which initially raises levels of leptin, _____ —but fructose does not. 포도당은 영양류와 인간의 인슐린 수치를 높이는데, 그것은 처음에는 배고픔을 막는 호르몬인 렙틴의 수치를 높이지만 — 과당은 그렇지 않다. ㉣As a result, the predator _____ . 그 결과 포식자는 결코 배가 부르다는 일반적인 메시지를 받지 못한다. That makes for a win-win for predator and prey. The animal obtains more calories, and because it keeps eating more and more fruit and therefore more seeds, the plant has a better chance of distributing more of its babies.

483. 문맥상 위의 밑줄 친 ㉢의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.483)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

484. 문맥상 위의 밑줄 친 ㉣의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.484)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

☞ 다음 글을 읽고 물음에 답하십시오.

We are often faced with high-level decisions, where we are unable to predict the results of those decisions. ㉠ In such situations, most people end up _____, because _____ and _____. 그런 경우에, 대부분의 사람들은 결국 선택권을 전적으로 포기하는데, 왜냐하면 위험성이 높고 결과에 매우 예측 불가능하기 때문이다. But there is a solution for this. ㉡ You should use the process of _____. 당신은 선택을 좀 더 작은 규모로 시험해보는 과정을 활용해야 한다. ㉢ In many situations, it's wise to _____ rather than _____. 많은 경우에, 물 속에 머리부터 뛰어들기보다는 발끝을 담그는 것이 현명하다. Recently, I was about to enroll in an expensive coaching program. But I was not fully convinced of how the outcome would be. Therefore, I used this process by enrolling in a low-cost mini course with the same instructor. This helped me understand his methodology, style, and content; and ㉣ I was able to test _____, and _____ before _____. 그리고 비싼 프로그램에 완전히 전념하기 전에 나는 그것을 더 낮은 투자, 그리고 적은 시간과 노력으로 시험해 볼 수 있었다.

485. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요. (485)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→ _____

486. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요. (486)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

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487. 문맥상 위의 밑줄 친 ㉢의 빈칸에 들어갈 말로 적절한 표현을 쓰세요. (487)

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488. 문맥상 위의 밑줄 친 ㉣의 빈칸에 들어갈 말로 적절한 표현을 쓰세요. (488)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→ _____

☞ 다음 글을 읽고 물음에 답하십시오.

㉠ Sociologists have proven that people _____ to _____. 사회학자들은 사람들이 그들 자신의 관점이나 가치를 그들이 직면하는 문화로 가져온다는 것을 입증해 왔다; books, TV programs, movies, and music may affect everyone, but they affect different people in different ways. In a study, Neil Vidmar and Milton Rokeach showed episodes of the sitcom All in the Family to viewers with a range of different views on race. The show centers on a character named Archie Bunker, an intolerant bigot who often gets into fights with his more progressive family members. Vidmar and Rokeach found that viewers who didn't share Archie Bunker's views thought the show was very funny in the way it made fun of Archie's absurd racism—in fact, this was the producers' intention. On the other hand, though, viewers who were themselves bigots thought Archie Bunker was the hero of the show and that the producers meant to make fun of his foolish family! ㉡ This demonstrates why it's a mistake to assume that _____. 이것이 특정 문화적 산물이 모든 사람에게 똑같은 영향을 줄 것이라고 가정하는 것이 잘못된 이유를 보여준다.

489. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요. (489)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

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490. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요. (490)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→ _____

☞ 다음 글을 읽고 물음에 답하시오.

㉠The availability heuristic refers to a common mistake that our brains make by assuming that the instances or examples _____

_____. 가용성 휴리스틱은 우리의 뇌가 머릿속에 쉽게 떠오르는 사례들이 가장 중요하거나 널리 퍼져 있다고 가정함으로써 저지르는 일반적인 오류를 가리킨다. ㉡It shows that we _____

_____. 그것은 우리가 사건들의 최신성에 기반하여 의사 결정을 한다는 것을 보여준다. ㉢We often _____ that _____

_____ because of _____. 우리 기억의 한계 때문에 우리는 종종 최근에 발생한 사건들의 빈도와 규모를 잘못 판단한다. According to Harvard professor, Max Bazerman, managers conducting performance appraisals often fall victim to the availability heuristic. The recency of events highly influences a supervisor's opinion during performance appraisals. Managers give more weight to performance during the three months prior to the evaluation than to the previous nine months of the evaluation period because the recent instances dominate their memories. ㉣The availability heuristic is _____

_____ of some event. 가용성 휴리스틱은 어떤 사건에 대한 정보의 회상 또는 복구 가능성의 용이함에 의해서 영향을 받는다. ㉤Ease of recall suggests that if something _____

_____ in your memory, you think that it _____. 회상의 용이함은 만약 어떤 것이 당신의 기억 속에서 더 쉽게 회상되어진다면, 그것이 높은 가능성으로 일어날 것이라고 생각한다는 것을 시사한다.

491. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.491)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→ _____

492. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.492)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→ _____

493. 문맥상 위의 밑줄 친 ㉢의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.493)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

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494. 문맥상 위의 밑줄 친 ㉣의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.494)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→ _____

495. 문맥상 위의 밑줄 친 ㉤의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.495)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→ _____

☞ 다음 글을 읽고 물음에 답하시오.

㉠Marketing management is concerned not only with _____ but also with _____

. 마케팅 경영은 수요를 찾고 증가시키는 것 뿐만 아니라 그것을 바꾸고 또는 심지어 줄이는 것과도 관련이 있다. For example, Uluru (Ayers Rock) might have too many tourists wanting to climb it, and Daintree National Park in North Queensland can become overcrowded in the tourist season. Power companies sometimes have trouble meeting demand during peak usage periods. In these and other cases of excess demand, the needed marketing task, called demarketing, is to reduce demand temporarily or permanently. The aim of demarketing is not to completely destroy demand, but only to reduce or shift it to another time, or even another product. ㉢Thus, marketing management seeks to _____ in a way that helps the organisation achieve its objectives. 따라서, 마케팅 경영은 조직이 그것의 목표들을 달성하는 것을 돕는 방식으로 수요의 수준, 시기, 그리고 특성에 영향을 주는 것을 추구한다.

496. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.496)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

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497. 문맥상 위의 밑줄 친 ㉢의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.497)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

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☞ 다음 글을 읽고 물음에 답하시오.

The invention of the mechanical clock was influenced by monks who lived in monasteries that were the examples of order and routine. They had to keep accurate time so that monastery bells could be rung at regular intervals to announce the seven hours of the day reserved for prayer. Early clocks were nothing more than a weight tied to a rope wrapped around a revolving drum. Time was determined by watching the length of the weighted rope. The discovery of the pendulum in the seventeenth century led to the widespread use of clocks and enormous public clocks.

㉠Eventually, _____ . 마침내, 시간을 지키는 것은 시간에 복종하는 것이 되었다. ㉢People started to _____ rather than _____. 사람들은 그들의 자연적 생체 시간보다는 기계식 시계의 시간을 따르기 시작했다. They ate at meal time, rather than when they were hungry, and went to bed when it was time, rather than when they were sleepy. Even periodicals and fashions became “yearly.” The world had become orderly.

498. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.498)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

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499. 문맥상 위의 밑줄 친 ㉢의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.499)

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☞ 다음 글을 읽고 물음에 답하십시오.

It is important to remember that computers can only carry out instructions that humans give them. Computers can process data accurately at far greater speeds than people can, yet they are limited in many respects—most importantly, they lack common sense.

㉔However, combining the strengths of these machines with human strengths creates synergy. 그러나, 이러한 기계들의 강점과 인간의 강점을 결합하는 것은 시너지를 생성한다. ㉕Synergy occurs when _____

_____. 시너지는 결합된 자원들이 같은 자원들을 각각 사용한 산출의 합을 초과하는 산출을 생성할 때 일어난다. A computer works quickly and accurately; humans work relatively slowly and make mistakes. A computer cannot make independent decisions, however, or formulate steps for solving problems, unless programmed to do so by humans. Even with sophisticated artificial intelligence, which enables the computer to learn and then implement what it learns, the initial programming must be done by humans. ㉖Thus, a human-computer combination _____ of large amounts of data. 따라서, 인간-컴퓨터 결합은 인간 사고의 결과들이 많은 양의 데이터의 효율적 처리로 변환되도록 한다.

500. 문맥상 위의 밑줄 친 ㉔의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.500)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

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501. 문맥상 위의 밑줄 친 ㉕의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.501)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

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502. 문맥상 위의 밑줄 친 ㉖의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.502)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

☞ 다음 글을 읽고 물음에 답하십시오.

㉔For hundreds of thousands of years our hunter-gatherer ancestors could survive only _____

_____. 수십만 년 동안 우리의 수렵-채집인 조상들은 비언어적 신호들을 통해서 서로 끊임없이 의사소통함으로써만 생존할 수 있었다.

Developed over so much time, before the invention of language, that is how the human face became so expressive, and gestures so elaborate. ㉕We have a continual desire _____ and yet at the same time the need _____

_____. 우리는 우리의 감정을 전달하고자하는 끊임 없는 욕망과 그러나 동시에 적절한 사회적 기능을 위해 그것들을 감추고자 하는 욕구를 가지고 있다. ㉖With these counterforces battling inside us, we _____

_____. 이 상충하는 힘들이 우리 내면에서 다투면서, 우리는 우리가 전달하는 것을 완전히 통제할 수 없다. Our real feelings continually leak out in the form of gestures, tones of voice, facial expressions, and posture. We are not trained, however, to pay attention to people's nonverbal cues. ㉗By sheer habit, we _____, while also thinking about what we'll say next. 순전한 습관을 통해서 우리는 사람들이 하는 말에 매달리고, 동시에 또한 우리가 다음번에 말할 것에 대해 생각한다. What this means is that we are using only a small percentage of the potential social skills we all possess.

503. 문맥상 위의 밑줄 친 ㉔의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.503)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

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504. 문맥상 위의 밑줄 친 ㉕의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.504)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

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505. 문맥상 위의 밑줄 친 ㉖의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.505)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

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506. 문맥상 위의 밑줄 친 ㉗의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.506)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

→

☞ 다음 글을 읽고 물음에 답하시오.

Why do we help? ㉠One widely held view is that _____, that our constant goal is _____.

우리는 왜 돕는가? 하나의 널리 받아들여지는 관점은 자기 이익이 모든 인간의 상호작용의 기초가 되고, 우리의 지속적인 목표는 보상을 극대화하고 비용을 최소화하는 것이라는 것이다.

Accountants call it cost-benefit analysis. Philosophers call it utilitarianism. Social psychologists call it social exchange theory. If you are considering whether to donate blood, you may weigh the costs of doing so (time, discomfort, and anxiety) against the benefits (reduced guilt, social approval, and good feelings). ㉡If _____, _____.

만약 그 보상들이 비용들을 초과한다면 당신은 도울 것이다. Others believe that we help because we have been socialized to do so, through norms that prescribe how we ought to behave. ㉢Through socialization, we learn _____: the expectation that _____, not harm, to _____.

사회화를 통해서 우리는 상호성 규범을 배운다: 우리는 우리를 도와왔던 사람들에게 해가 아닌, 도움을 돌려줘야 한다는 기대이다. ㉣In our relations with others of similar status, _____ (in favors, gifts, or social invitations) about _____.

유사한 지위의 타인들과의 관계에서, 상호성 규범은 우리로 하여금 대략 우리가 받은 만큼(호의, 선물들, 혹은 사회적 초대) 줘야한다는 것을 강요한다.

507. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.(507)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 경독해주세요.)

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508. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.(508)

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509. 문맥상 위의 밑줄 친 ㉢의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.(509)

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510. 문맥상 위의 밑줄 친 ㉣의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.(510)

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❖ 다음 글을 읽고 물음에 답하시오.

