

제 3 교시

영어 영역(B형)

홀수형

1번부터 22번까지는 듣고 답하는 문제입니다. 1번부터 20번까지는 한 번만 들려주고, 21번부터 22번까지는 두 번 들려줍니다. 방송을 잘 듣고 답을 하시기 바랍니다.

- 대화를 듣고, 여자의 마지막 말에 대한 남자의 응답으로 가장 적절한 것을 고르시오.
 - Right. We need to get a new fridge.
 - Oh! Then I'll go buy some right now.
 - Sure. Let me show you how to cook them.
 - Wow! This sandwich tastes really good.
 - Yeah. This is a good place for a picnic.
- 대화를 듣고, 남자의 마지막 말에 대한 여자의 응답으로 가장 적절한 것을 고르시오.
 - No. You don't have to pay the late fee.
 - Right. I'll pay now and get the book later.
 - It's my turn. So you have to wait until I'm done.
 - Okay. I'll put your name on it, so you'll be the next.
 - Why not? Wait here and I'll go find the book for you.
- 대화를 듣고, 여자의 마지막 말에 대한 남자의 응답으로 가장 적절한 것을 고르시오.
 - It's hard to endure the loss of a cherished puppy.
 - You shouldn't have taken your eyes off the road.
 - You should break the habit of being late all the time.
 - Don't worry. You can do it if you put your mind to it.
 - What a coincidence! I was about to drop by your house.
- 다음을 듣고, 남자가 하는 말의 목적으로 가장 적절한 것을 고르시오.
 - 주차 관리 요원을 모집하려고
 - 요가 센터 개장을 홍보하려고
 - 주차장 확장 공사를 안내하려고
 - 체육 시설 안전 점검을 촉구하려고
 - 새로운 요가 프로그램을 소개하려고
- 다음을 듣고, 여자가 하는 말의 주제로 가장 적절한 것을 고르시오.
 - 배낚시 전 확인해야 할 안전 장비
 - 배낚시를 즐기는 다양한 방법
 - 선상 화재의 주된 원인
 - 연령에 따른 구명조끼의 종류
 - 배낚시 도구의 효과적인 관리 요령

- 대화를 듣고, 두 사람이 하는 말의 주제로 가장 적절한 것을 고르시오.
 - 컴퓨터 구매 시 고려 사항
 - 컴퓨터 보안 프로그램의 필요성
 - 컴퓨터 내부 먼지 제거의 중요성
 - 컴퓨터 전용 청소 도구의 사용법
 - 컴퓨터 사용 시간과 건강 간의 관계
- 대화를 듣고, 여자의 의견으로 가장 적절한 것을 고르시오.
 - 장난감의 과도한 사용은 학습을 방해한다.
 - 장난감의 위생 상태를 확인할 필요가 있다.
 - 장난감 총 사용 시 안전사고에 유의해야 한다.
 - 장난감 종류에 따라 연령 제한을 두어야 한다.
 - 장난감 총은 아이들에게 부정적인 영향을 미친다.
- 대화를 듣고, 그림에서 대화의 내용과 일치하지 않는 것을 고르시오.



- 대화를 듣고, 두 사람의 관계를 가장 잘 나타낸 것을 고르시오.

① 서점 직원 - 고객	② 연극 연출가 - 배우
③ 동화 작가 - 독자	④ 도서관 사서 - 학생
⑤ 출판사 편집장 - 삽화가	
- 대화를 듣고, 여자가 남자를 위해 할 일로 가장 적절한 것을 고르시오.
 - 수업 참관하기
 - 만화 그려 주기
 - 팸플릿 복사하기
 - 읽기 자료 찾아 주기
 - 현장 학습 일정표 만들기

11. 대화를 듣고, 여자가 남자에게 부탁한 일로 가장 적절한 것을 고르시오.

- ① to participate in the meeting to talk about the matter
- ② to install a device in the car to record accidents
- ③ to repair the damaged car before she gets back
- ④ to prepare for a business trip with her customer
- ⑤ to watch the security video to find who hit the car

12. 대화를 듣고, 남자가 head chef에 지원하지 못하는 이유를 고르시오.

