



고1\_1911[기출문제] 36

다음 글의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것을 두 개 고르면?¹ [고1 2019년 11월 모의고사 36번]

Making a small request that people will accept will naturally increase the chances of their declining a bigger request afterwards. For instance, a salesperson might request you to sign a petition to prevent cruelty against animals. This is a very small request, and most people will do the salesperson a favor. After this, the salesperson asks you if you are interested in buying any cruelty-free cosmetics from their store. Given the fact that most people agree to the previous request, they will be more likely to purchase the cosmetics. They make such purchases because the salesperson takes advantage of a human tendency to be inconsistent in their words and actions. People will keep saying yes if they have already said it once.

- ① a
- ② b
- ③ c
- ④ d
- ⑤ e

다음 빈칸에 들어갈 말을 주어진 의미가 되도록 <보기>의 단어를 모두 한 번 씩 사용하여 완성하시오. (필요시 어형 변화 가능)² [19년 고1 11월 모의고사 36번]

Making a small request that people will accept will naturally increase the chances of their accepting a bigger request afterwards. For instance, a salesperson might request you to sign a petition to prevent cruelty against animals. This is a very small request, and most people will do what the salesperson asks. After this, the salesperson asks you if you are interested in buying any cruelty-free cosmetics from their store. Given the fact that most people agree to the prior request to sign the petition, they will be more likely to purchase the cosmetics. They make such purchases because the salesperson \_\_\_\_\_.  
 (그 판매원이 그들의 말과 행동에 있어 일관되고자 하는 인간의 경향을 이용하기 때문에 그들은 그러한 구매를 한다.)  
 People don't want to be undependable. That is, people will keep saying yes if they have already said it once.

<보기>

a(n) / actions / advantage / and / be / consistent / human / in / of / take / tendency / their / to / workds

답:

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다음 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?<sup>3</sup> [19년 11월 36번]

Given the fact that most people agree to the prior request to sign the petition, they will be more likely to purchase the cosmetics.

Making a small request that people will accept will naturally increase the chances of their accepting a bigger request afterwards. (A) For instance, a salesperson might request you to sign a petition to prevent cruelty against animals. (B) This is a very small request, and most people will do what the salesperson asks. (C) After this, the salesperson asks you if you are interested in buying any cruelty-free cosmetics from their store. (D) They make such purchases because the salesperson takes advantage of a human tendency to be consistent in their words and actions. (E) People want to be consistent and will keep saying yes if they have already said it once.

- ① A    ② B    ③ C    ④ D    ⑤ E

다음 빈칸에 들어갈 말로 가장 적절한 것은?<sup>4</sup> [19년 11월 36번]

Making a small request that people will accept will naturally increase the chances of their accepting a bigger request afterwards. For instance, a salesperson might request you to sign a petition to prevent cruelty against animals. This is a very small request, and most people will do what the salesperson asks. After this, the salesperson asks you if you are interested in buying any cruelty-free cosmetics from their store. Given the fact that most people agree to the prior request to sign the petition, they will be more likely to purchase the cosmetics. They make such purchases because the salesperson takes advantage of a human tendency \_\_\_\_\_ . People want to be so and will keep saying yes if they have already said it once.

- ① not to argue with others  
 ② not to keep a promise in the petition  
 ③ not to be consistent in their words and action  
 ④ to have harmony with other salespersons  
 ⑤ to be in consistency of their speech and action



다음 빈칸에 공통으로 들어갈 말로 가장 적절한 것은?<sup>5</sup> [19년 11월 36번]

Making a small request that people will accept will naturally increase the chances of their accepting a bigger request afterwards. For instance, a salesperson might request you to sign a petition to prevent cruelty against animals. This is a very small request, and most people will do what the salesperson asks. After this, the salesperson asks you if you are interested in buying any cruelty-free cosmetics from their store. Given the fact that most people agree to the prior request to sign the petition, they will be more likely to purchase the cosmetics. They make such purchases because the salesperson takes advantage of a human tendency to be \_\_\_\_\_ in their words and actions. People want to be \_\_\_\_\_ and will keep saying yes if they have already said it once.

