

# CORE SET

B7



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*

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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.

※ 다음 빈칸에 들어갈 말로 가장 적절한 것을 고르시오.

1) Recently a cooperative act of ants excited the admiration of scientists. When a deadly fungus infects an ant colony, the healthy insects do not avoid their sick nest mates. Instead, they welcome the contagious ants with open arms—or, rather, open mouths—often licking their neighbors to remove the fungal cells before the viruses sprout and grow. Apparently, such grooming weakens the infection, spreading it thinly across the colony. Instead of leaving their infected peers to deal with the infection on their own and die, healthy ants \_\_\_\_\_, deliberately infecting everyone in the colony with a tiny dose of fungus that each individual's immune system can clear on its own.

\*fungus 균류, 곰팡이류

- ① enrich the soil
- ② share the burden
- ③ help build the nest
- ④ remove harmful insects
- ⑤ consume unwanted plants

2) To a degree, we have become a society \_\_\_\_\_. Physically, in metropolitan areas we live on top of one another. Emotionally, we make ourselves accessible at all times through cell phones, text messaging, and e-mail, all the while expecting our family and friends to do the same in return. Not surprisingly, we find it increasingly difficult to create a healthy distance from our world in order to nurture the essential connection we need within ourselves. The interruptions of a life that is "always on" eventually lead to burnout, exhaustion, frustration, and even disease. We are part of a society in which no other activity seems more important than the one that disrupts the present moment, either via the telephone, e-mail, or even the front door.

- ① full of greed
- ② with its own rules
- ③ without boundaries
- ④ with high income inequality
- ⑤ dependent on the government

3) It can be said that the history of human beings has always been a kind of experiment to determine what kinds of social network structures work and endure. Early human beings who lived in social networks that enabled a group to acquire more food or to fend off attackers were more likely to survive and reproduce. As a result, over a long period of time, the humans who naturally formed networks or who had specific traits helpful for forming networks might eventually have made up the largest part of the population. The networks we form today exploit different tools (like cell phones and the Internet) and operate in a different environment, but the urges we have to \_\_\_\_\_ evolved at a time when genetic evolution favored some patterns over others.

- ① grow
- ② last
- ③ generate
- ④ connect
- ⑤ challenge

4) Throughout history in all human societies, one of the most potent forces of influence has been based on the principle of reciprocity. The principle of reciprocity is based on the principle "\_\_\_\_\_." You may not admit that reciprocation plays a role in your interactions. you may even argue that I'm wrong in my assertion—but empirical evidence demonstrates that when you do someone a favor, you expect the other person to pay you back in some manner. Further research demonstrates that people feel compelled to pay back any favor they receive, no matter what the cost of the original gift or favor, and often in amounts that exceed. So don't be surprised if you get back something even bigger than what you gave in order for the other person to redress the balance.

- ① Many hands make light work
- ② One man sows and another man reaps
- ③ One man's meat is another man's poison
- ④ The proof of the pudding is in the eating
- ⑤ If you scratch my back, I will scratch yours

5) Nature \_\_\_\_\_. Suppose that half of the birds are living in an 'insect environment', where there is a plentiful supply of insects found deep inside tubular flowers but not a lot else to eat, and that the other half of these birds are living in a 'nut environment', where there is a plentiful supply of hard-shelled nuts but not much else. Eating is necessary for survival and those most likely to survive in the 'insect environment' are going to be those with long, thin beaks which can reach down inside the flowers; those who cannot reach the food will die. However, those most likely to survive in the 'nut environment' are those with big, strong beaks which can be used to crack the nuts; those who cannot will die. Thus, the ones with the characteristics most likely to enhance their survival in a given situation will be the ones left to reproduce.

\*tubular 관상 조직의

- ① is destructive as well as creative
- ② treats us differently from other species
- ③ favors animals that have greater fitness
- ④ selects based upon the principle of equality
- ⑤ realizes its potentialities for the ultimate good

6) In recent years, an entire green industry—called deconstruction—has blossomed. Deconstruction is like construction in reverse. From Berkeley to the Bronx, deconstruction companies are recovering and reselling components from old buildings, keeping materials out of landfills, and simultaneously creating good local jobs. Not far from my home in Berkeley, a pioneer in this arena since 1980, Urban Ore, has been recovering valuable materials from the waste stream and selling them for reuse. I got my bathroom sink, my office desk, and the metal poles that hold up my previously collapsing backyard fence from there—all used, otherwise headed for the dump. Across the top of each receipt from Urban Ore is printed "\_\_\_\_\_."

- ① Making Poverty History
- ② No Peace Without Justice
- ③ Ending the Age of Waste
- ④ Donate to Charity with Us
- ⑤ Democracy Is Worth Dying for

7) The relationship between physical products and individual ownership is undergoing a profound evolution. We don't want the CD; we want the music it plays. We don't want the disc; we want the storage it holds. We don't want the answering machine; we want the messages it saves. We don't want the DVD; we want the movie it carries. In other words, we want not the stuff but the needs or experiences it fulfills. As our possessions "dematerialize" into the intangible, our preconceptions of ownership are changing, creating a dotted line between "what's mine," "what's yours," and "what's ours." This shift is fueling a world where \_\_\_\_\_ has more value than possession, and as Kevin Kelly, a founder of *Wired* magazine, puts it, where "access is better than ownership."

- ① disposal
- ② donation
- ③ usage
- ④ cooperation
- ⑤ intelligence

8) Desserts are hard to resist. But the resistance is a little easier when their scent is intense. According to a recent study in the journal *Flavour*, when we experience a strong complementary aroma with our food, we take smaller bites. The scent of coffee in a mocha dessert can be a good example. It is thought that there is some sort of feedback loop happening in our brains: a strong complementary smell makes us \_\_\_\_\_. Next time you serve a sweet treat at a dinner party, think about lighting a vanilla-scented candle. The scent of the candle may help your friends not overeat. Or when you order a dessert at a restaurant, pair it with strong-smelling coffee. You can find its flavor goes into effect.

- ① regain our appetite
- ② reduce our food intake
- ③ relax the mind and body
- ④ fall into a romantic mood
- ⑤ distinguish between different scents

9) Scientists and educators have long sought to understand the emergence of expertise, artistic and otherwise. Many researchers have argued that exceptional achievement can simply come down to \_\_\_\_\_. Studies of eminent scientists in the 1950s supported this view by underscoring the individuals' capacity for endurance, concentration and commitment to effortful practice. Benjamin Bloom, an education psychologist, wrote in 1985 that none of his subjects achieved expertise without a supportive environment and a long and intensive period of training. This education came first from encouraging instructors and later from demanding master teachers. A few years later psychologist K. Anders Ericsson of Florida State University conducted studies of experts in piano, violin, chess, or athletics. The investigations revealed that a person's level of achievement correlated strongly with the amount of practice put in.

- ① hard work
- ② deep insight
- ③ physical strength
- ④ emotional stability
- ⑤ extraordinary talent

10) In the command-and-control management model, plans were considered destiny. Top management formulated exacting plans for every aspect of operations and then kept everything under tight control to “meet the plan.” All too often, however, plans were derailed by unanticipated events. Planning is no longer the exclusive domain of top management; it now typically involves those who carry out the plans because they are closer to the customer. Planning experts, who recommend strategic agility, say managers need to \_\_\_\_\_ to take advantage of opportunities. A good analogy of this would be an improvisational comedy act. The standup comic has a plan for the introduction, structure of the act, some tried-and-true jokes, and closing remarks. Within this planned framework, the comic will play off the audience’s input and improvise as necessary.

- ① analyze the latest market trends
- ② share their plans with coworkers
- ③ make the workplace more enjoyable
- ④ develop a detailed manual in advance
- ⑤ balance planned action with flexibility

11) Let’s think about flipping a coin. If you get ten heads in a row, what is the likelihood that the next flip will be heads? Don’t be fooled—it’s 50 percent, the same as it is on any single coin flip. Most people think the chances of getting heads will actually be lower than 50 percent—the opposite of momentum. They know they should see roughly the same number of heads as tails (50-50), so they feel that if they have seen ten heads in a row, they are due for a tails. A tails has to emerge. But it doesn’t. There is no law of averages. If the process is random, there is no predictability. This is also what drives the “gambler’s fallacy.” Gamblers on losing streaks erroneously believe they are due for a win and keep gambling, thinking that their luck \_\_\_\_\_. But if the whole thing is random, you aren’t due for anything. Your chances haven’t changed at all.

\*streak (성공이나 실패의) 연속

- ① is running out
- ② has to even out
- ③ is a coincidence
- ④ rouses others’ jealousy
- ⑤ breaks the law of averages

12) If you have ever had a sip of the “bitters,” you would probably frown just thinking about it. According to a study from researchers at Brooklyn College, the horrible taste does more than that. Researchers had fifty-seven students rate their moral distaste for several morally dubious acts, such as politicians taking bribes, students cheating on tests, and the like. Before they started rating the acts, the students drank shots of one of three drinks: bitter tasting liquid, sweet beverage, or water. On a 100point scale, with 100 being the worst rating for a morally reprehensible act, the students who drank the bitter liquid gave the acts an average rating of 78; those who drank the sweet beverage gave an average of 60; and the water group gave an average of 62. The ratings of the sweet beverage and water groups were statistically the same, but the bitter liquid group rating was significantly higher. This study suggests that the bad taste \_\_\_\_\_.

- ① reminds the eaters of awful memories
- ② increases people’s moral disapproval
- ③ stimulates people’s thirst for drinks
- ④ helps people produce creative ideas
- ⑤ makes someone learn to be patient

13) When a certain word which is to be defined crops up in its own definition, we call it a circular definition. The point of defining a term is to explain its meaning; this obviously cannot be achieved if you need already to understand the meaning of the term in order to understand the definition. \_\_\_\_\_ . For example, to define "stress" as "the physiological and psychological responses to stressful situations" would be to give a circular definition. This is because stressful situations are presumably only recognizable from the fact that they tend to produce stress: but the meaning of "stress" is the very thing which someone requesting the definition is seeking to understand, and so should not be presupposed in the definition. To define "philosophy" as "the activity carried out by philosophers" would be another example of a circular definition.