- ① 다음 주에 근무를 시작해야 해서
- ② 기숙사 생활을 해야 해서
- ③ 호텔에서 요리사 경력 부족해서
- ④ 요리 대회 수상 실적이 없어서
- ⑤ 프랑스어를 못해서

13. 대화를 듣고, 예술 작품을 이해하는 데 도움이 되는 것으로 두 사람이 언급하지 않은 것을 고르시오.

- ① 작품의 주제 ② 예술가의 개인 정보
- ③ 작품의 역사적 배경 ④ 작품에 대한 전문가의 견해
- ⑤ 작품에 사용된 재료

14. 대화를 듣고, 여자가 지불할 금액을 고르시오. [3점]

- ① \$500 ② \$600 ③ \$700 ④ \$1,000 ⑤ \$1,200

15. Amazing Art Lovers에 관한 다음 내용을 듣고, 일치하지 않는 것을 고르시오.

- ① 43년의 역사를 가진 동아리이다.
- ② 지난 10년 동안 지역 사회에서 자원 봉사를 해 왔다.
- ③ 일주일 전에, 공장 벽에 그림을 그려 달라고 요청받았다.
- ④ 전공에 관계없이 신입 회원을 찾고 있다.
- ⑤ 전화번호가 웹사이트에 게시되어 있다.

16. sausage tree에 관한 다음 내용을 듣고, 일치하지 않는 것을 고르시오.

- ① 비가 연중 내리는 곳에서 늘 푸르다.
- ② 빨간색 꽃이 해질 녘에 핀다.
- ③ 꽃은 수분이 이루어지면 그다음 날 아침에 떨어진다.
- ④ 열매는 소시지를 닮았고 먹을 수 있다.
- ⑤ 지역민들은 악령을 쫓아내기 위해 열매를 사용한다.

17. 다음 표를 보면서 대화를 듣고, 두 사람이 선택한 제품을 고르시오.

COFFEE MAKERS

	Model	Built-in Grinder	Warmer	Number of Cups	Price
①	A	×	○	12	\$145
②	B	×	×	8	\$100
③	C	×	○	8	\$135
④	D	×	○	12	\$140
⑤	E	○	×	12	\$150

18. 대화를 듣고, 여자의 마지막 말에 대한 남자의 응답으로 가장 적절한 것을 고르시오.

Man: _____

- ① You have to renew your driver’s license.
- ② I’ll let you take the midterm a second time.
- ③ Then you should easily pass the test this time.
- ④ I don’t think memorizing is the best way to study.
- ⑤ No wonder you’re curious about your test results.

19. 대화를 듣고, 남자의 마지막 말에 대한 여자의 응답으로 가장 적절한 것을 고르시오. [3점]

Woman: _____

- ① And I’ll ask my teacher if that is permitted.
- ② Then I should garden to relieve my stress.
- ③ I can do better if I conquer my indecision.
- ④ I promise to help you more in the garden.
- ⑤ So I should work on it a little every day.

20. 다음 상황 설명을 듣고, Paul이 Jennifer에게 할 말로 가장 적절한 것을 고르시오.

Paul: _____

- ① Would you fax me the document right away?
- ② Will you copy the document for the meeting?
- ③ If you don’t hurry, you’ll miss your flight.
- ④ I have no choice but to visit your office.
- ⑤ Please check whether you got my fax.

[21~22] 다음을 듣고, 물음에 답하십시오.

21. 남자가 하는 말의 주제로 가장 적절한 것은? [3점]

- ① reasons for extreme competition among animals for food
- ② how repeated changes in nature affect animal behavior
- ③ drawbacks to animals’ adaptation to nature
- ④ how to preserve endangered wildlife effectively
- ⑤ types of threats from serious environmental changes

22. 언급된 동물이 아닌 것은?

- ① butterflies ② moths ③ frogs
- ④ birds ⑤ fish

이제 듣기·말하기 문제가 끝났습니다. 23번부터는 문제지의 지시에 따라 답을 하시기 바랍니다.

23. 다음 글의 요지로 가장 적절한 것은?