- ① different      ② consistent      ③ honest
- ④ disagreeable    ⑤ positive

다음 빈칸에 들어갈 말로 가장 적절한 것은?<sup>6</sup> [19년 11월 36번]

Making a small request that people will accept will naturally increase the chances of their accepting a bigger request afterwards. For instance, a salesperson might request you to sign a petition to prevent cruelty against animals. This is a very small request, and most people will do what the salesperson asks. After this, the salesperson asks you if you are interested in buying any cruelty-free cosmetics from their store. Given the fact that most people agree to the prior request to sign the petition, they will be more likely to purchase the cosmetics. They make such purchases because the salesperson uses the fact that \_\_\_\_\_ . People want to be consistent and will keep saying yes if they have already said it once.

- ① human beings try to protect animals from dangers
- ② human has a tendency to purchase the best product
- ③ people tend to make their actions match their words
- ④ they get more sales through marketing using animals
- ⑤ people usually accept larger requests than smaller ones



다음 글에서 설명한 설득의 원칙에 가장 알맞은 것은? [고  
1 2019년 11월 36번]

Making a small request that people will accept will naturally increase the chances of their accepting a bigger request afterwards. For instance, a salesperson might request you to sign a petition to prevent cruelty against animals. This is a very small request, and most people will do what the salesperson asks. After this, the salesperson asks you if you are interested in buying any cruelty-free cosmetics from their store. Given the fact that most people agree to the prior request to sign the petition, they will be more likely to purchase the cosmetics. They make such purchases because the salesperson takes advantage of a human tendency to be consistent in their words and actions. People want to be consistent and will keep saying yes if they have already said it once.

- ① The people who had been offered the soft drinks purchased twice as many \*raffle tickets, whether or not they had accepted the drinks.
- ② People love to say 'yes' to requests from people they know and like. More people will say 'yes' to you if they like you, and the more similar to them you appear to be, the more likely they are to like you.
- ③ Once people have made a choice or taken a stand, they are under both internal and external pressure to behave along with it. This desire offers us a shortcut to action as we recall a previous decision we have already made.
- ④ Most of us have a respect for real or implied authority. Sometimes, people tend to be subject to the symbols of authority.
- ⑤ We often decide what is correct by noticing what other people think is correct: if everyone else is behaving a certain way, most assume that is the right thing to do.

\*raffle tickets: 추첨식 복권



다음 글의 밑줄 친 부분 중 가리키는 내용이 나머지와 다른 하나는? [2019 11월 고1 36번]

Making a small request that people will accept will naturally increase the chances of their accepting a bigger request afterwards. For instance, a salesperson might request you to sign a petition to prevent cruelty against animals. This is a very small request, and most people will do what the salesperson asks. After making it, the salesperson asks you if you are interested in buying any cruelty-free cosmetics from their store. Given the fact that most people agree to the prior request, they will be more likely to purchase the cosmetics. They're likely to make such an action because the salesperson takes advantage of a human tendency to be consistent in their words and actions and they will keep saying yes if they have already said it once.

- ① a    ② b    ③ c    ④ d    ⑤ e

다음 글에서 전체 흐름과 관계없는 문장은? [19년 11월 36번]

to sign a petition naturally increase the chances of their accepting a bigger request afterwards. For instance, a salesperson might request you to sign a petition to prevent cruelty against animals. This is a very small request, and most people will do what the salesperson asks. After this, the salesperson asks you if you are interested in buying any cruelty-free cosmetics from their store. Though most people agree to the prior request to sign the petition, they will be less likely to purchase the cosmetics. They make such purchases because the salesperson takes advantage of a human tendency to be consistent in their words and actions. People want to be consistent and will keep saying yes if they have already said it once.

- ① a    ② b    ③ c    ④ d    ⑤ e



다음 빈칸에 들어갈 말로 가장 적절한 것은?<sup>10</sup> [2019 11월 36]

Making a small request that people will accept will naturally increase the chances of their accepting a bigger request afterwards. For instance, a salesperson might request you to sign a petition to prevent cruelty against animals. This is a very small request, and most people will do what the salesperson asks. After this, the salesperson asks you if you are interested in buying any cruelty-free cosmetics from their store. Given the fact that most people agree to the prior request to sign the petition, they will be more likely to purchase the cosmetics. They make such purchases because \_\_\_\_\_ . People would not want to change their attitude and be called a liar later on.

