



11-1 have control / anxiety disappears

A dentist friend of mine is famous for being one of the few pain-free dentists in the country. People flock from everywhere to come and see him. In his office he has a button on the dentist's chair which you can hold on to during treatment. Whenever you feel the slightest discomfort, you can push the button and he will respond to your pain. He has fewer requests for painkillers than any other dentist. **The truth is that people very seldom make use of the button. The reason behind this is that, by having access to the button, people feel they have control. They are not helpless and, because of that, the biggest pain-inducer of all, anxiety, disappears.**

✓ Translation

치과 의사인 내 친구는 국내에서 통증을 느끼지 않게 해주는 몇 안되는 치과 의사 중 한 명으로 유명하다. 사람들은 그를 보러 오기 위해 곳곳에서 모여든다. 그는 진료실 내의 치과용 의자에 여러분이 치료 중에 잡고 있을 수 있는 버튼을 두고 있다. 조금이라도 불편을 느낄 때마다, 여러분은 그 버튼을 누를 수 있고 그는 여러분의 통증에 응답한다. 그는 어떤 다른 치과 의사보다 진통제를 달라는 요구를 덜 받는다. 사실 사람들은 그 버튼을 거의 사용하지 않는다. 이렇게 되는 이유는 사람들이 그 버튼에 접근할 수 있어 자신이 통제력을 가지고 있다고 느끼기 때문이다. 그들은 무력하지 않고, 그 점 때문에, 가장 큰 통증 유발 요인인 불안감이 사라진다.

✓ Note





✓Voca

- flock 모이다
- hold on to ~을 붙잡다
- treatment 치료
- slight 조금의, 경미한
- discomfort 불편함
- respond 응하다
- painkiller 진통제
- have access to ~에 접근할 수 있다
- helpless 무력한
- pain-inducer 고통 유발 요인

✓핵심

The truth is that people very seldom make use of the button.

A dentist friend of mine is famous for being one of the few pain-free dentists in the country. People flock from everywhere to come and see him. ① In his office he has a button on the dentist's chair which you can hold on to during treatment. ② Whenever you feel the slightest discomfort, you can push the button and he will respond to your pain. ③ He has fewer requests for painkillers than any other dentist. ④ The reason behind this is that, by having access to the button, people feel they have control. ⑤ They are not helpless and, because of that, the biggest pain-inducer of all, anxiety, disappears.

✓Reminding

A dentist friend of mine is famous for being one of the few pain-free dentists in the country. People flock from everywhere to come and see him. In his office he has a button on the dentist's chair which you can hold on to during treatment. Whenever you feel the slightest discomfort, you can push the button and he will respond to your pain. He has _____ requests for painkillers than any other dentist. The truth is that people very _____ make use of the button. The reason behind this is that, by having access to the button, people feel they have _____. They are not helpless and, because of that, the biggest pain-inducer of all, anxiety, disappears.





11-2 the smarter / rationalize weird beliefs

A common myth most of us intuitively accept is that there is a negative correlation between intelligence and belief: as intelligence goes up belief in superstition or magic goes down. This, in fact, turns out not to be the case, especially as you move up the IQ spectrum. When people with above-average IQ encounter claims that they know little about (which is most claims for most of us), intelligence is usually not a factor in belief, with one exception: **once people commit to a belief, the smarter they are the better they are at rationalizing those beliefs. Thus, smart people believe weird things because they are skilled at defending beliefs they arrived at for non-smart reasons.**

✓ Translation

우리 대부분이 직관적으로 받아들이는 흔한 근거 없는 이야기는 지능과 믿음 사이에 음의 상관관계가 있다는 것이다. 즉 지능이 높을수록 미신이나 마술에 대한 믿음의 정도가 떨어진다는 것이다. 사실 이것은 특히 IQ가 높을수록, 그렇지 않다고 밝혀져 있다. 평균이 넘는 IQ를 가진 사람들이 자신이 내용을 잘 모르는 주장(대부분이 우리들에게 대부분의 주장이 그러하다)을 접할 때 지능은 보통 믿음에 영향을 주는 요인이 아니지만 한 가지 예외가 있다 : 일단 사람들이 어떠한 믿음에 충실하게 되면 사람들이 똑똑할수록 그 믿음을 더 잘 합리화 시킨다. 그러므로 똑똑한 사람은 똑똑하지 않은 이유로 인해 도달하게 된 믿음을 방어하는 데 뛰어나기 때문에 이상한 것을 믿는다.

✓ Note





✓Voca

- myth 근거 없는 이야기, 신화
- correlation 상관관계
- superstition 미신
- claim 주장; 주장하다
- rationalize 합리화하다
- weird 기이한
- defend 방어하다, 변호하다

✓해변

A common myth most of us intuitively accept is that there is a negative correlation between intelligence and belief: as intelligence goes up belief in superstition or magic goes down. This, ___(A)___, turns out not to be the case, especially as you move up the IQ spectrum. When people with above-average IQ encounter claims that they know little about (which is most claims for most of us), intelligence is usually not a factor in belief, with one exception: once people commit to a belief, the smarter they are the better they are at rationalizing those beliefs. ___(B)___, smart people believe weird things because they are skilled at defending beliefs they arrived at for non-smart reasons.

