

# CORE SET

B5



NAME

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# 인사이트의 수능 대비 프로그램

## ■ COMBO Series *콤보 시리즈*

회차당 6문제로 구성된 지속 학습용 수능 대비 교재

회차 번호	난도	회차당 문항수	총 문항수	기타
101-200	하	6	600	·101번에서 300번까지는 다음 단계에 대비할 수 있도록 서서히 난이도가 높아집니다. ·300번 이후는 전체적인 난이도가 유지됩니다.
201-300	중	6	600	
301-700	상	6	2400	

## ■ CORE SET Series *코어셋 시리즈*

유형별 약점을 보완하기 위한 집중 학습용 수능 대비 교재

구분	권 번호	난도	권당 문항수	총 문항수	기타
B 빈칸 추론	B1-B3	하	99	297	·빈칸 문제 모음입니다. ·고3은 수준에 따라 B5부터 선택 가능합니다.
	B4-B6	중	99	297	
	B7-B12	상	99	594	
Bx 빈칸 추론 (추가분)	Bx1-Bx2	하	99	198	·B1-B12의 문제와 겹치는 문항이 일부 있을 수 있습니다.
	Bx3-Bx4	중	99	198	
	Bx5-Bx6	상	99	198	
G 어법	G1-G3	하	99	297	·고3은 수준에 따라 G4부터 선택 가능합니다. ·내신 대비 문법 교재로도 좋습니다.
	G4-G6	중	99	297	
	G7-G10	상	99	396	
V 어휘	V1-V2	하	99	198	·V1, V3, V5, V6, V7은 단어 선택형이고, V2, V4, V8은 단어 선택형과 틀린 단어 찾기가 섞여 있습니다.
	V3-V4	중	99	198	
	V5-V8	상	99	396	
A 순서 배열	A1	하	66	66	
	A2	중	66	66	
	A3-A5	상	99	297	
L 위치 찾기	L1	하	66	66	
	L2	중	66	66	
	L3-L5	상	99	297	
T 주제 추론	T1	하	66	66	·T3는 선택지가 우리말로 되어 있습니다.
	T2	중	66	66	
	T3	중	66	66	
	T4-T5	상	99	198	
U 무관한 문장	U1	하	66	66	
	U2	중	66	66	
	U3-U5	상	99	297	
H 제목 추론	H1	하	66	66	
	H2	중	66	66	
	H3-H4	상	99	198	
HM 함축 의미 추론	HM3-HM4	상	60	120	
S 문단 요약	S1	하	60	60	
	S2	중	60	60	
	S3	상	100	100	
2Q 장문 독해 (2문제 유형)	2Q1	하	100	100	·장문 독해 중 2문항 유형(41-42번)을 모아 놓았습니다.
	2Q2	중	100	100	
	2Q3	상	100	100	

\* 이외에도 저난도 문제 유형 모음인 《HAPPY SET series *해피셋 시리즈*》와 중등부 수능 대비 프로그램인 《COMBO Jr series *콤보 주니어 시리즈*》가 있습니다.

\* 수정 작업 중인 교재가 있을 수 있으니, 필요한 교재가 있을 『인사이트온웹』의 홈페이지(<https://insightonweb.com>)에서 확인하시기 바랍니다.

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1) When you are communicating with others, your agreement can be \_\_\_\_\_. If you observe two friends deep in conversation, you will often notice something peculiar. If one friend leans on an elbow, the other does too. If one speaks in a low voice, the other's voice gets lower too. Almost unconsciously they align themselves with each other in order to communicate more effectively. Each is sending the other a subtle message: "I am like you." Much of the message comes across in the form, not the content, of the communication. When you have a conversation, observe the other person's communicative manner. If they speak slowly, you may want to slow down your own speaking rate. If they talk softly, you may want to lower your voice. Observe their body posture too. If they lean forward to emphasize a point, consider leaning forward, too, to show your interest.

\*align 같은 태도를 취하게 하다

- ① oral
- ② changed
- ③ nonverbal
- ④ temporary
- ⑤ traditional

2) Although flamingos are not the only birds to balance delicately on a single leg, they are probably the best known for this yoga-like pose. Researchers have long been trying to figure out the reason behind this one-legged stance, and now they conclude that flamingos stand on one leg to \_\_\_\_\_. They have observed that flamingos tend to have a lot more one-legged lounging when they are standing on cold days. When temperatures are very low, even one long naked leg exposes lots of skin to cold air. That takes away a lot of body heat and lowers body temperature. But, if flamingos tuck that same leg up into the feathers on their body, it can stay warm. So, they prefer standing on one leg rather than both legs on cold days.

\*loungue 느긋하게 서있다 \*\*tuck 집어넣다

- ① do some exercise
- ② increase air contact
- ③ keep themselves awake
- ④ maintain body temperature
- ⑤ make the most of living space

3) Thirteen-year-old Stephen claimed that he has "no friends" and that "everyone at school hates him." However, the actual truth was that he had a few friends and that he wanted more. Further, he had been teased at school by a few bullies and had interpreted that to mean that "everyone hates him." In truth, the bullies were selfish and self-centered jerks who teased anyone in their classes. I certainly wouldn't deny that Stephen was having a hard time. Yet his gross overstatement of his problems made him think that his life was falling apart. He simply needed to deal with his problems properly. It's hard to admit to yourself that \_\_\_\_\_. Yet if you can face the truth without any distortion, you'll be rewarded with less stress and a happier life.

- ① you might be exaggerating your troubles
- ② you are too sensitive about your secrets
- ③ you are not as smart as your classmates
- ④ there seem to be few friends around you
- ⑤ everyone has the same problems that you have

4) Perhaps the biggest mistake that most investors make when they first begin investing is getting into a panic over losses. This is a major obstacle to making a strong and long-lasting plan. We work hard for our money, and we want to see it grow and work hard for us. But what most beginning investors don't understand is that investing in the stock market is a risk, and that with risk, you sometimes take losses. Although an investment may be falling in price, it doesn't mean you have to abandon it in a rush. The point is, as investors, we should not focus on short-term losses, but rather on long-term growth. Therefore, be \_\_\_\_\_ when it comes to not only your stock portfolio but to personal investments as well.

\*stock 주식, 증권

- ① honest
- ② patient
- ③ productive
- ④ diligent
- ⑤ cooperative

5) People have \_\_\_\_\_. For example, a person might buy a bottle of water, but after reading an article on possible risks of plastic bottles, that same person might avoid an identical bottle of water the next day. When a year later this same person flies to an antiplastics conference and crashes in the desert, a plastic bottle of water might suddenly become one of the most valuable things in the universe—to that person, at that time, and in that place. This person shows a preference for one thing over another and demonstrates a ranking and ordering of values with every choice and every action.

- ① economic freedom of choice
- ② smart strategies on consumption
- ③ different reactions to natural disasters
- ④ their own ways of saving the environment
- ⑤ changing values depending on the situation

6) In philosophy, the best way to understand the concept of an argument is to contrast it with an opinion. An opinion is simply a belief or attitude about someone or something. We express our opinions all the time: We love or hate certain films or different types of food. For the most part, people's opinions are based almost always upon their feelings. They don't feel they have to support their opinions with any kind of evidence. An argument is something a bit different from this. It is made to convince others that one's claims are true. Thus, it is an attempt to \_\_\_\_\_. Arguments are the building blocks of philosophy, and the good philosopher is one who is able to create the best arguments based on a solid foundation.

- ① present reasons in support of one's claims
- ② develop one's own taste in each area
- ③ compare one's opinions with others'
- ④ look into a deeper meaning of a topic
- ⑤ build up knowledge from one's experiences

7) *The Ringelmann effect* is a fascinating tendency for individual members to become less \_\_\_\_\_ as the size of the group increases. We have all experienced this either in college when working on team projects where someone is lazy or in the company where we feel other members don't pull their weight. This effect has been tested repeatedly and proven to be true. Ringelmann first ran this experiment around 100 years ago by asking volunteers to pull on a rope. He found that when one person is pulling on the rope they give 100 percent effort, but as more people are added the individual effort goes down because of the difficulty of identifying individual contributions and performance.

- ① selfish
- ② creative
- ③ impatient
- ④ productive
- ⑤ violent

8) Life demands that you take risks, not all the time, not in every situation, but where you need to see change, growth, and movement. Often it is the most important thing you can do. What can you do? The answer is very simple. You must not only encourage risk-taking, but you must also create a safety net for that risk. Risk must be managed. So, how much should risk-taking be allowed? I have one simple question to ask you. Are you a risk-taker? If your answer is sometimes, that is good. If your answer is always, then perhaps you should learn to play it more carefully. If your answer is never, then you need to shake things up by taking some risks. The key point is \_\_\_\_\_.

- ① a lasting attitude
- ② a sense of timing
- ③ an avoidance of extremes
- ④ an outstanding ability
- ⑤ a strong determination

9) You need to \_\_\_\_\_, if you want to win people's hearts. Here's why. I once read an interesting fact saying that every person can do at least one thing better than ten thousand people. The one thing may be job skills, knowledge, general abilities, personality characteristics, or some other skill. You have an ability that can't be matched by anyone in your town or neighborhood, in your college, or in your company. Have you discovered that ability? If so, you are probably well on your way to pursuing your life's purpose. If you haven't, wouldn't you love it if someone came to you and pointed it out? I bet you'd be pretty grateful to the person. So, why not try to become that kind of person in someone else's life? When you do, you just might be helping others to discover the thing they were made to do.

