

### 003

(A), (B), (C)의 각 네모 안에서 어법에 맞는 표현으로 가장 적절한 것은?

Many people stop at least once in their lives to ask themselves what their lives are all about and (A) that / whether they are living well. There is a “point of reflection,” according to Julia Annas, when people ask: “Am I satisfied with my life as a whole and with the way it has developed?” And she adds, “For most of us are dissatisfied with both our achievement and our promise, and it is only the dissatisfied (B) which / who have the urge to live differently, and hence the need to find out what ways of living differently would be improvements.” We might agree with Annas that dissatisfaction with one’s life can be a powerful incentive to reflect on the question of the good life, but still feel it is not a necessary prerequisite. (C) It / There is possible, even in the course of a contented and successful existence, to step back and ask whether one is living the best possible life, and at that point the age-old question of the good life comes into play.

### 008

Being a powerful, free individual actually means being able to demand an economic system that respects, rather than exploits, workers and the environment, not being able to choose between an infinite number of coffee flavors and styles. Benjamin Barber writes in *Consumed*, “We are seduced into thinking that the right to choose from a menu is the essence of liberty, but with respect to relevant outcomes the real power, and hence the real freedom, is in the \_\_\_\_\_ of what is on the menu. The powerful are those who set the agenda, not those who choose from the alternatives it offers.” And the places where we enact our real freedoms to define what’s on the menu and set the agenda — those places are our town halls and community meetings, the offices of elected officials, the op-ed pages of newspapers, and sometimes simply the streets — not the aisles of shopping markets or the counters of coffee shops.

\* op-ed page: (신문의) 기명 논평 기사면

## 011

Social facilitation was first documented in experiments conducted at the Hawthorne plant of the Western Electric Company during the late 1920s and early 1930s. These classic studies were originally designed to evaluate the impact of different work environments. Among other things, researchers varied the levels of illumination in areas where workers were assembling electrical components and found that production increased when lighting was increased. When lighting was subsequently decreased, however, production again increased. Faced with these confusing data, the researchers turned their attention from physical aspects of the work environment to its social aspects. As it turns out, one reason workers' production increased was simply because someone else (in this case the researchers) had paid attention to them. The term Hawthorne effect is still used today to describe an artificial change in behavior due merely to the fact that \_\_\_\_\_.

## 044

In forming an opinion of you, people usually bring their agenda to any interpretation of your actions. If you do something that affects them in a negative way, however well intentioned it may be, that negative impact will color their opinion of your action. Have you ever tried to help someone, only to have your efforts end up being misinterpreted by the person you were trying to help? For example, you invite a colleague to join your group on a project, thinking the colleague wants to be included in an opportunity to work on something different, whereas the object of your attention thinks you're scheming to get him or her to do your job. What you intended as genuine helpfulness comes off as meddling to someone else. We cannot predict with perfect certainty how people will respond to our behavior. If we could, we'd never have to employ the \_\_\_\_\_.

## 038

다음 글에서 전체 흐름과 관계 없는 문장은?

Shifting the burden of a problem to other solutions explains a wide range of behaviors where well-intended "solutions" actually make matters worse over the long term. ① Opting for "symptomatic solutions" (solutions that address only the symptoms of a problem, not fundamental causes) is enticing. ② Apparent improvement is achieved and pressures, either external or internal, to "do something" about an annoying problem are relieved. ③ The underlying problem is difficult for people to address because it is too obscure or costly to confront. ④ But easing a problem symptom also reduces any perceived need to find more fundamental solutions. ⑤ Meanwhile, the underlying problem remains unaddressed and may worsen, and the side effects of the symptomatic solution make it still harder to apply the fundamental solution.

## 040

Psychologists have found in the experiment that most people genuinely believe that they are superior to most others on most desirable traits — they are willing to bet small amounts of money on these beliefs. In the market, of course, beliefs in one's superiority have significant consequences. Leaders of large businesses sometimes make huge bets in expensive mergers and acquisitions, acting on the mistaken belief that they can manage the assets of another company better than its current owners do. The stock market commonly responds by downgrading the value of the acquiring firm, because experience has shown that efforts to integrate large firms fail more often than they succeed. The misguided acquisitions have been explained by a "hubris hypothesis": the executives of the acquiring firm are simply less \_\_\_\_\_ than they think they are.

\* merger and acquisition: (기업의) 인수 합병

## 089

Genuine acceptance of emotions cannot be conditional or instrumental. If the only reason we give ourselves the permission to be human is as a means to an end — so that we can succeed more, for instance — then we are engaging in what I think of as *pseudo-acceptance*. And this does not work. In the case of my anxiety about public speaking, it would not have helped if I had told myself something like, “OK, let me do this acceptance of anxiety thing so that I can deliver a perfect lecture with perfect calm.” We have to *truly* accept our emotions for what they are and truly be willing to live with them. This means that we have to accept painful emotions even when they persist beyond our wants or wishes. Genuine acceptance is about accepting that we are upset and then accepting that we might not feel better even though we accept that we are upset.