✓Reminding

A common myth most of us intuitively accept is that there is a _____ correlation between intelligence and belief: as intelligence goes _____ belief in superstition or magic goes _____. This, in fact, turns out not to be the case, especially as you move up the IQ spectrum. When people with above-average IQ encounter claims that they know little about (which is most claims for most of us), intelligence is usually not a factor in belief, with one exception: once people commit to a belief, the smarter they are the better they are at _____ those beliefs. Thus, smart people believe weird things because they are skilled at _____ beliefs they arrived at for non-smart reasons.





11-3 science / no subjective influence

Scientific experiments should be designed to show that your hypothesis is wrong, and should be conducted completely objectively with no possible subjective influence on the outcome. Unfortunately few, if any, scientists are truly objective. They have often decided long before the experiment is begun what they would like the result to be. This means that very often bias is (unintentionally) introduced into the experiment, the experimental procedure or the interpretation of results. **It is all too easy to justify to yourself why an experiment which does not fit with your expectations should be ignored, and why one which provides the results you 'hoped for' is the right one.** This can be partly avoided by conducting experiments 'blinded' and by asking others to check your data or repeat experiments.

✓ Translation

과학 실험은 자신의 가설이 틀리다는 것을 보여 주도록 설계되어야 하고, 결과에 대해 있을 법한 그 어떤 주관적 영향도 없이 완벽하게 객관적으로 수행되어야 한다. 유감스럽게도 진정으로 객관적인 과학자는 정말이지 거의 없다. 그들은 흔히 실험이 시작되기 오래 전에 어떤 결과가 나왔으면 좋겠는지 결정했다. 이것은 빈번히 편견이 실험, 실험 절차 혹은 결과의 해석에 (무심코) 더해진다는 것을 의미한다. 자신의 기대와 어긋나는 실험이 왜 무시되어야 하는지, 그리고 자신이 '기대했던' 결과를 가져다주는 실험이 왜 옳은 것인지를 스스로에게 정당화하기는 너무나 쉽다. 이것은 여러분이 '앞을 예측하지 않고서' 실험을 하고 다른 사람들에게 여러분의 데이터를 점검하거나 실험을 (똑같이) 다시 해 보라고 요청함으로써 어느 정도 피할 수 있다.

✓ Note





✓Voca

- hypothesis 가설
- conduct 수행하다
- objectively 객관적으로
- subjective 주관적인
- outcome 결과
- bias 편견, 편향
- unintentionally 무심코
- procedure 절차
- interpretation 해석
- justify 정당화하다
- ignore 무시하다

✓햇변

Scientific experiments should be designed to show that your hypothesis is wrong, and should be conducted completely objectively with no possible subjective influence on the outcome. Unfortunately few, if any, scientists are truly objective. They have often decided long before the experiment is begun what they would like the result to be. This means that very often bias is (unintentionally) introduced into the experiment, the experimental procedure or the interpretation of results. It is all too easy to justify to yourself why an experiment which does not fit with your expectations should be ignored, and why one which provides the results you 'hoped for' is the right one. This can be partly avoided by conducting experiments 'blinded' and by asking others to check your data or repeat experiments.

- ① Science Fattens Our Species
- ② A Suggestion for Science Students
- ③ One Thing Not to Be Missed: Hope
- ④ Scientists: They Can Be Also Humans
- ⑤ Why Scientists Lie to Non-scientists

✓Reminding

Scientific experiments should be designed to show that your hypothesis is _____, and should be conducted completely objectively with no possible _____ influence on the outcome. Unfortunately few, if any, scientists are truly _____. They have often decided long before the experiment is begun what they would like the result to be. This means that very often bias is (unintentionally) introduced into the experiment, the experimental procedure or the interpretation of results. It is all too easy to justify to yourself why an experiment which does not fit with your expectations should be ignored, and why one which provides the results you '_____ for' is the right one. This can be partly avoided by conducting experiments '_____' and by asking others to check your data or repeat experiments.





11-4 resisting temptation eats up concentration

Even if you have cast-iron willpower, the mere fact that the Internet is lying in wait on your computer causes damage to your work performance. **The very act of resisting temptation eats up concentration and leaves you mentally exhausted.** Psychologists demonstrated this in a 2011 study. Participants at the University of Copenhagen were told to perform a computer task. Afterward, some of them were allowed to watch a funny video, while the others were faced with a play button for the video, but had to resist pressing it. When confronted with an additional task afterward, those who had to resist the video performed worse than those who were allowed to watch it.

✓ Translation

여러분이 굳은 의지력을 지니고 있다 해도, 인터넷이 컴퓨터에 숨어 기다린다는 사실만으로도 여러분의 과업 수행은 피해를 입게 된다. 유혹을 참는 바로 그 행동이 집중력을 빼앗고 여러분을 정신적으로 지치게 만든다. 심리학자들은 2011년의 한 연구에서 이것을 입증했다. Copenhagen 대학에서 참가자들은 컴퓨터 과업을 수행하라는 말을 들었다. 그 후에, 그들 중 일부는 재미있는 비디오를 보도록 허락받았고, 반면에 그 나머지 사람들은 그 비디오의 재생 버튼과 마주했지만, 그것을 누르는 것을 참아야만 했다. 이후에 추가로 어떤 과업을 대했을 때, 그 비디오 시청을 참아야 했던 사람들은 그것을 보도록 허락받은 사람들보다 과업 수행이 더 좋지 않았다.