In our efforts to be the good child, the uncomplaining employee, or the cooperative patient, many of us fall into the trap of trying to please people by going along with whatever they want us to do. At times, we lose track of our own boundaries and needs, and the cost of this could be our life, both symbolically and literally. When we are unable to set healthy limits, it causes distress in our relationships. But when we learn to say no to what we don't feel like doing in order to say yes to our true self, we feel empowered, and our relationships with others improve. So don't be afraid to say no. Try to catch yourself in the moment and use your true voice to say what you really want to say.

- ① 난관을 극복할 때 성취감이 생긴다.
- ② 항상 타인의 입장을 먼저 고려해야 한다.
- ③ 자신이 원하지 않는 일은 거절할 필요가 있다.
- ④ 자신의 의견을 고집하면 대인 관계가 악화된다.
- ⑤ 제안을 승낙하기 전에는 그 의도를 파악해야 한다.

24. 다음 글의 주제로 가장 적절한 것은?

In order to successfully release himself from the control of his parents, a child must be secure in his parents' power, as represented by their loving authority. The more effectively they communicate that authority, the more secure the child feels, and the better able he is to move away from them toward a life of his own. During this lengthy process, whenever he feels threatened, he turns back toward the safety of his parents' love and authority. In other words, it is impossible for a child to successfully release himself unless he knows exactly where his parents *stand*, both literally and figuratively. That requires, of course, that his parents know where they themselves stand. If *they* don't know where they stand — if, in other words, they are insecure in their authority — they cannot communicate security to their child, and he cannot move successfully away from them. Under the circumstances, he will become clingy, or disobedient, or both.

- ① necessity of parental intervention in ensuring children's safety
- ② roles of parental authority in children's social skills development
- ③ consequences of offering parental supervision for children's independence
- ④ requirements for preventing children from being disobedient to their parents
- ⑤ importance of communicating parental authority to children for their independence

25. 다음 글의 제목으로 가장 적절한 것은?

The names of pitches are associated with particular frequency values. Our current system is called A440 because the note we call 'A' that is in the middle of the piano keyboard has been fixed to have a frequency of 440 Hz. This is entirely arbitrary. We could fix 'A' at any frequency, such as 439 or 424; different standards were used in the time of Mozart than today. Some people claim that the precise frequencies affect the overall sound of a musical piece and the sound of instruments. Led Zeppelin, a band popular in the 70s, often tuned their instruments away from the modern A440 standard to give their music an uncommon sound, and perhaps to link it with the European children's folk songs that inspired many of their compositions. Many purists insist on hearing baroque music on period instruments, both because the instruments have a different sound and because they are designed to play the music in its original tuning standard, something that purists deem important.

- ① Should 'A' Always Be Tuned at 440 Hz?
- ② Arbitrary Tuning: A New Trend in Music
- ③ How to Correctly Measure Frequency Values
- ④ How Do Musicians Detect Pitch Differences?
- ⑤ Unstable Pitches: A Common Thread in Music

26. 밑줄 친 부분이 가리키는 대상이 나머지 넷과 다른 것은?

A friend of mine was sitting in the Miami airport reading a magazine while she waited to catch a plane to New York. Her attention was distracted by a rough, noisy quarrel taking place at the ticket counter. "But I must get to New York today!" ① an angry lady hotly told the clerk. "I'm sorry, ma'am, but there are no more seats available," came the reply. "But my eight-year-old daughter is on that plane. ② I can't let her fly into New York City all by herself," she cried. "Sorry, lady. The flight is full," came the same answer. My friend had been watching and listening to the woman's woeful story, and her heart was touched with compassion for ③ the distressed mother. She walked over to the ticket agent and offered to take a later flight, if it meant the woman could use ④ her ticket to travel to New York with her daughter. The agent welcomed my friend's solution and quickly issued a revalidated ticket to ⑤ the woman, and then arranged for another flight for my friend.