\* pseudo-acceptance: 의사(거짓) 수용

**098~099** 다음 글을 읽고, 물음에 답하십시오.

While marketing and engineering require different sets of skills, they are united in their focus on solving a customer problem. The process of creating a product and creating a customer center on solving a problem that the customer has. The practice of these respective crafts often leads to distinctly different thought processes. Engineering focuses on detail and precise calculation, while marketing provides a holistic awareness of events that affect the market. However, there is much in common between the two. Both need to be aware of what is on the horizon, either from a technology or customer-needs perspective. Both are thinking of possibilities for new combinations of materials and devices, or thinking either from the development perspective (engineering) or from the sales perspective (marketing). Both need to be always considering the competition.

Success in today's rapidly changing, technology-driven world requires close cooperation between the engineering and marketing elements of any company. They are two sides of the same coin, separate pictures but of fundamental and equal importance to the whole. Recognition of the essential differences in approach and thought processes of the two, with the \_\_\_\_\_ nature of each, will lead to more products that succeed in a competitive world economy.

## 060

글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?

In either case, weakness of will is “infectious”; there often is comfort in numbers.

Sometimes we lack the courage to do what we think is right, or we give in to temptation, knowing that what we are doing is wrong. ( ① ) We may cover this over in self-deception, but sometimes we are fully aware of what we are doing. ( ② ) This is weakness of will. When this is a matter of lacking courage, fear is a major factor. ( ③ ) When it is basically a matter of giving in to temptation, it is a form of self-indulgence. ( ④ ) If others with whom we associate display similar tendencies, we may be more likely to do likewise. ( ⑤ ) So, to resist weakness of will, it may be important to find others who would also like to be able to display strength of will in doing what they believe is right.

## 111

An attribute which is \_\_\_\_\_ (A) \_\_\_\_\_ to a product's quality can simplify a customer's decision-making process. Consider a consumer facing a set of three effectively identical brands of shampoo. If one brand offers silk and the consumer knows that it is irrelevant to the product quality, would that affect his or her choice? The consumer can ignore the information. By doing so, he or she still has no basis to choose among the alternatives. Instead, the consumer can use the irrelevant attribute — knowing that it is irrelevant — to help make a choice. Constructing a positive “reason” for why the attribute is attached to that brand — e.g. “at least I am getting something extra” — means that the consumer ignores the other two brands and makes a choice. Thus, an irrelevant attribute makes choosing \_\_\_\_\_ (B) \_\_\_\_\_ even though a consumer is aware that it is irrelevant.

## 149

As the evidence of the growing risks of climate change mounted over the last three decades, the political response nonetheless was a combination of denial and delay. Confronted with evidence, many in positions of influence in U.S. politics ignored and then later denied the facts. When the facts could no longer be denied, they quibbled about the details of the scientific evidence and the costs of action necessary to head off the worst possibilities. In the meantime, months, years, and decades slipped away. Some chose to dismiss the evidence as “doom and gloom,” but as individuals they lived by an entirely different calculus. They have household, auto, and health insurance for protection against vastly smaller risks at an insignificantly smaller scale, and most did not dismiss health warnings from their doctors. When it is merely the future of the Earth, however, they have been willing to risk irreversible changes.

\* calculus: 계산법

## 135

(A), (B), (C)의 각 네모 안에서 어법에 맞는 표현으로 가장 적절한 것은?

Practices such as not allowing students to speak their native tongue are certain to negatively influence students' identities and their views of what constitutes important knowledge. For example, when (A) asked / asking if she would be interested in taking a course on Puerto Rican history, Marisol was quick to answer: “I don't think it's important.... I'm proud of myself and my culture, but I think I know what I should know about the culture already, so I wouldn't take the course.” Ironically, it was evident to me after speaking with her on several occasions (B) that / when Marisol knew virtually nothing about Puerto Rican history. However, she had already learned another lesson well: given what she said about the courses she needed to take, she made it (C) clear / clearly that “important” history is U.S. history, which rarely includes anything about Puerto Rico.

## 183

The “Olympic Movement,” which the International Olympic Committee (IOC) defines as “all those who agree to be guided by the Olympic Charter and who recognize the authority of the International Olympic Committee,” is the driving force behind the Olympic Games. The stated goal of the Olympic Movement is to help build a better world. Although Pierre de Coubertin, who founded the modern Olympic Games in the nineteenth century, may have had altruistic, idealistic notions of pure amateur competition, undamaged by financial motivations in mind, the Olympic Games have become a big business. The participants are effectively professional athletes; the organizers are highly compensated, professional bureaucrats; hosting the Games involves huge construction and renovation projects that may take over a decade to complete; and these expenditures are usually justified by claims of extraordinary economic benefits that will be acquired by the host city or region as a direct result of hosting the Games.