✓ Note





✓Voca

- cast-iron 굳은, 확실한
- willpower 의지력
- lie in wait 숨어서 기다리다
- performance 수행
- demonstrate 입증하다
- resist 참다, 저항하다
- confronted with ~와 직면한, ~와 맞닥뜨린

✓해변

Even if you have cast-iron willpower, the mere fact that the Internet is lying in wait on your computer ① causing damage to your work performance. The very act of resisting temptation eats up concentration and leaves you mentally ② exhausted. Psychologists demonstrated this in a 2011 study. Participants at the University of Copenhagen were told ③ to perform a computer task. Afterward, some of them were allowed to watch a funny video, while the others were faced with a play button for the video, but had to resist pressing it. When ④ confronted with an additional task afterward, those who had to resist the video ⑤ performed worse than those who were allowed to watch it.

✓Reminding

Even if you have cast-iron willpower, the mere fact that the Internet is lying in wait on your computer causes damage to your work performance. The very act of resisting temptation eats up _____ and leaves you mentally _____. Psychologists demonstrated this in a 2011 study. Participants at the University of Copenhagen were told to perform a computer task. Afterward, some of them were allowed to watch a funny video, while the others were faced with a play button for the video, but had to resist pressing it. When confronted with an additional task afterward, those who had to resist the video performed _____ than those who were allowed to watch it.





11-5 happy people have physical edge

An edge that happy people have for building physical resources is how well they deal with **unexpected, difficult events**. How long can you hold your hand in a bucket of ice water? The average duration before the pain gets to be too much is between sixty and ninety seconds. Rick Snyder, a professor at Kansas and one of the fathers of Positive Psychology, used this test on Good Morning America to demonstrate the effects of positive emotion on coping with difficulty. He first gave a test of positive emotion to the regular cast. By quite a margin, Charles Gibson, host of Good Morning America, outscored everybody. Then, before live cameras, each member of the cast put his or her hand in ice water. Everyone, except Gibson, pulled their hands out before ninety seconds had passed. Gibson, though, just sat there grinning, and still had his hand in the bucket when a commercial break was finally called.

✓ Translation

신체적 역량을 기르는 데 있어 행복한 사람들이 가진 하나의 장점은 그들이 예기치 않은, 어려운 사건을 참으로 잘 처리한다는 것이다. 여러분은 얼마 동안 얼음물을 담은 양동이 속에 손을 넣고 있을 수 있는가? 고통을 감당할 수 없게 되기 전까지의 평균 지속 시간은 60초에서 90초 사이이다. 캔자스 대학의 교수이며 긍정 심리학의 창시자 중 한 사람인 Rick Snyder는 'Good Morning America'라는 방송 프로에서 이 실험을 이용하여 긍정적 감정이 어려움에 대처하는 것에 미치는 영향을 증명해 보였다. 그는 우선 고정 출연진에게 긍정적 감정 실험을 했다. 'Good Morning America'의 진행자인 Charles Gibson이 상당한 차이로 다른 모든 사람보다 더 많은 득점을 올렸다. 그리고 나서 생방송 카메라 앞에서 각 출연자들이 자신의 손을 얼음물에 넣었다. Gibson을 제외한 모든 이가 90초가 지나기 전에 그들의 손을 뺐다. 하지만 Gibson은 싱긋 웃으며 그저 거기에 가만히 앉아 있었고, 마침내 광고 방송이 나올 때까지 여전히 양동이 속에 손을 넣고 있었다.

✓ Note





✓Voca

- edge 장점, 우세
- bucket 양동이
- duration 지속 시간, 기간
- regular cast 고정 출연진
- by quite a margin 상당한 차이로
- outscore ~보다 더 많은 득점을 올리다
- commercial break (상업) 광고시간
- cope with ~에 대처하다
- come up with ~을 생각해 내다

✓해변

An edge that happy people have for building physical resources is how well they deal with unexpected, difficult events. How long can you hold your hand in a bucket of ice water? The average duration before the pain gets to be too much is between sixty and ninety seconds. Rick Snyder, a professor at Kansas and one of the fathers of Positive Psychology, used this test on Good Morning America to demonstrate the effects of positive emotion on coping with difficulty. He first gave a test of positive emotion to the regular cast. By quite a margin, Charles Gibson, host of Good Morning America, outscored everybody. Then, before live cameras, each member of the cast put his or her hand in ice water. Everyone, except Gibson, pulled their hands out before ninety seconds had passed. Gibson, though, just sat there grinning, and still had his hand in the bucket when a commercial break was finally called.

It is demonstrated that those who have ____ (A) ____ strength show greater ____ (B) ____ in physical difficulties.