- ① Words out of circulation lose their meanings
- ② Words should be defined depending on context
- ③ Circular definitions, then, miss the point of definition
- ④ To explain words effectively, make use of examples
- ⑤ Evolution of languages, however, occurs along with time

14) The designer—and user—may be tempted to worship complexity. Some of my students did a study of office copying machines. They discovered that the most expensive, most feature-laden machines were best sellers among law firms. Did the firms need the extra features of the machines? No. It turns out that they liked to put them in the front offices where clients were waiting—impressive machines, with flashing lights and pretty displays. The firms gained an aura of being modern and up-to-date, capable of dealing with the rigors of modern technology. The fact that the machines were too complex to be mastered by most of the people in the firms was irrelevant. The copiers did not even have to be used; \_\_\_\_\_ alone did the job.

- ① appearance
- ② flexibility
- ③ simplicity
- ④ familiarity
- ⑤ creativity

15) I possess a pair of Indian cymbals that I use to gain students' attention in my classes. When you hold the metal tightly in each hand and clash them together, the resulting sound is a dead "tack" of metal against metal. But if you hold the cymbals loosely by their strings and touch them together, the ringing sound is surprisingly loud, travels far, and always surprises people with its clarity and beauty of tone. Your body is your resounding instrument, and like the cymbals, needs to be free for the sound to ring through you. \_\_\_\_\_ releases your voice, and releases your mind and your whole being at the same time. Thus you are more able to give out and to receive; you open up true communication.

- ① Relaxing your body
- ② Focusing on the audience
- ③ Keeping a straight posture
- ④ Listening to what others say
- ⑤ Preparing for the conversation



16) A great way to start your day on a positive note is by reading the good saying of the day. Whether you are trying to lose a large amount of weight or get a promotion at work, you can make use of those good sayings \_\_\_\_\_. It may seem unlikely that words on a page could really do so much for your life, but there is power in the mental processes of the human mind. What those sayings can do is put your mind in the right place. If you focus on specific ones that remind you of what you are working toward when your own natural encouragement slips away, you are more likely to reach the full potential of your life.

- ① to feel like a celebrity
- ② to develop your independence
- ③ to be sensitive to others' feelings
- ④ to improve your economic lifestyle
- ⑤ to keep your mind steady and focused

17) Recently, research in Mark Jung-Beeman's cognitive neuroscience lab at Northwestern has found that sudden bursts of insight—the Aha! or Eureka! moment—come when brain activity abruptly shifts its focus. The almost ecstatic sense that makes us cry "I see!" appears to come when the brain is able to shunt aside immediate or familiar visual inputs. That may explain why so many of us close our eyes—often unconsciously—just before we exclaim, "I see!" It also suggests that creativity can be enhanced deliberately through \_\_\_\_\_. Two techniques seem promising: changing what you learn and changing where you learn it. I try each week to read a scientific paper in a field new to me—and to read it in a different place. And they usually work wonders for me.

\*shunt 이동시키다

- ① monetary rewards
- ② much trial and error
- ③ reading and discussion
- ④ environmental variation
- ⑤ repetitive brain exercises

18) Just as we use symbols to reflect on what goes on outside of us, we also use them to reflect on ourselves. There are two aspects to the self. First is the *I*, which is the spontaneous, creative self. The *I* acts impulsively in response to inner needs and desires, regardless of social norms. The *me* is the socially conscious part of the self that monitors and moderates the *I*'s impulses. The *me* reflects on the *I* from \_\_\_\_\_. The *I* is insensitive to social conventions and expectations, but the *me* is keenly aware of them. In an argument, your *I* may want to hurl a biting insult at a co-worker who has criticized you, but your *me* censors that impulse and reminds you that it's impolite to put others down and that doing so might create future problems with that co-worker.

- ① the lowest energy level
- ② the momentary impression
- ③ the role of physical activities
- ④ the wide range of basic needs
- ⑤ the social perspectives of others

19) Because much of culture is habitual and deeply rooted in tradition, you can find countless examples where \_\_\_\_\_. In France, you find a type of "language police" whose duty is to monitor outside "infiltration" into their language. The French, it seems, are ever vigilant to keep their language "pure" and free from outside corruption. In the United States, there are still large numbers of people who rail against women having equal rights as men. In much of the Arab world, some of the aggression aimed at the West can be traced to the fear of having Western values imposed on traditional Islamic beliefs. Many Arabs believe that is what happened as part of the "contact" with the West during the Christian Crusades, the Ottoman Empire, and the occupation of much of the Middle East by the West in the early twentieth century.

- ① change is confronted with hostility
- ② culture is based on religious symbols
- ③ language represents the national identity
- ④ contact with the outside world is preferred
- ⑤ social norms are adjusted to future changes

20) Farming is better described as domestication, which is basically the control of plant and animal species for human benefit. The important concept in this definition is control; at some point in the evolution of certain plants and animals (like corn, sheep, cattle, or sweet potatoes), these species came to be under total control of humans. In evolutionary terms, humans became the ultimate selective agent on these species, determining which plant seeds would be sown to grow the next crop, for example, and what animals would be slaughtered for meat or kept alive as the parents of the next generation. Humans selected for their own purposes. What's important here is that the natural environment no longer determined which seeds would survive or which sheep would be selected. In short, the decision \_\_\_\_\_.

- ① allowed natural selection to be more effective
- ② made humans depend more on the environment
- ③ increased the population of wild animal species
- ④ degraded the living quality of future generations
- ⑤ shifted from natural selection to human selection

21) Recent evidence suggests that the common ancestor of Neanderthals and modern people, living about 400,000 years ago, may have already been using pretty sophisticated language. If language is based on genes and is the key to cultural evolution, and Neanderthals had language, then why did the Neanderthal toolkit show so little cultural change? Moreover, genes would undoubtedly have changed during the human revolution after 200,000 years ago, but more in response to new habits than as causes of them. At an earlier date, cooking selected mutations for smaller guts and mouths, rather than vice versa. At a later date, milk drinking selected for mutations for retaining lactose digestion into adulthood in people of western European and East African descent. \_\_\_\_\_. \_\_\_\_\_. The appeal to a genetic change driving evolution gets gene-culture co-evolution backwards: it is a top-down explanation for a bottom-up process.

- ① Genetic evolution is the mother of new habits
- ② Every gene is the architect of its own mutation
- ③ The cultural horse comes before the genetic cart
- ④ The linguistic shovel paves the way for a cultural road
- ⑤ When the cultural cat is away, the genetic mice will play

22) In one study patients recovering from surgery were given morphine. Some patients knew they were getting the morphine because they watched a doctor give them an injection. Patients in another group received the same dose of morphine, but they didn't know they were getting it. The drug was given through an infusion machine to which the patients were already connected. Thus, the experimental group received a visible medical treatment and the control group got a concealed medical treatment. What were the results? Patients who knew they were getting morphine experienced more pain relief than patients who didn't know they'd been given a painkiller. One way to interpret this result is that a placebo effect is always present when medicines are administered. This suggests that doctors should administer medicine \_\_\_\_\_. That way, patients benefit from the medicine and the placebo effect.

- ① in measured doses
- ② as openly as possible
- ③ at the required intervals
- ④ under any circumstances
- ⑤ with certainty of success

23) What is a fallacy? A fallacy is \_\_\_\_\_. There are some common fallacies when it comes to animals. A common fallacy about elephants is that elephants drink through their trunks. The facts are quite different. An elephant's trunk is its nose. You can't drink through your nose, and an elephant can't either. Elephants draw water up into their trunks. Then they spray the water into their mouths or wherever else they want. A second fallacy is about ostriches, the largest flightless bird in the world. Many people think that ostriches will bury their heads in the sand to hide. The facts are quite different. Just like you, an ostrich will suffocate if it buries its head in the sand. Some ostriches are over eight feet tall and weigh more than 250 pounds. Ostriches can run fast, and with their strong legs for kicking, there is little reason for them to hide in the sand.

\*suffocate 질식하다

- ① a false or mistaken idea
- ② a story about wild animals
- ③ a well-known or proven fact
- ④ a popular or traditional belief
- ⑤ a common but unsolved problem

24) 95 percent of the first impression that you as a salesperson make on a customer is determined by your clothes. This is because, in most cases, your clothes cover 95 percent of your body. When you are well dressed, the customer unconsciously assumes that you are working for an excellent company and you sell a good product or service. Further, when you are punctual, polite, and fully prepared, you make a positive impression that spreads to everything you do and to the product or service you sell. On the other hand, if the salesperson is late, unprepared, the customer immediately assumes that \_\_\_\_\_. He or she takes for granted that the company is second-rate and that the product or service being offered is of poor quality.

- ① appearances are changing
- ② quality comes before price
- ③ patience pays off in the end
- ④ what he sees is what he gets
- ⑤ there's no rule without exceptions

25) The \_\_\_\_\_ of perception was demonstrated nicely in a classic study by Hastorf and Cantril. They showed students at Princeton and Dartmouth universities a film of a recent football game between the two schools. The students were told to watch for rule infractions. Both groups saw the same film, but the Princeton students "saw" the Dartmouth players engage in twice as many infractions as the Dartmouth students "saw." The investigators concluded that the game "actually was many different games and that each version of the events that happened was just as 'real' to a particular person as other versions were to other people." In this study, the students' perceptions were swayed by their motives. It shows how people sometimes see what they want to see.