An organization imported new machinery with the capacity to produce quality products at a lesser price. A manager was responsible for large quantities in a relatively short span of time. ㉠He _____ . 그는 새로운 기계의 최대한의 사용으로 시작했다. He operated it 24/7 at maximum capacity. ㉡He _____ , _____ or _____ of the machinery. 그는 비가동 시간, 회복을 위한 휴지기, 또는 기계의 일반적인 유지 보수에 최소한의 관심을 기울였다. As the machinery was new, it continued to produce results and, therefore, the organization's profitability soared and the manager was appreciated for his performance. Now after some time, this manager was promoted and transferred to a different location. A new manager came in his place to be in charge of running the manufacturing location. But this manager realized that with heavy utilization and without any downtime for maintenance, a lot of the parts of the machinery were significantly worn and needed to be replaced or repaired. The new manager had to put significant time and effort into repair and maintenance of the machines, which resulted in lower production and thus a loss of profits. ㉢The earlier manager _____ the goal of production and _____ the machinery although he had _____. 이전의 관리자는 비록 그가 단기간에 좋은 결과를 얻었을지라도 생산 목표만을 신경 썼고 기계를 무시했다. ㉣But ultimately _____ resulted in _____. 그러나 궁극적으로 회복과 유지 보수에 주의를 기울이지 않은 것은 장기간의 부정적인 결과들을 초래했다.

511. 문맥상 위의 밑줄 친 ㉠의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.511)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

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512. 문맥상 위의 밑줄 친 ㉡의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.512)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

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513. 문맥상 위의 밑줄 친 ㉢의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.513)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

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514. 문맥상 위의 밑줄 친 ㉣의 빈칸에 들어갈 말로 적절한 표현을 쓰세요.514)

(주어진 우리말 표현을 이용해 쓰고 전체 문맥과의 관계를 생각하면서 본문을 다시 정독해주세요.)

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내신대비 변형문제 우작

[hwp&pdf]파일 변형문제 판매중



정답

1) Dear Mr. Stanton:

We at the Future Music School [have been providing] music education to talented children for 10 years. We hold an annual festival to give our students a chance to share their music with the community and we always invite a famous musician [to perform] in the opening event. Your reputation as a world-class violinist [precedes] you and the students consider you the musician who [has influenced] them the most. That's [why] we want to ask you to perform at the opening event of the festival. It would be an honor for them to watch one of the most famous violinists of all time [play] at the show. It would make the festival more colorful and splendid. We look forward [to receiving] a positive reply.

Sincerely, Steven Forman

2) It was time for the results of the speech contest. I was still [skeptical] [whether] I would win a prize or not. My hands were trembling due to the anxiety. I thought to myself, 'Did I work [hard enough] to [outperform] the other participants?' After a long wait, an envelope was handed to the announcer. She tore open the envelope to pull out the winner's name. My hands were now sweating and my heart started pounding really hard and fast. "The winner of the speech contest is Josh Brown!" the announcer declared. As I realized my name [had been called], I jumped with joy. "I can't believe it. I did it!" I exclaimed. I felt like I was in heaven. [Almost] everybody gathered around me and started congratulating me for my victory.

3) We all have set patterns in life. We like to label [ourselves] as this or that and [are] quite proud of our opinions and beliefs. We all like to read a particular newspaper, watch the same sorts of TV programs or movies, go to the same sort of shops every time, eat the sort of food [that suits] us, and [wear] the same type of clothes. And all this is fine. But if we cut ourselves off from all other possibilities, we become [boring], rigid, hardened—and thus likely to get [knocked] about a bit. You have to see life as a series of [adventures]. Each adventure is a chance to have fun, learn something, explore the world, [expand] your circle of friends and experience, and [broaden] your horizons. [Shutting] down to adventure means exactly that—you are shut down.

- 4) Over the centuries various writers and thinkers, [looking] at humans from an outside perspective, [have been struck] by the theatrical quality of social life. The most famous quote [expressing] this comes from Shakespeare: “All the world’s a stage, / And all the men and women merely players; / They have their exits and their entrances, / And one man in his time plays many parts.” If the theater and actors were traditionally [represented by] the image of masks, writers such as Shakespeare are implying [that] all of us are constantly wearing masks. Some people are better actors than others. Evil types such as Iago in the play Othello are able to [conceal] their hostile intentions behind a friendly smile. Others are able to act with more [confidence] and bravado—they often become leaders. People with excellent acting skills can better navigate our complex social environments and get ahead.
- 5) Personal blind spots are areas [that = which] are [visible] to others but not to you. The developmental challenge of blind spots [is] that you don’t know what you don’t know. Like that area in the side mirror of your car [where] you can’t see that truck in the lane next to you, personal blind spots can easily [be overlooked] because you are completely unaware of their [presence]. They can be equally dangerous as well. That truck you don’t see? It’s really there! [So are your blind spots]. Just because you don’t see them, doesn’t mean they can’t run you over. This is [where] you need to [enlist] the help of others. You have to develop a crew of special people, people who are [willing] to hold up that mirror, [who] not only know you well enough to see that truck, but who also care enough about you to let you [know] that it’s there.
- 6) A child [whose] behavior is out of control [improves] when clear limits on their behavior are set and [enforced]. However, parents must agree on where a limit will be set and how it will [be enforced]. The limit and the consequence of breaking the limit must be clearly presented to the child. [Enforcement] of the limit should be [consistent] and firm. Too many limits are difficult to learn and may spoil the normal development of autonomy. The limit must be reasonable in terms of the child’s age, temperament, and developmental level. To be [effective], both parents (and other adults in the home) must enforce limits. Otherwise, children may effectively split the parents and seek to test the limits with the more [indulgent] parent. In all situations, to be effective, punishment must be brief and linked directly to a behavior.
- 7) Many inventions were invented thousands of years ago so it can be [difficult] to know their exact origins. Sometimes scientists discover a model of an early invention and from this model they can accurately tell us how old it is and [where] it came from. However, there is always the possibility [that] in the future other scientists will discover an even older model of the same invention in a different part of the world. In fact, we are forever [discovering] the history of ancient inventions. An example of this is the invention of pottery. For many years archaeologists believed that pottery was first invented in the Near East (around modern Iran) [where] they [had found] pots dating back to 9,000 B.C. In the 1960s, however, older pots from 10,000 B.C. were found on Honshu Island, Japan. There is always a possibility [that] in the future archaeologists will find even older pots somewhere else.
- 8) The graph above shows the amount of the electric car stock in five countries in 2014 and 2016. [All] five countries had [more] electric car stock in 2016 than in 2014. In 2014, the electric car stock of the United States ranked [first] among the five countries, [followed by] that of China. However, China showed the [biggest] increase of electric car stock from 2014 to 2016, [surpassing] the United States in electric car stock in 2016. Between 2014 and 2016, the increase in electric car stock in Japan was [less than] that in Norway. In the Netherlands, the electric car stock was more than [twice] larger in 2016 than in 2014.
- 9) The impala is one of the most graceful four-legged [animals]. Impalas have the ability to [adapt to] different environments of the savannas. Both male and female impalas are similar in color, with white bellies and black-tipped ears. Male impalas have long and pointed horns [which] can measure 90 centimeters in length. Female impalas have no horns. Impalas [feed upon] grass, fruits, and leaves from trees. When conditions are [harsh] in the dry season, they come together to search for food in mixed herds which can number as many as 100–200 individuals. The breeding season [occurs] at the end of the wet season around May. Females give birth in an [isolated] spot away from the herd. The average life span of an impala is between 13 and 15 years in the wild.