- ① admit your weaknesses
- ② correct your mistakes quickly
- ③ develop strengths you possess
- ④ control your negative emotions
- ⑤ focus on finding people's strengths

10) Your perspective alone will always have limits, but you can develop your ability to identify and monitor important signals and recognize how to adjust in response. In fact, the shared secret of most exceptionally persuasive people is that they worked hard at it, and continued to. For example, President Reagan could show his thoughtful cowboy persona to the national politics thanks to the efforts to continue to develop such an image through decades of acting experience. In addition, even after years as a successful politician, President Clinton still sought out every expert he could find to learn how to connect with people better. The best communicators are the ones who realize how much room they still have for \_\_\_\_\_.

\*persona 모습

- ① trust
- ② excuse
- ③ negotiation
- ④ improvement
- ⑤ decision-making

11) The role of humor in \_\_\_\_\_ has a long history. Plato advocated using humor as a means to lighten the burdens of the soul. From medieval court jokers to modern circus clowns, humor has been used to help people forget their problems and to restore mind-body harmony. In 1979, Norman Cousins, a well-known magazine editor, described how he had cured himself of a rare untreatable disease by watching humorous movies for months until he had laughed himself well. Scientific studies have confirmed that humor has a positive effect on the immune system by increasing levels of natural killer cells that help prevent infections.

\*killer cell 세포독성세포

- ① easing conflicts
- ② maintaining health
- ③ raising awareness
- ④ bringing world peace
- ⑤ sending a warning signal

12) If you have to worry, worry positively and constructively. Worrying is thinking about what could go wrong, and the remedy for it is to \_\_\_\_\_. Imagine what the desired solution to your problem would be like. To use this theory, try the following exercise: Set a period each day when you can close your eyes and daydream about your goals. Picture yourself as having already achieved these objectives. Imagine what your goal feels, smells, and looks like. When you do find yourself dwelling on negative thoughts, immediately command yourself to stop. Then replace those negative images with mental pictures of what you really want to happen in your life. Try it. It works!

- ① listen to positive advice
- ② try to change your environment
- ③ diagnose the causes of your worry
- ④ clarify what you like and don't like
- ⑤ consciously think over what could go right

13) Most people, at one time or another, have lied, and there are lots of situations that could motivate people to tell lies. No matter what the lie is, however, you could get hurt due to that lie. And the degree of hurt is based on the relationship between you and the other person. For example, a lie told by your parents or siblings will cut deep because they have a very close relationship with you. If your best friend tells you a lie, you'll also be hurt more seriously by it than by the lie of someone who is just an acquaintance. At the other end of the scale, we expect a used car salesman to lie to us, so we are not surprised if he does and we can simply choose never to see him again. Therefore, we can say that the more \_\_\_\_\_ a relationship is, the more pain someone's deception will cause.

- ① hostile
- ② official
- ③ intimate
- ④ superficial
- ⑤ commercial

14) One of my earliest experiences with restrained arm behavior occurred about thirty years ago at a bookstore where I was employed to spot shoplifters. Watching from a security room above the sales floor, I soon learned that these lawbreakers were relatively easy to spot. Once I understood the typical body language of shoplifters, I could identify them easily—as soon as they walked in the door! Above all, they tended to use fewer arm movements than regular shoppers. It was as though they were trying to make themselves smaller targets as they moved around the store. However, \_\_\_\_\_ actually made them stand out more prominently, which allowed me to better focus on them as they looked around for something to steal.

\*shoplifter 가게 줌도둑

- ① walking faster than others
- ② their lack of arm movements
- ③ their outstanding clothing styles
- ④ their seemingly insecure footsteps
- ⑤ the changes in their facial expression

15) The specialization of labor, which has been one of the main factors in the increased efficiency of industrial production, has had some negative effects in that it only requires workers to have a limited number of skills. However, even today, there are jobs that \_\_\_\_\_. In northern Italy, where families of weavers still own their own looms, parents and children jointly design fabrics, decide on a production schedule, and sell their silk to buyers in Japan. These families buy old machines from neighboring countries and repair them, as well as operating a dozen or so looms each day from morning till evening. The children of these families learn all the necessary and relevant skills, under the mentorship of their parents.

\*loom 베틀

- ① are operated by a worker's independent judgment
- ② are not well known to people in other countries
- ③ call upon the full range of a worker's talents
- ④ require intensive labor to support a family
- ⑤ originate from an ancient society



16) Birds like swans and ducks can be seen braking—that is, they push their large webbed feet out in front of them, increasing friction so they slow down. Vehicles like cars going for land speed records or space shuttles coming through the earth’s atmosphere have parachutes to do much the same thing. Carpet tape fixes a rug in place, shoes have textured insides, and tires have tread on them. These all depend on naturally rough surfaces or on forces which press the surfaces close enough together to increase \_\_\_\_\_. The weight of the car is great enough to press the tire tread to the road surface but nevertheless, this effect can be lost in heavy rain so that the car slides on water.

\*webbed 물갈퀴가 있는 \*\*tread (타이어의) 미끄럼 방지용 접지면

- ① mobility
- ② distance
- ③ sensitivity
- ④ resistance
- ⑤ adaptability

17) At the beginning, ideas are fueled by passion. That passion drives many people to \_\_\_\_\_ so that a cause bigger than themselves can be brought to life. Some drop out of school or quit a perfectly good job with a good salary. Some work extraordinarily long hours without a second thought, sometimes giving up the stability of their relationships or even their personal health. This passion is so exciting that it can affect others as well. Inspired by the founder’s vision, many early employees demonstrate classic early adopter behavior. Relying on their intuition, these first employees also quit their perfectly good jobs and accept lower salaries to join an organization with a 90 percent statistical chance of failing. But the statistics don’t matter; passion and optimism dominate and energy is high.

\*early adopter 얼리 어답터(남들보다 새로운 것을 먼저 시도하는 사람)

- ① make sacrifices
- ② forget their potential
- ③ minimize their ability
- ④ get a better education
- ⑤ act on reason, not on instinct

18) A farmer observed the falling snow collecting on many branches in the forest. Then he became aware of two things. The strong branches held the snow without bending, until the weight caused these branches to break. The younger branches, on the other hand, gradually bent with the weight until the snow slid off onto the ground. After that, the branches returned, unharmed, to their original positions and they repeated the process. The farmer realized that it is useless to try to \_\_\_\_\_. The strong branches which tried to “oppose” the snow broke, and those branches that bent with the weight of the snow survived.

- ① look after trees
- ② go against nature
- ③ clear away the snow
- ④ survive the cold winter
- ⑤ break a branch of a tree

19) Consider your typical day. You wake up in the morning and pour yourself juice from oranges grown in Florida and coffee from beans grown in Brazil. Over breakfast, you watch a news program broadcast from New York on your television made in Japan. You get dressed in clothes made of cotton grown in Georgia and sewn in factories in Thailand. Every day, you rely on many people, most of whom you do not know, to provide you with the goods and services that you enjoy. Such \_\_\_\_\_ is possible because people trade with one another. Those people providing you goods and services are not acting out of generosity. Nor is some government agency directing them to satisfy your desires. Instead, people provide you and other consumers with the goods and services they produce because they get something in return.

- ① interdependence
- ② competition
- ③ unfairness
- ④ regulation
- ⑤ charity

20) A study in *the Journal of Experimental Social Psychology* suggests a way to make negotiations go smoother. In this study, when college students who negotiated the purchase of a motorcycle over an online instant messenger believed they were physically far apart (more than 15 miles), negotiations were easier and showed more compromise than when participants believed they were closer (a few feet). The experimenters explain that when people are farther apart, they consider the factors in a more abstract way, focusing on the main issues rather than getting hung up on less important points. So next time you have to work out a complex deal, the researchers say, it may be worthwhile to \_\_\_\_\_.

- ① begin from a distance
- ② set a clear time limit
- ③ hide your true intentions
- ④ deal with smaller problems first
- ⑤ become familiar with each other

21) Millions of dollars and thousands of hours are spent each year trying to teach managers how to coach their employees and give them effective feedback. Yet much of this training is ineffective, and many managers remain poor coaches. Is that because this can't be trained? No, that's not the reason. Research sheds light on why corporate training often fails. Studies by Peter Hesling and his colleagues show that many managers \_\_\_\_\_. These managers judge employees as competent or incompetent at the start and that's that. They do relatively little developmental coaching and when employees do improve, they may fail to take notice, remaining stuck in their initial impression. What's more, they are far less likely to seek or accept critical feedback from their employees. Why bother to coach employees if they can't change and why get feedback from them if you can't change?

- ① provide few financial incentives
- ② change their decisions too often
- ③ do not believe in personal change
- ④ set their goals unrealistically high
- ⑤ take risks without careful consideration

22) Opera singers and dry air don't get along. In fact, the best professional singers require humid settings to help them achieve the right pitch. If the amount of moisture in the air influences musical pitch, linguist Caleb Everett wondered, has that translated into the development of fewer tonal languages in locations lacking moisture? In tonal languages, such as Mandarin Chinese, the same syllable spoken at a higher pitch can specify a different word if spoken at a lower pitch. In a survey of more than 3,700 languages, he found that those with complex tones do occur less frequently in dry areas than in humid ones. Overall, only one in 30 complex tonal languages flourished in dry areas; one in three non-tonal languages appeared in those same regions. Those conclusions go against a linguistic view that the structure of language \_\_\_\_\_.

