



## 고1\_2109[기출문제] 37

다음 글의 흐름으로 보아 주어진 문장이 들어가기에 가장 적절한 곳은?¹ [21년 9월 37번]

Nearly most of them approved because putting the sign of that size was a very small request.

In a study, a researcher pretending to be a volunteer surveyed a California neighborhood, asking residents if they would allow a large sign reading "Drive Carefully" to be displayed on their front lawns. (A) To help them understand what it would look like, the volunteer showed his participants a picture of the large sign blocking the view of a beautiful house. (B) Naturally, most people refused, but in one particular group, an incredible 76 percent actually approved. (C) The reason that they agreed was this. Two weeks earlier, these residents had been asked by another volunteer to make a small commitment to display a tiny sign that read "Be a Safe Driver" in their windows. (D) The astonishing result was that the initial small commitment deeply influenced their willingness to accept the much larger request two weeks later. (E)

- ① A    ② B    ③ C    ④ D    ⑤ E

다음 글의 빈칸에 들어갈 말로 가장 적절한 것은?² [21년 9월 37번]

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- ① reduced their desire  
 ② caused them to refuse  
 ③ showed they didn't want  
 ④ influenced their willingness  
 ⑤ took away their motivation



다음 글의 내용을 한 문장으로 요약하고자 한다. 빈칸 (A), (B)에 들어갈 말로 가장 적절한 것은?<sup>3</sup> [21년 9월 37번]

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↓

The initial (A)\_\_\_\_\_ commitment affected the (B)\_\_\_\_\_ to accept much larger request.

- | (A)         | (B)         |
|-------------|-------------|
| ① small     | willingness |
| ② minor     | reluctance  |
| ③ simple    | argument    |
| ④ serious   | hope        |
| ⑤ important | hesitation  |

다음 글의 제목으로 가장 적절한 것은?<sup>4</sup> [21년 9월 37번]

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- ① Think Wisely, Act Properly, Refuse Politely
- ② For a Small Commitment, Try a Big One First!
- ③ The Effect of a Big Display Sign in the Frontyard
- ④ A Tip for Request: Getting Your Foot in the Door
- ⑤ Importance of Initial Requests to Good Relationship



다음 글의 내용을 한 문장으로 요약하고자 한다. 빈칸 (A), (B)에 들어갈 말로 가장 적절한 것은?<sup>5</sup> [21년 9월 37번]

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↓

The initial (A)\_\_\_\_\_ commitment deeply influenced the residents' willingness to (B)\_\_\_\_\_ the much larger request.

(A) (B)

- ① manageable grant
- ② sudden evade
- ③ demanding accept
- ④ basic decline
- ⑤ courteous withdraw

다음 글의 밑줄 친 부분 중, 어법상 어색한 것은?<sup>6</sup> [21년 9월 37번]

In a study, a researcher pretending to be a volunteer surveyed a California neighborhood, asking residents if they would allow a large sign, "Drive Carefully" to be displayed on their front lawns. To help them understand what it would look like, the volunteer showed his participants a picture of the large sign blocking the view of a beautiful house, Naturally, most people refused, but in one particular group, an incredible 76 percent actually approved. The reason that they agreed was this: two weeks earlier, these residents had been asked by another volunteer to make a small commitment to display a tiny sign saying "Be a Safe Driver" in their windows. Since it was such a small and simple request, nearly all of them agreed. The astonished result was that the initial small commitment deeply influenced their willingness to accept the much larger request two weeks later.

- ① a
- ② b
- ③ c
- ④ d
- ⑤ e



다음 글의 흐름으로 보아 주어진 문장이 들어가기에 가장 적절한 곳은? [21년 9월 37번]

Naturally, most people refused, but in one particular group, an incredible 76 percent actually approved.

In a study, a researcher pretending to be a volunteer surveyed a California neighborhood, asking residents if they would allow a large sign reading "Drive Carefully" to be displayed on their front lawns. (A) To help them understand what it would look like, the volunteer showed his participants a picture of the large sign blocking the view of a beautiful house. (B) The reason that they agreed was this: two weeks earlier, these residents had been asked by another volunteer to make a small commitment to display a tiny sign that read "Be a Safe Driver" in their windows. (C) Since it was such a small and simple request, nearly all of them agreed. (D) The astonishing result was that the initial small commitment deeply influenced their willingness to accept the much larger request two weeks later. (E)

- ① A    ② B    ③ C    ④ D    ⑤ E

다음 글은 설득의 기술 중 FITD를 설명하는 글이다. 빈칸 (A)~(C)를 지문에 나오는 단어를 활용하여 완성하시오.