- ① absence
- ② process
- ③ subjectivity
- ④ evolution
- ⑤ importance

26) When meeting a prospect for the first time, a salesperson will often start off talking about his product while the prospect is still on the phone, signing checks, or doing something else. The prospect's mind is a thousand miles away. He is not paying attention to you. You may be sitting there, but he is still preoccupied with everything that is going on in his life. Your job is to break this preoccupation before you begin speaking. Your first words should be the equivalent of throwing a brick through a plate glass window. Develop an opening statement or question that \_\_\_\_\_. This sentence should always be aimed at the result or benefit that the prospect will receive from your product or service, but does not mention the product or service itself.

- ① reveals your true intentions
- ② needs personal information
- ③ gets his complete attention
- ④ gives you a new perspective
- ⑤ illustrates the qualities of your product

27) For a research psychologist, sampling variation is not a curiosity; it is a nuisance and a costly obstacle, which turns the undertaking of every research project into a gamble. Suppose that you wish to confirm the hypothesis that the vocabulary of the average six-year-old girl is larger than the vocabulary of an average boy of the same age. Girls and boys vary a great deal, however, and by the luck of the draw you could select a sample in which the difference is inconclusive, or even one in which boys actually score higher. If you are the researcher, this outcome is costly to you because you have wasted time and effort, and failed to confirm a hypothesis that was in fact true. Using a sufficiently large sample is the only way to reduce the risk. Researchers who pick too small a sample \_\_\_\_\_.

- ① end up obtaining results that make sense
- ② have to give up their colleagues in the end
- ③ leave themselves at the mercy of sampling luck
- ④ generally depend not on intuition but on statistics
- ⑤ are willing to accept other researchers' hypotheses

28) Modern societies waste billions on protective measures whose real aim is to \_\_\_\_\_. Those of us who work in security engineering refer to this as "security theater," and there are examples all around us. We're searched going into buildings that no terrorist would attack. Social-network operators create the pretense of a small intimate group of "friends," in order to lure users into disclosing personal information that can be sold to advertisers. The users get not privacy but privacy theater. Environmental policy is a third example: Cutting carbon emissions would cost lots of money and votes, so governments go for gesture policies that are highly visible though their effect is negligible. Specialists know that most of the actions that governments claim will protect the security of the planet are just theater.

- ① reassure rather than to reduce risk
- ② make a safer world for our offspring
- ③ produce new policies for living together
- ④ evoke a sense of familiarity and intimacy
- ⑤ keep us from becoming repeat offenders

29) For many people a \$10 bill found in the street has a different value than \$10 earned through hard work—it is much easier to turn around and spend the \$10 that was just found in the street, than it is to spend the \$10 earned through hard work. People tend to spend money received as gifts or through contests more readily than money they've earned, and people tend to continue gambling with winnings even though they would not continue gambling with money that they earned. These examples illustrate the cognitive processes called mental accounting. What is mental accounting? The term mental accounting refers to the idea that the value people place on money depends on \_\_\_\_\_. Mental accounting can ultimately lead to a series of small losses that will with time add up to a large amount.

- ① how you spend that money
- ② how much you already have
- ③ what value system you adopt
- ④ what you get for your money
- ⑤ where that money comes from

30) Some might say that happiness is directly related to how much money we make. So it shouldn't be surprising that our earnings also correlate with satisfaction levels. However, personal fulfillment depends more on our comparison with the others than on what we actually have. A new report by the San Francisco Federal Reserve shows that, all else being equal, suicide risks are higher in wealthier neighborhoods, a gloomy demonstration of the folly of trying to "keep up with the Joneses." For two individuals with the same income but living in two different counties, the individual who lives in the county with a higher average income is 4.5% more likely to commit suicide. At first it might seem surprising, but it begins to make sense when you think about how we tend to \_\_\_\_\_.

- ① deal with our own blind spot
- ② accept the things as they are
- ③ think about and talk about free will
- ④ compare ourselves to those around us
- ⑤ develop habits through repeated practice

31) Obesity is a major problem in the twenty-first century because our bodies \_\_\_\_\_. For thousands of years, humans lived on what they could hunt, fish, or gather. Even early farmers were forced to go without food until their crops were ready to harvest. The ability to store excess calories helped them survive days or weeks of hunger. But today people have access to food twenty-four hours a day. We eat many more calories than we use and store the rest as fat. We eat a lot more food than we need to. We put on weight because we don't have the sporadic food supply our ancestors faced. The biological feature that helped humans survive centuries ago now causes us to die early of heart disease and diabetes. This will continue to happen unless we change our lifestyles.

\*sporadic 이따금씩 발생하는

- ① do not produce most vitamins
- ② can't process certain chemicals
- ③ were designed to store calories
- ④ need calories to produce energy
- ⑤ stayed awake during the daytime

32) Somewhere in Africa more than 100,000 years ago, a phenomenon new to the planet was born. A species began to add to its habits, generation by generation, without much changing its genes. What made this possible was exchange, the swapping of things and services between individuals. That gave the species an external, collective intelligence far greater than anything it could hold in its admittedly large brain. Two individuals could each have two tools or two ideas while each knowing how to make only one. Ten individuals could know between them ten things, while each understanding one. In this way, exchange encouraged \_\_\_\_\_, which further increased the number of different habits the species could have, while reducing the number of things that each individual knew how to make.

- ① competition
- ② comparison
- ③ conservation
- ④ settlement
- ⑤ specialization

33) Besides the physical attributes of food consumption, it is vitally important that we consider the physiological impact food has on our body and mind. Beyond the traditional focus on nutritional value, try paying attention to \_\_\_\_\_. Both sugar and caffeine have me crawling out of my skin within minutes after I consume them. It's a feeling I don't like and thus try to avoid. Eating foods such as milk, bananas, or turkey rapidly increases the levels of the neurotransmitter serotonin in my brain and causes me to feel warm. I purposely choose these foods when I want to concentrate and feel calm. In general, carbohydrates turn immediately into sugar and make my body feel lazy. I like the way proteins charge me up and give me energy without stimulating emotional highs and lows.

- ① where your food was grown
- ② why certain food tastes good
- ③ how much you spend on food
- ④ how select foods make your body feel
- ⑤ which foods give you the lowest amount of fat

34) Where a lot of people make a mistake is in \_\_\_\_\_. They take me out to lunch when they want something, and then I never hear from them again until they want something again. If what they want from me is mutually beneficial, then it's fine. But often, someone wants something from me, we do a deal, and then I never hear from them again for another six years, when they feel they need me again. After that much time, I can barely recall who they are. They're not really someone I know that well. It's been six years, for crying out loud. I may have been wined and dined over twelve times in the past six years by someone else. I no longer need them even though they feel that they need me. I'm not going to help them out anymore.

- ① continued follow-up
- ② sudden career change
- ③ defining their purpose
- ④ leaving a good impression
- ⑤ showing confident body language

35) Language is arbitrary in the sense that there is no inherent relation between the words of a language and their meanings or the ideas conveyed by them. There is no reason why a female adult human being should be called a *woman* in English, *istree* in Hindi, *aurat* in Urdu, *zen* in Persian, or *tinvi* in Punjabi. The selection of these words in the languages mentioned here is purely arbitrary. It is just like christening a newborn baby who may be christened John or James. But once a child is given some name in a purely arbitrary manner, this name gets associated with the child for his entire life and it becomes an important, established convention. The situation in the case of the language is a similar one. The choice of a word selected to mean a particular thing or idea is purely arbitrary but once a word is selected for a particular referent, it comes to stay as such. Had language not been arbitrary, \_\_\_\_\_.

- ① language would not have survived among people
- ② language would have been treated with more care
- ③ there would be no theories of the origin of language
- ④ people would speak sign languages all over the world
- ⑤ there would have been only one language in the world

36) The saying that \_\_\_\_\_ is captured in a study in which researchers wrote up a detailed description of a half inning of baseball and gave it to a group of baseball fanatics and a group of less enthusiastic fans to read. Afterward they tested how well their subjects could recall the half inning. The baseball fanatics structured their recollections around important game-related events, like runners advancing and runs scored. One almost got the impression they were reading off an internal scorecard. The less enthusiastic fans remembered fewer important facts about the game and were more likely to recount superficial details like the weather. Because they lacked a detailed internal representation of the game, they couldn't process the information they were taking in. They didn't know what was important and what was trivial. They couldn't know what mattered. Without a conceptual framework in which to embed what they were learning, they were extremely forgetful.

- ① it takes knowledge to gain knowledge
- ② intelligence is much more than mere memory
- ③ imagination pushes the boundaries of knowledge
- ④ learning takes place everywhere and at all times
- ⑤ prejudice is an obstacle to processing information



37) Most of you are probably convinced that baby birds don't have to learn to follow their mother. Yet, if a man squats down in front of a very young duckling that was hatched away from its mother, and if the man waddles along, quacking all the while, the duckling will follow the man. If the duckling is later given the opportunity to follow its own mother or other birds, it will still follow the quacking man. The duckling apparently learns to follow what it believes to be its mother. In investigating this form of learning in more detail, it was found that a duckling will learn to follow a large colored box with a ticking clock inside if the box is the first thing it observes. When the colored box was pulled along on a wire, the duckling followed along, preferring the box to its own mother. Imprinting is an unusual form of learning. These experiments certainly show that early attraction of a duckling to the mother bird is not \_\_\_\_\_.

- ① ambitious
- ② selective
- ③ instinctive
- ④ inadequate
- ⑤ unpredictable

38) Most insects just lay their eggs and leave them. They don't take care of their young. They don't even wait to see if the eggs hatch. However, the earwig is different. After the eggs are laid, the female earwig gathers the eggs together in a pile and stores them in a shallow hole, over which she stands guard. One by one she picks them up in her mouth and licks them all over, as well as turning them over regularly. Both acts are carried out to minimize the risk of fungal infection. When the young hatch, she brings them food. When they are old enough, she teaches them to feed themselves. The family stays together until the young are fully grown. This is normal for humans, but unusual for insects. The earwig is really \_\_\_\_\_.