\*tonal language 성조 언어 \*\*syllable 음절

- ① can be acquired through repetition
- ② is independent of its environment
- ③ can change gradually over time
- ④ affects how we see the world
- ⑤ is influenced by musical pitch

23) In ancient Egypt, there were seemingly no professional judges. Although Egyptian trials at that time were very simple, as one might expect, they might also have been superior to a modern courtroom with a particular distinction. In an attempt to avoid passion and prejudice, cases were tried in the dark room. A judge in the dark would not care who you are or what you look like. The Egyptians believed that when all the people involved in the trial—the prisoners, the lawyers, the witnesses, and the judge—could not see each other, the judge would only be influenced by the facts alone. Thus, they thought that his judgement would be more \_\_\_\_\_.

- ① objective
- ② generous
- ③ important
- ④ rapid
- ⑤ expectable

24) Most successful people I know have a low tolerance for excessive planning and talking about it. They are eager to get going. They want to get started. They want the games to begin. A good example of this is my friend Bob Kriegel's son Otis. When Otis came home for the summer with his friend after his freshman year in college, they both began looking for jobs. While Otis just picked up the phone and started calling around to see who might need someone, his friend spent the first week writing and rewriting his resume. By the end of the second day, Otis had got a job. His friend was still rewriting his resume. Otis just \_\_\_\_\_. He thought if someone asked for a resume, he'd deal with it then.

- ① got into action
- ② asked for help
- ③ thought carefully
- ④ reviewed his past
- ⑤ helped people in need

25) Land heats quickly and cools quickly. Water heats slowly and cools slowly. This means that when the sun sends down its rays and heats the earth, the land gets warmer than the water. The air over the land becomes warmer than the air over the water in the daytime. Warm air expands, becomes light, and rises. During the daytime, the air over a land is often warmer than the air over a nearby lake or sea. As the air over the land rises, the cooler air over the sea moves inland to take its place. This flow of air from the sea to the land is called a sea breeze. During the night, the land cools off faster than the water. The air over the sea is now warmer than the air over the land. This warm air over the sea rises. As a result, \_\_\_\_\_.

- ① warm air sits below a surface layer of cold air
- ② the hot air moves to replace the rising cold air
- ③ a flow of air from the land to the sea is formed
- ④ the sea and the land cause cold air to be pushed up
- ⑤ the surface of the sea becomes cooler than that of the land

26) We see organizations spreading out all over the world. They have the ability to sell and market their products or services anywhere in the world, and are no longer bound by transportation, culture, money, or communication barriers. Even startups that have offices in one local area can easily open up in another location anywhere in the world. More and more it's becoming harder to see if someone lives in a nearby city or on another continent. Technology makes this possible and it's something affecting small and large organizations alike. My own company, although small, has offices in the Bay Area and in Vancouver, and we are able to work with clients all over the world with ease. After all, \_\_\_\_\_.

- ① many kinds of jobs will soon disappear
- ② where we are located is now unimportant
- ③ we have become the servant of technology
- ④ productivity has nothing to do with activity
- ⑤ more employees think that they are unhappy

27) Some parents drill their second-grader on questions from the Scholastic Aptitude Test(SAT). They do so because they have lost sight of the fact that the best way to prepare a child for college isn't to teach by rote but to raise a child who loves to learn. Similarly, the best way to prepare a child to be a successful athlete, in my view, is to instill a love of sports, not to apply so much pressure on him at an early age. However, some parents expose their child to the stress of ultra-competitive elite sports programs so he comes to see sports not as fun, but as a job. Eventually he burns out or suffers overuse injuries that, in some cases, result in permanent physical damage. So if you want your child to be successful in a certain sport, all you have to do is \_\_\_\_\_.

\*rote 기계적인 암기

- ① let him love it
- ② set him an example
- ③ get him to do it earlier
- ④ do it together with him
- ⑤ expose it to him repeatedly

28) At a recent dinner party, I was speaking with a friend who had just been promoted to vice president at a well-known large corporation in New York at the very young age of 38. When he should have been feeling optimistic and excited about his new position, why did he look like the unhappiest person in the world? The answer is that he realizes that large companies \_\_\_\_\_. Gone are the days when working for large corporations meant a career for life. After the financial crisis, the large-scale, immediate layoffs at large corporations broke prevailing expectations of job stability. As a result, many are becoming hesitant of the promises made by large companies. Instead, they tend to choose careers in small business or in government.

\*layoff (강제) 해고

- ① force him to work more
- ② aren't safe options anymore
- ③ don't accept cultural differences
- ④ need more creativity from their staff
- ⑤ aren't as productive as small businesses

29) Economists have long known that even though people prefer big rewards over small ones, they have an even stronger preference for present rewards over future ones—even when the future rewards are MUCH BIGGER. It's an ordinary occurrence, oddly named hyperbolic discounting—the farther away a reward is in the future, the smaller the immediate motivation to achieve it. Maybe it's because objects that are farther away appear smaller, so people mistakenly assume they really are and discount their value. That might explain why so many people \_\_\_\_\_. Their "present bias" ignores logic, and they allow a big future with potentially amazing results to get away.

- ① are not willing to work with no future reward
- ② tend to think less of the present than the future
- ③ try to reasonably balance their income and spending
- ④ would dream of making \$10,000 a month without any effort
- ⑤ would choose the \$100 today over twice the amount in the future

30) Students come to classrooms with knowledge based on their everyday experiences, social interactions, and what they've been taught in the past. This prior knowledge affects how they incorporate new learning because what students already know interacts with the material being learned. Accordingly, learning consists of either adding to existing student knowledge, known as "conceptual growth," or revising student knowledge, known as "conceptual change." Learning as conceptual growth occurs when student knowledge is compatible with the material to be learned. Conceptual change is required when student knowledge is \_\_\_\_\_ with correct information. In these cases, students' knowledge consists of "misconceptions." Many common misconceptions are held by students, particularly in subjects like math and science.

- ① inconsistent
- ② explainable
- ③ harmonious
- ④ represented
- ⑤ exaggerated

31) The early children's librarians thought of storytelling as a \_\_\_\_\_. The Carnegie Library at Pittsburgh, for instance, became famous for its storytelling hours on Greek and Norse myths and other hero tales. Anna Tyler, a brilliant librarian at the Carnegie Library, carefully selected stories for children on the assumption that story hour would motivate young listeners to read the stories for themselves. Circulation figures seem to prove this. According to one annual report published by children's librarians at the Cleveland Public Library, Hans Christian Andersen's *The Snow Queen* circulated 93 times at the two branch libraries where the story was told at story hour, compared with only four circulations at the other two branches where it had not been told.

\*circulation 대출 부수

- ① way to encourage reading
- ② method of finding creativity
- ③ process for building a theory
- ④ tool of increasing self-esteem
- ⑤ strategy to improve speaking skills

32) In the mid-1960s, major companies in the U.S. started making plans to employ promising African Americans. This was because Civil Rights leaders demanded that government and businesses should offer equal opportunities to all people. Warner Computer Company employed Ralph Hughie, a young engineer, through its program to recruit African Americans. Though Hughie knew only a little about computers when he started working, he worked very hard. Although some people at the company tried to interfere with his work, he believed that he could succeed and never gave in. He kept working hard, and, in a short time, Hughie showed the excellence he expected of himself. Thanks to people like him, more and more young African-American engineers \_\_\_\_\_.

- ① criticized the government policy
- ② were hired by the companies
- ③ took part in volunteer works
- ④ were banished from the U.S.
- ⑤ stopped working together

33) People are attracted to individuals and things they cannot readily obtain. In the case with things, people are more attracted to a desired object because it is out of their reach. When the object of desire is finally gained, the attraction for the object rapidly decreases. Christmas presents provide a good example of this phenomenon. Toys children wanted all year long are thrown away several days after they are taken from gift boxes under the tree. The phenomenon also holds true for human interaction, particularly in the early stages of a developing relationship. The common dating rule has scientific merit. An individual should not always make himself or herself readily available to the person they are targeting for a longer-term relationship. A certain level of \_\_\_\_\_ will make you more of a mystery and a challenge.

- ① distrust
- ② difference
- ③ intelligence
- ④ irresponsibility
- ⑤ unavailability

34) We become more successful when we \_\_\_\_\_. For example, doctors put in a positive mood before making a diagnosis show almost three times more intelligence and creativity than doctors in a neutral state, and they make accurate diagnoses 19 percent faster. Salespeople who are optimistic sell more than those who are pessimistic by 56 percent. Students who are made to feel happy before taking math achievement tests perform much better than their neutral peers. It turns out that our brains are literally programmed to perform at their best not when they are negative or even neutral, but when they are positive.

- ① focus on a specific goal
- ② get along well with others
- ③ are the best at what we do
- ④ are happier and more positive
- ⑤ feel more inspired and creative

35) Questions convey interest, but sometimes the interest they convey is not closely related to what the person is trying to say. Sometimes the distraction is obvious. If you're telling a friend all the unpleasant things you experienced on your vacation, and she interrupts with a lot of questions about where you stayed, you won't feel listened to. At other times people seem to be following but can't help trying to lead. These listeners force their own narrative structures on our experience. Their questions assume that \_\_\_\_\_: "Problems should be denied or made to go away"; "Everyone should be together"; "Bullies must be confronted." By finishing our sentences, pumping us with questions, and otherwise pushing us to say what they want to hear, controlling listeners violate our right to tell our own stories.