27. 다음 글의 밑줄 친 부분 중, 어법상 틀린 것은? [3점]

Oxygen is what it is all about. Ironically, the stuff that gives us life eventually kills it. The ultimate life force lies in tiny cellular factories of energy, called mitochondria, ① that burn nearly all the oxygen we breathe in. But breathing has a price. The combustion of oxygen that keeps us alive and active ② sending out by-products called oxygen free radicals. They have Dr. Jekyll and Mr. Hyde characteristics. On the one hand, they help guarantee our survival. For example, when the body mobilizes ③ to fight off infectious agents, it generates a burst of free radicals to destroy the invaders very efficiently. On the other hand, free radicals move ④ uncontrollably through the body, attacking cells, rusting their proteins, piercing their membranes and corrupting their genetic code until the cells become dysfunctional and sometimes give up and die. These fierce radicals, ⑤ built into life as both protectors and avengers, are potent agents of aging.

* oxygen free radical: 활성 산소

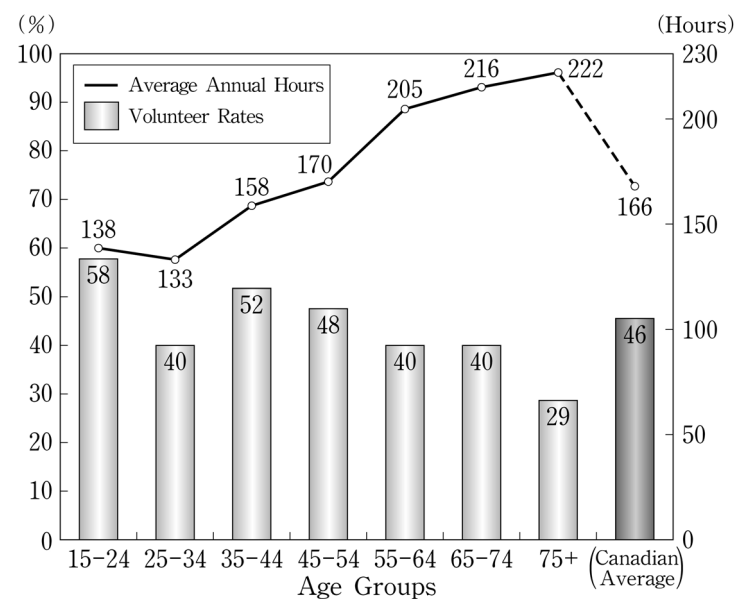
** membrane: (해부학) 얇은 막

28. 다음 글의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은? [3점]

When people started to plant stored seed stock deliberately, they also began protecting their plants. This changed the evolutionary ① pressure that these food plants experienced, as they no longer had to survive in a natural environment. Instead, people created a new environment for them, and selected for other characteristics than nature previously had. Seeds recovered at archaeological sites clearly show that farmers selected for larger seeds and ② thinner seed coats. Thick seed coats are often ③ essential for seeds to survive in a natural environment because the seeds of many wild plants remain dormant for months until winter is over and rain sets in. But under human management thick seed coats are unnecessary, as farmers ④ evade responsibility for storing seeds away from moisture and predators. In fact, seeds with thinner coats were ⑤ preferred as they are easier to eat or process into flour, and they allow seedlings to sprout more quickly when sown.

29. 다음 도표의 내용과 일치하지 않는 것은?

Canadian Volunteer Rates and Hours by Age, 2007



The graph above shows the Canadian volunteer rates and average annual hours of seven age groups in 2007. ① In these groups, the volunteer rates ranged from 29% to 58%, and the Canadian average rate was 46%. ② The average annual hours increased with age except for the group aged between 25 and 34, which volunteered an average of 133 hours. ③ The 15-24 age group showed the highest volunteer rate but the second fewest average annual hours. ④ The 35-44 age group had fewer average annual hours than the 45-54 age group, while the 55-64 and 65-74 age groups showed the same average annual hours. ⑤ Despite their lowest rate of volunteering, seniors aged 75 and older gave more hours on average than any other age group.

