



CHAPTER REVIEW 3 - 01 숫자의 힘



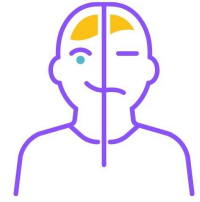
- *force of numbers*

- 〈1〉 Humans had been working together long before we took an interest in finding out how to perfect our methods.
- 〈2〉 We've always hunted and scavenged together, made fire together, built villages together.
- 〈3〉 There is power in numbers—not only safety, but also collective wisdom.
- 〈4〉 One of the first formal observations of this came from Sir Francis Galton while at the 1906 West of England Fat Stock and Poultry Exhibition.
- 〈5〉 It had a contest to guess an ox's weight; entrants paid sixpence to submit their guess, and a prize was promised to the closest guesser.
- 〈6〉 While none of the 787 entrants of the contest guessed the ox's weight correctly (1,198 lb), the average of their guesses was fairly spot-on: 1,197 lb.
- 〈7〉 'This result is, I think, more creditable to the trustworthiness of a democratic judgment than might have been expected,' wrote Galton in a letter to Nature.



CHAPTER REVIEW 3 - 02 뇌졸중 환자가 유지하려고 하는 생활의 연속성

- *The continuity of life that stroke patients are trying to maintain*



- ① Sharon R. Kaufman used an interactionist theory to guide her study of stroke patients because she thought the voices of individual old people were less emphasized or lost in the conduct of scientific research.
- ② She wanted to explore the meaning older people gave to their lives.
- ③ She found that stroke patients experience a sharp break with past life patterns.
- ④ She also found that people try to maintain continuity in their lives.
- ⑤ They interpret the past and link it to the present.
- ⑥ Kaufman determined that stroke patients worked hard to build links from their past to their future.
- ⑦ People who completed this task recovered, even if they still had physical disability.
- ⑧ Stroke patients needed to show that they were the same people after their illness as before.



CHAPTER REVIEW B - 03 협상 전 감정 예측의 중요성

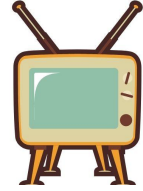


- *The importance of pre-negotiation emotion prediction*

- 〈1〉 By anticipating possible feelings before a negotiation, we can improve the way we deal with them once they occur.
- 〈2〉 This means that we need to think broadly about different problems that might come up.
- 〈3〉 Good preparation for a negotiation does not consist of laying out a single path through the woods but of learning the terrain.
- 〈4〉 When a thoughtful negotiator prepares for a meeting with a neighbor, a business contact, or a representative of another government, he will try to expect the proposals each will make and logical responses to them.
- 〈5〉 But even the best negotiators all too often fail to expect what their own emotional reactions or those of their counterparts might be for issues at the meeting, which is one of the most important factors to make a negotiation successful.



CHAPTER REVIEW B - 04 TV 시청이 아동의 주의력에 미치는 영향



- *The Effects of TV Viewing on Children's Attention*

- ① A child who is used to seeing scenes shift on the average of every 4 seconds, as they do on television, is sure to be bored in a classroom, and as a result, his eyes bounce around the room, in an attempt to reestablish the level of stimulation he's grown used to.
- ② His attention span, then, is extremely short.
- ③ Watching television trains one's eyes to stare, rather than to scan.
- ④ Scanning is an important skill needed in learning to read.
- ⑤ With pupils fixed, hands limp in his lap, a child is simply a spectator in front of the television.
- ⑥ Watching television requires no learning; you just do it—or more to the point, you just don't do anything else.
- ⑦ Play, on the other hand, involves exploration, activity, and fantasy.
- ⑧ Reading, too, requires involvement; it is an active, problem-solving exercise.