- ① our stories should fit their scripts
- ② friends should share everything
- ③ people have different tastes
- ④ many questions are always better
- ⑤ their problems can be solved at once

36) In small towns the same workman makes chairs and doors and tables, and often the same person builds houses. And it is, of course, impossible for a man of many trades to be skilled in all of them. In large cities, on the other hand, because many people make demands on each trade, one trade alone—very often even less than a whole trade—is enough to support a man. For instance, one man makes shoes for men, and another for women. And there are places even where one man earns a living by only stitching shoes, another by cutting them out, and another by sewing the uppers together. Such skilled workers may have used simple tools, but their \_\_\_\_\_ did result in more efficient and productive work.

\*trade 직종

- ① specialization
- ② criticism
- ③ competition
- ④ diligence
- ⑤ imagination



37) About four billion years ago, molecules joined together to form cells. About two billion years later, cells joined together to form more complex cells. And then a billion years later, these more complex cells joined together to form multicellular organisms. All of these evolved because the participating individuals could, by working together, spread their genetic material in new and more effective ways. Fast-forward another billion years to our world, which is full of social animals, from ants to wolves to humans. The same principle applies. Ants and wolves in groups can do things that no single ant or wolf can do, and we humans, by \_\_\_\_\_, have become the earth's dominant species.

\*molecule 분자

- ① cooperating with one another
- ② fighting against enemies
- ③ studying other species
- ④ inventing various machines
- ⑤ paying attention to differences

38) What do advertising and map-making have in common? Without doubt the best answer is their shared need to communicate a limited version of the truth. An advertisement must create an image that's appealing and a map must present an image that's clear, but neither can meet its goal by \_\_\_\_\_. Ads will cover up or play down negative aspects of the company or service they advertise. In this way, they can promote a favorable comparison with similar products or differentiate a product from its competitors. Likewise, the map must remove details that would be confusing.

- ① reducing the amount of information
- ② telling or showing everything
- ③ listening to people's voices
- ④ relying on visual images only
- ⑤ making itself available to everyone

39) Did you know you actually think in images and not in words? Images are simply mental pictures showing ideas and experiences. Early humans communicated their ideas and experiences to others for thousands of years by drawing pictures in the sand or on the walls of their caves. Only recently have humans created various languages and alphabets to symbolize these "picture" messages. Your mind has not yet adapted to this relatively new development. An image has a much greater impact on your brain than words; the nerves from the eye to the brain are twenty-five times larger than the nerves from the ear to the brain. You often remember a person's face but not his or her name, for example. The old saying, " \_\_\_\_\_," is true.

- ① Actions speak louder than words
- ② A bad workman blames his tools
- ③ You can't judge a book by its cover
- ④ The pen is mightier than the sword
- ⑤ A picture is worth a thousand words



40) In a study, researchers divided ten-year-old children into two groups. One group of children was told that their score on a test was due to their natural brain power. The other group was told that they had got a good score because of their ability to study hard. Both groups were then given a really difficult second task that was well beyond their ability, which no one could complete. When given a third task, the children who thought their successes on the first task were due to their good brains gave it up more easily. They thought that their failure on the second task was due to their limited natural ability, which made them less likely to keep going on the third task. In contrast, children who thought their performance was due to their efforts not only worked longer on the third task, but also enjoyed it more. So it's better to call your child \_\_\_\_\_ rather than simply smart.

- ① social
- ② positive
- ③ hardworking
- ④ creative
- ⑤ adventurous

41) Economist Tyler Cowen writes on a daily blog called Marginal Revolution. One of his theories about the future is that the world will be even more divided and unequal than it is now. However, the division is not just between the rich and the poor, he says—it's between those who are comfortable with technology and those who resist it. "High earners," according to his explanation, are those who use computers of all kinds on a regular basis. "Low earners" are those who are uncomfortable with using IT devices and software. Those who will thrive in the future, therefore, are those who will \_\_\_\_\_ to make their lives better and more productive. No matter where they work, they will increase their value in the new job market.

- ① cooperate with others
- ② rely on traditional wisdom
- ③ be confident and courageous
- ④ be willing to predict the future
- ⑤ have the skills to use technology

42) Consider this scenario. It's 7 p.m. and you drive into a strange town. You're hungry and you're looking for a restaurant. Let's just say the battery in your smartphone is dead and you don't have any way to check restaurant reviews, so you're on your own when it comes to picking a restaurant. You see two restaurants. The one on the right side of the road has no cars in the parking lot, while the one on the left side of the road has six cars. Which restaurant are you going to pick? Most people would go to the restaurant with the cars in the parking lot, assuming that all those people must know something, right? That's social proof in action. And think back to your smartphone. If your battery hadn't been dead and you could check out restaurant reviews, you would simply be checking another form of social proof. You would be basing your actions on what \_\_\_\_\_.

- ① other people say or do
- ② you feel you should do
- ③ really happened in the past
- ④ you believe is very important
- ⑤ you think others don't know

43) As the voyages of Cheng Ho, the Chinese 'Christopher Columbus,' and the Chinese invention of the compass demonstrate, Europe was not alone in making geographic advances. However, the question remains: Why did China, for all its skill and technology, \_\_\_\_\_? That would have changed the course of history in the 15th century. The Chinese may have been too content with what they had. They didn't want to make the enormous effort that discovery and exploration demanded. A historian has called the Chinese civilization 'An Empire Without Wants.' Also, they were the people whose tradition had been to limit contact with foreigners. After all, they were the heirs to the people who began to build the Great Wall in 214 B.C. to keep out foreigners.

\*heir 후계자

- ① remain as the strongest country
- ② fail to go on such an exploration
- ③ ignore further industrial evolution
- ④ give up a democratic government
- ⑤ try to practice power on its neighbors

44) Do you travel to work by your car? If not, by train or by bus? Does the travel mode make a difference to your \_\_\_\_\_? An analysis compared people going to work by a private vehicle with those traveling to work by public transportation. The results showed that people traveling to work by train had lower levels of life satisfaction than those using a private vehicle. The public transportation users were also less likely to feel that their daily activities were pleasing on average. Besides, they recorded higher anxiety levels on average than those who traveled in a private vehicle. It may not come as a surprise to anyone who's experienced squeezing into a packed train on their way to work.

- ① character
- ② happiness
- ③ health
- ④ intelligence
- ⑤ success

45) Many activities are enjoyable and beneficial when \_\_\_\_\_. We all need time to become relaxed, to go through a magazine or stare at the TV for a while, to surf the Internet, enjoy a snack, and so on. But more is not always better. We may have too much of a good thing. The occasional scoop of ice cream may be good for the soul; a glass of red wine may be good for the heart. But three scoops of ice cream at night is a guaranteed route to obesity; three glasses of wine every evening is a sure-fire cause of liver damage.

\*obesity 비만

- ① learned in detail
- ② planned in advance
- ③ done with close friends
- ④ consumed in small quantities
- ⑤ performed without disturbance

46) From the moment a boy is born and throughout his life, it's important that he gets the message that \_\_\_\_\_. With an infant, this means we need to acknowledge all of the feelings the baby expresses. Rather than forcing him to constantly smile or laugh, we also need to show him we're receptive to his sadness, fear, or other painful emotions. So when a young infant begins to frown, kick, or cry, rather than trying to "cheer him up" or "smooth things over" by making happy faces at him, let him know you understand how he's feeling. Show him with your words, facial expressions, and gestures that you respect and understand his genuine feelings.

- ① all of his emotions are sincere
- ② things are not divided by gender
- ③ actions speak louder than words
- ④ he is not allowed to be imperfect
- ⑤ he is born with everything he needs

47) Psychologists do not use criticism to influence children. They use guidance. In criticism parents attack children's personality attributes and their character. In guidance we \_\_\_\_\_. We say nothing to the child about himself/herself. When eight-year-old Mary accidentally spilled her juice, her mother commented calmly. "I see the juice spilled. Let's get another glass of juice, and a sponge." She got up and handed the juice and the sponge to her daughter. Mary cleaned up the table while her mother helped her. She did not add cutting comments or useless warnings.

\*attribute 속성, 특성

- ① focus on a different character trait
- ② also learn a lot from their mistakes
- ③ try to praise them as much as possible
- ④ expose them to many different situations
- ⑤ state the problem and a possible solution

48) Everything is temporary. Although this statement sounds simple, there is great wisdom captured in it. We should remember that every stage we go through will have a final moment. Bad times will end, but so will good times. For this reason, it is wise to remain humble, regardless of one's status at any stage of life. You may recall the statement: Be kind to whom you meet on the way up, because you will meet those same ones again on your way down. Realizing that everything has a(n) \_\_\_\_\_ also gives us a wisdom that leads to responsibility. A social position, people that you are involved with, titles—they all come and go. So, it is advisable to make the most of every moment and do your best in every situation you find yourself in.

- ① end
- ② aim
- ③ value
- ④ connection
- ⑤ possibility

49) A week ago I was in a restaurant when I overheard a man telling a story to his wife and another couple at the table next to us. All I heard accidentally was the last sentence, which he said with a satisfied smile. He said, "We were just getting ready to leave when about ten people cut in front of us." It seemed like a good ending to a story and I found myself wishing I'd heard the whole thing. But before their friends had a chance to finish laughing, his wife suddenly said, "There weren't ten people, Peter. There were only seven." Obviously her words showed the tendency many of us have \_\_\_\_\_. Unfortunately, this habit can be disrespectful and potentially damaging to the quality of a relationship.