- ① a good mother
- ② a close friend
- ③ a brave fighter
- ④ a weak insect
- ⑤ a public doctor

39) Many of us have the perspective that life does things to us. We have the feeling that we are the victims of circumstances. We don't want to take the responsibility for life, for our lives, and we just want to blame someone for not making it what we think it should be. We can blame people, we can blame God, or we can blame life itself. The truth of the matter is, though, there is no one to blame for your life. No one to blame, no one to put the responsibility on because it "went wrong." You can't blame Mom. You can't blame Dad, the politicians, or the guy who created the atomic bomb. There is no blame to be given. That means the responsibility is yours and it's yours alone. In short, the creation of your life is \_\_\_\_\_.

- ① entirely in your own hands
- ② influenced by your society
- ③ generally a passive process
- ④ all about choices and balances
- ⑤ directly connected to your preference



40) When we are working with dying people, it is important not to push them to take on the reality and responsibilities of death more quickly than they are able to. Because we are impatient, we may want the dying people to move along—for our sake, not their own sake. As relatively healthy people dealing with people who are about to die, we feel a sense of \_\_\_\_\_ and want to make sure that the dying people relate to their remaining time properly. We want those people to take care of whatever remains to be done in their life right away because they have so little time left. There is no time for those people to realize what's going on at their own pace; they have to realize it right away—and we'll make sure they do! If not, we'll try to realize it for them. That is the opposite of patience.

- ① urgency
- ② regret
- ③ resentment
- ④ inferiority
- ⑤ depression

41) Impatience is one of our greatest weaknesses. As a culture, we have a problem with patience. We want everything fast. We live in a country with fast-weight-loss clinics. We even go as far as paying extra not to wait in long lines at an amusement park. On many highways, we find people willing to risk their lives to save a few seconds. Everybody is in a hurry. I read a current newspaper article that said that the sale of frozen orange juice is declining because people don't want to wait for it to thaw. Everyone moves hurriedly and every moment of the day is scheduled with day care, school, after-school activities, and 10- to 12-hour workdays. This culture is eating away at family values, healthy communication, and social interaction. We must change this culture. In other words, we must \_\_\_\_\_.

- ① think big
- ② slow down
- ③ know ourselves
- ④ love neighbors
- ⑤ achieve goals

42) \_\_\_\_\_ assumes that we can't communicate, that we can't share our message with anyone, and that we can't plant it in the minds and hearts of others. However, we want to do it. There is no code that can capture our message faithfully and then be reproduced exactly by others. So we rely on displaying symbols. We put up a constellation of symbols and hope that the communicatee will reconstruct or recreate a good enough model of our message from them. The process is similar to but more complex than the way we judge that a person is suffering from jaundice or malaria when we observe certain symptoms. This procedure is generally satisfactory. Of course, we can go wrong, and occasionally we go wrong terribly. However, this is the only means available for us.

- ① The action assembly theory
- ② The uncertainty reduction model
- ③ The interpersonal relations theory
- ④ The inferential communication model
- ⑤ The communicative mediation theory

\*jaundice 황달

43) One argument against transhumanism concerns the problem of making life no longer meaningful if \_\_\_\_\_. For instance, Bill McKibben argues against many of the technologies that are proposed or supported by transhumanists, including germinal choice technology, nanomedicine, and life extension strategies. He claims that it would be morally wrong for humans to change fundamental aspects of themselves (or their children) in an attempt to overcome universal human limitations, such as vulnerability to aging, maximum life span, and biological constraints on physical and cognitive ability. Attempts to improve themselves through such manipulation would remove limitations that provide a necessary context for the experience of meaningful human choice. He claims that human lives would no longer seem meaningful in a world where such limitations could be overcome technologically.

- ① scientists engage inventive approaches to their study
- ② science and medicine don't depart from the mainstream
- ③ human limitations are eliminated by enhanced technologies
- ④ technologies are widely used to improve human conditions
- ⑤ we use technological advances to warn health quality

44) The ability to see the situation as the other side sees it, as difficult as it may be, is one of the most important skills a negotiator can possess. It is not enough to know that they see things differently. If you want to influence them, you also need to understand empathetically the power of their point of view and to feel the emotional force with which they believe in it. It is not enough to study them like beetles under a microscope; you need to know \_\_\_\_\_. To accomplish this task you should be prepared to withhold judgment for a while as you "try on" their views. They may well believe that their views are right as strongly as you believe yours are. You may see on the table a glass half full of cool water. Your spouse may see a dirty, half-empty glass about to cause a mark on the expensive furniture.

- ① what it feels like to be a beetle
- ② how scientists use the equipment
- ③ where you can find the right beetle
- ④ why a beetle is an important specimen
- ⑤ when an awkward situation takes place

45) A lot of today's teachers realize that by using some variation of a pretest/post-test data-gathering model, they can get an idea of how well they've taught. If students' pretest performance is low, but their post-test performance is high, then a teacher ought to be satisfied with those results. On the other hand, if students' posttest performances are decisively worse than their pretest efforts, then a teacher should begin wondering about the quality of the instruction provided between the two tests. The data collected from the pretest and post-test may provide the evidence that supplies a pretty accurate picture of \_\_\_\_\_.

- ① a student's intellectual ability
- ② the motivation of the students
- ③ a teacher's instructional success
- ④ a school's overall quality of facilities
- ⑤ the relaxed atmosphere of the school

46) The best way to help children is to \_\_\_\_\_. If parents do not like what their children do, it is not the children alone who must change. If Johnnie is a problem, he is not going to improve by being taken from expert to expert, unless something is done about the situation at home. "Experts" cannot do the job parents can. Children cannot be changed if their parents aren't. Unless the parents are simultaneously being helped, most of these efforts are a waste of time and money. Most parents feel the same way, but some parents, not knowing what else to do, or not wanting to become involved themselves, go along with the idea of child treatment, if they can afford it. Many other parents avoid getting help with child raising.

- ① help parents
- ② broaden experiences
- ③ give examples
- ④ understand their feelings
- ⑤ seek professional advice

47) The economy's scale is its physical size relative to its host, the ecosystem. An analogy might be a baby growing in its mother's womb; it is a subsystem of the mother, totally contained by and dependent upon her. Birth marks the point at which the baby has reached the limit of the mother's ability to host it. Further growth in the womb does no good to both baby and mother. Similarly, the global economy depends completely on nature for raw materials, energy stocks, and indispensable services. When the economy reaches a certain size, further growth makes both system and subsystem \_\_\_\_\_. In the language of economists, growth has become "uneconomic." At the extreme, an economy that tries to grow beyond a size the ecosystem can support will simply destroy it. As for the economy, its physical growth cannot go on forever.

- ① less clear
- ② worse off
- ③ change roles
- ④ work automatically
- ⑤ depend on each other

48) The art of building is \_\_\_\_\_. From the earliest civilizations, buildings have provided the link of cultural continuity between generations, a concrete window into the social structure and aspirations of times long gone. Ruskin's words, written a century and a half ago, understand the cultural lessons that historic buildings can teach, and convey the importance of sustaining older structures to be able to provide these lessons for future generations. The majority of the older and historic buildings in the United States are found in urban centers. From the older dense central business districts in the cities of the northeast and midwest, to the historic cores of cities of the west and new south, these cities provide the link to the historic past for their communities. The familiarity of the traditional forms of historic buildings is a recognizable and comforting environment for users and visitors alike.

- ① timeless
- ② economical
- ③ mathematical
- ④ transformative
- ⑤ goal-oriented

49) The key feature of today's low or falling fertility rates is that, for the first time, it \_\_\_\_\_. For people in developing countries who benefit from being drawn out of poverty and from better access to healthcare and social protection, the fall of fertility rates from high levels is to be expected. Above all, people will choose to have fewer children when they are sure that their children are more likely to survive. For people in rich economies, the choice to make work and parenting more compatible has clearly resulted in a decision to have fewer children, aided, of course, by better education. Career opportunities for women which are increasing in number and improving in quality affect the decision.

- ① strikes the poor first
- ② is absolutely reversible
- ③ is universal and voluntary
- ④ is a burden to the government
- ⑤ supports the domestic economy

50) For manufacturers, a product that is thrown away after being used, forcing the customer to keep coming back for more, creates endless profit potential; a potential first discovered in the years after World War I, when there was a great need to find new uses for the abundance of materials produced for the war piled high in warehouses. For example, an absorbent material made from celluloid that had been used for military bandages later gained a new use as the disposable sanitary napkin. Manufacturers also had to figure out how to transform the wartime ethic of thrift and reuse into a culture that \_\_\_\_\_. During the war, the U.S. government produced posters declaring "Waste Not, Want Not." After the war, the government was giving shops across the country signs to display in their windows reading, "Beware of Thrift and Unwise Economy" to help encourage repetitive consumption.

- ① embraced throwaway habits
- ② glorified guns and violence
- ③ permitted mistakes and failures
- ④ regarded war veterans as heroes
- ⑤ stood against government policies

51) Adam Smith's concept of the free market was originally a \_\_\_\_\_. As such, Smith's ideas were adopted into the French Revolution. Smith, for example, favored certain wage regulations: "When the regulation is in favor of the workmen, it is always just and equitable; it is sometimes otherwise when in favor of the masters." Smith argued against an inequitable division of wealth: "No society can surely be flourishing and happy, of which the far greater part of the members are poor and miserable. Besides, it is equity that those who feed, clothe, and lodge the whole body of the people should have such a share of the produce of their own labor as to be themselves tolerably well fed, clothed, and lodged." In this argument, he used 'tolerably,' not 'absolutely' or even 'in accordance with their capability.'