10) Every farmer knows that the hard part is getting the field [prepared]. Inserting seeds and watching [them] grow is easy. In the case of science and industry, the community prepares the field, yet society tends to give all the credit to the [individual] who happens to plant a [successful] seed. Planting a seed does not necessarily require overwhelming intelligence; creating an environment that allows seeds to [prosper] [does]. We need to give more credit to the [community] in science, politics, business, and daily life. Martin Luther King Jr. was a great man. Perhaps his greatest strength was his ability to [inspire] people to work together to achieve, against all odds, revolutionary changes in society's perception of race and in the fairness of the law. But to really understand what he accomplished [requires] looking beyond [the man]. Instead of treating him as the [manifestation] of everything great, we should appreciate his role in allowing America [to show] that it can be great.

11) [Sudden] success or winnings can be very dangerous. Neurologically, chemicals [are released] in the brain that [give] a powerful burst of excitement and energy, [leading to] the desire to repeat this experience. It can be the start of any kind of addiction or manic behavior. Also, when gains come quickly we tend to [lose] sight of the basic wisdom that true success, to really last, must come through [hard] work. We do not take into account the role that luck plays in such sudden gains. We try again and again to recapture [that high] from winning so much money or attention. We [acquire] feelings of [superiority]. We become especially [resistant] to anyone who tries to warn us—they don't understand, we tell ourselves. Because this cannot be [sustained], we experience an inevitable fall, [which] is all the more painful, leading to the depression part of the cycle. Although gamblers are the most [prone] to this, it equally applies to businesspeople during bubbles and to people who gain [sudden] attention from the public.

12) When is the right time for the predator to [consume] the fruit? The plant uses the color of the fruit to signal to predators that it is ripe, [which] means that the seed's hull has hardened—and therefore the sugar content is at its height. Incredibly, the plant has chosen to manufacture fructose, instead of glucose, as the sugar in the fruit. Glucose [raises] insulin levels in primates and humans, [which] initially raises levels of leptin, a hunger-blocking hormone—but fructose [does not]. As a result, the predator never receives the normal message [that] it is [full]. That makes for a win-win for predator and [prey]. The animal [obtains] more calories, and because it keeps eating more and more fruit and therefore [more] seeds, the plant has a better chance of [distributing] more of its babies.

13) We are often faced with high-level decisions, [where] we are unable to [predict] the results of those decisions. In such situations, most people end up [quitting] the option altogether, because the stakes are [high] and results are very [unpredictable]. But there is a solution for this. You should use the process of testing the option on a [smaller] scale. In many situations, it's wise to dip your toe in the water rather than dive in headfirst. Recently, I was about [to enroll] in an expensive coaching program. But I was not fully [convinced] of how the outcome would be. Therefore, I used this process by enrolling in a low-cost mini course with the same instructor. This helped me [understand] his methodology, style, and content; and I was able to test it with a lower investment, and less time and effort before [committing] fully to the expensive program.

14) Sociologists have proven [that] people bring their own views and values to the culture they [encounter]; books, TV programs, movies, and music may [affect] everyone, but they affect different people in [different] ways. In a study, Neil Vidmar and Milton Rokeach showed episodes of the sitcom All in the Family to viewers with a range of [different] views on race. The show [centers on] a character named Archie Bunker, an intolerant bigot who often gets into fights with his more [progressive] family members. Vidmar and Rokeach found that viewers who didn't [share] Archie Bunker's views thought the show was very funny in the way it made fun of Archie's [absurd] racism—in fact, this was the producers' intention. On the other hand, though, viewers who were [themselves] bigots thought Archie Bunker was the hero of the show and that the producers meant [to make] fun of his foolish family! This demonstrates why it's a mistake to assume that a certain cultural product will have the [same] effect on everyone.

15) The availability heuristic refers to a common mistake [that] our brains make by assuming [that] the instances or examples that come to mind [easily] are also the most [important or prevalent]. It shows that we make our decisions based on the [recency] of events. We often misjudge the [frequency and magnitude] of the events that have happened [recently] because of the [limitations] of our memories. According to Harvard professor, Max Bazerman, managers [conducting] performance appraisals often fall victim to the availability heuristic. The [recency] of events highly influences a supervisor's opinion during performance appraisals. Managers give [more] weight to performance during the three months prior to the evaluation than to the previous nine months of the evaluation period because the [recent] instances [dominate] their memories. The availability heuristic is influenced by the ease of recall or [retrievability] of information of some event. Ease of recall suggests that if something is more [easily] recalled in your memory, you think that it will occur with a [high] probability.