30. Fourier에 관한 다음 글의 내용과 일치하지 않는 것은?

Jean Baptiste Joseph Fourier was a French mathematician and physicist. When he was eight years old, his father died, and less than a year after this tragedy, his mother passed away, leaving him an orphan. A charitable lady helped him attend a local military school. He wanted to become an officer but was not allowed to because he was the son of a tailor. In 1795, he became a teacher at the École Normale in Paris. During the post-Revolution frenzy, he spoke out against the use of the guillotine, for which he almost lost his life. When Napoleon invaded Egypt in 1798, Fourier and other scholars accompanied the expedition. Having returned to France, Fourier began his research on heat conduction. His mathematical theory of heat conduction earned him lasting fame. During his stay in Egypt he contracted a strange illness that confined him to well-heated rooms for the rest of his life. On May 16, 1830, Fourier died in Paris.

* guillotine: 단두대

- ① 프랑스의 수학자이자 물리학자였다.
- ② 재단사의 아들이라는 이유로 장교가 되지 못했다.
- ③ 단두대 사용에 반대하다가 목숨을 잃을 뻔했다.
- ④ 열전도에 관한 수학 이론으로 명성을 얻었다.
- ⑤ 이집트에서 프랑스로 돌아온 후 이상한 병에 걸렸다.

[31~35] 다음 빈칸에 들어갈 말로 가장 적절한 것을 고르시오.

31. Sometimes all the outcomes customers are trying to achieve in one area have a negative effect on other outcomes. This is very common when companies are busy listening to the ‘voice of the customer.’ Traveling salespeople, for example, may say they want a smaller cell phone, but they may not have thought about how hard that tiny phone will be to use. Carpenters may request a lightweight circular saw without thinking about the fact that it will no longer have the power to get through some of the more difficult jobs. When customers make requests for new product features, they are usually focused on solving just one problem and are not thinking of how their requested solution will _____.

In this situation, customers request new features but reject the resulting product when they realize the ramifications of their suggestions — the added feature turns out to be worthless because of the problems it causes.

* ramification: 파생된 문제

- ① impact other product or service functions
- ② delay the introduction of innovative products
- ③ induce other customers to make additional requests
- ④ bring about excessive competition among companies
- ⑤ discourage companies from listening to customers’ voices

32. The success of human beings depends crucially on numbers and connections. A few hundred people cannot sustain a sophisticated technology. Recall that Australia was colonized 45,000 years ago by pioneers spreading east from Africa along the shore of Asia. The vanguard of such a migration must have been small in number and must have traveled comparatively light. The chances are they had only a sample of the technology available to their relatives back at the Red Sea crossing. This may explain why Australian aboriginal technology, although it developed and elaborated steadily over the ensuing millennia, was lacking in so many features of the Old World — elastic weapons, for example, such as bows and catapults, were unknown, as were ovens. It was not that they were ‘primitive’ or that they had mentally regressed; it was that they _____

and did not have a dense enough population and therefore a large enough collective brain to develop them much further. [3점]

* catapult: 투석기

- ① were too tightly connected to develop new technologies
- ② focused on developing and elaborating elastic weapons
- ③ had arrived with only a subset of technologies
- ④ inherited none of their relatives’ technologies in Africa
- ⑤ failed to transfer their technical insights to the Old World

33. Policymaking is seen to be more objective when experts play a large role in the creation and implementation of the policy, and when utilitarian rationality is the dominant value that guides policy. Through the use of the scientific method to determine the facts of any given policy situation, the power of social constructions is supposedly diminished, and solutions to social problems are discovered in an objective way. This process creates an illusion of neutrality and implies a transcendence of the pitfalls and inequalities commonly associated with policymaking. From this perspective, scientists and professionals emerge as the appropriate experts to be consulted in policymaking, while local citizen input and knowledge is often viewed as unnecessary. Scientific and professional policy design does not necessarily escape the pitfalls of degenerative politics. Scientific and professional expertise often relies on a particular type of knowledge that is limited to utility and rationality considerations. This approach to policy typically does not consider values and cultural factors that cannot be measured empirically. Scientifically designed policies can serve interests that run counter to the public interest. They _____.