- ① challenge to the land-based economic system
- ② brief summary of the theories of his predecessors
- ③ description of how free trade works in the market
- ④ metaphor for what guided merchants to invest freely
- ⑤ liberal proposal to free the poor from economic oppression

52) Abraham Lincoln wasn't the sort of man who could lose himself in a crowd. After all, he stood six feet four inches tall, and to top it off, he wore a high silk hat. His height was mostly in his bony legs. When he sat in a chair, he seemed no taller than anyone else. It was only when he stood up that he towered above other men. According to those who knew him, Lincoln was a man of \_\_\_\_\_. He often seemed sad and gloomy. But when he began to speak, his expression changed. "The dull and inactive features dropped like a mask," said a Chicago newspaperman. The eyes began to spark, the mouth to smile, and the whole face started to be filled with liveliness, so that a stranger would have said, 'Why, this man, so solemn a moment ago, is really handsome!'

- ① deep faith
- ② many faces
- ③ true courage
- ④ real generosity
- ⑤ various companions

53) Harvey B. Mackay made his fortune in manufacturing. Representing himself as not only a successful businessman but also a businessman-citizen-volunteer, Mackay said that selling your product is a service to your customers. He offers one of his 'secrets': the 'Mackay 66'—a sixty-six-question customer profile form that each salesperson in his company was required to complete about any prospect. The form included spaces for extensive personal information, from medical history to hobbies and vacation habits. Much of sales is impression management, and the customer information profile is an important tool in the salesperson's repertoire. With the profile on hand, one can appear attentive and personally engaged with people one has only just met. \_\_\_\_\_ is central to success.

- ① Cooperating with rivals
- ② Knowing your customer
- ③ Making quality products
- ④ Learning from past mistakes
- ⑤ Participating in volunteer activities

54) Pre-school teachers have been right all along: sitting in a circle is the best way to encourage sharing, even among 30- or 50-year old professionals. In recent research, about 350 college students were asked to sit down in one of seven chairs and evaluate advertisements and other things. Those who sat in a circle reacted favorably to ads that showed groups of friends or family members and conveyed a sense of belonging. Those sitting in rectangular formations favored ads portraying go-getters. \_\_\_\_\_ has a great impact on sharing and cooperation. Other research has shown the value of circles. For example, students are more engaged and may retain more information when the classroom is not set up in a lecture style and instead has clusters of students at small tables or the entire class sitting in a circle.

\*go-getter (사업 따위의) 수완가

- ① The size of a group or a class
- ② The relationship among students
- ③ The desire for personal success
- ④ The shape of a seating arrangement
- ⑤ The necessity of communicating with each other

55) In the first half of the 18th century, the novel emerged as a new form of literary art in England. This paralleled the emergence of the professional writer in English society. We can see this not only in the novel but also in the remarkable rise in popularity of magazines and newspapers. The novel, however, was unique. Daniel Defoe (*Robinson Crusoe*, 1719), Samuel Richardson (*Pamela*, 1740), and Henry Fielding (*Tom Jones*, 1749) were among the first novelists. In these new literary forms, the characters had ordinary names, not allegorical ones as in, for example, John Bunyan's *Pilgrim's Progress* (published in two parts in 1678 and 1684), whose characters have names like 'Christian' and 'Evangelist.' The subject matter of these novels was ordinary life, the twists and turns of ordinary people in recognizable situations. The thoughts and emotions of the characters were placed in the foreground in such a way that readers could identify with them; that is, they could recognize and relate with their own thoughts and emotions in the characters they read about. The net result was greater attention to \_\_\_\_\_.

\*Evangelist (성서) 복음서의 저자

- ① normal things
- ② inevitable disasters
- ③ supernatural phenomena
- ④ prominent figures
- ⑤ religious obligations

56) A survey attempts to take a large, general look at an aspect of behavior. Examples of topics include eating behavior, how people raise children, spending habits, and so forth. A researcher may be interested in studying a population. A population is a well-defined group. It need not be large. For example, a home aquarium with ten fish is correctly said to have a population of ten. However, in practice populations are often large (e.g., the population of the United States, the population of California, the population of a particular city). Consequently, it is common to \_\_\_\_\_. The sample should be taken at random from the population. A random sample allows the laws of chance to operate and provides an equal opportunity for any member of the population to be included in the sample. Members of the population fill out questionnaires, are interviewed, and are evaluated. This constitutes a survey.

- ① explore human behavior by using sample tests
- ② overlook some aspects of the sample survey process
- ③ conduct the survey taken on a sample of the population
- ④ assess the magnitude and distribution of social problems
- ⑤ minimize both random and systematic measurement error

57) The Bathonga of South Africa, we are told, compare their fishing catches, but there is no indication that individuals strive to outdo one another. Likewise, I may compare my own writing with Shakespeare (or with that of a contemporary) and sense my own relative inferiority. This could motivate me to improve or, specifically, to imitate features of his writing that I admire. Neither of these means that I feel the need to become better than he. If you and I run together for recreation, your greater speed or endurance may help to improve my own without my ever trying to beat you. As John Harvey puts it, "It is one thing to act from a desire to \_\_\_\_\_. It is quite another to act with a view to getting something done and yet to be stimulated in the activity by the parallel or contrasted activity of others."

- ① help people in need of help
- ② feel a greater sense of belonging
- ③ excel somebody else at something
- ④ follow their own internal sense of good
- ⑤ be independent of the rules of the game

58) An argument from analogy claims that things that resemble one another in certain respects resemble one another in further respects. For example: "The Earth has air, water, and living organisms. Mars has air and water. Therefore Mars has living organisms." The success of such arguments depends on the nature and extent of the similarities between the two objects. The greater their dissimilarities, the less convincing the argument will be. For example, consider this argument: "Astronauts wear helmets and fly in spaceships. The figure in this Mayan carving seems to be wearing a helmet and flying in a spaceship. Therefore it is a carving of an ancient astronaut." Although features of the carving may bear a resemblance to a helmet and spaceship, they may bear a greater resemblance to a ceremonial mask and fire. The problem is that any two things have some features in common. Consequently, an argument from analogy can be successful only if \_\_\_\_\_.

- ① you don't consider the argument from one side only
- ② the similarities include features of their social structure
- ③ you're simply aware of the correct natural explanations
- ④ there are other ways to account for the phenomenon at hand
- ⑤ the dissimilarities between things being compared are insignificant

59) My uncle used to make tennis rackets. His rackets were made in the exact same factory as a brand-name racket. They were made of the same material on the same machine. The only difference was that when my uncle's rackets came off assembly line, they didn't put the well-known brand logo on the product. My uncle's rackets sold for less money, in the same big-box retailer, next to the brand-name rackets. Month after month, the brand-name rackets outsold the generic-brand ones. Why? Because people perceived greater value from the brand-name rackets and felt just fine paying a premium for that feeling. On a strictly rational scale, the generic rackets offered better value. But \_\_\_\_\_, which is the reason companies make such a big deal about investing in their brand.

- ① value is a perception, not a calculation
- ② productivity does not compromise quality
- ③ brand loyalty is nearly a thing of the past
- ④ generic brands sometimes offer bigger savings
- ⑤ customers don't make a buying decision impulsively

60) Do you remember the childlike joy you felt the last time you found a parking spot at the mall on a crowded day? When you finished shopping, you may have left the spot with a certain hesitation, particularly if someone else was waiting for it. Studies have shown that people take longer to leave a parking spot when another driver is waiting, even though they predict they will not. It's as if the space suddenly becomes more valuable once another person wants it. Strictly speaking, it is no longer valuable to the person leaving it. After all, it seems that our brains are so \_\_\_\_\_ that once we have been given something, we are hesitant to give it up.

- ① sensitive to loss
- ② resistant to order
- ③ receptive to new ideas
- ④ easily exposed to illness
- ⑤ reluctant to deal with time



61) Wood is a material that is widely acknowledged to be environmentally friendly. It has been welcome as an alternative material for a long time in building houses instead of cement or bricks. However, it is not always easy to \_\_\_\_\_ of one particular material such as wood over another. Many species of tree are now endangered, including mahogany and teak, and deforestation, particularly in tropical rainforests, has had a severe impact both on local communities and on native plants and wildlife. Where wood is harvested and then transported halfway across the globe, the associated energy costs are high, causing a negative impact on the environment. What is more, where wood is treated with chemicals to improve fire- and pest-resistance, its healthful properties are compromised.

\*mahogany 마호가니(적갈색 열대산 목재)

- ① increase the inherent resistance
- ② favor the chemical properties
- ③ dominate the natural habitats
- ④ evaluate the relative merits
- ⑤ deny the cost advantage

62) Human farmers and their domesticated plants and animals made a grand bargain, though the farmers did not realize it at the time. Consider maize. Domestication made it dependent on man. But its association with humans also carried maize far beyond its origins as a little-known Mexican grass, so that it is now one of the most widely planted crops on earth. From mankind's point of view, meanwhile, the domestication of maize made available an abundant new source of food. But its cultivation (like that of other plants) prompted people to adopt a new lifestyle based on farming. Is man taking advantage of maize for his own purposes, or is maize taking advantage of man? Domestication, it seems, is \_\_\_\_\_.

\*maize 옥수수

- ① a pain in the neck
- ② an unfair sacrifice
- ③ a two-way street
- ④ a request for help
- ⑤ a zero-sum game

63) So often, we get caught up in the minutiae of our jobs—tedious annoyances and struggles that may be temporary roadblocks but feel more like concrete mountains. While there's plenty of research that shows that people who work with the muscles above their neck create all kinds of stresses for themselves, it's the people who focus on the *why* of their jobs (as opposed to the *what* and the *how*) who can manage the day-to-day problems more easily. That is, if you can define the purpose of your career or feel passionate about the mission of your company, you can much more easily handle the occasional server maintenance that disrupts your in-box. The flip side is that if you're working in any area (or company) that doesn't align with your own value, all the little stuff \_\_\_\_\_.