- ① to correct other people
- ② to share our favorite stories
- ③ to fight over important things
- ④ to focus on stranger's conversation
- ⑤ to talk to each other by using body gestures

50) In contrast to the twentieth century, when work and leisure were clearly separated, in the early twenty-first century, work, consumption, learning, and leisure are all closely connected. All of this has a major influence on our understanding of the museum experience, as museum-going becomes an increasingly common leisure activity for individuals from all social classes. Museums are good places that meet many important needs—social interaction, learning, relaxation, discovering new things, and experiencing other cultures when traveling to other cities and countries. In order to understand who does and does not visit museums and why, we need to regard museum-going as a way of \_\_\_\_\_.

- ① destroying cultural heritage
- ② extending educational goals
- ③ satisfying a variety of needs
- ④ showing off one's intelligence
- ⑤ evaluating the level of tourism

51) Accuracy refers to the closeness of a measured value to a standard or known value. For example, if in a lab you obtain a weight measurement of 3.2 kg for a given substance, but the actual weight is 10 kg, your measurement is not accurate. In this case, your measurement is not close to the known value. Precision, on the other hand, refers to the closeness of two or more measurements to each other. Using the example above, if you weigh the given substance five times, and get 3.2 kg each time, your measurement is very precise. Precision is independent of accuracy. You can be very precise but inaccurate, as described above. You can also be accurate but imprecise. For example, if on average, your measurements for the given substance are close to the known value, but the measurements are far from each other, then you \_\_\_\_\_.

- ① have accuracy without precision
- ② are unlikely to obtain the substance
- ③ achieve neither accuracy nor precision
- ④ create a new process of the measurement
- ⑤ are responsible for the wrong measurement

52) Like it or not, \_\_\_\_\_ matters. It is what we perceive around us. Consider the job you're applying for and be mindful of the signals you're sending. An outfit that looks great for a party may send the wrong message to a future employer. In some companies, wearing a suit is a must, but in others it screams out, "I'm here to sell a copier." And this applies once you are hired as well. Years ago, I had a summer intern who came to work every day in short skirts and high-heeled flip-flops. Nobody took her seriously. After I explained what was going on, she made some easy changes, and people started appreciating her work. We tend to perceive images of reality rather than reality itself.

\*flip-flops 끈을 끼워서 신는 샌들

- ① appearance
- ② energy
- ③ speed
- ④ patience
- ⑤ talent

53) It's not unusual for us to postpone our pleasure and happiness, hoping for a better tomorrow. Do you place a burden on your happiness like, "I'll be happy when I lose 10 pounds," "I'll be happy when I get a new job or new car," "I'll be happy when I find the love of my life."? Why put off your happiness until Friday night or Sunday morning, this summer, or next winter? The real fun in life lies in the present. If you find yourself saying, "I'll be happy when ...," don't wait for that day to come. It isn't coming! You can waste your whole life waiting for events to make you happy and you are still never happy. It's because it must come from within. Get rid of the thoughts like "I'll be happy when..." \_\_\_\_\_.

- ① Share happiness to enjoy it
- ② Find happiness in the here and now
- ③ Seek happiness in everything you learn
- ④ To be happy, make others happy
- ⑤ Be happy even in hard times

54) In mid-January 2001, a Swiss airplane could not take off for an entire day in Zurich while crews searched on board for a mouse. About 200 passengers had to wait overnight until the mouse was found, because the mouse would pose a safety risk to the jet and its passengers if it chewed on cables. Is there a 'mouse' on your 'jet'? Many times the smallest thing might cause the greatest damage to your relationships. In a relationship, thinking small is important. Thinking small means paying attention to something you often ignore. Little gestures or actions can leave lasting impressions. Remember that, when you deal with people, you should \_\_\_\_\_.

- ① praise them personally
- ② pay attention to details
- ③ be honest and sincere
- ④ never complain to them
- ⑤ discuss rather than advise

55) It has been said that the last thing which a dweller in the deep sea would be likely to discover would be water. He would become conscious of its existence only if some accident brought him to the surface and introduced him to air. Man has been only vaguely conscious of the existence of culture and has owed even this consciousness to contrasts between the customs of his own society and those of some other with which he happened to be brought into contact. The ability to see the culture of one's own society as a whole calls for a degree of objectivity which is rarely, if ever, achieved. It is no accident that the modern scientist's understanding of culture has originated so largely from the study of non-European cultures where observation could be aided by contrast. Those who know no culture other than their own cannot \_\_\_\_\_.

\*objectivity 객관성

- ① know their own
- ② understand others
- ③ spread their culture
- ④ find common ground
- ⑤ exist without culture

56) Sometimes it's not hard to think you're a victim of \_\_\_\_\_. Look around you for a moment. How many times in your day or week do you put the responsibility for your feelings and actions on something or someone outside of your control? Have you ever tripped over your own foot and then looked around you as if there were a loose board in the floor or a crack in the earth that was to blame? Whose fault is it when you burn your mouth on that hot drink? Why do you glare at the cup? How many times have you accused someone else of making you angry, or making you frustrated, or making you unhappy?

- ① politics
- ② violence
- ③ prejudice
- ④ education
- ⑤ circumstances

57) People help their friends more than they help strangers or acquaintances. But there may be an exception to this general rule, and it has to do with the helper's ego. If we can help a friend succeed in a task that is not very important to our identity or related to our ego, we are likely to do so and to delight in their success. But what if they succeed in doing something that we wish we could do at least as well? Would we help a friend shine in this case? According to a theory, people sometimes offer more help to a stranger than to one friend if the help is for something that can be threatening to the helper's ego. We may prefer that a stranger \_\_\_\_\_ than a friend whose success we'll be reminded of all too often.

\*ego 자아(自我)

- ① be left alone
- ② support himself
- ③ share what he has
- ④ be to blame for all
- ⑤ be the star of the show

58) Life is rhythmic, cyclical, and always evolving. It's difficult not to notice the repetition and renewal going on all around you. Just as darkness comes at the end of each day, so also comes the dawn to spread light across the land. Just as plants must die at the end of their life cycle, the seeds they have produced will emerge as new plants in the spring. Understanding the cyclical nature of life will reassure you that difficult times won't last forever, and you will feel joy and happiness again. There will always be good times and bad, feasts and famines, hot summers and cold winters. Whenever you feel stuck, spiritually dry, or truly gloomy, take time to remind yourself that \_\_\_\_\_.

- ① life is incomplete
- ② change is on its way
- ③ all your efforts matter
- ④ everyone makes mistakes
- ⑤ you're the owner of your life

59) The worst bosses blame their people, causing them to live in constant fear as they wait for the next bad news, which always seems to hit without warning and at random intervals. The best bosses do everything possible to communicate when and how distressing events will unfold. When the timing of a stressful event can be expected, so can its absence. \_\_\_\_\_ helps people know when to relax and when to prepare for upcoming fear. It protects them from the emotional and physical exhaustion and makes them feel safe. Psychologist Seligman illustrated this with air-raided sirens used during the German bombing of London during World War II. The sirens were so reliable that people went about their lives most of the time without fear; they didn't need to worry about hurrying to the shelters unless the sirens sounded.

\*air-raid 공습의

- ① Predictability
- ② Persuasion
- ③ Responsibility
- ④ Generosity
- ⑤ Insurance

60) Consider the used car market, where ownership of vehicles is transferred from a seller to a buyer. In American slang, a "cherry" is a good car which is well-maintained no matter how old it is, and a "lemon" refers to a bad one liable to break down soon after purchase. Because of the nature of the market, it is considerably difficult for buyers to determine whether a prospective purchase is a "cherry" or a "lemon"; variables such as the previous owner's driving style, accident history, maintenance checks and so on—which all contribute to the quality of the car—are not easy for the prospective buyer to judge. The seller, however, knows all or most of these details. As a result, there is always a(n) \_\_\_\_\_ in this market—one party in a transaction knows more relevant information than the other.

\*prospective 미래의, 곧 있을

- ① equal ability
- ② tremendous profit
- ③ buyers' advantage
- ④ unexpected demand
- ⑤ information imbalance



61) Some people mistakenly think that wild plants aren't attractive. However, some of them often contain more vitamins and minerals than marketed plants. They have not been spoiled by farmers' care in contrast to the good plants of the garden. In order to survive in spite of constant weeding and spraying, weeds had to develop strong survival properties. For example, in order to stay alive without being watered, most weeds have developed unbelievably long roots. If you have ever tried to pull out a dandelion plant with its roots, you understand what I mean. Alfalfa's roots grow up to twenty feet long, reaching for the most fertile layers of the soil. As a result, some wild plants \_\_\_\_\_.

- ① can be used for medicine in an emergency
- ② can have serious negative effects on our health
- ③ grow best under natural and familiar conditions
- ④ are disappearing at an alarming rate due to humans
- ⑤ possess more nutrients than commercially grown plants

62) Intelligence refers to a variety of mental processes: how easily one can use quantities in the mind, or how sensitive one is to information written in words. But as Howard Gardner has shown, it is possible to extend the concept of intelligence to \_\_\_\_\_, including sounds, feelings, and visual shapes. For example, some children are born with an above-average sensitivity to sound. They can discriminate tones and pitches better than others, and as they grow up they learn to recognize notes and produce harmonies more easily than their peers. They have higher intelligence in music. Similarly, those who have excellent visual or athletic abilities can also be thought of as having higher intelligence.