## 192

글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?

As rainwater flows through the garbage, it may dissolve a variety of organic and inorganic materials.

Some sources and types of contamination threaten groundwater supplies. These include widely used substances such as highway salt, fertilizers that are spread across the land surface, and pesticides. ( ① ) In addition, a wide variety of chemicals and industrial materials may leak from pipelines, storage tanks, landfills, and holding ponds. ( ② ) Some of these pollutants are classified as hazardous, meaning that they are either burnable, corrosive, explosive, or toxic. ( ③ ) In land disposal, potential contaminants are heaped onto mounds or spread directly over the ground. ( ④ ) If the leached material reaches the water table, it will mix with the groundwater and contaminate the supply. ( ⑤ ) Similar problems may result from leakage of shallow excavations called holding ponds into which a variety of liquid wastes are disposed.

\* leach: 침출하다

## 159

글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?

Therefore, according to laissez faire capitalism, there is no need for government involvement in the marketplace.

Sometimes the government’s economic role is to stay out of the marketplace. ( ① ) The principle that the government should not interfere in the economy is called laissez faire, a French phrase meaning “leave things alone.” ( ② ) The concept of laissez faire is often paired with capitalism, an economic system that is based on private ownership of the factors of production. ( ③ ) Capitalism, the foundation of market economies, operates on the belief that, on their own, producers will create the goods and services that consumers demand. ( ④ ) This laissez faire capitalism is a market economy in its pure form. ( ⑤ ) However, there are no pure market economies — all real-world market economies have some degree of government involvement.

## 188

We’re pretty good at getting ourselves to do things we don’t desire, even things we passionately hate. But getting ourselves to do things that we think are immoral is a different matter. I would bet that no amount of persuasion will get you to steal your neighbor’s car — even if I could guarantee that you wouldn’t get caught. This is not to say we’re incapable of such things; tragically, we are. The point is that there appears to be a substantial difference between doing something you desire not to do and doing something that you sincerely believe is immoral. Most would agree that it takes considerably more psychological effort to do what we think is seriously wrong than to do what we strongly desire not to do. Part of it has to do with the psychic “cost” of living with ourselves after committing an immoral act.

## 208

Our identities have many parts, and it is amazing how easily we can integrate new pieces into our coherent sense of self. I remember driving to work several years ago, having recently made the decision to write a book. I was listening to a radio interview with Tom Clancy, a famous novelist. He started a sentence with the phrase “We writers ...” and then went on to explain the challenges and pleasures of the writing life. Without realizing what I was doing, I found myself nodding knowingly, saying to myself, “Yes, we do encounter those challenges, don’t we?” At that point, I still hadn’t written a word of text, yet I had somehow begun \_\_\_\_\_ . It was ridiculous behavior and I was grateful there was nobody there to witness it.

## 240

There are often many different factors that can affect our decision making. Some of them can lead to poor decisions. An example of one of these factors is the need for reciprocity. Reciprocity is that feeling you get when someone has done something nice for you, and you feel compelled to do something nice for him or her. It is a very strong feeling in most people. If someone does us a favor, we feel obligated to return this favor. This, in part, is how the Hare Krishna movement has survived — the Hare Krishnas would give out flowers to people. These people would then feel obligated to give them money, even if the flower was unwanted. Make sure that when you make a decision, you are doing so for the right reasons. If you feel like you \_\_\_\_\_ , it is very easy to make an irrational and costly decision.

\* Hare Krishna: 힌두교의 Krishna 신을 믿는 종파(또는 신도)

## 207

Scientists regarded sight records as unreliable and held fast to the principle that specimens were the ultimate standard in the study of birds. However, the ethics of conservation gradually won out over the interests of science, and legislation was passed in many countries that made collecting more and more difficult. This forced the scientists into \_\_\_\_\_. On the one hand, they were at pains to distinguish themselves, as professionals, from the bird watchers, whose standards they generally deplored. But on the other hand, because they were often unable to work with fresh specimens, the scientists had to rely more than ever on the skins amassed by the old amateurs. But who were they? What were their standards, these gentlemen scientists who did the early collecting and classifying?

