1번부터 17번까지는 듣고 답하는 문제입니다. 1번부터 15번까지는 한 번만 들려주고, 16번부터 17번까지는 두 번 들려줍니다. 방송을 잘 듣고 답을 하시기 바랍니다.

1. 대화를 듣고, 남자의 마지막 말에 대한 여자의 응답으로 가장 적절한 것을 고르시오.
   ① Actually, Mom’s not here.
   ② Yes, he’s coming home soon.
   ③ Right. I won’t go to the party.
   ④ No, we didn’t order the gift yet.
   ⑤ Great. Let’s buy one at the store.

2. 대화를 듣고, 여자의 마지막 말에 대한 남자의 응답으로 가장 적절한 것을 고르시오.
   ① Okay. I’ll never be late for class again.
   ② Right. You’ve got lots of time to finish.
   ③ Really? I’d better get started right away.
   ④ What? I’ve already written up the report.
   ⑤ I see. I hope you can finish yours by tomorrow.

3. 다음을 듣고, 남자가 하는 말의 목적으로 가장 적절한 것을 고르시오.
   ① 학생회장 선거를 홍보하려고
   ② 교통 봉사 참여를 독려하려고
   ③ 무단 횡단 자제를 당부하려고
   ④ 안전 교육 일정을 안내하려고
   ⑤ 추억 문제 해결을 촉구하려고

4. 대화를 듣고, 두 사람이 하는 말의 주제로 가장 적절한 것을 고르시오.
   ① 점심시간 중 여가 활동의 장점
   ② 직접 풍邪음과 잘 지내는 방법
   ③ 스타레스 해소와 건강과의 관계
   ④ 독서가 정신 건강에 미치는 효과
   ⑤ 월드 뮤직 시 악기 구성이 중요성

5. 대화를 듣고, 두 사람의 관계를 가장 잘 나타낸 것을 고르시오.
   ① 아나운서 - 리포터
   ② 출판업자 - 소설가
   ③ 신문 기자 - 반화가
   ④ 장지 기자 - 문학 비평가
   ⑤ 영화 제작자 - 시나리오 작가

6. 대화를 듣고, 그림에서 대화의 내용과 일치하지 않는 것을 고르시오.

7. 대화를 듣고, 여자가 남자에게 부탁한 일로 가장 적절한 것을 고르시오.
   ① 예약 날짜 변경하기
   ② 항인 우편 출력하기
   ③ 레스토랑 예약하기
   ④ 기타사건 활용하기
   ⑤ 저녁상 차리기

8. 대화를 듣고, 남자가 조퇴하려는 이유로 가장 적절한 것을 고르시오.
   ① 운전면허 시험에 응시하려고
   ② 동생을 집에 데려다 주려고
   ③ 부모님 댁을 방문하려고
   ④ 병원 진료를 받으러고
   ⑤ 워크숍에 참석하려고

9. 대화를 듣고, 여자가 지불할 금액으로 가장 적절한 것을 고르시오.
   ① $270  ② $290  ③ $300  ④ $320  ⑤ $360

10. 대화를 듣고, Sunrise Korean Folk Village 관광에 관해서 두 사람이 언급하지 않은 것을 고르시오. [3점]
    ① 체험 활동 내용
    ② 참가 비용
    ③ 겪자 포함 여부
    ④ 참가 인원수
    ⑤ 소요 시간

    ① Evergreen 호숫가에 위치하고 있다.
    ② 두 달 전에 새롭게 단장했다.
    ③ 1인당 입장료를 인하했다.
    ④ 시범버스를 30분마다 운행한다.
    ⑤ 공원 크기를 늘렸다.
영어 영역

12. 다음 표를 보면서 대화를 듣고, 남자가 구입할 침낭을 고르시오.

<table>
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<td>600g</td>
<td>8230</td>
<td>○</td>
<td>Green</td>
</tr>
</tbody>
</table>

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

Woman:
① Cheer up! You’ll do better next time.
② Sure. Let’s go to the rock concert together.
③ I agree. The advanced level is right for you.
④ You’re doing a good job. We’re almost there.
⑤ Come on! Once you see it, you’ll want to try it.