- | (A) | (B) |
|-------------|------------|
| ① athletic | endurance |
| ② athletic | resistance |
| ③ inner | endurance |
| ④ inner | antipathy |
| ⑤ emotional | antipathy |





11-6 acceptance for comprehense

Psychologist Daniel Gilbert says that **our brains must believe something in order to process it**, if only for a split second. Imagine I tell you to think of pink elephants. You obviously know that pink elephants don't actually exist. But when you read the phrase, you just for a moment had to picture a pink elephant in your head. **In order to realize that it couldn't exist, you had to believe for a second that it did exist.** We understand and believe in the same instant. Benedict de Spinoza was the first to conceive of this necessity of acceptance for comprehense, and, writing a hundred years before Gilbert, William James explained the principle as "All propositions, whether attributive or existential, are believed through the very fact of being conceived." **Only after the conception do we effortfully engage in disbelieving something** - and, as Gilbert points out, that part of the process can be far from automatic.

✓ Translation

심리학자인 Daniel Gilbert는 우리의 뇌가 어떤 것을 처리하기 위해서는 아주 짧은 순간이더라도 그것을 믿어야 한다고 말한다. 내가 여러분에게 분홍색 코끼리를 생각해 보라고 말한다고 상상해 보라. 여러분은 분홍색 코끼리가 실제로는 존재하지 않는다는 것을 분명히 알고 있다. 하지만 여러분이 그 어구를 읽었을 때, 여러분은 잠깐 동안이라도 머릿속에서 분홍색 코끼리를 그려봐야 했다. 그것이 존재할 수 없다는 것을 깨닫기 위해, 여러분은 잠깐 동안 그것이 정말로 존재한다고 믿어야 했다. 우리는 같은 순간에 이해하고 믿는다. Benedict de Spinoza는 최초로 이러한 이해를 위한 용인의 필요성을 생각한 사람이었고, Gilbert보다 백년 앞서 글을 쓴 Williams James는 "속성과 관련된 것이든 아니면 존재와 관련된 것이든 모든 명제는 마음속에 상상이 된다는 바로 그 사실을 통해 믿어진다."라고 그 원리를 설명했다. 이해를 한 후에야 우리는 애써 어떤 것을 믿지 않게 되는데, Gilbert가 지적하고 있는 것처럼, 그 과정의 그 부분은 결코 무의식적일 수 없다.

✓ Note





✓Voca

- split second 아주 짧은 순간
- instant 순간
- conceive of ~을 생각하다, ~을 상상하다
- principle 원리, 원칙
- proposition 명제
- attributive 속성과 관련된
- conception 이해, 파악
- effortfully 애써
- disbelieve 믿지 않다
- far from 결코 ~이 아닌
- automatic 무의식적인

✓해변

Psychologist Daniel Gilbert says that our brains must believe something in order to process it, if only for a split second. Imagine I tell you to think of pink elephants. You obviously know that pink elephants don't actually exist. But when you read the phrase, you just for a moment had to picture a pink elephant in your head. In order to realize that it couldn't exist, you had to believe for a second that it did exist. We understand and believe in the same instant. Benedict de Spinoza was the first to conceive of this necessity of acceptance for comprehension, and, writing a hundred years before Gilbert, William James explained the principle as "All propositions, whether attributive or existential, are believed through the very fact of being conceived." Only after the conception do we effortfully engage in disbelieving something - and, as Gilbert points out, that part of the process can be far from automatic.

- ① No Believing, No Disbelieving
- ② Everything Exists Somewhere
- ③ Conceptions Is Everything In Existence
- ④ Creative Thinking: Make a Pink Elephant!
- ⑤ Don't Believe in Something That Doesn't Exist.

✓Reminding

Psychologist Daniel Gilbert says that our brains must _____ something in order to process it, if only for a split second. Imagine I tell you to think of pink elephants. You obviously know that pink elephants don't actually exist. But when you read the phrase, you just for a moment had to picture a pink elephant in your head. In order to realize that it couldn't exist, you had to believe for a second that it did _____. We understand and believe in the same instant. Benedict de Spinoza was the first to _____ of this necessity of _____ for comprehension, and, writing a hundred years before Gilbert, William James explained the principle as "All propositions, whether attributive or existential, are believed through the very fact of being _____." Only after the conception do we effortfully engage in _____ something - and, as Gilbert points out, that part of the process can be far from automatic.





11-7 Twitter / mainstream

Research into the impact of Twitter covers the content of the billions of messages found on the microblog. Such research reveals why **Twitter is a valuable tool for measuring public opinion.**

The sentiments expressed in the tweets regarding political issues can be as accurate a measure as is found with traditional telephone surveys. One study analyzed one billion tweets from 2008 through 2009 and found that on issues such as consumer confidence and presidential approval, opinions expressed in the tweets matched survey findings on the same topics. This result suggests that Twitter users should not be considered an unusual subset of the general population, but rather a group whose opinions are (at least collectively) fairly mainstream and representative.

✓ Translation

트위터의 영향에 대한 연구는 마이크로 블로그에 나타난 수십억 개의 메시지 내용을 아우른다. 이러한 연구는 트위터가 왜 여론을 측정하는 귀중한 도구인지 보여 준다. 정치적인 이슈에 대해 트위터 메시지에 표현된 정서는 전통적인 전화 조사에 의해 얻어진 것만큼 정확한 척도가 될 수 있다. 한 연구에서 2008년부터 2009년 사이의 트위터 메시지 10억 개를 분석하였는데, 소비자 신뢰, 대통령 지지와 같은 이슈에 대해서 트위터 메시지에 표현된 의견이 같은 주제에 대한 조사 결과와 일치하는 것으로 나타났다. 이러한 결과는 트위터 사용자들이 일반 대중의 특이한 부분 집합으로 인식되어서는 안 되며 오히려 그 의견이 (적어도 집합적으로는) 상당히 주류에 속하며 대표성이 있는 집단으로 인식되어야 한다는 것을 시사한다.