[3점]

* transcendence: 초월

- ① use empirically proven theories to reflect locals’ input
- ② do stress cultural values rather than utilitarian ones
- ③ may be free from the inequalities of policymaking
- ④ can reinforce unequal and unjust relationships
- ⑤ reveal objective solutions to social problems

34. Like many errors and biases that seem irrational on the surface, auditory looming turns out, on closer examination, to be pretty smart. Animals like rhesus monkeys have evolved the same bias. This intentional error functions as an advance warning system, manned by the self-protection subself, providing individuals with a margin of safety when they are confronted with potentially dangerous approaching objects. If you spot a rhinoceros or hear an avalanche speeding toward you, auditory looming will motivate you to jump out of the way now rather than wait until the last second. The evolutionary benefits of immediately getting out of the way of approaching dangers were so strong that natural selection endowed us — and other mammals — with brains that _____.

Although this kind of bias might inhibit economically rational judgment in laboratory tasks, it leads us to behave in a deeply rational manner in the real world. Being accurate is not always smart. [3점]

* avalanche: 눈사태

- ① intentionally see and hear the world inaccurately
- ② are geared to evaluate aural information precisely
- ③ deliberately make rational yet ineffective decisions
- ④ prompt us to overlook dangers without thinking rationally
- ⑤ accurately detect, but irrationally ignore, approaching dangers

35. Mathematics will attract those it can attract, but it will do nothing to overcome resistance to science. Science is universal in principle but in practice it speaks to very few. Mathematics may be considered a communication skill of the highest type, frictionless so to speak; and at the opposite pole from mathematics, the fruits of science show the practical benefits of science without the use of words. But those fruits are ambivalent. Science as science does not *speak*; ideally, all scientific concepts are mathematized when scientists communicate with one another, and when science displays its products to non-scientists it need not, and indeed is not able to, resort to salesmanship. When science speaks to others, it is no longer science, and the scientist becomes or has to hire a publicist who dilutes the exactness of mathematics. In doing so, the scientist reverses his drive toward mathematical exactness in favor of rhetorical vagueness and metaphor, thus _____ . [3점]

- ① degrading his ability to use the scientific language needed for good salesmanship
- ② surmounting the barrier to science by associating science with mathematics
- ③ inevitably making others who are unskillful in mathematics hostile to science
- ④ neglecting his duty of bridging the gap between science and the public
- ⑤ violating the code of intellectual conduct that defines him as a scientist

[36~37] 다음 글의 빈칸 (A), (B)에 들어갈 말로 가장 적절한 것을 고르시오.

36. F. Scott Fitzgerald thought that the test of first-rate intelligence was the ability to hold two opposed ideas in mind at the same time and still function. The eons shaped our brains in the ___ (A) ___ direction. Confirmation bias is a term for the way the mind systematically avoids confronting contradiction. It does this by overvaluing evidence that confirms what we already think or feel and undervaluing or simply disregarding evidence that refutes it. Testimony from members of the Crow tribe about the destruction of their culture provides an extreme and tragic example of this. A man named Plenty Coups reported that “when the buffalo went away, the hearts of my people fell to the ground and they could not lift them up again. After this *nothing happened*.” He was not alone in describing the depth of despair as the end of history. “Nothing happened after that,” another Crow warrior said. “We just lived.” The emotion was so strong that the brain ___ (B) ___ evidence of the continued existence of normal, everyday life that might have eased it. [3점]

* eon: 무한히 긴 시대, 영겁

- | | | | |
|---------------------------|---------------------------|-------------------------|------------------------|
| (A) | (B) | (A) | (B) |
| ① opposite ····· retained | ② opposite ····· rejected | ③ wrong ····· validated | ④ same ····· falsified |
| ⑤ same ····· overlooked | | | |

37. Oil and gas resources are not likely to be impacted by climate change because they result from a process that takes millions of years and are geologically trapped. ___ (A) ___, climate change may not only force the shutting down of oil- and gas-producing areas, but increase the possibility of exploration in areas of the Arctic through the reduction in ice cover. Thus, while climate change may not impact these resources, oil and gas reserves and known or potential resources could be affected by new climate conditions, since climate change may affect access to these resources. In Siberia, ___ (B) ___, the actual exploration challenge is the time required to access, produce, and deliver oil under extreme environmental conditions, where temperatures in January range from -20°C to -35°C . Warming may ease extreme environmental conditions, expanding the production frontier.