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

Man: __________
① Right. We can’t ignore complaints about the staff.
② Of course. Air conditioners will be very expensive.
③ Yeah, but it’s important to keep our students happy.
④ Then, I’ll teach you how to use the computer program.
⑤ Really? Sorry to hear the computer classes will be closed.

15. 다음 상황 설명을 듣고, Mike가 Susan에게 할 말로 가장 적절한 것을 고르시오. [3점]

Mike: __________
① I had a great time shopping at the market.
② I wouldn’t change my mind if I were you.
③ You can repair your camera at the department store.
④ You should go to the department store this weekend.
⑤ I wish I had gone to the electronics market with you.

16. 여자가 하는 말의 주제로 가장 적절한 것은?
① effects and uses of colors
② functions and uses of shapes
③ ways of constructing buildings
④ types and purposes of buildings
⑤ color preferences and personalities

17. 언급된 장소가 아닌 여자의 말의 주제로 가장 적절한 것은
① 은행
② 호텔
③ 사무실
④ 병원
⑤ 학교

18. 다음 글의 목적으로 가장 적절한 것은?

Dear Ms. Molly Oliver,

This is Mark Foster, one of the volunteers for the Auditory Frog and Toad Survey. Unfortunately, I was not able to participate in the orientation last weekend, so I could not receive training in distinguishing the sounds of frogs and toads. I heard from another participant that a CD was used in the training session. I was wondering if you could send me one. Since we have ten more days before the survey begins, I’ll have enough time to receive and use the CD to train myself. You can send it to me at the address in my application. I am looking forward to hearing from you soon. Thank you.

Sincerely,
Mark Foster

① 자원봉사 참가를 취소하려고
② CD를 보내 줄 수는 있지만 문제하리고
③ 신청서에 기입한 주소를 수정하려고
④ 양서류 생태 조사 일정을 확인하려고
⑤ 오리엔테이션에 참석할 수 없음을 알리려고

19. 다음 글에 드리난 'she'의 심경 변화로 가장 적절한 것은?

When she heard the dogs barking fiercely on the floor just above her, she trembled uncontrollably for fear of being caught. Drops of cold sweat rolled down her back. Before slipping into the hold of the boat, she had scattered powder, which Swedish scientists had developed, unnoticeably on the floor above in order to distract the dogs. But she knew that these dogs were so well trained that they could smell her, even though a load of fish had been dumped over her hiding place. She held her hands together tightly and tried not to make any noise. She was not sure how long she could stay like that. To her relief, it wasn’t long before a whistle called the dogs out, leaving her unfound. She relaxed her hands and exhaled a deep breath. She felt safe now.

① tired → relieved
② scared → untroubled
③ scared → annoyed
④ bored → excited
⑤ disappointed → exhausted

20. 다음 글에서 팔자가 주장하는 바로 가장 적절한 것은?

Have you ever met someone while you were experiencing significant emotional, psychological, or physical stress? Perhaps you stayed up all night studying for a final, or maybe you learned that a grandparent recently died. You likely exhibited behaviors that are not consistent with how you usually act. Meeting someone when you are extremely stressed can create an inaccurate impression of you. For this reason, recognize that our first impressions of others also may be perceptual errors. To help avoid committing these errors, engage in perception checking, which means that we consider reasons, recognize that our first impressions of others also may be inaccurate.

① 날씨 온도
② 집중력
③ 신경
④ 정서적 스트레스
⑤ 정신적 스트레스를 심하게 받고 있다.
21. 다음 글의 요지로 가장 적절한 것은?

When we see a happy face (or an angry one), it subtly generates the corresponding emotion in us. To the degree we take on the pace, posture, and facial expression of another person, we start to inhabit their emotional space; as our body mimics the other’s, we begin to experience emotional matching. Our nervous system is automatically set to engage in this emotional empathy. But how well we use this capacity is largely a learned ability. Animals—and people—who have been raised in extreme social isolation are poor at reading emotional cues in those around them not because they lack the basic circuitry for empathy but because, lacking emotional tutors, they have never learned to pay attention to these messages and so haven’t practiced this skill.