\*quantity (양을 나타내는) 수

- ① identify causes of mental disorders
- ② develop social and emotional abilities
- ③ explain people's individual preferences
- ④ deal with different types of personalities
- ⑤ include the ability to use all kinds of information

63) Top-performing achievers can \_\_\_\_\_. For example, rather than allowing a team environment to influence his performance, Michael Jordan, a legendary basketball player, raises the team to his level. Finally he succeeded in making his team reach the top. In business, the best achievers are those who do not allow standards at the workplace to set their performance levels, and they are also the best employees, since their achievements constantly raise the bar for their colleagues. They raise the level of morale, increase standards for activity and productivity, and create an atmosphere that brings out the best in everyone.

- ① know what success means
- ② contribute to an environment
- ③ emphasize not result but process
- ④ judge others' achievements exactly
- ⑤ enjoy the present more than the future



64) If we lived on a planet where nothing ever changed, there would be little to do. There would be nothing to figure out and there would be no reason for science. And if we lived in an unpredictable world, where things changed in random or very complex ways, we would not be able to figure things out. Again, there would be no such thing as science. But we live in an in-between universe, where things change, but according to \_\_\_\_\_. If I throw a stick up in the air, it always falls down. If the sun sets in the west, it always rises again the next morning in the east. And so it becomes possible to figure things out. We can do science, and with it we can improve our lives.

- ① age
- ② luck
- ③ belief
- ④ rules
- ⑤ interests

65) In 1995, a group of high school students in Miner County, South Dakota, started planning a revival. They wanted to do something that might revive their dying community. Miner County had been failing for decades. Farm and industrial jobs had slowly dried up, and nothing had replaced them. The students started investigating the situation. One finding in particular disturbed them. They discovered that half of the residents had been shopping outside the county, driving an hour to Sioux Falls to shop in larger stores. Most of the things that could improve the situation were out of the students' control. But they did uncover one thing that was very much in their control: inviting the residents to \_\_\_\_\_. They found their first slogan: Let's keep Miner dollars in Miner County.

\*resident 주민

- ① work out regularly
- ② spend money locally
- ③ drive their cars safely
- ④ treat strangers nicely
- ⑤ share work equally

66) What do rural Africans think as they pass fields of cash crops such as sunflowers, roses, or coffee, while walking five kilometers a day to collect water? Some African countries find it difficult to feed their own people or provide safe drinking water, yet precious water is used to produce export crops for European markets. But, African farmers cannot help but grow those crops because they are one of only a few sources of income for them. In a sense, African countries are exporting their water in the very crops they grow. They need water, but they also need to export water through the crops they produce. Environmental pressure groups argue that European customers who buy African coffee or flowers are \_\_\_\_\_ in Africa.

- ① lowering the prices of crops
- ② making water shortages worse
- ③ making farmers' incomes lower
- ④ producing goods with more profit
- ⑤ criticizing the unfair trade of water

67) One real concern in the marketing industry today is how to \_\_\_\_\_ in the age of the remote control and mobile devices. With the growing popularity of digital video recorders, consumers can mute, fast-forward, and skip over commercials entirely. Some advertisers are trying to adapt to these technologies, by planting hidden coupons in frames of their television commercials. Others are desperately trying to make their advertisements more interesting and entertaining to discourage viewers from skipping their ads; still others are simply giving up on television advertising altogether. Some industry experts predict that cable providers and advertisers will eventually be forced to provide incentives in order to encourage consumers to watch their messages. These incentives may come in the form of coupons, or a reduction in the cable bill for each advertisement watched.

\*mute 음소거하다

- ① guide people to be wise consumers
- ② reduce the cost of television advertising
- ③ keep a close eye on the quality of products
- ④ make it possible to deliver any goods any time
- ⑤ win the battle for broadcast advertising exposure

68) There is no one who doesn't use a body signal in the world, and it's true that it plays a huge role when people communicate with each other. When people, regardless of age, gender, or race, are happy, they smile. When they are sad or angry, they frown or raise their eyebrows. Nodding the head is used in almost every culture and country to indicate 'yes.' It appears to be a form of head lowering and is probably an inborn gesture because it's also used by people born blind. Shaking the head from side to side to indicate 'no' is also general and appears to be a gesture every child in the world does in infancy. When having enough milk, babies turn their head from side to side to reject more milk. We, considering these examples, can say that a basic body signal is \_\_\_\_\_.

- ① reliable
- ② simple
- ③ universal
- ④ informal
- ⑤ necessary

69) Humans are small-group beings. For over 200,000 years humans have lived in small hunting and gathering groups and in small farming communities. All day long we interact first in one group and then in another. Our family life, our leisure time, our friendships, and our careers are all filled with groups. In fact, if a person from outer space conducted a study of the people of Earth, \_\_\_\_\_ probably would be the main characteristic noted. As the effectiveness of our groups and interpersonal relationships go, so goes the quality of our life. The social competencies necessary for interacting effectively with others are central to the quality of family life, educational achievement, career success, psychological health, and creating a meaningful and fulfilling life. Our interpersonal and smallgroup skills form the basic connection between all other people and ourselves.

- ① using tools
- ② sharing foods
- ③ individual success
- ④ group membership
- ⑤ communication skills

70) Have you ever come across a great idea or discovered a solution to a difficult problem and decided that you'd act on it, but then forgot to do so because you didn't write it down and couldn't remember exactly what you needed to do? Have you found it difficult to stay inspired and focused on your success as you deal with everyday challenges? Well, I've experienced this in the past and found that it's helpful to create a daily list that I read and check off each morning and evening to serve as a reminder and guide throughout the day. Following a checklist is wise. Anything that we can put down on paper and not leave running around in our heads helps us reduce errors and adds to our successes. People say that \_\_\_\_\_!

- ① the pen is more powerful than the sword
- ② a short pencil is better than a long memory
- ③ good ideas come when you least expect them
- ④ memory is good but sometimes forgetting is better
- ⑤ the best way to get a great idea is to get many ideas

71) Imagine only one of the teams is competing in a tug-of-war. The "other team" is replaced by a fixed spring scale to be used for measuring the combined pull exerted by all team members. Before measuring a team effort, each member is first individually tested being asked to make their maximum pull against the spring scale. In the next stage, 2-, 3- and 8-member teams are formed and again asked to make a maximum, collective effort. The results were not what we would expect. Two-man teams exerted a combined force equal to only 93% of the total force of their individual maximum pulls. When a third member was added to the team, the total team force dropped to 85% while an 8-member team exerted only 49% of the force one would expect by adding up what each man had shown they were capable of pulling. This phenomenon means people \_\_\_\_\_.

\*tug-of-war 줄다리기 \*\*exert (힘을) 쓰다, 가하다

- ① work things out for themselves
- ② are actually less likely to get help
- ③ cooperate peacefully with each other
- ④ reduce effort when working in a group
- ⑤ feel themselves to be a part of an organization

72) One day a father of a rich family took his son on a trip to the country with the firm purpose of showing him how terrible people can be. They spent a day and a night on the farm of a very poor family. When they got back from their trip, the father asked his son, "How was the trip?" "Very good, Dad!" was the son's answer. "What did you learn from this trip?" the father asked. The son answered, "I learned that we have a dog at home, and they have four. We have a pool that reaches the middle of the garden; they have a creek that has no end. We have imported lamps in the garden; they have the stars. Our patio reaches the front yard; they have a whole horizon." When the little boy was finished, his father was speechless. His son added, "Thanks, Dad, for showing me how \_\_\_\_\_ we are."

\*patio 집 뒤쪽에 만드는 테라스

- ① happy
- ② poor
- ③ envious
- ④ busy
- ⑤ generous

73) Before you can get what you want, you have to \_\_\_\_\_. You might think that everyone has a clear picture of themselves. It may therefore surprise you to learn that it's very common to find that we often have at best a fuzzy picture of who we are. The world is full of people who are looking so hard for the gold at the end of the rainbow that they often don't see the diamonds glittering in their hands. When you're too thrown into getting what you want, it's remarkably easy to miss the assets you already have! Once you know what the current situation is, you can advance with confidence toward your goals.

- ① have a challenging attitude
- ② be kind to all including yourself
- ③ know what you have at the moment
- ④ make a specific plan about your goal
- ⑤ recognize what you can do for others

74) Sound tracks don't influence only how we feel. A study by Adrian North in the United Kingdom, demonstrated that the way we experience wine changes significantly depending on the music in the background. In this study, participants were given both red and white wine and were asked to fill out a survey about how each one tasted. The background music was different in each tasting. The selected music could be described as heavy, subtle, and refined; light and refreshing; or mellow and soft. The survey results showed that subjects' experience of the wine matched the music in the background. In effect, \_\_\_\_\_!

- ① the appetite can be highly enhanced by sweet wine
- ② the background music literally changed the taste of the wine
- ③ participants showed the same responses regardless of the wine
- ④ it was the wine that participants preferred to the background music
- ⑤ the experience of wine depends on the person's background knowledge

75) Our number one fear is \_\_\_\_\_, which is even greater than the fear of dying. It can cause us to be always on guard when around others. This is because our early ancestors lived in small clans or tribes, and to be kicked out of the clan would have meant certain death. Therefore it was in a person's best interests to keep the peace and not to make others angry. Interestingly, even though we no longer live in clans or tribes, the fear is set in our brains. It affects everything we do, from the clothes we wear to the houses we live in, the friends we have, and the cars we drive, which is done purely for other people's opinion of us. We are unconsciously ruled by the fear of not being accepted by others.