16) Marketing management is concerned not only with finding and [increasing] demand but also with changing or even [reducing] it. For example, Uluru (Ayers Rock) might have too many tourists [wanting] to climb it, and Daintree National Park in North Queensland can become overcrowded in the tourist season. Power companies sometimes have trouble [meeting] demand during peak usage periods. In these and other cases of [excess] demand, the needed marketing task, called demarketing, is to [reduce] demand temporarily or permanently. The aim of [demarketing] is not to completely destroy demand, but only to reduce or shift it to another time, or even another product. Thus, marketing management seeks to [affect] the level, timing, and nature of demand in a way that helps the organisation [achieve] its objectives.

17) The invention of the mechanical clock was influenced by monks who lived in monasteries [that] were the examples of order and routine. They had to keep accurate time so that monastery bells [could be rung] at regular intervals to announce the seven hours of the day [reserved] for prayer. Early clocks were nothing more than a weight [tied] to a rope wrapped around a revolving drum. Time was determined by watching the length of the weighted rope. The discovery of the pendulum in the seventeenth century led to the widespread use of clocks and enormous public clocks. Eventually, keeping time turned into [serving] time. People started to [follow] the mechanical time of clocks rather than their natural body time. They ate at meal time, rather than when they were hungry, and went to bed when it was time, rather than when they were sleepy. Even periodicals and fashions became “yearly.” The world had become orderly.

18) Since we know we can't completely [eliminate] our biases, we need to try to [limit] the harmful impacts they can have on the objectivity and rationality of our decisions and judgments. It is important that we are aware when one of our cognitive biases [is] [activated] and [make] a conscious choice to [overcome] that bias. We need to be aware of the impact the bias has on our decision making process and our life. Then we can choose an [appropriate] de-biasing strategy to combat it. After we have [implemented] a strategy, we should check in again to see if it worked in the way we [had hoped]. If it [did], we can move on and make an objective and informed decision. If it didn't, we can try the same strategy again or [implement] a new one until we [are] ready to make a rational judgment.

19) It is important to remember that computers can only carry out instructions [that] humans give them. Computers can process data accurately at far greater speeds than people can, yet they are limited in many respects—most importantly, they lack common sense. However, [combining] the strengths of these machines with human strengths [creates] synergy. Synergy [occurs] when [combined] resources produce output that [exceeds] the sum of the outputs of the same resources [employed] separately. A computer works quickly and accurately; humans work relatively slowly and make mistakes. A computer cannot make [independent] decisions, however, or formulate steps for solving problems, unless [programmed] to do so by humans. Even with [sophisticated] artificial intelligence, [which] enables the computer to learn and then implement [what] it learns, the initial programming must [be done] by humans. Thus, a human-computer combination allows the results of human thought to be translated into [efficient] processing of large amounts of data.

20) For hundreds of thousands of years our hunter-gatherer ancestors could survive only by constantly [communicating with] one another through [nonverbal] cues. [Developed] over so much time, before the invention of language, [that] is how the human face became so expressive, and gestures so [elaborate]. We have a continual desire to [communicate] our feelings and yet at the same time the need to [conceal] them for proper social functioning. With these counterforces [battling] inside us, we [cannot] completely control what we communicate. Our real feelings continually leak out in the form of gestures, tones of voice, facial expressions, and posture. We are not trained, however, to pay attention to people's [nonverbal] cues. By sheer habit, we fixate on the [words] people say, while also [thinking] about what we'll say next. What this means is that we are using only a small percentage of the potential [social] skills we all possess.

21) Why do we help? One widely held view is that self-interest [underlies] all human interactions, [that] our constant goal is to maximize rewards and minimize costs. Accountants call it cost-benefit analysis. Philosophers call it utilitarianism. Social psychologists call it social exchange theory. If you are [considering] whether to donate blood, you may weigh the costs of doing so (time, discomfort, and anxiety) against the benefits (reduced guilt, social approval, and good feelings). If the rewards [exceed] the costs, you will help. Others believe that we help because we have been [socialized] to do so, through norms that [prescribe] how we ought to behave. Through socialization, we learn the [reciprocity] norm: the expectation [that] we should return help, not harm, to those who have helped us. In our relations with others of similar [status], the reciprocity norm [compels] us to give (in favors, gifts, or social invitations) about as much as we [receive].

22) An organization imported new machinery with the capacity to produce quality products at a lesser price. A manager was responsible for large [quantities] in a relatively short span of time. He started with the full [utilization] of the new machinery. He operated it 24/7 at maximum capacity. He paid the [least] attention to downtime, recovery breaks or the general maintenance of the machinery. As the machinery was new, it continued to produce results and, therefore, the organization's profitability [soared] and the manager [was appreciated] for his performance. Now after some time, this manager was promoted and transferred to a different location. A new manager came in his place to be in charge of running the manufacturing location. But this manager realized [that] with heavy utilization and without any [downtime] for maintenance, a lot of the parts of the machinery were [significantly] worn and needed to be replaced or repaired. The new manager had to put significant time and effort into repair and maintenance of the machines, [which] resulted in [lower] production and thus a loss of profits. The earlier manager had only taken care of the goal of production and [ignored] the machinery although he had [short-term] good results. But ultimately not giving attention to recovery and maintenance resulted in long-term [negative] consequences.

23) Maria Sutton was a social worker in a place [where] the average income was very low. Many of Maria's clients had lost their jobs when the coal industry in a nearby town [collapsed]. Every Christmas season, [knowing] how much children loved presents at Christmas, Maria tried to [arrange] a special visit from Santa Claus for one family. Alice, the [seven-year-old] daughter of Maria, was very [enthusiastic about] helping with her mother's Christmas event. This year's lucky family was a 25-year-old mother named Karen and her 3-year-old son, [who] she was raising by herself. However, things went wrong. Two weeks before Christmas Day, a representative from a local organization called Maria to say that the aid she had requested for Karen had fallen through. No Santa Claus. No presents. Maria saw the cheer [disappear] from Alice's face at the news. After [hearing] this, she ran to her room. When Alice returned, her face was set with determination. She counted out the coins from her piggy bank: \$4.30. "Mom," she told Maria, "I know it's not much. But maybe this will buy a present for the kid." Maria gave her daughter a lovely hug. The next day, Maria told her coworkers about her daughter's latest project. To her surprise, staff members began to open their purses. The story of Alice's gift had spread beyond Maria's office, and Maria was able to [raise] \$300—plenty for a Christmas gift for Karen and her son. On Christmas Eve, Maria and Alice visited Karen's house with Christmas gifts. When Karen opened the door, Maria and Alice wished the [astonished] woman a merry Christmas. Then Alice began to unload the gifts from the car, handing them to Karen one by one. Karen laughed in disbelief, and said she hoped she would one day be able to do something similar for someone else in need. On her way home, Maria said to Alice, "God multiplied your gift."