- | | |
|-----------------------------------|--|
| (A) | (B) |
| ① On the other hand ····· however | ② On the other hand ····· for instance |
| ③ As a result ····· for instance | ④ As a result ····· however |
| ⑤ In other words ····· therefore | |

38. 주어진 글 다음에 이어질 글의 순서로 가장 적절한 것은?

We tend to perceive the door of a classroom as rectangular no matter from which angle it is viewed. Actually, the rectangular door of a classroom projects a rectangular image on our retina only when it is viewed directly from the front.

- (A) Slowly the trapezoid becomes thinner and thinner, and all that is projected on the retina is a vertical line, which is the thickness of the door. These changes we can observe and distinguish, but we do not accept them.
- (B) Similarly, a round coin is seen as round even when viewed from an angle at which, objectively, it should appear elliptical. In the same way, we see car wheels as round, even though the retinal image is oval when viewed from an angle other than directly from the front.
- (C) At other angles, the image will be seen as a trapezoid. The edge of the door towards us looks wider than the edge hinged with the frame.

* trapezoid: 사다리꼴 ** elliptical: 타원형의

- | | |
|-------------------|-------------------|
| ① (A) - (C) - (B) | ② (B) - (A) - (C) |
| ③ (B) - (C) - (A) | ④ (C) - (A) - (B) |
| ⑤ (C) - (B) - (A) | |

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

So, when someone is threatening to go to war, or trying to convince us and mounting a huge public relations campaign to justify it, the news media have a responsibility to question everything.

It's important that the media provide us with diverse and opposing views, so we can choose the best available options. Let's take the example of going to war. (①) War should be a last resort, obviously, undertaken when all other options have failed. (②) They should be providing the most intense scrutiny on our behalf, so the public can see the other side of things. (③) Otherwise, we may be drawn into unnecessary wars, or wars fought for reasons other than those presented by governments and generals. (④) Most of the time, the media fail to perform this crucial role. (⑤) Even the large, so-called 'liberal' American media have admitted that they have not always been watchdogs for the public interest, and that their own coverage on some major issues "looks strikingly one-sided at times."

* scrutiny: 면밀한 조사

40. 다음 글의 내용을 한 문장으로 요약하고자 한다. 빈칸 (A)와 (B)에 들어갈 말로 가장 적절한 것은?

Low-balling describes the technique where two individuals arrive at an agreement and then one increases the cost to be incurred by the other. For example, after the consumer has agreed to purchase a car for \$8,000, the salesperson begins to add on \$100 for tax and \$200 for tires. These additional costs might be thought of as a metaphorical 'low ball' that the salesperson throws the consumer. One explanation for the effectiveness of low-balling is in terms of self-perception theory. When the consumer agrees to purchase the product under the original terms, that behavior might be used by the consumer to infer his sincere interest in the product. This inferred sincere interest in the product may enable him to endure the increased cost. An alternative explanation is in terms of impression management theory. If the consumer were to withdraw from the deal after the 'slight' change in the terms of agreement, he might foster the rather undesirable impression of being an irresponsible consumer unaware of these necessary charges.



Low-balling is effective in sales contexts because the consumer, by not withdrawing from the deal, tends to (A) his purchase decision or tries to save (B).

- | | | | |
|-----------|---------------|-----------|------------|
| (A) | (B) | (A) | (B) |
| ① justify | time | ② justify | face |
| ③ cherish | time | ④ modify | face |
| ⑤ modify | trouble | | |

[41~42] 다음 글을 읽고, 물음에 답하십시오.