\*minutiae 상세, 세목, 사소한 점

- ① focuses on the *why*, belittling the *what* and the *how*
- ② liberates you from the prison of daily routines
- ③ snowballs into a big ball of daily disasters
- ④ paves your way to climb up the corporate ladder
- ⑤ illuminates the true value of what you have to do



64) People knowingly or unknowingly will take too much, even though it is not for anyone's collective or long-term good. As Hardin put it, "Freedom in a commons brings ruin to all." Consider a traffic jam on a main road going into any big city. Each person picks that particular road for the logical reason that it's the fastest route. In the beginning, each additional car does not slow the traffic down, as there is enough room on the road for the additional drivers. At some point, however, each car reduces the average speed, and eventually there are so many drivers that the traffic slows to a crawl. All the people seeking to minimize their own driving time add up to a longer commute for everyone. Doing what's rational \_\_\_\_\_, including you. On a global scale, the same thing can befall environmental issues such as overfished seas and rivers, air pollution, and water scarcity.

- ① leads to logical consequences for all drivers
- ② is compatible with the maximum benefit of each driver
- ③ enhances unselfish interests of each and every commuter
- ④ is not well executed by the unexpected behaviors of some drivers
- ⑤ results in a negative outcome to the collective interest of all drivers

65) Clients will not respect you if they think you are an idiot. They expect you to know your product, your service, or your business. They expect you to be able to answer their questions and to help them solve their problems. This expertise is the price of entry, and if you don't have it, a great relationship will not be an adequate substitute. This is the power of \_\_\_\_\_. If you know something more, you can be a more interesting person. You can be an expert on wine, running a Boy Scout troop, or the Civil War, or it can be about religion, photography, cooking, football, or old television shows. It can be about anything that appeals to you.

- ① knowledge
- ② kindness
- ③ patience
- ④ confidence
- ⑤ experiment

66) Researchers asked college student volunteers to think through a fantasy version of an experience (looking attractive in a pair of high-heeled shoes, winning an essay contest, or getting an A on a test) and then evaluated the fantasy's effect on the subjects and on how things unfolded in reality. When participants envisioned the most positive outcome, their energy levels, as measured by blood pressure, dropped, and they reported having a worse experience with the actual event than those who had conjured more realistic or even negative visions. To assess subjects' real life experiences, the researchers compared lists of goals that subjects had set for themselves against what they had actually accomplished and also relied on self-reports. "When we fantasize about it—especially when you fantasize something very positive—it's almost like you are actually living it," says one of the study's co-authors. That \_\_\_\_\_, draining the incentive to "get energized to go and get it," she explains. Subjects may be better off imagining how to surmount obstacles instead of ignoring them.

- ① prompts you into assessing the real life as it is
- ② turns a rosy dream into an actual accomplishment
- ③ renders your goal independent of the fantasy world
- ④ tricks the mind into thinking the goal has been achieved
- ⑤ deceives your mind into believing obstacles are insurmountable

67) When confronted by a seemingly simple pointing task, where their desires are put in conflict with outcomes, chimpanzees find it impossible to exhibit subtle self-serving cognitive strategies in the immediate presence of a desired reward. However, such tasks are mastered \_\_\_\_\_. In one study, chimps were confronted by a simple choice; two plates holding tasty food items were presented, each with a different number of treats. If the chimp pointed to the plate having more treats, it would immediately be given to a fellow chimp in an adjacent cage, and the frustrated subject would receive the smaller amount. After hundreds and hundreds of trials, these chimps could not learn to withhold pointing to the larger reward. However, these same chimps had already been taught the symbolic concept of simple numbers. When those numbers were placed on the plates as a substitute for the actual rewards, the chimps promptly learned to point to the smaller numbers first, thereby obtaining the larger rewards for themselves.

- ① as immediate rewards replace delayed ones
- ② when an alternative symbol system is employed
- ③ if their desires for the larger rewards are satisfied
- ④ when material rewards alternate with symbolic ones
- ⑤ if the value of the number is proportional to the amount of the reward

68) Many political scientists used to assume that people vote selfishly, choosing the candidate or policy that will benefit them the most. But decades of research on public opinion have led to the conclusion that self-interest is a weak predictor of policy preferences. Parents of children in public school are not more supportive of government aid to schools than other citizens, and young men subject to the draft are not more opposed to military escalation than men too old to be drafted. Rather, people care about their groups, whether those be racial, regional, or political. The political scientist Don Kinder summarizes the findings like this: "In matters of public opinion, citizens seem to be asking themselves not 'What's in it for me?' but rather 'What's in it for my group?'" Political opinions \_\_\_\_\_. They're like the array of bumper stickers people put on their cars showing the political causes, universities, and sports teams they support. Our politics is groupish, not selfish.

- ① continue to change over time
- ② correlate with parental concerns
- ③ serve as a means of self-display
- ④ function as badges of social membership
- ⑤ are just pie in the sky to ordinary people

69) Speaking two languages rather than just one has obvious practical benefits in an increasingly globalized world. But in recent years, scientists have begun to show that the advantages of bilingualism are even more fundamental than being able to converse with a wider range of people. Being bilingual, it turns out, makes you \_\_\_\_\_. It can have a profound effect on your brain, improving cognitive skills not related to language and even shielding against some diseases in old age. This view of bilingualism is remarkably different from the understanding of bilingualism through much of the 20th century. Researchers, educators and policy makers long considered a second language to be an interference that hindered a child's academic and intellectual development.

- ① richer
- ② smarter
- ③ more popular
- ④ more social
- ⑤ more confused

70) There are many lie-detection systems created from the patterns in verbal and nonverbal behavior in lies, and these provide some statistical advantages. Voice pitch, pupil dilation, eye tracking, lack of sensory details, and chronological storytelling are some indications of lying. However, when accounting for the behaviors that indicate lies of kids, those higher-than-average indicators become \_\_\_\_\_. Police officers were poor at it—their scores were at about 45%. Experts say that even teachers will score just above chance 55%—and that elementary school teachers and middle school teachers will score about the same.

\*chronological 시간 순서에 따른

- ① affordable for practical uses
- ② a justification for the illegal offences
- ③ popular in counseling children of all ages
- ④ an unnecessary procedure for policy-making
- ⑤ not much more reliable than flipping a coin

71) Few emotional glories compare with unscheduled moments of \_\_\_\_\_—for those sweet seconds you come to realize that someone you know well or barely know at all has done something incredibly thoughtful, helpful, remarkably unselfish and you are the beneficiary, whether you deserve it or not. For a moment you feel helpless in the face of someone else's kindness and you can't come up with anything to explain how much their actions really mean to you. It can serve as a gentle reminder that we really can't get by without each other. Truth be told, my favorite moments of kindness are the ones exchanged between strangers on the street or on the public transportation. Suppose someone on the bus paid for your fare when you forgot to bring your wallet. How would you feel?

- ① waiting
- ② silence
- ③ laughter
- ④ inspiration
- ⑤ gratefulness

72) Sometimes we should ensure that the use of a certain capital good by a member of the community \_\_\_\_\_. A scientific discovery is a classic example in this category. Once the structure of DNA has been discovered, the use of that wonderful knowledge by any individual in society does not limit the use of the same knowledge by others in society. Economic efficiency requires that the knowledge should be open to all, to maximize the social benefits of the knowledge. There should not be a fee for scientists, businesses, households, researchers, and others who want to utilize scientific knowledge of the structure of the DNA. But if there is no fee, who will invest in the discoveries in the first place? The best answer is the public investment through publicly financed institutions like the National Institutes of Health (NIH) in the United States.

- ① guarantees the reward to the original inventor
- ② does not diminish its availability for use by others
- ③ ensures the social safety of the community as a whole
- ④ does not exceed the ecological capacity of the community
- ⑤ does not require too advanced technology to use the good

73) Much of the continuing appeal of the novel \_\_\_\_\_ : readers invest themselves in the characters's stories, becoming actively involved in the creation of meaning. At the same time, they are rewarded by pleasures that are more intimate than the essentially indirect genres of drama and film. That give-and-take between a creator and readers starts in the first line, runs through the last word, and causes the novel to stay in our minds long after we close the cover. And it is a real give-and-take. The novel begs to be read from its opening words, tells us how it would like to be read, and suggests things we might look for. We readers decide whether we'll go with the program, even whether we'll read the book or not. We decide whether we agree with the author about what's important, we bring our understanding and imagination to relate to characters and events, we involve ourselves not merely in the story but in all aspects of the novel, and we collude in the creation of meaning.

- ① lies in its collaborative nature
- ② is made by the hands of editors
- ③ is its vision of accelerated history
- ④ can be seen in the kinds of typical cultural artifacts
- ⑤ has to do with its ability to represent life so interestingly

74) The rising cost and frequency of natural disasters can be blamed partly on the weather. Disasters are also on the rise because more people \_\_\_\_\_. In states like Texas, Arizona, and California, the build-up of neighborhoods in former woodlands has exposed more properties to wildfires, just as coastal development in states like Florida, North Carolina, and Maryland has exposed expensive beach houses and hotels to hurricanes and other storms. At the same time, the rapid growth of megacities in developing countries in Asia and Africa has made millions more vulnerable to heat waves and floods. Instead of defending themselves against climate change, many communities appear to be sticking their neck out.

- ① turn to nature for help
- ② are located in harm's way
- ③ are vulnerable to temptation
- ④ emit more pollution into the air
- ⑤ are reluctant to share information

75) Until the turn of the twentieth century there was a general belief among scientists that many other life-harboring worlds existed. Even as late as 1906, the astronomer Percival Lowell was convinced that Mars not only hosted life, but intelligent Martians, who had built a network of canals. During the twentieth century, the mood began to swing against the idea that life is common. Hopes of finding life elsewhere in the solar system began to fade as better telescopes, and then interplanetary space probes, revealed hostile conditions on our sister planets. This mood of skepticism extended to all extraterrestrial life, so that by the 1970s the Nobel Prize-winning biologist Jacques Monod felt able to proclaim in his book *Chance and Necessity*, "Man at last knows that \_\_\_\_\_."