✓ Note





✓Voca

- reveal 드러내다, 밝히다
- sentiment 정서, 감정
- tweet 트위터로 메시지를 전달하다
- regarding ~에 관하여
- accurate 정확한
- consumer confidence 소비자 신뢰
- presidential approval 대통령지지(율)
- match 일치하다, 아주 비슷하다
- subset 부분 집합
- collectively 집합적으로
- representative 대표하는
- distorted 왜곡된
- influential 영향력 있는

✓핵심

Research into the impact of Twitter ① covers the content of the billions of messages found on the microblog. Such research reveals ② why Twitter is a valuable tool for measuring public opinion. The sentiments expressed in the tweets regarding political issues can be as ③ accurate a measure as is found with traditional telephone surveys. One study analyzed one billion tweets from 2008 through 2009 and found that on issues such as consumer confidence and presidential approval, opinions ④ were expressed in the tweets matched survey findings on the same topics. This result suggests that Twitter users should not be considered an unusual subset of the general population, but rather a group ⑤ whose opinions are (at least collectively) fairly mainstream and representative.

✓Reminding

Research into the impact of Twitter covers the content of the billions of messages found on the microblog. Such research reveals why Twitter is a _____ tool for measuring public opinion. The sentiments expressed in the tweets regarding political issues can be as _____ a measure as is found with traditional telephone surveys. One study analyzed one billion tweets from 2008 through 2009 and found that on issues such as consumer confidence and presidential approval, opinions expressed in the tweets _____ survey findings on the same topics. This result suggests that Twitter users should not be considered an _____ of the general population, but rather a group whose opinions are (at least collectively) fairly _____ and _____.





11-8 abstracting is difficult

Indeed, **abstracting is difficult for people in every discipline.** Many famous novelists - Mark Twain and Ernest Hemingway come to mind - have written to their editors that they regretted the extreme length of their manuscripts; if they had had more time, the work would have been half as long. Winston Churchill is supposed to have said that he could talk for a day with five minutes' notice but needed a day to prepare if he had only five minutes in which to speak. The poet Edwin Arlington Robinson shifted from writing short verse to lengthy works as he got older, remarking, "I am over sixty now, and short poems require too much effort." **The essence of writing, these individuals say, is not putting words on the page but learning to recognize and erase the unnecessary ones.**

✓ Translation

정말이지, 요약하기는 모든 분야의 사람들에게 어렵다. 많은 유명 소설가들은, Mark Twain과 Ernest Hemingway가 생각하는데, 자기 편집자에게 자신들이 쓴 원고의 과도한 길이에 대해 애석하게 생각하는데 만일 시간이 더 있었다면 작품이 절반 길이가 되었을 것이라는 내용의 편지를 써 보냈다. Winston Churchill은 5분 전에 통지를 받으면 하루 종일 연설을 할 수 있겠지만 연설 시간이 5분밖에 주어지지 않는다면 준비하는 데 온종일이 필요하다고 말했다고 한다. 시인 Edwin Arlington Robinson은 나이가 들자 "이제 예순이 넘으니 짧은 시를 쓰기에는 힘이 너무 많이 드는군요."라고 말하면서 WKfQ은 운문에서 길이가 긴 작품을 쓰는 것으로 전환했다. 어떤 사람들이 말하는 바에 따르면, 글쓰기의 정수는 페이지 위에 말을 늘어놓는 것이 아니라 불필요한 말을 알아차리고 (그 말을) 지우는 법을 깨치는 것이다.

✓ Note





✓Voca

- abstract 요약하다, 추출하다
- discipline 분야
- editor 편집자
- regret 애석하게 생각하다, 후회하다
- notice 통지; 주목하다
- shift 바꾸다; 전환
- verse 운문
- remark (의견을) 말하다; 논평
- translate 전환하다, 번역하다
- recognize 알아보다, 인정[인식]하다
- erase 지우다, 없애다

✓해변

Indeed, abstracting is difficult for people in every discipline. ① Many famous novelists - Mark Twain and Ernest Hemingway come to mind - have written to their editors that they regretted the extreme length of their manuscripts; if they had had more time, the work would have been half as long. ② Winston Churchill is supposed to have said that he could talk for a day with five minutes' notice but needed a day to prepare if he had only five minutes in which to speak. ③ He is, undoubtedly, one of the best public speakers in the 20th century, and remains impressive many people's heart. ④ The poet Edwin Arlington Robinson shifted from writing short verse to lengthy works as he got older, remarking, "I am over sixty now, and short poems require too much effort." ⑤ The essence of writing, these individuals say, is not putting words on the page but learning to recognize and erase the unnecessary ones.