(각 1단어, 필요시 변형) [21년 9월 37번]

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FITD(Foot-in-the-door) technique: This technique works by creating a connection between the person asking for a (A)\_\_\_\_\_ and the person that is being asked. If a (B)\_\_\_\_\_ (A)\_\_\_\_\_ is granted, then the person who is (C)\_\_\_\_\_ feels like they are obligated to keep (C)\_\_\_\_\_ to larger (A)\_\_\_\_\_s to stay consistent with the original decision of (C)\_\_\_\_\_.

(A): \_\_\_\_\_

(B): \_\_\_\_\_

(C): \_\_\_\_\_



다음 글을 읽고, 물음에 답하시오. [21년 9월 37번]

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위 글의 내용과 일치하는 것은?⁹

- ① 자원봉사자들이 캘리포니아 동네 앞마당에 "운전 조심"이라는 표지판을 세웠다.
- ② 자원봉사자들은 아름다운 집의 사진을 참여자들에게 보여주었다.
- ③ 오직 한 집단의 모든 거주자들이 전망을 막는 큰 표지판이 세워지는 것을 찬성했다.
- ④ 2주전에 거주자들이 "안전운전자 되세요"라는 표지판을 창문에 붙이도록 요청받은 적이 있다.
- ⑤ 놀라운 결과는 작고 단순한 요청은 거의 모두가 동의를 한다는 것이다.

위 글의 밑줄 친 ⓐ~ⓔ 중, 문맥상 어색한 표현이 있는 것은?¹⁰

- ① ⓐ a large sign reading "Drive Carefully"
- ② ⓑ showed his participants a picture
- ③ ⓒ these residents had asked
- ④ ⓓ a tiny sign that read
- ⑤ ⓔ their willingness to accept



다음 밑줄 친 부분 중 문맥상 낱말의 쓰임이 적절하지 않은 것은?<sup>11</sup> [21년 9월 37번]

In a study, a researcher pretending to be a volunteer surveyed a California neighborhood, asking residents if they would allow a large sign reading "Drive Carefully" to be displayed on their front lawns. To help them understand what it would look like, the volunteer showed his participants a picture of the large sign ①hiding the view of a beautiful house. ②Unsurprisingly, most people refused, but in one particular group, an incredible 76 percent actually ③permitted. The reason that they agreed was this. Two weeks earlier, these residents had been asked by another volunteer to make a small commitment to display a tiny sign that read "Be a Safe Driver" in their windows. Since it was such a small and simple request, nearly all of them agreed. The astonishing result was that the ④first small commitment deeply influenced their ⑤reluctance to grant the much larger request two weeks later.

- ① a    ② b    ③ c    ④ d    ⑤ e

다음 글의 내용을 한 문장으로 요약하고자 한다. 빈칸 (A), (B)에 들어가기에 가장 적절한 말을 본문에서 찾아 각각 쓰시오. (단, 필요시 어형 변화 가능)<sup>12</sup> [21년 9월 37번]

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According to the study, your favor is less likely to (A)\_\_\_\_\_ when the level of the favor is gradually increased rather than asking a (B)\_\_\_\_\_ favor in the beginning.

(A) \_\_\_\_\_

(B) \_\_\_\_\_



다음 빈칸에 들어갈 말로 가장 적절한 것은?<sup>13</sup> [21년 9월 37번]

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- ① human nature is essentially unchangeable
- ② it is easy to control people’s willingness to help others
- ③ people never took the request without appropriate rewards
- ④ a small request lowered the burden of taking the large one
- ⑤ people reluctantly accepted the request in order not to be a bad neighbor

다음 글의 요지로 가장 적절한 것은?<sup>14</sup> [21년 9월 37번]

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- ① People instinctively hesitate to make a big commitment.
- ② Acceptable ideas should be assessed in terms of practicality.
- ③ The larger than sign is, the harder it is for people to show it in public.
- ④ Most people have a tendency not to be disturbed by someone’s abrupt request.
- ⑤ If a commitment is small at the beginning, people are quite likely to be positive to the following larger one.



다음 글의 논리적 흐름에 맞도록 주어진 조건을 충족하는  
영어 문장을 쓰시오.<sup>15</sup> [21년 9월 37번]

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<조건>

- 빈칸에 다음의 세 단어 affect, small, accept를 반드시 넣고 문장을 완성하시오.
- 필요시 주어진 세 단어의 변형이 가능함.
- 주어진 단어는 필요하다면 두 번 이상 사용 가능함.
- 12단어 이내의 한 문장으로 작성하시오.

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**정답**

1 ④

2 ④

3 ①

4 ④

5 ①

6 ⑤

7 ②

8 (A) request  
(B) small  
(C) agreeing

9 ④

10 ③

11 ⑤

12 (A) be refused (B) big

13 ④

14 ⑤

15 the initial small commitment affecte