\* gentleman scientist: 과학을 취미로 하는 사람

## 215

The claim that poverty is an indirect result of globalization has been the focus of much debate and political discourse. Globalization, however, did not invent developing-country poverty. It has just awoken many people to it. The forces of trade and investment have drawn the poor into the economic orbit of the rich, making their difficulty harder to ignore. Hard-pressed people in faraway countries have entered the life of rich consumers in intimate ways, stitching the shirt on their back and sewing the shoes on their feet. Some conscientious shoppers feel disgraced by the whole process. Their regrets are understandable: a sweatshop is an ugly thing. But how they feel vanishes into insignificance compared with how poor workers fare. Various pieces of evidence suggest that the world’s poor stand to gain from jobs serving rich consumers. That is why they choose them. And their choices deserve a measure of respect.

\* sweatshop: (저임금 노동자를 착취하는) 공장

## 258

글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?

As a result, they are available only to an elite set of users, and have seen their influence and relevance drop over the years with Wikipedia in the same space.

The tech elite who first developed the Internet believed strongly in the freedom of cyberspace, in both aspects of “free” — free as in beer, and free as in freedom. ( ① ) Wikipedia continues that tradition by being disseminated widely and linked to extensively on the Internet. ( ② ) Its direct rivals in the English language, Encyclopedia Britannica and Microsoft’s Encarta, started as paid services requiring a log-in and password to access their pages. ( ③ ) In contrast, no one entity owns a restrictive copyright to Wikipedia’s content. ( ④ ) Companies and individuals alike are free to copy all of its articles and create derivative works, create new uses, and make money. ( ⑤ ) That’s because content in Wikipedia is covered by a “copyleft” license, first pioneered by the “free software” movement, that demands that the information stay free for copying and modification.

\* copyleft: 지적 재산 공유

## 300

(A), (B), (C)의 각 네모 안에서 어법에 맞는 표현으로 가장 적절한 것은?

Pasteur said that “accidents favor the prepared mind.” What makes a phenomenon so (A) surprising / surprisingly that a scientist such as Fleming, Roentgen, or Becquerel attends to it? Although the details of the process are not fully understood, it is well known that attention is often attracted to phenomena that are familiar to the observer but that (B) turn / turns up in an unusual environment, or to new phenomena in a familiar environment, provided that the phenomena are relevant to the viewer’s usual range of interests. Something familiar or understandable must be noticed, but noticed in unexpected surroundings. Such noticings are frequent in everyday perception. One notices a spot on one’s shirt. Neither spots nor shirts would normally attract one’s attention, for both are familiar objects. It is their concatenation, a spot in a wrong place, (C) that / what does the trick.

\* concatenation: (사건 등의) 연관, 연결

## 242

We are living in a golden age of biology. The largest and best-equipped community of scientists in history is beginning to solve biological puzzles that once seemed unsolvable. Modern biology is as important as it is inspiring, with exciting breakthroughs changing our very culture. Genetics and cell biology are revolutionizing medicine and agriculture. Molecular biology is providing new tools for anthropology, helping us trace the origin and dispersal of early humans. Ecology is helping us evaluate environmental issues, such as the causes and consequences of global warming. Neuroscience and evolutionary biology are reshaping psychology and sociology. Biology has even entered the legal system, with terms such as DNA fingerprinting now part of our vocabulary. These are just a few examples of how \_\_\_\_\_. It is no wonder that biology is daily news.

## 324

금의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?

It is important, however, to make sure that the metaphor serves the data and not vice versa.

Metaphors can be powerful and clever ways of communicating findings. ( ① ) A great deal of meaning can be conveyed in a single phrase with a powerful metaphor. ( ② ) Moreover, developing and using metaphors can be fun, both for the analyst and for the reader. ( ③ ) The creative analyst who finds a powerful metaphor may be tempted to manipulate the data to fit the metaphor. ( ④ ) In addition, because metaphors carry implicit connotations, it is important to make sure that the data fit the most prominent of those connotations so that what is communicated is what the analyst wants to communicate. ( ⑤ ) Finally, one must avoid concretizing metaphors and acting as if the world were really the way the metaphor suggests it is.

\* metaphor: 비유, 은유

## 306

One puzzling feature of bank lending is that a bank often specializes in lending to local firms or to firms in particular industries, such as energy. In one sense, this behavior seems surprising, because it means that the bank is not diversifying its portfolio of loans and thus is exposing itself to more risk. But from another perspective, such specialization makes perfect sense. The adverse selection problem requires that the bank screen out bad credit risks. It is easier for the bank to collect information about local firms and determine their creditworthiness than to collect comparable information on firms that are far away. Similarly, by \_\_\_\_\_, the bank becomes more knowledgeable about these industries and is therefore better able to predict which firms will be able to make timely payments on their debt.

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6번/13번/50번/77번/78번/88번/103번/106번/110번/122번/145번/168번

174번/181번/193번/209번/239번/253번/257번/276번/280번/286번/313번