There is a difference between getting what you want and getting what you think you want. Technology gives us more and more of what we think we want. These days, looking at sociable robots and digitized friends, one might assume that what we want is to be always in touch and never alone, no matter who or what we are in touch with. One might assume that what we want is plenty of weak ties, the informal networks that underpin online acquaintanceship. But if we pay attention to the real consequences of what we think we want, we may discover what we really want. We may want some stillness and solitude. As an American writer once put it, we may want to live less 'thickly' and wait for more infrequent but meaningful _____. As we put in our many hours of typing — with all fingers or just thumbs — we may discover that we miss the human voice. We may decide that it is fine to play chess with a robot, but that robots are unfit for any conversation about family or friends. A robot might have needs, but to understand desire, one needs language and flesh. We may decide that for these conversations, we must have a person who knows, firsthand, what it means to be born, to have parents and a family, to wish for love and perhaps children, and to anticipate death. And, of course, we must not let the virtual take us away from the real world that doesn't go away with a power outage.

41. 위 글의 제목으로 가장 적절한 것은?

- ① Plug In and Log On: Farewell to Loneliness
- ② Ethical Issues in the Online Community
- ③ Humans and Robots: Friends or Foes?
- ④ Connected yet Detached in Virtuality
- ⑤ Explore the Net, Go Beyond Reality

42. 위 글의 빈칸에 들어갈 말로 가장 적절한 것은?

- ① adventurous endeavors
- ② technological outbursts
- ③ face-to-face encounters
- ④ dialogs with social robots
- ⑤ supernatural interventions

[43~45] 다음 글을 읽고, 물음에 답하시오.

(A)

How much space do you need to be happy? Part of the American story is that bigger is better, and with cheap credit and tax breaks for home buyers, it's tempting to stretch one's finances to build or buy a larger house. My grandpa Otto chose a different path. (a) He didn't want to find himself working longer and longer hours just to pay for more space and the stuff to fill it. He grew up in a farming community and within a very large family, so living simply was integral to his life philosophy.

(B)

Yet my grandpa loved his little home and was content with what he had. Even though the house was small, it didn't feel cramped. As my dad said, "Everyone was happy and content. The size of the house didn't matter." My grandpa taught me that living a simple life isn't about self-deprivation. Instead, it's about giving yourself the time, freedom, and money to pursue your dreams. In many ways, I've modeled my life after that of my grandpa. I learned from (b) him that simplicity isn't about austerity. It's a revolution in personal growth.

(C)

In the 1950s, when my dad was a little boy, my grandpa built a 600-square-foot cottage. (c) He put the twenty-by-thirty-foot structure on a small plot of land in Pleasant Hill. Dad remarked, "Reusing and recycling was a necessity. In essence, (d) he was recycling before it became 'cool.'" Grandpa got most of the materials for his little house from the Oakland docks, where he was working. It took four years to build the small cottage, and when they moved in, the roof wasn't even on!

(D)

My dad recalled looking up at the stars in the roofless house as a twelve-year-old kid before falling asleep. Dad didn't mind living in an unfinished house. (e) He described Pleasant Hill as "open and private. It felt like all the homes were on ten acres." Over the years, my dad and grandpa noticed dramatic changes in their community. Each year more farmland was devoured to build strip malls and neighborhoods with larger homes. As real estate prices rose, many of their neighbors sold their homes and lots. Soon my grandpa had the only small house on the block, surrounded by a sea of homes four times the size of his dwelling.

43. 주어진 글 (A)에 이어질 내용을 순서에 맞게 배열한 것으로 가장 적절한 것은?

- ① (B) - (D) - (C) ② (C) - (B) - (D)
 ③ (C) - (D) - (B) ④ (D) - (B) - (C)
 ⑤ (D) - (C) - (B)

44. 밑줄 친 (a)~(e) 중에서 가리키는 대상이 나머지 넷과 다른 것은?

- ① (a) ② (b) ③ (c) ④ (d) ⑤ (e)

45. 위 글의 grandpa에 관한 내용과 일치하지 않는 것은?

- ① 농촌 사회의 대가족 속에서 성장했다.
 ② 여러 가지 면에서 필자의 삶의 모델이 되었다.
 ③ 1950년대에 600제곱 피트의 집을 지었다.
 ④ 집을 짓는 데 필요한 대부분의 자재를 부두에서 구했다.
 ⑤ 지역 사회의 급격한 변화를 알아차리지 못했다.

* 확인 사항

- 답안지의 해당란에 필요한 내용을 정확히 기입(표기)했는지 확인하시오.