\*extraterrestrial 지구 밖의

- ① he is alone in the unfeeling immensity of the universe
- ② extraterrestrial life is quite common in the universe
- ③ only two things are infinite, the universe and humanity
- ④ the search for extraterrestrials should be done immediately
- ⑤ extraterrestrial intelligence can be billions of years in advance of him

76) When two people are in love, they're quite sincere when they say, "I love you," but if they understood what was truly happening, they would say this: "Really loving you would mean caring about *your* happiness, but I care a lot more about how *I* feel. I like it when you do what *I* want. When you listen to me, I feel flattered and important. When you spend time with me, I don't feel as empty and alone. I feel good when I'm with you." When we don't feel unconditionally loved and we tell someone we love him or her, we're only expressing a \_\_\_\_\_ wish for that person to keep making *us* feel good. But when we say, "I love you," our partner hears us promise that we'll make *him* or *her* happy. Those conflicting expectations cause the failure of many relationships.

- ① selfish
- ② shared
- ③ reluctant
- ④ collective
- ⑤ reasonable

77) While almost every person on the planet is passionate, we are just not all passionate for the same things. When hiring people it is important to attract those who are passionate for \_\_\_\_\_. Simply hiring people with a solid resume or great work ethic doesn't guarantee success. The best engineer at Apple, for example, would likely be miserable if he worked at Microsoft. Likewise, the best engineer at Microsoft would probably not thrive at Apple. Both are highly experienced and work hard. Both may come highly recommended. However, each engineer does not fit the culture of the other company. Therefore, your goal should be the one that you hire those who are passionate for your purpose, cause or belief, and who have the attitude that can be in harmony with the culture of your company. Once that is established, only then should their skill set and experience be evaluated.

- ① what you focus on
- ② how to communicate
- ③ what they are good at
- ④ what you should give up
- ⑤ how to show their vision

78) Aristotle compared the mind of an infant to a blank clay tablet on which experiences leave their mark. In his view, we passively let experiences teach us about the world and become the person that they lead us to become. This is one of the few ideas of Aristotle that almost all contemporary psychologists reject. People do lots of practical things to create their experiences. Some people regularly choose relaxed, low-pressure situations; others get themselves into busy, exciting circumstances. We are certainly shaped by these experiences, but we play a role in choosing the experiences to which we are exposed. We are \_\_\_\_\_ in the flow of life, not blank tablets.

- ① lone travelers
- ② skilled workers
- ③ original thinkers
- ④ excellent teachers
- ⑤ active participants

79) A recent study found that workers who were not getting enough sleep were more prone than others to engage in \_\_\_\_\_ on the job, as rated by their supervisors and others. For example, they were more likely than others to take credit for work done by somebody else. In a laboratory experiment offering test takers the chance to win cash, students who had not slept enough were more likely than others to take advantage of an opportunity to cheat. Not getting enough sleep produces bad effects on the mind and body. Hidden among these is the weakening of self-control and related processes like decision making. To get the most out of your willpower, use it to set aside enough time to sleep. You'll behave better the next day—and sleep more easily the next night.

- ① high risk taking
- ② friendly attitude
- ③ unethical conduct
- ④ continuous training
- ⑤ innovative behavior

80) The average party-goer, let's say Charlie, arrives at a party. Eating the food on his plate with his friends, he occasionally looks around the room to see who might be new and fun to talk to. He's hoping several attractive and interesting people at the party will spot him and come over to talk. What's wrong with Charlie's approach? Let's start with the average party goer's first mistake—\_\_\_\_\_. Have you ever lived on a farm? Then you know you never disturb animals when they are eating. Likewise, when a human animal is eating, other human animals do not feel comfortable advancing. Subconsciously they're saying to themselves, 'Let the hungry dog eat and maybe we'll talk later.'

- ① talking to their friends with food in their mouth
- ② getting some refreshments and a drink immediately
- ③ just waiting for someone to come over to talk to them
- ④ arriving at the party long after everyone else has arrived
- ⑤ forcing their opinions onto others without listening to theirs

81) Imagine being handed a jar containing ten biscuits, being asked to remove one, take a nibble and rating it for quality and taste. Now imagine being asked to perform exactly the same task but this time being handed a jar containing just two biscuits. According to work conducted by psychologist Stephen Worchel from the University of Hawaii, biscuits taken from a jar that is almost empty taste significantly better than identical biscuits taken from a full jar. Why should this be the case? How much we desire and treasure an object depends, in part, on \_\_\_\_\_. A jar crammed full of biscuits suggests that the contents are plentiful. In contrast, a nearly empty jar suggests that the biscuits are scarce, and therefore significantly more desirable. In Worchel's experiment, this simple idea had unconsciously affected how participants perceived the availability of the biscuits, and how they tasted.

- ① how expensive it is
- ② how easy it is to obtain
- ③ what value others place on it
- ④ what kind of container it is in
- ⑤ how eagerly we want to share it

82) Usually whatever is considered normal or typical is not marked in language, whereas special cases and unusual situations are somehow marked or identified. For example, if a teacher says, "Latino parents really value education," he has marked the parents who value education as a particular racial or cultural identity. He is implying that not all parents value education as much as the Latino parents. This default, or unmarked claim, is often unspoken, but one can hear its presence as a shadowy contrast that gives meaning to the spoken statement about Latino parents. On the other hand, notice how the meaning changes if the speaker says, "Those Latino parents really value education" (with stress on 'those'). This statement might convey to listeners the unmarked, or default, claim that \_\_\_\_\_.

- ① most Latino parents do not value education
- ② few Latinos question the value of education
- ③ Latino parents have the same educational values
- ④ Latino parents vary in their opinions on education
- ⑤ Latino parents don't value as much as education they used to

83) If we believe that a change in our bodies is not a symptom of illness, we will probably \_\_\_\_\_. For example, if you are fair-skinned and have spent too much time in the sun, there is a chance that you may develop some form of skin cancer. The first signs are often round discolorations of the skin. You could look at one of these developing spots and believe that it is a blemish or a pimple, or that it was always there. Now when you look at your skin, you may try to draw attention to parts that look great, ignoring the developing skin spots. You confirm your bias that you are fine and cancer-free by thinking that you have often had those spots, off and on, and they never meant anything before. You may even think that you have been feeling especially great recently, so it could not be the beginning of a problem.

\*blemish E]

- ① get rid of our undesirable qualities
- ② follow the actions or beliefs of others
- ③ be insensitive to our limited knowledge
- ④ look for information to support that belief
- ⑤ base judgments on information easily available

84) Writing a letter of complaint is something most people have to do at some point in their lives. Whether you're dissatisfied with a company's product or service, it is usually possible to resolve the issue in a mutually beneficial way. Writing a complaint letter should not be complicated or scary. Address the issue right away. In the first paragraph, explain why you are writing the letter. Include only the facts, not your opinion at this point. For example, the complaint, "The jacket was horrible and I don't like it," is not effective. The statement, "The jacket was missing two buttons and had a large blue ink stain on the right sleeve," makes the problem more clear. In short, being \_\_\_\_\_ is the most important in a letter of complaint.

- ① honest
- ② polite
- ③ positive
- ④ emotional
- ⑤ specific



85) Motivation is not going to strike you like lightning. It is not something that someone else—nurse, doctor, and family members—can bestow or force on you. The whole idea of motivation is a trap. Forget motivation. If you're to stay healthy, exercise, lose weight, test your blood sugar, or whatever. Do it without motivation. After you start doing that thing, that's when the motivation comes and makes it easy for you to keep on doing it. Motivation is like love and happiness. It is a by-product. When you're actively engaged in doing something, it sneaks up and zaps you when you least expect it. As an old saying goes, "\_\_\_\_\_."

- ① Miracles happen to only those who believe in them
- ② All good things which exist are the fruits of motivation
- ③ When you don't feel like working out, put your workout clothes on
- ④ Those who begin too much and too quickly, accomplish little
- ⑤ No man ever steps in the same river twice, for it's not the same river.

86) Let's consider an example that illustrates \_\_\_\_\_. In an effort to reduce gasoline consumption, the federal government mandates that automobiles be more fuel efficient. Is this regulation a sound policy? It may be, but when evaluating the policy's overall impact, one should not overlook its secondary effects. To achieve the higher fuel efficiency, auto manufacturers reduced the size and weight of vehicles. As a result, there are more highway deaths—about 2,500 more per year—than would otherwise occur because these lighter cars do not offer as much protection for occupants. Furthermore, because the higher mileage standards for cars and light trucks make driving cheaper, people tend to drive more than they otherwise would. This increases congestion and results in a smaller reduction in gasoline consumption than was meant by the regulation.

- ① the techniques stemming from economic theory
- ② the types of behavior possible in unstable systems
- ③ the importance of measuring the variability of data
- ④ the potential importance of unintended consequences
- ⑤ the continuous and gradual nature of economic progress

87) No matter what your role or position is, credibility is something that you have to earn. Sales professionals need credibility to be successful—people don't want to buy from someone they don't trust. You also need credibility when you give presentations, deliver training, and sell your ideas. People trust what they can see. When you're open and honest, others don't have to guess what your motivations or intentions are. Keep this in mind when you interact with your team, clients, or subordinates. As you're "maskless," people begin to trust you. For instance, one study found that college professors who shared personal information were perceived as more credible than those who didn't. There is no substitute for \_\_\_\_\_ in building credibility.