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172) wear
173) boring
174) to get knocked about
175) Each adventure
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201) To be effective,
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203) linked directly to

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205) discover
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209) are forever discovering
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248) distributing

249) are often faced with
250) where
251) quitting
252) rather than dive in headfirst
253) was not fully convinced of
254) understand
255) committing fully to

256) that
257) centers on
258) found that
259) thought
260) it made fun of
261) thought
262) that

263) why it's a mistake to assume

264) that

265) that come to mind easily

266) that have happened recently

267) conducting

268) often fall victim to

269) highly

270) dominate

271) is influenced by

272) is more easily recalled

273) is concerned

274) wanting to climb it

275) meeting

276) during peak usage periods

277) is to reduce

278) seeks to affect

279) achieve

280) was influenced by

281) that were

282) could be rung

283) reserved

284) tied

285) was determined

286) keeping time turned into serving time.

287) when it was time,

288) had become

289) they can have on

290) is activated

291) to overcome

292) making

293) have implemented

294) had hoped

295) are ready to make

296) that

297) that

298) are limited

299) combining

300) creates

301) combined

302) that exceeds

303) employed separately

304) relatively slowly

305) programmed to do so

306) sophisticated

307) which enables

308) what it learns

309) must be done

310) to be translated into

311) efficient

312) constantly communicating with

313) Developed

314) that is how

315) elaborate

316) to communicate

317) to conceal them

318) battling

319) what

320) leak out

321) fixate on the words

322) thinking about

323) What

324) are using

325) we all possess

326) widely held view

327) underlies

328) that

329) are considering

330) whether to donate blood

331) exceed

332) believe

333) that prescribe

334) that

335) have helped

336) compels us to give

337) as much as we receive.

338) to produce quality products

339) paid the least attention to downtime

340) soared

341) was appreciated for

342) was promoted and transferred to

343) realized

344) were significantly worn

345) to be replaced or repaired

346) which resulted in

347) had only taken care of

348) ignored

349) resulted in

350) where

351) had lost

352) knowing

353) who

354) had requested

355) had fallen through

356) disappear

357) hearing

358) latest

359) astonished

360) handing them to

361) F-D-C-G-B-E

362) E-C-G-F-B-D

363) E-D-B-F-C-G

364) D-F-B-E-G-C

365) C-E-G-D-F-B

366) G-D-F-B-E-C

367) C-F-E-B-D

368) D-B-F-C-E

369) G-C-B-E-D-F

370) C-E-F-B-D

371) C-B-E-G-D-F

372) F-D-E-B-C

373) G-E-D-C-F-B

374) D-F-C-B-E

375) D-G-C-F-E-B

376) E-C-F-B-D-G

377) F-D-E-B-G-C

378) D-G-C-F-E-B

379) E-C-F-B-D

380) E-C-G-B-D-F

381) D-C-G-E-B-F

382) Dear Mr. Stanton:

We at the Future Music School have been providing music education to talented children for 10 years. We hold an annual festival to give our students a chance to share their music with the community and we always invite a famous musician to perform in the opening event. Your reputation as a world-class violinist precedes you and the students consider you the musician who has influenced them the most. That's why we want to ask you to perform at the opening event of the festival. It would be an honor for them to watch one of the most famous violinists of all time play at the show. It would make the festival more colorful and splendid. We look forward to receiving a positive reply.

Sincerely, Steven Forman

383) It was time for the results of the speech contest. I was still skeptical whether I would win a prize or not. My hands were trembling due to the anxiety. I thought to myself, 'Did I work hard enough to outperform the other participants?' After a long wait, an envelope was handed to the announcer. She tore open the envelope to pull out the winner's name. My hands were now sweating and my heart started pounding really hard and fast. "The winner of the speech contest is Josh Brown!" the announcer declared. As I realized my name had been called, I jumped with joy. "I can't believe it. I did it!" I exclaimed. I felt like I was in heaven. Almost everybody gathered around me and started congratulating me for my victory.

384) We all have set patterns in life. We like to label ourselves as this or that and are quite proud of our opinions and beliefs. We all like to read a particular newspaper, watch the same sorts of TV programs or movies, go to the same sort of shops every time, eat the sort of food that suits us, and wear the same type of clothes. And all this is fine. But if we cut ourselves off from all other possibilities, we become boring, rigid, hardened—and thus likely to get knocked about a bit. You have to see life as a series of adventures. Each adventure is a chance to have fun, learn something, explore the world, expand your circle of friends and experience, and broaden your horizons. Shutting down to adventure means exactly that—you are shut down.

385) Over the centuries various writers and thinkers, looking at humans from an outside perspective, have been struck by the theatrical quality of social life. The most famous quote expressing this comes from Shakespeare: "All the world's a stage, / And all the men and women merely players; / They have their exits and their entrances, / And one man in his time plays many parts." If the theater and actors were traditionally represented by the image of masks, writers such as Shakespeare are implying that all of us are constantly wearing masks. Some people are better actors than others. Evil types such as Iago in the play Othello are able to conceal their hostile intentions behind a friendly smile. Others are able to act with more confidence and bravado—they often become leaders. People with excellent acting skills can better navigate our complex social environments and get ahead.

386) Personal blind spots are areas that are visible to others but not to you. The developmental challenge of blind spots is that you don't know what you don't know. Like that area in the side mirror of your car where you can't see that truck in the lane next to you, personal blind spots can easily be overlooked because you are completely unaware of their presence. They can be equally dangerous as well. That truck you don't see? It's really there! So are your blind spots. Just because you don't see them, doesn't mean they can't run you over. This is where you need to enlist the help of others. You have to develop a crew of special people, people who are willing to hold up that mirror, who not only know you well enough to see that truck, but who also care enough about you to let you know that it's there.