✓Reminding

Indeed, _____ is difficult for people in every discipline. Many famous novelists - Mark Twain and Ernest Hemingway come to mind - have written to their editors that they regretted the _____ length of their manuscripts; if they had had more time, the work would have been half as long. Winston Churchill is supposed to have said that he could talk for a day with five minutes' notice but needed a day to prepare if he had only five minutes in which to speak. The poet Edwin Arlington Robinson shifted from writing short verse to _____ works as he got older, remarking, "I am over sixty now, and short poems require too much effort." The essence of writing, these individuals say, is not putting words on the page but learning to recognize and erase the unnecessary ones.





11-9 don't become distracted by others

One lesson I learned early on is that **no one is good at everything**. If you become unhappy because someone in a room or in your class or in your group of friends is smarter than you, better looking than you, or richer than you, you are bound to be unhappy all of your life because inevitably someone will be smarter, richer, etc. Each of us has some exceptional talent - some of us are good at one thing and not another, some excel at kindness to others, some at sports, some at math, some at selling, and some at managing others. **Develop your best talents and do not dwell on what you are not good at. And do not become distracted by people who try to make you feel inferior just because you cannot do precisely what they can do.** Eleanor Roosevelt put it well, "No one can make you feel inferior without your consent." So don't consent to it.

✓ Translation

내가 일찍이 깨우친 교훈은 어느 누구도 모든 것을 다 잘하지는 않는다는 것이다. 만약 어떤 방이나 여러분의 반, 혹은 친구 그룹에 있는 어떤 사람이 여러분보다 더 똑똑하거나 더 잘생겼거나 아니면 더 부자여서 여러분이 불행하게 된다면 필연적으로 누군가는 더 똑똑하거나, 돈이 더 많거나 등등일 것이기 때문에 여러분은 평생 불행할 수밖에 없다. 우리들 각자는 어떤 뛰어난 재능을 가지고 있다. 우리들은 어떤 것은 잘하고 다른 것은 잘 못한다. 어떤 사람은 타인에 대해 친절에 있어 탁월하고, 어떤 사람은 스포츠에, 어떤 사람은 수학에, 어떤 사람은 판매에, 어떤 사람은 다른 사람을 다루는 데 뛰어나다. 여러분이 가진 최고의 재능을 발전시키고 여러분이 잘 못하는 것에 대해서는 깊이 생각하지 말라. 그리고 단지 자기들이 할 수 있는 바로 그것을 여러분이 못한다는 이유로 하여금 열등감을 느끼게 하려는 사람들에 의해 정신이 흐트러지지 않게 하라. Eleanor Roosevelt가 잘 표현하였듯이 "어떤 사람도 여러분의 동의 없이 여러분이 열등감을 느끼게 할 수 없다."그러니 그것에 동의하지 말라.

✓ Note





✓Voca

- be bound to 반드시 ~하다
- inevitably 필연적으로, 불가피하게
- exceptional 뛰어난, 비범한, 예외적인
- excel at ~에 탁월하다[뛰어나다]
- manage 다루다, 경영[관리]하다
- dwell on ~을 깊이 생각하다
- distract 주의를 산만하게 하다
- inferior 열등한
- precisely 바로, 정확히
- consent 동의, 허락; 동의하다
- beat 이기다
- nurture 양성하다, 양육하다

✓햇번

One lesson I learned early on is that no one is good at everything. If you become unhappy because someone in a room or in your class or in your group of friends is smarter than you, better looking than you, or richer than you, you are bound to be unhappy all of your life because inevitably someone will be smarter, richer, etc. Each of us has some exceptional talent - some of us are good at one thing and not another, some excel at kindness to others, some at sports, some at math, some at selling, and some at managing others. Develop your best talents and do not dwell on what you are not good at. And do not become distracted by people who try to make you feel inferior just because you cannot do precisely what they can do. Eleanor Roosevelt put it well, "No one can make you feel inferior without your consent." So don't consent to it.

- ① 가능한 모든 일을 잘하도록 노력하라.
- ② 본인이 잘 할 수 있는 일에 집중하라.
- ③ 남들의 재능을 시기, 질투해서는 안된다.
- ④ 남과의 비교에서 이기는 사람이 되어야 한다.
- ⑤ 열등감을 느끼지 않도록 약한 부분을 집중적으로 향상시켜야 한다.

✓Reminding

One lesson I learned early on is that no one is good at _____. If you become unhappy because someone in a room or in your class or in your group of friends is smarter than you, better looking than you, or richer than you, you are bound to be unhappy all of your life because _____ someone will be smarter, richer, etc. Each of us has some exceptional talent - some of us are good at one thing and not another, some excel at kindness to others, some at sports, some at math, some at selling, and some at managing others. Develop your best talents and do not _____ on what you are not good at. And do not become distracted by people who try to make you feel _____ just because you cannot do precisely what they can do. Eleanor Roosevelt put it well, "No one can make you feel inferior without your _____." So don't consent to it.





11-10 repetition makes believing

The fact that we've heard a claim repeated over and over again doesn't make it correct. But it can lead us to accept this claim as correct even when it's not, because we can confuse a statement's familiarity with its accuracy. Advertisers who tell us repeatedly that "Seven of eight dentists surveyed recommended Brightshine Toothpaste above all other brands!" employ this principle without mercy. Furthermore, research shows that hearing one person express an opinion ("Joe Smith is the best qualified person to be President!") 10 times can lead us to assume that this opinion is as widely held as hearing 10 people express this opinion once. Hearing is often believing, especially when we hear a statement over and over again.