1. 긍정적인 감정은 더 많은 공감을 불러일으킨다.
2. 사람과 동물은 모방하는 능력에서 차이를 보인다.
3. 타인과 공감하는 능력은 학습에 필요하다.
4. 얼굴 표정은 상대방의 감정을 파악하는 중요한 단서이다.
5. 인간이 타인과 공감하는 정도는 신경계에 의해 결정된다.

22. 다음 글의 주제로 가장 적절한 것은?

When we hear a story, we look for beliefs that are being commented upon. Any story has many possible beliefs inherent in it. But how does someone listening to a story find those beliefs? We find them by looking through the beliefs we already have. We are not as concerned with what we are hearing as we are with finding what we already know that is relevant. Picture it in this way. As understanders, we have a list of beliefs, indexed by subject area. When a new story appears, we attempt to find a belief of ours that relates to it. When we do, we find a story attached to that belief and compare the story in our memory to the one we are processing. Our understanding of the new story becomes, at that point, a function of the old story. Once we find a belief and connected story, we need no further processing; that is, the search for other beliefs stops.

1. the use of a new story in understanding an old story
2. the limits of our memory capacity in recalling stories
3. the influence of new stories on challenging our beliefs
4. the most efficient strategy to improve storytelling skills
5. the role of our existing beliefs in comprehending a new story

23. 다음 글의 제목으로 가장 적절한 것은?

Savannas pose a bit of a problem for ecologists. There is an axiom in ecology that ‘complete competitors cannot coexist’: in other words, where two populations of organisms use exactly the same resources, one would be expected to do so slightly more efficiently than the other and therefore come to dominate in the long term. In temperate parts of the world, either trees dominate (in forests) or grasses dominate (in grasslands). Yet, in savannas grasses and trees coexist. The classic explanation proposes that trees have deep roots while grasses have shallow roots. The two plant types are therefore able to coexist because they are not in fact competitors: the trees increase in wetter climates and on sandier soils because more water is able to penetrate to the deep roots. Trees do indeed have a few small roots which penetrate to great depth, but most of their roots are in the top half-metre of the soil, just where the grass roots are.

1. A War at Hand Between Plants in Savannas
2. A Rivalry for Wetter Soils among Savanna Trees
3. Are Savannas a Hidden Treasure of Bio-Diversity?
4. Cyclic Dominance of Trees over Grasses in Savannas
5. Strange Companions: Savanna Plants Confuse Ecologists

24. 다음 도표의 내용과 일치하지 않는 것은?

The graph above shows the Western Hemisphere oil production per day in 2010 and proven oil reserves as of 2011 for selected countries. ① The United States recorded 9.65 million barrels of daily oil production in 2010, the greatest daily oil production among the countries shown on the graph. ② Canada had the second largest daily oil production followed by Mexico and Brazil, with Venezuela recording the lowest among the five countries in 2010. ③ As for proven oil reserves, however, Venezuela recorded the largest amount among these countries in 2011, possessing 211.2 billion barrels, followed by Canada with 175.2 billion barrels. ④ In 2011, the sum of the proven oil reserves of the United States, Mexico, and Brazil was greater than those of Venezuela. ⑤ Brazil had larger proven oil reserves than Mexico in 2011, but the daily oil production of Brazil was lower than that of Mexico in 2010.

1. The United States recorded 9.65 million barrels of daily oil production in 2010, the greatest daily oil production among the countries shown on the graph.
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5. Brazil had larger proven oil reserves than Mexico in 2011, but the daily oil production of Brazil was lower than that of Mexico in 2010.
영어 영역

25. Sequoyah에 관한 다음 글의 내용과 일치하지 않는 것은?

Sequoyah, a Cherokee Indian, was born in about 1770 in Taskigi, now in Tennessee. Raised by his Cherokee mother, the young Sequoyah never learned to read or write English. While interacting with English speakers, he realized the necessity of a writing system for the Cherokee people. In about 1809, Sequoyah began developing a system of writing, adapting letters from English, Greek, and Hebrew. By 1821, he had created a system of 86 symbols, representing all the syllables of the Cherokee language. The Cherokee people began to use the system in their schools and publish books and newspapers in their language. In 1824, the General Council of the Eastern Cherokees awarded Sequoyah a medal in honor of his accomplishment. Sequoyah moved to Oklahoma some years later and died in what is now Texas in 1843. And later, people remembered him by naming a certain tree species “Sequoia.”