- ① they think they should keep the agreement among themselves
- ② they try not to go against what they've previously said and done
- ③ they cannot argue against the virtue in the salesperson's intention
- ④ the salesperson knows that they consider his request to be insignificant
- ⑤ the salesperson knows that they are soft in their heart and takes advantage of it

다음 글의 흐름으로 보아, 주어진 문장이 들어가기에 가장 적절한 곳은?<sup>11</sup> [19년 11월 36번]

They make such purchases because the salesperson takes advantage of a human tendency to be consistent in their words and actions.

Making a small request that people will accept will naturally increase the chances of their accepting a bigger request afterwards. (A) For instance, a salesperson might request you to sign a petition to prevent cruelty against animals. (B) This is a very small request, and most people will do what the salesperson asks. (C) After this, the salesperson asks you if you are interested in buying any cruelty-free cosmetics from their store. (D) Given the fact that most people agree to the prior request to sign the petition, they will be more likely to purchase the cosmetics. (E) People want to be consistent and will keep saying yes if they have already said it once.

- ① A    ② B    ③ C    ④ D    ⑤ E



다음 빈칸에 들어갈 말로 가장 적절한 것은?<sup>12</sup> [2019 11월 고1 36 (변형)]

People who accept small requests will \_\_\_\_\_ . For instance, a salesperson might request you to sign a petition to prevent cruelty against animals. This is a very small request, and most people will do what the salesperson asks. After this, the salesperson asks you if you are interested in buying any cruelty-free cosmetics from their store. Given the fact that most people agree to the prior request to sign the petition, they will be more likely to purchase the cosmetics. They make such purchases because the salesperson takes advantage of a human tendency to be consistent in their words and actions. People want to be consistent and will keep saying yes if they have already said it once.

- ① refuse requests related to cruelty against animals
- ② have higher chances of accepting a bigger request later
- ③ interact with people who show consistent behavior pattern
- ④ tend to purchase eco-friendly products to protect environment
- ⑤ take advantage of people's willingness to agree with the requests

다음 글에서 전체 흐름과 관계없는 문장은?<sup>13</sup> [H1-1911 36번]

Making a small request that people will accept will naturally increase the chances of their accepting a bigger request afterwards. For instance, a salesperson might request you to sign a petition to prevent cruelty against animals. ㉠This is a very small request, and most people will do what the salesperson asks. ㉡After this, the salesperson asks you if you are interested in buying any cruelty-free cosmetics from their store. ㉢Given the fact that most people agree to the prior request to sign the petition, they will be more likely to purchase the cosmetics. ㉣It is easier to make one decision, and make another new decision than it is to stay consistent to the prior decision when people face every problem. ㉤They make such purchases because the salesperson takes advantage of a human tendency to be consistent in their words and actions. People want to be consistent and will keep saying yes if they have already said it once.

- ① a    ② b    ③ c    ④ d    ⑤ e



다음 글의 빈칸에 들어갈 말로 알맞은 것은? <sup>14</sup> [19년 11월

36번]

Making a small request that people will accept will naturally increase the chances of their accepting a bigger request afterwards. For instance, a salesperson might request you to sign a petition to prevent cruelty against animals. This is a very small request, and most people will do what the salesperson asks. After this, the salesperson asks you if you are interested in buying any cruelty-free cosmetics from their store. Given the fact that most people agree to the prior request to sign the petition, they will be more likely to purchase the cosmetics. They make such purchases because the salesperson takes advantage of a human tendency to keep their words and actions. People want to \_\_\_\_\_ and will keep saying yes if they have already said it once.

\* petition: 청원서

- ① be smart
- ② be honest
- ③ be consistent
- ④ purchase more product
- ⑤ take advantage of the chance





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**정답**

1 ①, ⑤

2 takes advantage of a human tendency to be consistent in their words and actions

3 ④

4 ⑤

5 ②

6 ③

7 ③

8 ⑤

9 ④

10 ②

11 ⑤

12 ②

13 ④

14 ③