✓ Translation

어떤 주장이 반복해서 되풀이되는 것을 우리가 들어왔다는 사실로 인해 그것이 올바른 것이 되지는 않는다. 하지만 그것은 이 주장이 옳지 않을 때조차도 우리로 하여금 그 주장을 옳은 것으로 받아들이도록 유도할 수 있는데, 이는 우리가 어떤 진술에 대한 친숙함을 그 진술의 정확성과 혼동할 수 있기 때문이다. 우리에게 "조사한 여덟 명의 치과 의사 중에서 일곱 명이 Brightshine 치약이 다른 모든 상표보다 낫다고 추천했다!"라고 반복해서 말하는 광고주들은 이러한 원리를 사정없이 사용한다. 뿐만 아니라, 연구에 따르면 어떤 사람이 하나의 의견 ("Joe Smith가 대통령이 되기에 최고의 자격을 갖춘 사람이다!")을 열 번 말하는 것을 듣는 것은 열 사람이 이 의견을 한 번씩 말하는 것을 듣는 것만큼이나 이 의견이 널리 받아들여진다고 우리로 하여금 생각하도록 유도할 수 있다. 듣는 것이 흔히 믿는 것인데, 우리가 어떤 진술을 반복해서 들을 때 특히 그렇다.

✓ Note





✓Voca

- over and over again 반복해서
- accept 받아들이다
- confuse 혼동하다
- statement 진술
- accuracy 정확성
- survey 조사하다
- employ 이용하다
- qualified 자격을 갖춘
- assume (증거는 없으나) 사실이라고 생각하다

✓햇변

The fact that we've heard a claim repeated over and over again doesn't make it (A) correct / correctly. But it can lead us to accept this claim as correct even when it's not, because we can confuse a statement's familiarity with its accuracy. Advertisers who tell us repeatedly that "Seven of eight dentists surveyed recommended Brightshine Toothpaste above all other brands!" (B) employ / employing this principle without mercy. Furthermore, research shows that hearing one person express an opinion ("Joe Smith is the best qualified person to be President!") 10 times can lead us to assume that this opinion is as widely held as hearing 10 people (C) express / expressed this opinion once. Hearing is often believing, especially when we hear a statement over and over again.

✓Reminding

The fact that we've heard a claim repeated over and over again doesn't make it _____. But it can lead us to _____ this claim as correct even when it's not, because we can confuse a statement's _____ with its _____. Advertisers who tell us repeatedly that "Seven of eight dentists surveyed recommended Brightshine Toothpaste above all other brands!" employ this principle without mercy. Furthermore, research shows that hearing one person express an opinion ("Joe Smith is the best qualified person to be President!") 10 times can lead us to assume that this opinion is as widely held as hearing 10 people express this opinion once. Hearing is often _____, especially when we hear a statement over and over again.





11-11 human instinct/ good or bad?

Every individual has a biologically based inner nature comprised of elements that are common to the species and those that are unique to that individual. Charles Darwin referred to humans possessing an 'instinct of sympathy,' and this would appear to be an important survival instinct for the species. **However, much of Western thinking sees human nature as self-centered, selfish and destructive, summed up in one of Freud's favourite quotes, which came from the Roman writer Plautus: 'Man is a wolf to man.'** This 'bad-animal' view of humans might be seen as based on humans who are not at a high level rather than on the healthiest human beings. Furthermore, it ignores the mountain of evidence that humans can be cooperative and caring as well as unfriendly and uncaring. **How people act appears to be largely a matter of training and of how much their animal nature is nourished or frustrated.**

✓ Translation

모든 개체는 그 종에게 공통적인 요소와 그 개체에게 고유한 요소로 구성된 생물학적 기반의 내적 본성을 갖고 있다. Charles Darwin은 인간이 '동물의 본능'을 소유하고 있다는 것을 언급했고 이것은 그 종에게 있어 중요한 생존 본능인 듯 보일 것이다. 하지만 많은 서구 사상은 인간의 본성을 자기중심적이고 이기적이고, 파괴적인 것으로 보며, 이는 Freud가 가장 좋아하는 인용구 중에 하나에 요약되어 있는데, 그것은 로마의 작가 Plautus가 한 말로 '인간은 인간에게 늑대다.'라는 것이다. 인간을 '못돼먹은 동물'로 보는 이 견해는 가장 건강한 인간이 아니라 높은 수준에 있지 않은 인간에 근거한 것으로 여겨질 수 있을 것이다. 게다가, 그것(인간을 '못돼먹은 동물'로 보는 견해)은 인간이 불친절하고 무정할 수 있을 뿐만 아니라 협력적이고 배려적일 수 있다는 방대한 증거를 무시한다. 사람들이 어떻게 행동하는가는 대개 훈련의 문제, 그리고 그들의 동물적 본성이 얼마나 많이 길러지느냐 아니면 꺾이느냐의 문제인 것 같다.