① 1770년경 Taskigi에서 태어났다.
② 어린 시절에 영어를 읽고 쓰는 법을 배웠다.
③ Cherokee 사람들을 위한 문자 체계의 필요성을 깨달았다.
④ 엄마를 인정받아 1824년에 메달을 받았다.
⑤ 1843년에 지금의 Texas에서 세상을 떠났다.

영어 영역

26. Kingston Badminton Program에 관한 다음 안내문의 내용과 일치하지 않는 것은?

Kingston Badminton Program

Are you looking for a simple and effective sports program? Then check out the Kingston Badminton Program and choose one of our courses taught by the most experienced badminton coaches.

• Course sessions will be held three days a week (Mondays, Wednesdays, and Fridays) for 4 weeks from June 20 to July 15.
  3:00 p.m. – 4:00 p.m.: Ages 7 – 10
  4:30 p.m. – 5:30 p.m.: Ages 11 – 14
  6:00 p.m. – 7:00 p.m.: Ages 15 and up

• The tuition fee is $50 per person with a free personal locker.

• The deadline for registration is June 10.

• Badminton rackets and shuttlecocks are provided.

For further information, call the Kingston Community Center at 322-480-5267.

① 일주일에 3일씩 4주 동안 운영된다.
② 오후 6시에는 15세 이상을 대상으로 진행된다.
③ 개인용 사물함을 이용하셔면 추가 비용이 든다.
④ 등록 마감일은 6월 10일이다.
⑤ 배드민턴 라켓과 셔틀콕을 제공한다.

영어 영역

27. 16th Springvale Book Festival에 관한 다음 안내문의 내용과 일치하지 않는 것은?

16th Springvale Book Festival

Saturday, June 4, 10 a.m. – 5 p.m.
Springvale Public Library
(4536 Main Street, Springvale, WI)

Mark your calendar for the 16th Springvale Book Festival. This is your big chance to meet the nation’s BEST authors and discuss their works.

Authors will be speaking at the main hall on the 2nd floor from 2 p.m. to 4 p.m.

Note: Authors will be signing books in the lobby, so please bring your own personal copies or you can purchase books on site.

Get the most out of your big day by downloading the festival app at our website (www.spvbf.org). It features a complete list of all events & locations, maps, and ways to share it all via social media.

All programs will be FREE of charge!

Please visit our website for more information about the festival.

① 6월 4일부터 5일간 개최된다.
② 작가들의 강의가 오전에 예정되어 있다.
③ 행사장에서 구매한 책에 작가들이 사인을 내려 받을 수 있다.
④ 웹 사이트에서 행사 정보 앱을 내려받을 수 있다.
⑤ 일부 프로그램의 경우 입장료를 지불해야 한다.

영어 영역

28. 다음 글의 밑줄 친 부분 중, 어법상 틀린 것은?

If an animal is innately programmed for some type of behaviour, then there ① are likely to be biological clues. It is no accident that fish have bodies which are streamlined and smooth, with fins and a powerful tail. Their bodies are structurally adapted for moving fast through the water. Similarly, if you found a dead bird or mosquito, you could guess by looking at ② its wings that flying was its normal mode of transport. However, we must not be over-optimistic. Biological clues are not essential. The extent to which they are ③ finding varies from animal to animal and from activity to activity. For example, it is impossible to guess from their bodies that birds make nests, and, sometimes, animals behave in a way quite contrary to ⑤ what might be expected from their physical form: ghost spiders have tremendously long legs, yet they weave webs out of very short threads. To a human observer, their legs seem a great hindrance as they spin and move about the web.