387) A child whose behavior is out of control improves when clear limits on their behavior are set and enforced. However, parents must agree on where a limit will be set and how it will be enforced. The limit and the consequence of breaking the limit must be clearly presented to the child. Enforcement of the limit should be consistent and firm. Too many limits are difficult to learn and may spoil the normal development of autonomy. The limit must be reasonable in terms of the child's age, temperament, and developmental level. To be effective, both parents (and other adults in the home) must enforce limits. Otherwise, children may effectively split the parents and seek to test the limits with the more indulgent parent. In all situations, to be effective, punishment must be brief and linked directly to a behavior.

388) Many inventions were invented thousands of years ago so it can be difficult to know their exact origins. Sometimes scientists discover a model of an early invention and from this model they can accurately tell us how old it is and where it came from. However, there is always the possibility that in the future other scientists will discover an even older model of the same invention in a different part of the world. In fact, we are forever discovering the history of ancient inventions. An example of this is the invention of pottery. For many years archaeologists believed that pottery was first invented in the Near East (around modern Iran) where they had found pots dating back to 9,000 B.C. In the 1960s, however, older pots from 10,000 B.C. were found on Honshu Island, Japan. There is always a possibility that in the future archaeologists will find even older pots somewhere else.

389) Every farmer knows that the hard part is getting the field prepared. Inserting seeds and watching them grow is easy. In the case of science and industry, the community prepares the field, yet society tends to give all the credit to the individual who happens to plant a successful seed. Planting a seed does not necessarily require overwhelming intelligence; creating an environment that allows seeds to prosper does. We need to give more credit to the community in science, politics, business, and daily life. Martin Luther King Jr. was a great man. Perhaps his greatest strength was his ability to inspire people to work together to achieve, against all odds, revolutionary changes in society's perception of race and in the fairness of the law. But to really understand what he accomplished requires looking beyond the man. Instead of treating him as the manifestation of everything great, we should appreciate his role in allowing America to show that it can be great.

390) Sudden success or winnings can be very dangerous. Neurologically, chemicals are released in the brain that give a powerful burst of excitement and energy, leading to the desire to repeat this experience. It can be the start of any kind of addiction or manic behavior. Also, when gains come quickly we tend to lose sight of the basic wisdom that true success, to really last, must come through hard work. We do not take into account the role that luck plays in such sudden gains. We try again and again to recapture that high from winning so much money or attention. We acquire feelings of superiority. We become especially resistant to anyone who tries to warn us—they don't understand, we tell ourselves. Because this cannot be sustained, we experience an inevitable fall, which is all the more painful, leading to the depression part of the cycle. Although gamblers are the most prone to this, it equally applies to businesspeople during bubbles and to people who gain sudden attention from the public.

391) When is the right time for the predator to consume the fruit? The plant uses the color of the fruit to signal to predators that it is ripe, which means that the seed's hull has hardened—and therefore the sugar content is at its height. Incredibly, the plant has chosen to manufacture fructose, instead of glucose, as the sugar in the fruit. Glucose raises insulin levels in primates and humans, which initially raises levels of leptin, a hunger-blocking hormone—but fructose does not. As a result, the predator never receives the normal message that it is full. That makes for a win-win for predator and prey. The animal obtains more calories, and because it keeps eating more and more fruit and therefore more seeds, the plant has a better chance of distributing more of its babies.

392) We are often faced with high-level decisions, where we are unable to predict the results of those decisions. In such situations, most people end up quitting the option altogether, because the stakes are high and results are very unpredictable. But there is a solution for this. You should use the process of testing the option on a smaller scale. In many situations, it's wise to dip your toe in the water rather than dive in headfirst. Recently, I was about to enroll in an expensive coaching program. But I was not fully convinced of how the outcome would be. Therefore, I used this process by enrolling in a low-cost mini course with the same instructor. This helped me understand his methodology, style, and content; and I was able to test it with a lower investment, and less time and effort before committing fully to the expensive program.

393) Sociologists have proven that people bring their own views and values to the culture they encounter; books, TV programs, movies, and music may affect everyone, but they affect different people in different ways. In a study, Neil Vidmar and Milton Rokeach showed episodes of the sitcom All in the Family to viewers with a range of different views on race. The show centers on a character named Archie Bunker, an intolerant bigot who often gets into fights with his more progressive family members. Vidmar and Rokeach found that viewers who didn't share Archie Bunker's views thought the show was very funny in the way it made fun of Archie's absurd racism—in fact, this was the producers' intention. On the other hand, though, viewers who were themselves bigots thought Archie Bunker was the hero of the show and that the producers meant to make fun of his foolish family! This demonstrates why it's a mistake to assume that a certain cultural product will have the same effect on everyone.

394) The availability heuristic refers to a common mistake that our brains make by assuming that the instances or examples that come to mind easily are also the most important or prevalent. It shows that we make our decisions based on the recency of events. We often misjudge the frequency and magnitude of the events that have happened recently because of the limitations of our memories. According to Harvard professor, Max Bazerman, managers conducting performance appraisals often fall victim to the availability heuristic. The recency of events highly influences a supervisor's opinion during performance appraisals. Managers give more weight to performance during the three months prior to the evaluation than to the previous nine months of the evaluation period because the recent instances dominate their memories. The availability heuristic is influenced by the ease of recall or retrievability of information of some event. Ease of recall suggests that if something is more easily recalled in your memory, you think that it will occur with a high probability.

395) Marketing management is concerned not only with finding and increasing demand but also with changing or even reducing it. For example, Uluru (Ayers Rock) might have too many tourists wanting to climb it, and Daintree National Park in North Queensland can become overcrowded in the tourist season. Power companies sometimes have trouble meeting demand during peak usage periods. In these and other cases of excess demand, the needed marketing task, called demarketing, is to reduce demand temporarily or permanently. The aim of demarketing is not to completely destroy demand, but only to reduce or shift it to another time, or even another product. Thus, marketing management seeks to affect the level, timing, and nature of demand in a way that helps the organisation achieve its objectives.