\*clan 씨족

- ① speech
- ② failure
- ③ violence
- ④ inability
- ⑤ rejection

76) I'm trying hard to be a more mindful consumer of resources these days. That means thinking twice about whether I really need something before I buy it, and often passing up on the "good deals" that come my way. It means being creative and resourceful by finding new ways to use things and learning how to get by with less. In many ways, I have found that \_\_\_\_\_. My kitchen looks much better with fewer appliances on the counter than it does cluttered up with all the latest devices. It's easier for my son to pick out an outfit to wear when there are fewer clothes in his drawer to choose from. It costs less, too. When I lower my energy bills by making environmentally friendly changes to my home, I have more money in the bank for other things.

- ① less is more
- ② consumption is habitual
- ③ economy starts at home
- ④ it is easier said than done
- ⑤ happiness doesn't come from wealth

77) A number of experiments conducted during the 1960s demonstrated that people have confirmation bias, a tendency to seek information to confirm their well-established beliefs. Unfortunately, this type of bias can prevent us from looking at situations objectively, can influence the decisions we make, and can lead to poor or incorrect choices. During an election season, for example, people tend to seek positive information that paints their favored candidates in a good light while looking for information that casts the opposing candidate in a negative light. By interpreting information in a way that \_\_\_\_\_, people often miss important information that might otherwise influence their decision on which candidate to support.

- ① just roots out their prejudices
- ② always seeks out objective facts
- ③ only supports their existing beliefs
- ④ widely expands their points of view
- ⑤ greatly contributes to the good of all

78) One of the most compelling examples of animals having a sense of \_\_\_\_\_ is the story of a female gorilla named Binti Jua, meaning "daughter of sunshine," who lived in the Brookfield Zoo in Illinois. One summer day in 1996, a three-year-old child climbed the wall of the gorilla enclosure and fell twenty feet onto the concrete floor below. As spectators were at a loss and the child's mother screamed in terror, Binti Jua approached the unconscious child. She reached down and gently lifted him, cradling him in her arms while her own infant, Koola, clung to her back. Growling warnings at the other gorillas who tried to get close, Binti Jua carried the child safely to an access gate and the waiting zoo staff. Binti Jua was widely regarded as an animal hero. She was even awarded a medal from the organization of American Legion.

\*enclosure 울타리를 친 장소

- ① morality
- ② equality
- ③ cruelty
- ④ curiosity
- ⑤ creativity

79) It is widely suspected by the general public that a great deal of language change comes about because of sheer laziness or from that all-too-familiar human habit of sloppiness. Well, it is true that we humans are rather impatient creatures, and we often \_\_\_\_\_. We know that compact disc has been shortened to CD, for instance. In similar ways, telephone has been shortened to phone, gymnasium to gym, influenza to flu, British Broadcasting Corporation to BBC, situation comedy to sitcom, human beings to humans, and so on. Much of this is easy to understand. Who in their right mind would prefer to work through the longer forms all the time? Does anybody really want to say Federal Bureau of Investigation more than about twice in a lifetime, when FBI is available? And how many people can remember that the full name of the insecticide DDT is the mouth-filling dichlorodiphenyltrichloroethane?

\*sloppiness 철저하지 못함, 엉성함

- ① speak faster when we are nervous
- ② add technical terms to impress others
- ③ prefer briefer expressions to longer ones
- ④ create new words for new products or concepts
- ⑤ avoid those who just repeat what the other said

80) In 1792, Congress gave each newspaper the right to send one copy postage-free to all its competitors. The idea was to help newspapers learn from one another. Journalists haven't needed much coaxing when it comes to looking over each other's shoulders. Editors read other newspapers to ensure they aren't missing anything, and reporters build on each other's stories, something made easier by computerized databases that store stories from many papers and allow virtually instant recall. Contradictory though it may seem, highly competitive journalists cooperate together when covering events, not because they are afraid of outsiders but because they don't want to \_\_\_\_\_.

\*coax 설득하다, 달래다

- ① miss a story that others may get
- ② sacrifice their freedom for nothing
- ③ forget valuable feedback from outsiders
- ④ lose trust with their advertisers
- ⑤ bow to any political pressure

81) An egg cream is a refreshing cold drink that originated in New York City soda shops about a hundred years ago. It's made of milk, flavored syrup, and soda water. Does it contain eggs? No. Does it contain cream? No. But it's called an egg cream. That's just the way it is. You don't have to worry about it, but some people worry about it. They find such inconsistencies annoying, frustrating, or even disturbing. They want everything in life to be neat and tidy. They want things to make sense. So when they encounter something that seems to \_\_\_\_\_, they start to get a little anxious. They start searching for explanations to satisfy the logical side of their brains.

- ① capture their attention
- ② meet their expectations
- ③ break their concentration
- ④ violate their mental rules
- ⑤ confirm their personal beliefs

82) French children get their first taste of champagne at a very early age. They dip sugar cubes or cookies into it and in doing so learn its flavor and distinctive qualities. My son Dorian would often have a taste of champagne with us in France. Thus he learned to appreciate it and to associate it with celebration, since in France, we most often drink champagne when we are celebrating something. One time, my family went to an American restaurant for a celebration and ordered champagne. Dorian, who was seven or eight at the time, asked for a glass, and the waiter ignored his request. When I told the waiter it was okay, he still didn't believe me (or perhaps he felt legally bound to ignore me). He mixed a concoction of club soda and some orange juice in a champagne glass and handed it to Dorian, who tasted it and immediately rejected it because \_\_\_\_\_.

\*concoction 혼합

- ① he knew it was not desirable to tell a lie
- ② he was well aware of the flavor of champagne
- ③ he didn't like the waiter's request being ignored
- ④ he was sure he had to pay extra to get what he wanted
- ⑤ he had learned how to behave himself from a young age

83) In the early 1970s, Bruce Henderson, founder of the Boston Consulting Group (BCG), divided his consultants into three teams—Blue, Red, and Green—and had them compete with each other in order to maximize productivity. For a while the competitiveness seemed to spur innovation and business success, but in the end the negative consequences far outweighed the benefits. So competitive was the environment Henderson created that the leader of the Blue team, Bill Bain, quit, taking most of his team with him to start up a rival firm, Bain & Company. In pursuit of a short-term injection of competition, Henderson ended up creating a rival firm that for some years put BCG in its shadow. Competition, in other words, \_\_\_\_\_ in the workplace.

\*injection 주입, 투입

- ① was not impossible but possible
- ② made every employee cooperate
- ③ was a dangerous motivational tool
- ④ revealed employers' hidden objectives
- ⑤ was the key factor affecting satisfaction

84) Why doesn't the modern American accent sound similar to a British accent? After all, didn't the British colonize the U.S.? Experts believe that British residents and the colonists who settled America all sounded the same back in the 18th century, and they probably all sounded more like modern Americans than modern Brits. The accent that we identify as British today was developed around the time of the American Revolution by people of low birth rank who had become wealthy during the Industrial Revolution. To distinguish themselves from other commoners, these people developed new ways of speaking to set themselves apart and demonstrate their new, elevated \_\_\_\_\_. In the 19th century, this distinctive accent was standardized as Received Pronunciation and taught widely by pronunciation tutors to people who wanted to learn to speak fashionably.

\* Received Pronunciation 영국 표준 발음

- ① social status
- ② fashion sense
- ③ political pressures
- ④ colonial involvement
- ⑤ intellectual achievements



85) It's hard enough to stick with goals you want to accomplish, but sometimes we make goals we're not even thrilled about in the first place. We set resolutions based on what we're supposed to do, or what others think we're supposed to do, rather than what really matters to us. This makes it nearly impossible to stick to the goal. For example, reading more is a good habit, but if you're only doing it because you feel like that's what you're supposed to do, not because you actually want to learn more, you're going to have a hard time reaching the goal. Instead, make goals based on \_\_\_\_\_. Now, this isn't to say you should read less. The idea is to first consider what matters to you, then figure out what you need to do to get there.

- ① your moral duty
- ② a strict deadline
- ③ your own values
- ④ parental guidance
- ⑤ job market trends

86) Houston Airport executives faced plenty of complaints regarding baggage claim time, so they increased the number of baggage handlers. Although it reduced the average wait time to eight minutes, complaints didn't stop. It took about a minute to get from the arrival gate to baggage claim, so the passengers spent seven more minutes waiting for their bags. The solution was to move the arrival gates away from the baggage claim so it took passengers about seven minutes to walk there. It resulted in complaints reducing to almost zero. Research shows occupied time feels shorter than unoccupied time. People usually exaggerate about the time they waited, and what they find most bothersome is time spent unoccupied. Thus, occupying the passengers' time by \_\_\_\_\_ gave them the idea they didn't have to wait as long.

\* baggage claim (area) 수하물 찾는 곳

- ① having them wait in line
- ② making them walk longer
- ③ producing more advertisements
- ④ bothering them with complaints
- ⑤ hiring more staff to handle bags

87) Having extremely vivid memories of past emotional experiences and only weak memories of past everyday events means we \_\_\_\_\_. We tend to view the past as a concentrated time line of emotionally exciting events. We remember the arousing aspects of an episode and forget the boring bits. A summer vacation will be recalled for its highlights, and the less exciting parts will fade away with time, eventually to be forgotten forever. As a result, when we estimate how our next summer vacation will make us feel, we overestimate the positive. It seems as though an imprecise picture of the past is one reason for our inaccurate forecasts of the future.