① are
② its
③ finding
④ what
⑤ what
29. (A), (B), (C)의 각 빈칸에 맞는 알맞게 가득 채워 보시오. [3점]

In 2001, researchers at Wayne State University asked a group of college volunteers to exercise for twenty minutes at a (A) **preset** / **self-selected** pace on each of three machines: a treadmill, a stationary bike, and a stair climber. Measurements of heart rate, oxygen consumption, and perceived effort were taken throughout all three workouts. The researchers expected to find that the subjects unconsciously targeted the same relative physiological intensity in each activity. Perhaps they would (B) **automatically** / **intentionally** exercise at 65 percent of their maximum heart rate regardless of which machine they were using. Or maybe they would instinctively settle into rhythm at 70 percent of their maximum rate of oxygen consumption in all three workouts. But that’s not what happened. There was, in fact, no (C) **consistency** / **variation** in measurements of heart rate and oxygen consumption across the three disciplines. Instead, the subjects were found to have chosen the same level of perceived effort on the treadmill, the bike, and the stair climber.

**treadmill**: 러닝머신
**physiological**: 생리학적인

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<td>self-selected</td>
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30. 멀뚱된 부분이 가리키는 대상이 뭐에 관한 것인가요? [3점]

In the summer of 1972, the actor Anthony Hopkins was signed to play a leading role in a film based on George Feifer’s novel The Girl from Petrovka. That is why ① he traveled to London to buy a copy of the book. Unfortunately, none of the main London bookstores had a copy. Then, on his way home, waiting for an underground train at Leicester Square tube station, he saw a discarded book lying on the seat next to ② him. It was a copy of The Girl from Petrovka. As if that was not coincidence enough, more was to follow. Later, when ③ he had a chance to meet the author, Hopkins told him about this strange occurrence. Feifer was interested. He said to ④ him that in November 1971 he had lent a friend a copy of the book—a unique copy in which he had made notes on turning the British English into American English for the publication of an American version—but his friend had lost the copy in London. A quick check of the copy Hopkins had found showed that it was the very same copy that ⑤ his friend had mislaid.

31. Once a hand or gripper has been directed to an object by reaching, it can be grasped. Grasping requires that fingers hold an object securely. A secure grip is one in which the object won’t slip or move, especially when displaced by an external force. Your grasp on a hammer, for example, would not be secure if knocking against something caused you to drop it. One precondition of a firm grasp is that the forces applied by the fingers balance each other so as not to disturb the object’s position. The characteristics of an object such as its geometric configuration and mass distribution may demand that some fingers apply greater force than others to maintain _____

The grasp and support forces must also match overall object mass and fragility. An egg requires a more delicate touch than a rock. [3점]

* geometric configuration: 기하학적 형태
** fragility: 부서지기 힘

1. distance  ① 2. efficiency  ② 3. mobility  ③ 4. direction  ④ 5. stability  ⑤

32. What story could be harsher than that of the Great Auk, the large black-and-white seabird that in northern oceans took the ecological place of a penguin? Its tale rises and falls like a Greek tragedy, with island populations savagely destroyed by humans until almost all were gone. Then the very last colony found safety on a special island, one protected from the ecological place of a penguin? Its tale rises and falls like a Greek tragedy, with island populations savagely destroyed by humans until almost all were gone. Then the very last colony found safety on a special island, one protected from the

Humans could access it with comparative ease, and they did! Within just a few years the last of this once-plentiful species was entirely eliminated. [3점]

* savagely: 잔혹하게

1. lacked the benefits of the old  ① 2. denied other colonies easy access  ② 3. faced unexpected natural disasters  ③ 4. caused conflicts among the refugees  ④ 5. had a similar disadvantage to the last island  ⑤
33. It is not hard to see that a strong economy, where opportunities are plentiful and jobs go begging, may still dislike hiring members of one group or another, but when nobody else is available, discrimination most often gives way to the basic need to get the work done. The same goes for employees with prejudices about whom they do and do not like working alongside. In the American construction boom of the late 1990s, for example, even the carpenters’ union—long known as a “traditional bastion of white men, a world where a coveted union card was handed down from father to son”—began openly encouraging women, blacks, and Hispanics to join its intern program. At least in the workplace, jobs chasing people obviously does more to promote a fluid society than people chasing jobs. [33]

**bastion:** 요새  
**coveted:** 추구하는

1. allows employees to earn more income  
2. helps break down social barriers  
3. simplifies the hiring process  
4. increases wage discrimination  
5. improves the productivity of a company