396) The invention of the mechanical clock was influenced by monks who lived in monasteries that were the examples of order and routine. They had to keep accurate time so that monastery bells could be rung at regular intervals to announce the seven hours of the day reserved for prayer. Early clocks were nothing more than a weight tied to a rope wrapped around a revolving drum. Time was determined by watching the length of the weighted rope. The discovery of the pendulum in the seventeenth century led to the widespread use of clocks and enormous public clocks. Eventually, keeping time turned into serving time. People started to follow the mechanical time of clocks rather than their natural body time. They ate at meal time, rather than when they were hungry, and went to bed when it was time, rather than when they were sleepy. Even periodicals and fashions became “yearly.” The world had become orderly.

397) Since we know we can't completely eliminate our biases, we need to try to limit the harmful impacts they can have on the objectivity and rationality of our decisions and judgments. It is important that we are aware when one of our cognitive biases is activated and make a conscious choice to overcome that bias. We need to be aware of the impact the bias has on our decision making process and our life. Then we can choose an appropriate de-biasing strategy to combat it. After we have implemented a strategy, we should check in again to see if it worked in the way we had hoped. If it did, we can move on and make an objective and informed decision. If it didn't, we can try the same strategy again or implement a new one until we are ready to make a rational judgment.

398) It is important to remember that computers can only carry out instructions that humans give them. Computers can process data accurately at far greater speeds than people can, yet they are limited in many respects—most importantly, they lack common sense. However, combining the strengths of these machines with human strengths creates synergy. Synergy occurs when combined resources produce output that exceeds the sum of the outputs of the same resources employed separately. A computer works quickly and accurately; humans work relatively slowly and make mistakes. A computer cannot make independent decisions, however, or formulate steps for solving problems, unless programmed to do so by humans. Even with sophisticated artificial intelligence, which enables the computer to learn and then implement what it learns, the initial programming must be done by humans. Thus, a human-computer combination allows the results of human thought to be translated into efficient processing of large amounts of data.

399) For hundreds of thousands of years our hunter-gatherer ancestors could survive only by constantly communicating with one another through nonverbal cues. Developed over so much time, before the invention of language, that is how the human face became so expressive, and gestures so elaborate. We have a continual desire to communicate our feelings and yet at the same time the need to conceal them for proper social functioning. With these counterforces battling inside us, we cannot completely control what we communicate. Our real feelings continually leak out in the form of gestures, tones of voice, facial expressions, and posture. We are not trained, however, to pay attention to people's nonverbal cues. By sheer habit, we fixate on the words people say, while also thinking about what we'll say next. What this means is that we are using only a small percentage of the potential social skills we all possess.

400) Why do we help? One widely held view is that self-interest underlies all human interactions, that our constant goal is to maximize rewards and minimize costs. Accountants call it cost-benefit analysis. Philosophers call it utilitarianism. Social psychologists call it social exchange theory. If you are considering whether to donate blood, you may weigh the costs of doing so (time, discomfort, and anxiety) against the benefits (reduced guilt, social approval, and good feelings). If the rewards exceed the costs, you will help. Others believe that we help because we have been socialized to do so, through norms that prescribe how we ought to behave. Through socialization, we learn the reciprocity norm: the expectation that we should return help, not harm, to those who have helped us. In our relations with others of similar status, the reciprocity norm compels us to give (in favors, gifts, or social invitations) about as much as we receive.

401) An organization imported new machinery with the capacity to produce quality products at a lesser price. A manager was responsible for large quantities in a relatively short span of time. He started with the full utilization of the new machinery. He operated it 24/7 at maximum capacity. He paid the least attention to downtime, recovery breaks or the general maintenance of the machinery. As the machinery was new, it continued to produce results and, therefore, the organization's profitability soared and the manager was appreciated for his performance. Now after some time, this manager was promoted and transferred to a different location. A new manager came in his place to be in charge of running the manufacturing location. But this manager realized that with heavy utilization and without any downtime for maintenance, a lot of the parts of the machinery were significantly worn and needed to be replaced or repaired. The new manager had to put significant time and effort into repair and maintenance of the machines, which resulted in lower production and thus a loss of profits. The earlier manager had only taken care of the goal of production and ignored the machinery although he had short-term good results. But ultimately not giving attention to recovery and maintenance resulted in long-term negative consequences.

402) Maria Sutton was a social worker in a place where the average income was very low. Many of Maria's clients had lost their jobs when the coal industry in a nearby town collapsed. Every Christmas season, knowing how much children loved presents at Christmas, Maria tried to arrange a special visit from Santa Claus for one family. Alice, the seven-year-old daughter of Maria, was very enthusiastic about helping with her mother's Christmas event. This year's lucky family was a 25-year-old mother named Karen and her 3-year-old son, who she was raising by herself. However, things went wrong. Two weeks before Christmas Day, a representative from a local organization called Maria to say that the aid she had requested for Karen had fallen through. No Santa Claus. No presents. Maria saw the cheer disappear from Alice's face at the news. After hearing this, she ran to her room. When Alice returned, her face was set with determination. She counted out the coins from her piggy bank: \$4.30. "Mom," she told Maria, "I know it's not much. But maybe this will buy a present for the kid." Maria gave her daughter a lovely hug. The next day, Maria told her coworkers about her daughter's latest project. To her surprise, staff members began to open their purses. The story of Alice's gift had spread beyond Maria's office, and Maria was able to raise \$300—plenty for a Christmas gift for Karen and her son. On Christmas Eve, Maria and Alice visited Karen's house with Christmas gifts. When Karen opened the door, Maria and Alice wished the astonished woman a merry Christmas. Then Alice began to unload the gifts from the car, handing them to Karen one by one. Karen laughed in disbelief, and said she hoped she would one day be able to do something similar for someone else in need. On her way home, Maria said to Alice, "God multiplied your gift."

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406) Shutting down to adventure means exactly that—you are shut down.

407) the theatrical quality of social life.

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