- ① focus primarily on the future
- ② remember every detail of our lives
- ③ maintain a biased perception of the past
- ④ have trouble overcoming our emotional problems
- ⑤ share negative emotional experiences with others



88) What do good living and hard times mean? Naturally, this differs from person to person. If you are a beggar hunting for food, discovering something really fresh and delicious by chance is good living. If you have always wanted an expensive car, a big house, or a fantastic highly paid career and such comes your way, then for you this could be good living. In other words, this means we are instantly pleased by the way our life is going. As for hard times, these can range from being unemployed and living in a poorly constructed apartment to having just broken up with your latest partner. In short, if you feel you are in hard times, then that is exactly where you are, and the same goes for good living. Everything is \_\_\_\_\_.

- ① fixed
- ② relative
- ③ connected
- ④ imperfect
- ⑤ meaningless

89) Stress is an unavoidable part of life. Everyday is filled with changes and challenges. The challenges caused by stress help to develop new skills and behavior patterns. Stress can pump you up, give you energy, and supply that enjoyment for living. It drives us to improve, to reach, and to stretch. Without it, we would never know how far we can push ourselves. The problems occur, however, when stress becomes excessive. It can become destructive and can turn into unhappiness. Too much stress on your mind and body can make you feel miserable, worried, sad, and ill. When this stress occurs too often or over too long period of time, it can threaten your mental and physical well-being. In short, stress is \_\_\_\_\_.

- ① a double-edged sword
- ② a powerful reminder
- ③ a pleasant pastime
- ④ a natural wake-up call
- ⑤ a safety valve for crisis

90) As a leader, a person cannot ignore the attitudes of other people he or she is leading and expect to achieve success. A person's attitude impacts their relationships, influences their view of failure, and defines their approach to success. When someone on the team is teachable and his humility is rewarded by improvement, others are more likely to display similar characteristics. When a team member is positive in the face of discouraging circumstances, others admire that quality and want to be like them. Bad attitudes filter through faster than good ones when exposed to others. When some team members display negative feelings about the workplace, others imitate them. An attitude \_\_\_\_\_.

- ① changes from time to time
- ② is simply a matter of choice
- ③ has little to do with teamwork
- ④ has a negative effect on leadership
- ⑤ spreads quickly among a group of people

91) There was a time in history (late 1700s) when potatoes were not a popular food. The French thought potatoes were connected with leprosy, the Germans thought they were nothing better than feed for pigs, and Russian farmers actually thought they were poisonous! Then Catherine the Great came along and turned potatoes into gold. She had high fences installed to enclose her potato fields. Signs dotted the land warning the Russian citizens not to steal her potatoes. With the potatoes suddenly off limits, they became the talk of the town! Imagine what those farmers were thinking as they watched those big, tall fences go up: "Why are they fencing in the potato fields? Why are the rich keeping the potatoes all to themselves? Why are we restricted to the same old beef stew every single day? We deserve potatoes, too! We need potatoes! Give us potatoes!" This story proves that \_\_\_\_\_.

\*leprosy 나병, 한센병

- ① faster is not always better
- ② desire loses its value over time
- ③ an invisible hand controls prices
- ④ the less you give, the more you get
- ⑤ the rarer an item, the more valuable it is

92) \_\_\_\_\_ is not often thought about during the purchasing process. Unless you actually test a number of units in a realistic environment, doing typical tasks, you are not likely to notice the ease or difficulty of use. If you just look at something, it appears straightforward enough, and the array of wonderful features seems to be a virtue. You may not realize that you won't be able to figure out how to use those features. I urge you to test products before you buy them. Before purchasing a new stovetop, pretend you are cooking a meal. Do it right there in the store. Do not be afraid to make mistakes or ask stupid questions. Remember, any problems you have are probably the design's fault, not yours.

- ① Mobility
- ② Usability
- ③ Durability
- ④ Recyclability
- ⑤ Purchasability

93) The lives of well-known creative thinkers were filled with \_\_\_\_\_: they wanted wide landscapes to explore. Beethoven obsessively documented every idea he had, madly scribbling them on tree trunks or on the manuscript paper he had jammed into his clothing, even interrupting meals and conversations to scratch them down. Ted Hoff, the inventor of the first microprocessor used to encourage his team not to obsess or fixate on any particular idea until a wider range of ideas had been explored. Hemingway made dozens of rewrites and drafts, changing plots, characters, and themes before he published his novels. WD-40 is named because of the 40 attempts it took to get it right. Picasso used eight notebooks to explore the ideas for just one of his paintings. If you watch the film *The Mystery of Picasso*, you can watch the master exploring ideas, good and bad, in real time as he creates dozens of paintings.

- ① preoccupation for playing with ideas
- ② the willingness to keep their word
- ③ a determination to change the world
- ④ a passion to remain ordinary people
- ⑤ good intentions never fully executed

94) Have you tried not to get up late, not to break your word, or not to lose your temper? Why have others been so successful in reaching some of their goals, but not you? It's because you tend to \_\_\_\_\_. Try to replace bad habits with good ones, rather than focusing only on the bad habits themselves. If you want to change your ways, ask yourself, what will I do instead? For example, if you are trying to gain control of your temper, you could make a plan like "If I am starting to feel angry, then I will take three deep breaths to calm down." By using deep breathing as a replacement for giving in to your anger, your bad habit will get worn away over time until it disappears completely.

- ① be unsure of what you really want to achieve
- ② pay no attention to the rise and fall of emotion
- ③ fail to concentrate on what you have been doing
- ④ criticize others for not correcting your bad habits
- ⑤ focus on what you won't do, not what you will do

95) One of my favorite studies provides empirical support for the idea that reality is different even among family members who live together. Both members of a couple were asked to check off what activities and events had taken place in their lives during the previous week. For example, last week, did you and your spouse have a fight? Watch television together? Deal with a problem with the kids? The amazing finding from this study is that husbands and wives completely failed to agree with each other. Indeed, if a stranger instead of your husband or wife had filled out the questionnaire and had merely guessed what events took place in your family last week, his answers would have matched yours as well as your husband's or wife's answers. In short, these findings suggest that \_\_\_\_\_.

\*empirical 실증적인, 실험에 의거한

- ① it is desirable to spend more time with your family
- ② you should show gratitude to your spouse all the time
- ③ your memory can be manipulated by the survey questions
- ④ your spouse is experiencing a totally different world from you
- ⑤ the problem is partly due to your relationship with your spouse

96) The artists called late bloomers rarely feel they have succeeded, and their careers are consequently often dominated by the pursuit of a single objective. These artists repeat themselves, painting the same subject many times, and gradually changing their ways through an experimental process of \_\_\_\_\_. Each work leads to the next, and none is generally privileged over others, so experimental painters rarely make specific preparatory sketches or plans for a painting. They see the production of a painting as a process of searching, in which they aim to discover the image in the course of making it. They typically believe that learning is a more important goal than making finished paintings. Experimental artists build their skills gradually over the course of their careers, improving their work slowly over long periods.

\*late bloomer 대기만성형인 사람

- ① trial and error
- ② careful planning
- ③ creative imitation
- ④ rapid development
- ⑤ temporary excitement

97) Each culture regards the use of air conditioning differently, depending on its cultural scheme. Americans consider air conditioning a necessity, while Europeans consider it a luxury. I recall visiting a four-star hotel in Germany a few summers ago. My room was very hot, and I couldn't stand such heat. When I asked the manager to address the problem, he told me that the hotel didn't have air conditioning because the weather only got this hot one month a year. This might have been sensible from their perspective, but as an American, I found it uncomfortable. It \_\_\_\_\_ and I kept thinking that even a room in an inexpensive motel in the United States would have had a temperature suitable to my liking. The German hotel's policy was appropriate for the human biological scheme, but not for my American cultural scheme.

\*scheme 체계, 조직

- ① was a necessity in a German hotel
- ② had an unpleasant impact on my stay
- ③ had a positive impact on the environment
- ④ was a universal complaint all around the world
- ⑤ was the breakthrough to awaken my perspective

98) A psychologist, Asch, set up a simple experiment. Seven students were asked to identify the longest of five lines on a sheet of paper. Among the students, there was only one true subject. The other six had met before the experiment with Asch and he told them which answers to give. He told them to say out loud a middle line when asked "Which line is longest?" after being shown five lines of slightly different length. It was a wrong answer, and the true subject didn't know that his teammates were intentionally giving the wrong answers. Asch found that when it came to the subject's turn (being the last of the seven to answer), the true subject shook his head, looked at the others as if they were crazy, but then went along with them and gave the same wrong answer they did. This didn't happen in every instance, but it happened often enough to show that quite a few participants \_\_\_\_\_ just because everyone else had done so.

- ① raised their different voices
- ② gave a clearly wrong answer
- ③ criticized the other participants
- ④ drew lines with different lengths
- ⑤ refused to follow the mainstream

99) Imagine for a moment that your boss remembers all of your children's names and ages, routinely stops by your desk and asks about them, and then listens as you talk about them. Imagine that same boss tells you about a skill you need to develop and opens up an opportunity for you to be trained on that particular skill. Imagine there is a death in the family, and the boss has your company cater meals for your family after the funeral as a gesture of support. All of these are real scenarios, and guess what? All the bosses who engaged in these acts of care and concern have fiercely loyal employees. They have employees who absolutely do not mind going the extra mile for their boss. They enjoy going to work and voluntarily suggest creative ideas that save the company money and increase sales. These bosses influence the behavior of their team not by telling them what to do differently, but by \_\_\_\_\_.

- ① caring
- ② warning
- ③ training
- ④ pretending
- ⑤ evaluating