34. One remarkable aspect of aboriginal culture is the concept of “totemism,” where the tribal member at birth assumes the soul and identity of a part of nature. This view of the earth and its riches as an intrinsic part of oneself clearly rules out mistreatment of the environment because this would only constitute a destruction of self. Totems are more than objects. They include spiritual rituals, oral histories, and the organization of ceremonial lodges where records of the past travel routes of the soul can be exchanged with others and converted to mythology. The primary motivation is the preservation of tribal myths and a consolidation and sharing of every individual’s origins in nature. The aborigines see through a hierarchy of totems that connect to their ancestral origins, a cosmology that places them at one with the earth, and behavior patterns that respect ecological balance. [34]

**aboriginal:** 원주민의  
**consolidation:** 합병

1. themselves as incompatible with nature and her riches  
2. their mythology as a primary motive toward individualism  
3. their identity as being self-contained from surrounding nature  
4. their relationship to the environment as a single harmonious continuum  
5. their communal rituals as a gateway to distancing themselves from their origins

35. 다음 글에서 전체 흐름과 관계 없는 문장을 고르시오.

Roles are like a fence. They allow us a certain amount of freedom, but for most of us that freedom doesn’t go very far. Suppose that a woman decides that she is not going to wear dresses—or a man that he will not wear suits and ties—regardless of what anyone says. ① In most situations, they’ll stick to their decision. ② When a formal occasion comes along, however, such as a family wedding or a funeral, they are likely to cave in to norms that they find overwhelming. ③ The increasing social pressure discourages us from fulfilling the social norms and committing ourselves to shared social conventions of behaviour. ④ Almost all of us follow the guidelines for what is “appropriate” for our roles. ⑤ Few of us are bothered by such restrictions, for our socialization is so thorough that we usually want to do what our roles indicate is appropriate.

36. 주어진 글 다음에 이어질 글의 순서로 가장 적절한 것을 고르시오.

The ancient Greeks sought to improve memory through brain training methods such as memory palaces and the method of loci. At the same time, they and the Egyptians became experts at externalizing information, inventing the modern library, a grand storehouse for externalized knowledge.

(A) This need isn’t simply learned; it is a biological imperative—animals organize their environments instinctively. Most mammals are biologically programmed to put their digestive waste away from where they eat and sleep.

(B) We don’t know why these simultaneous explosions of intellectual activity occurred when they did (perhaps daily human experience had hit a certain level of complexity). But the human need to organize our lives, our environment, even our thoughts, remains strong.

(C) Dogs have been known to collect their toys and put them in baskets; ants carry off dead members of the colony to burial grounds; certain birds and rodents create barriers around their nests in order to more easily detect invaders.

**method of loci:** 장소를 활용한 기억법  
**rodent:** 설식류 동물

1. (A) — (C) — (B)  
2. (B) — (A) — (C)  
3. (B) — (C) — (A)  
4. (C) — (A) — (B)  
5. (C) — (B) — (A)
영어 영역

37. Imitation seems to be a key to the transmission of valuable practices among nonhumans. The most famous example is that of the macaque monkeys on the island of Koshima in Japan.

(A) In the early 1950s, Imo, a one-year-old female macaque, somehow hit upon the idea of washing her sweet potatoes in a stream before eating them. Soon it was hard to find a Koshima macaque who wasn’t careful to wash off her sweet potato before eating it.

(B) Imo, though, realized that if you threw a handful of wheat and sand into the ocean, the sand would sink and the wheat would float. Again, within a few years most of her fellow macaques were throwing wheat and sand into the sea and obtaining the benefits.

(C) A few years later, Imo introduced another innovation. Researchers on the island occasionally gave the monkeys wheat (in addition to sweet potatoes). But the wheat was given to them on the beach, where it quickly became mixed with sand.