✓ Note





✓Voca

- be comprised of ~으로 구성되다
- possess 소유하다
- self-centered 자기중심적인
- sum up 요약하다
- quote 인용구
- a mountain of 방대한, 산더미 같은
- uncaring 무정한
- frustrate 꺾다, 좌절시키다

✓해변

Every individual has a biologically based inner nature comprised of elements that are common to the species and those that are unique to that individual. Charles Darwin referred to humans possessing an 'instinct of sympathy,' and this would appear to be an important survival instinct for the species. ___(A)___, much of Western thinking sees human nature as self-centered, selfish and destructive, summed up in one of Freud's favourite quotes, which came from the Roman writer Plautus: 'Man is a wolf to man.' This 'bad-animal' view of humans might be seen as based on humans who are not at a high level rather than on the healthiest human beings. ___(B)___, it ignores the mountain of evidence that humans can be cooperative and caring as well as unfriendly and uncaring. How people act appears to be largely a matter of training and of how much their animal nature is nourished or frustrated.

✓Reminding

Every individual has a biologically based inner nature comprised of elements that are common to the species and those that are unique to that individual. Charles Darwin referred to humans possessing an 'instinct of _____,' and this would appear to be an important survival instinct for the _____. However, much of Western thinking sees human nature as self-centered, selfish and destructive, summed up in one of Freud's favourite quotes, which came from the Roman writer Plautus: 'Man is a _____ to man.' This 'bad-animal' view of humans might be seen as based on humans who are not at a high level rather than on the healthiest human beings. Furthermore, it ignores the mountain of evidence that humans can be _____ and caring as well as unfriendly and uncaring. How people act appears to be largely a matter of training and of how much their animal nature is _____ or _____.





11-12 complementary temperaments

When you seek a partner, you need to evaluate a prospective partner's temperament. Temperament refers to a person's characteristic manner of thinking, behaving, or reacting. **An effective and satisfying partnership depends on the compatibility of the partners' temperaments. There is no set combination that works, but complementary temperaments often work well.** A partner who doesn't do well with managing emotions is a good match for one who does. A partner quick to jump to conclusions works well with one who is more considered in his judgments. In contrast, partners who are inclined to be both short-tempered and impulsive are likely to have a stormy and unstable relationship. If both tend to be indecisive, they will have difficulty making timely decisions. If both are guided by the pursuit of perfection, they will fall far short of their goals.

✓ Translation

동업자를 구할 때, 여러분은 장래의 동업자의 기질을 평가할 필요가 있다. 기질은 한 사람이 생각하거나, 행동하거나, 반응하는 특유의 방식을 말한다. 효과적이고 만족스런 동업은 동업자들의 기질의 양립 가능성에 달려있다. 효과적으로 기능하는 정해진 조합은 없지만, 상보적인 기질이 흔히 매우 효과적으로 기능한다. 감정을 잘 처리하지 못하는 동업자는 잘 처리하는 이에게 더할 나위 없는 짝이다. 쉽사리성급한 결론을 내리는 동업자는 판단에 더 신중한 이와 잘 해나갈 것이다. 반대로, 둘 다 성격이 급하고 충동적인 경향을 보이는 동업자들은 언쟁이 오가고 불안정한 관계를 가질 가능성이 있다. 둘 다 우유부단한 경향이 있으면, 그들은 시기적절한 결정을 내리는 데 어려움을 겪을 것이다. 둘 다 완벽함의 추구에 의해 이끌리면, 그들은 자신들의 목표에 훨씬 못 미칠 것이다.

✓ Note





✓Voca

- evaluate 평가하다
- prospective 장래의, 가망이 있는
- compatibility 양립[공존] 가능성
- considered 신중한
- short-tempered 성격이 급한, 성마른
- impulsive 충동적인
- stormy 언쟁이 오가는, 격렬한
- unstable 불안정한
- indecisive 우유부단한
- timely 시기적절한
- fall far short of ~에 훨씬 못 미치다
- complementary 상보적인, 보충하는

✓해번

When you seek a partner, you need to evaluate a prospective partner's temperament. Temperament refers to a person's characteristic manner of thinking, behaving, or reacting.

(A) In contrast, partners who are inclined to be both short-tempered and impulsive are likely to have a stormy and unstable relationship. If both tend to be indecisive, they will have difficulty making timely decisions. If both are guided by the pursuit of perfection, they will fall far short of their goals.

(B) An effective and satisfying partnership depends on the compatibility of the partners' temperaments. There is no set combination that works, but complementary temperaments often work well.

(C) A partner who doesn't do well with managing emotions is a good match for one who does. A partner quick to jump to conclusions works well with one who is more considered in his judgments.

✓Reminding

When you seek a partner, you need to evaluate a prospective partner's temperament. Temperament refers to a person's characteristic manner of thinking, behaving, or reacting. An effective and satisfying partnership depends on the _____ of the partners' temperaments. There is no set combination that works, but _____ temperaments often work well. A partner who doesn't do well with managing emotions is a good match for one who does. A partner quick to jump to conclusions works well with one who is more considered in his judgments. In contrast, partners who are inclined to be both short-tempered and impulsive are likely to have a stormy and unstable relationship. If both tend to be indecisive, they will have difficulty making timely decisions. If both are guided by the pursuit of perfection, they will fall far short of their goals.