- ① transparency
- ② competence
- ③ consistency
- ④ autonomy
- ⑤ generosity



88) In *The Man Who Mistook His Wife for a Hat*, Oliver Sacks describes the affliction of Dr. P. Presented with a red rose, Dr. P took it like a botanist or morphologist given a specimen, not like a person given a flower. "About six inches in length," he commented. "A twisted red form with a linear green attachment." Dr. P was completely unable to name what he had in his hand until it was suggested to him to smell it. "Beautiful!" he exclaimed. "An early rose. What a heavenly smell!" Dr. P's affliction was that he was visually unaware of the totality of objects. He could see and identify form and color but could not combine these aspects into a higher sense of meaning that is a rose. His only visual reality was a mechanistic identification of features. Technically, he suffered from a condition called 'visual agnosia,' an inability to \_\_\_\_\_.

- ① distinguish misperception from perception
- ② perceive more than one smell at a time
- ③ see a difference where there is a difference
- ④ analyze objectively due to lack of information
- ⑤ recognize and correctly interpret visual stimuli

89) Few things prompt a person to follow through like accountability. So one of the ways you can do that is to \_\_\_\_\_. Suppose you plan to take exercise every day. After five days, your motivation might wane and you might skip a day or two. Then you might beat yourself up and say, "I gave up again." Now imagine what would happen if everyone around you knew about your exact goal. Your roommate knows that you are planning to exercise for at least 30 minutes every day for one month. Many friends you interact with know this—the exact goal. Now, when you want to quit on Day 5, you'll think twice. Because you told them about what you intended to do, they are going to ask you about it. You want to have an answer that shows respect for yourself, so you are more likely to shake your head and get straight back into exercising again.

- ① write your goals down
- ② make your goal public
- ③ choose goals that are worthwhile
- ④ set realistic and attainable goals
- ⑤ discuss your ideas with others

90) It's hardly news that business leaders work in uncertain environments. Nor will it surprise anyone that under uncertain conditions, failures are more common than successes. Yet, strangely, we don't design organizations to manage and learn from failures. Most organizations are profoundly biased against failure and make no systematic effort to study it. Executives hide mistakes or pretend they were always part of the master plan. Failures become undiscussable, and people grow so afraid of hurting their career prospects that they eventually stop taking risks. I'm not going to argue that failure is a good thing. It can waste money, damage reputations, and sometimes lead to tragedy. However, it is unavoidable in uncertain environments, and, if managed well, it can be a very useful thing. Indeed, organizations can't possibly take the risks necessary for innovation and growth if they \_\_\_\_\_.

- ① will invest in new enterprises
- ② have not experienced any success
- ③ don't learn from their competitors
- ④ are not comfortable with the idea of failing
- ⑤ overlook the unethical behavior of others

91) Often, you may have observed students reading a passage very slowly and vocalizing and rereading sentences they have already read earlier because they have not comprehended the passage. When tested for comprehension, they score very low. Why does it happen? Why do students score low on comprehension when they have read a passage repeatedly? This happens because in reading the passage very slowly and very carefully the students have concentrated so much on the individual words and created so many fixations that they have failed to get the overall meaning of the passage. It is like seeing a film slowly, frame by frame. Ask the people who read fast, and they will testify that \_\_\_\_\_. Reading slowly interferes with one's comprehension because it causes too many artificial breaks and fixations which only block the smooth intake of ideas.

- ① there is no need to read slowly
- ② experience increases the speed
- ③ they can pay attention to details
- ④ reading is different from taking tests
- ⑤ their vocabulary sizes affect their speed

92) What comes into view when we see the world with new eyes is \_\_\_\_\_. There is no such thing as a "self-made man" or a "self-made woman": while we play a role in making ourselves, we are also made by each other and our world. When hurricanes, floods, and earthquakes sweep away illusions of self-sufficiency, we're reminded how much we need one another, how much we depend not only on people but also on the larger web of life. We treat people with a different kind of respect when we consider that they might someday be pulling us out of the rubble. We treat the rest of life with a different kind of respect when we consider that without it, we wouldn't be here at all.

- ① diversity
- ② diligence
- ③ patience
- ④ originality
- ⑤ interdependence

93) In an early study of how and what time communicates, Nancy Henley identified a cultural rule: Important people with high status can keep others waiting. Conversely, people with low status are expected to be punctual in Western society. More recent research validates Henley's finding that \_\_\_\_\_ are related. It is standard practice to have to wait, sometimes a long while, to see a doctor, even if you have an appointment. This carries the messages that the doctor's time is more valuable than ours. Professors can be late to class, and students are expected to wait, but students sometimes are scolded if they arrive after a class begins. Subordinates are expected to report punctually to meetings, but bosses are allowed to be late.

- ① time and status
- ② fame and wealth
- ③ career and success
- ④ culture and language
- ⑤ nationality and morality

94) If a dog is repeatedly placed in the sitting position as the word 'Sit!' is said, it takes very little time for the dog to put the word 'sit' and sitting behavior together. This is called paired association: when a particular stimulus and a particular response are repeatedly paired together, they will become associated with each other. Eventually, when only the stimulus occurs, the response \_\_\_\_\_ . This is the way many of us learned how to spell a particularly difficult word: by saying the word and spelling it repeatedly. This is also how many people learn multiplication tables: if you repeat  $6 \times 8 = 48$  often enough, the stimulus  $6 \times 8$  will prompt the response 48 without thinking about what you are doing. Some people dismiss this as rote learning, but such responses are often very useful and efficient.

- ① will be incredibly unpredictable
- ② can be misinterpreted by mistake
- ③ will automatically be remembered
- ④ won't adapt to meet requirements
- ⑤ can't be ready in a given situation

95) \_\_\_\_\_ before your college interview can be a surprisingly fruitful activity for several reasons. You can see how the students go about their day-to-day college lives. You get to see the variety of people who attend the college and their various traits. Spending some quality time just wandering about the college can start to reduce your anxiety levels on your interview day by helping you understand the process. In particular, seeing the academic staff in their routines can make them seem more human and less like a frightening panel of intellectual inquisitors, out to make you feel bad about your knowledge. Take this opportunity to gain an edge over your less-informed competitor, and you will feel more comfortable when it comes to answering those seemingly ferocious academics.

- ① Outfit checking
- ② People watching
- ③ Policy screening
- ④ An interview simulation
- ⑤ Application essay writing

96) Stanford University professor Baba Shiv's research shows just how fleeting our willpower can be. He divided 165 undergraduate students into two groups and asked them to memorize either a two-digit or a seven-digit number. Both tasks were well within the average person's cognitive abilities, and they could take as much time as they needed. When they were ready, students would then go to another room where they would recall the number. Along the way, they were offered a snack for participating in the study. The two choices were chocolate cake or a bowl of fruit salad—guilty pleasure or a healthy treat. Here's the kicker: students asked to memorize the seven-digit number were nearly twice as likely to choose cake. This tiny extra cognitive load was just enough to \_\_\_\_\_ .

\*kicker 뜻밖의 결말

- ① find a creative solution
- ② lead to true cooperation
- ③ prevent a prudent choice
- ④ maintain short-term memory
- ⑤ fail to pass a basic math exam

97) Gardening is one of the most popular pastimes in many Western countries: Britain has more than 20 million devotees. While some people treat their gardens as mini wildlife sanctuaries or vegetable plots, the majority approach gardening as an exercise in visual aesthetics. What matters more than anything else is how the garden appears to the eye. Does the mixed border have a pleasing combination of colors, heights, and shapes? Are there enough plants with 'winter interest,' which remain attractive throughout the year? Is the lawn a neat and new carpet? Is there space for cheerful window boxes full of bright and vibrant annuals, or for an area of colorful bedding plants? When I worked as a gardener, it became obvious to me that the primary objective of contemporary garden design is \_\_\_\_\_.

\*sanctuary 보호 구역

- ① to create a visually pleasing picture
- ② to have sweet fragrances in the yard
- ③ to protect endangered plants and trees
- ④ to grow nutritious fruits and vegetables
- ⑤ to create a place to relax from a busy life

98) Go to the airport and ask travelers en route to some remote destination how much they would pay for an insurance policy paying, say, three hundred thousand dollars if they died during the trip (for any reason). Then ask another collection of travelers how much they would pay for the insurance that pays the same in the event of death from a terrorist act (and only a terrorist act). Guess which one would command a higher price? The odds are that people would rather pay for the second policy (although the former includes death from terrorism). The psychologists Daniel Kahneman and Amos Tversky found that the majority of people will judge a deadly flood (causing thousands of deaths) caused by a California earthquake to be more likely than a fatal flood (causing thousands of deaths) occurring somewhere in North America (which happens to include California). Eventually the researchers concluded that \_\_\_\_\_.

- ① people focus more on the price than on the quality
- ② the sense of security influences the probability of disaster
- ③ people do not like to insure against something abstract
- ④ people do not think insurance policies are so trustworthy
- ⑤ the introduction of insurance decreased the odds of an accident

99) Perception checking is an important communication skill because it helps people arrive at mutual understandings of each other and their relationships. To check perceptions, you should first state what you have noticed. For example, a person might say to a coworker, "Lately, I've thought you were less talkative in team meetings." Then the person should check to see whether the other perceives the same thing: "Do you feel you've been less talkative?" Finally, it's appropriate to ask the other person to explain her or his behavior. In the example, the person might ask, "Why do you think you've been less talkative?" When checking perceptions, it's important to use a tentative tone rather than a judgmental or accusatory one. This minimizes defensiveness and encourages good discussion. Just let the other person know you've noticed something and would like her or him to \_\_\_\_\_.

\*tentative 잠정적인, 불확실한

- ① take care of her or his complaints
- ② have the courage to start over again
- ③ take action to stop that from happening
- ④ be motivated and ambitious but not be too focused
- ⑤ clarify his or her perceptions of what is happening