38. That is why people experience jet lag when traveling across time zones.

In humans, body clocks are responsible for daily changes in blood pressure, body temperature, hormones, hunger, and thirst, as well as our sleep-wake cycles. (1) These biological rhythms, which we experience as internal time, are probably older than sleep, developed over the course of millions of years of evolution. (2) They facilitate physiological and behavioral changes on a roughly twenty-four-hour cycle no matter what is happening outside, whether a cold front moves in or clouds block the light of the sun. (3) Their internal clocks continue to run in accordance with the place they left behind, not the one to which they have come, and it can take some time to realign the two. (4) The most remarkable thing is that our internal body clocks can be readjusted by environmental cues. (5) We may get jet lag for a few days when we ask our body clocks to adapt to a vastly different schedule of day and night cycles on the other side of the Earth, but they can do it. [3]

* facilitate: 일게 하다
** realign: 제조정하다

39. For example, the first step in servicing or installing equipment is talking with the clients to understand how they used the equipment.

The customer service representatives in an electronics firm under major restructuring were told they had to begin selling service contracts for their equipment in addition to installing and repairing them. This generated a great deal of resistance. (1) To the service representatives, learning to sell was a very different game from what they had been playing. (2) But it turned out they already knew a lot more about sales than they thought. (3) The same is true in selling. (4) The salesperson first has to learn about the customer’s needs. (5) The service representatives also had a great deal of product knowledge and hands-on experience, which is obviously important in sales.

40. 다음 둘의 내용을 한 문장으로 요약하고자 한다. 발간 (A), (B)에 들어갈 말로 가장 적절한 것은?

Lawyers and scientists use argument to mean a summary of evidence and principles leading to a conclusion; however, a scientific argument is different from a legal argument. A prosecuting attorney constructs an argument to persuade the judge or a jury that the accused is guilty; a defense attorney in the same trial constructs an argument to persuade the same judge or jury toward the opposite conclusion. Neither prosecutor nor defender is obliged to consider anything that weakens their respective cases. On the contrary, scientists construct arguments because they want to test their own ideas and give an accurate explanation of some aspect of nature. Scientists can include any evidence or hypothesis that supports their claim, but they must observe one fundamental rule of professional science. They must include all of the known evidence and all of the hypotheses previously proposed. Unlike lawyers, scientists must explicitly account for the possibility that they might be wrong.

Unlike lawyers, who utilize information ____ (A) ____ to support their arguments, scientists must include all information even if some of it is unlikely to ____ (B) ____ their arguments.

(A) __________ (B) __________

1. objectively _____ weaken
2. objectively _____ support
3. accurately _____ clarify
4. selectively _____ strengthen
5. selectively _____ disprove
The idea of protecting intellectual activity and creation has deep roots. The ancient Greeks used an awards system to design achievements, which performed some of the same functions as the modern patent system. Their pottery, sculptures, and other manufactured goods had symbols on them to note the tradesmen who created them, which are the predecessors of modern trademarks. Similar marks and symbols functioning as trademarks have been found on Chinese pottery, possibly dating as far back as 2698 BCE, and in many other ancient societies, including the Egyptians, the Assyrians, and the Vedic civilization.

The concept of intellectual property continued to develop during the Roman period. The Roman Empire had an incredible variety of trademarks. Roman potters alone used approximately 6,000 trademarks. Additionally, Roman authors had a sense that their intellectual creations were valuable, as they complained about the exploitation of those creations. Their sense of injustice was probably heightened by the fact that there were laws and traditions in place that supported their belief that only they could exploit their creations. Roman authors could, in fact, make money from the copying and publishing of their works because the value of their intellectual creations was recognized.

41. What is the main idea behind the ancient trademark system?
   - Early Development of Intellectual Property Protection
   - History of Roman Intellectual Property Law
   - How the Romans Protected Their Properties
   - Increasing Demand to Protect Ancient Artifacts
   - Why Trademarks Were Exploited in Early Civilizations

42. What are the main advantages of owning a trademark?
   - Increased value of their intellectual creations
   - Recognition of their work
   - Protection against exploitation
   - Increased demand for their creations
   - Enhanced sense of intellectual property

43. Which trademark is most likely to be used in a coffee shop?
   - A - Significant
   - B - Imitable
   - C - Ignorable
   - D - Outdated
   - E - Valuable

44. What is the most common use for a trademark?
   - A - Masterpiece
   - B - Symbol
   - C - Copy
   - D - Shape
   - E - Artwork