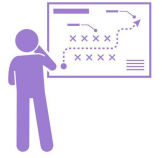




**ANALYSIS** 숙련된 학습자는 상황에 맞는 학습 전략을 사용할 줄 안다



Skilled learners know how to use contextual learning strategies

[1] When students are starting their college life, they may approach every course, test, or learning task the same way, using what we like to call "the rubber-stamp approach."

[2] Think about it this way:

[3] Would you wear a tuxedo to a baseball game?

[4] A colorful dress to a funeral?

[5] A bathing suit to religious services?

[6] Probably not.

[7] You know there's appropriate dress for different occasions and settings.

[8] Skillful learners know that "putting on the same clothes" won't work for every class.

[9] They are flexible learners.

[10] They have different strategies and know when to use them.

[11] They know that you study for multiple-choice tests differently than you study for essay tests.

[12] And they not only know what to do, but they also know how to do it.



01편 일상 생활에서의 협상: 긍정적인 관계를 유지하는 데 필수적인 윈윈 접근법.



Negotiation in Everyday Life: Win-Win Approach Essential for Maintaining Positive Relationships.

[1] We all negotiate every day, whether we realise it or not.

[2] Yet few people ever learn how to negotiate.

[3] Those who do usually learn the traditional, win-lose negotiating style rather than an approach that is likely to result in a win-win agreement.

[4] This old-school, adversarial approach may be useful in a one-off negotiation where you will probably not deal with that person again.

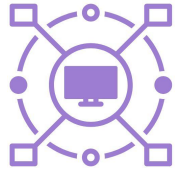
[5] However, such transactions are becoming increasingly rare, because most of us deal with the same people repeatedly – our spouses and children, our friends and colleagues, our customers and clients.

[6] In view of this, it's essential to achieve successful results for ourselves and maintain a healthy relationship with our negotiating partners at the same time.

[7] In today's interdependent world of business partnerships and long-term relationships, a win-win outcome is fast becoming the only acceptable result.



02편 컴퓨터화된 사회의 약속은 이행되지 않았습니다.



The promise of a computerized society has not been fulfilled.

[1] The promise of a computerized society, we were told, was that it would pass to machines all of the repetitive drudgery of work, allowing us humans to pursue higher purposes and to have more leisure time.

[2] It didn't work out this way.

[3] Instead of more time, most of us have less.

[4] Companies large and small have off-loaded work onto the backs of consumers.

[5] Things that used to be done for us, as part of the value-added service of working with a company, we are now expected to do ourselves.

[6] With air travel, we're now expected to complete our own reservations and check-in, jobs that used to be done by airline employees or travel agents.

[7] At the grocery store, we're expected to bag our own groceries and, in some supermarkets, to scan our own purchases.



03편 두려움을 주는 뉴스는 사람들이 문제에 덜 대처하게 할 수 있다.

Fearful news can make people less likely to deal with problems.

[1] The old saying is that "knowledge is power," but when it comes to scary, threatening news, research suggests the exact opposite.

[2] Frightening news can actually rob people of their inner sense of control, making them less likely to take care of themselves and other people.

[3] Public health research shows that when the news presents health-related information in a pessimistic way, people are actually less likely to take steps to protect themselves from illness as a result.

[4] A news article that's intended to warn people about increasing cancer rates, for example, can result in fewer people choosing to get screened for the disease because they're so terrified of what they might find.

[5] This is also true for issues such as climate change.

[6] When a news story is all doom and gloom, people feel depressed and become less interested in taking small, personal steps to fight ecological collapse.



04편 집중을 방해하는 과도한 교실 장식



Excessive classroom decoration that distracts you

[1] A recent study from Carnegie Mellon University in Pittsburgh, called "When Too Much of a Good Thing May Be Bad," indicates that classrooms with too much decoration are a source of distraction for young children and directly affect their cognitive performance.

[2] Being visually overstimulated, the children have a great deal of difficulty concentrating and end up with worse academic results.

[3] On the other hand, if there is not much decoration on the classroom walls, the children are less distracted, spend more time on their activities, and learn more.

[4] So it's our job, in order to support their attention, to find the right balance between excessive decoration and the complete absence of it.



05번 감정으로 인한 상황 오해



An emotional misunderstanding of the situation

- [1] Your emotions deserve attention and give you important pieces of information.
- [2] However, they can also sometimes be an unreliable, inaccurate source of information.
- [3] You may feel a certain way, but that does not mean those feelings are reflections of the truth.
- [4] You may feel sad and conclude that your friend is angry with you when her behavior simply reflects that she's having a bad day.
- [5] You may feel depressed and decide that you did poorly in an interview when you did just fine.
- [6] Your feelings can mislead you into thinking things that are not supported by facts.



06편 건강 유지와 최상의 기능 발휘를 위한 수면의 중요성



The importance of sleep for maintaining good health and performing the best functions

[1] Many people view sleep as merely a "down time" when their brain shuts off and their body rests.

[2] In a rush to meet work, school, family, or household responsibilities, people cut back on their sleep, thinking it won't be a problem, because all of these other activities seem much more important.

[3] But research reveals that a number of vital tasks carried out during sleep help to maintain good health and enable people to function at their best.

[4] While you sleep, your brain is hard at work forming the pathways necessary for learning and creating memories and new insights.

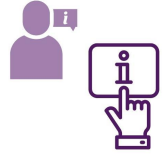
[5] Without enough sleep, you can't focus and pay attention or respond quickly.

[6] A lack of sleep may even cause mood problems.

[7] In addition, growing evidence shows that a continuous lack of sleep increases the risk for developing serious diseases.



07번 고객 충성도를 높이기 위한 고객 정보 활용



Leverage customer information to increase customer loyalty

- [1] Information is worthless if you never actually use it.
- [2] Far too often, companies collect valuable customer information that ends up buried and never used.
- [3] They must ensure their data is accessible for use at the appropriate times.
- [4] For a hotel, one appropriate time for data usage is check-in at the front desk.
- [5] I often check in at a hotel I've visited frequently, only for the people at the front desk to give no indication that they recognize me as a customer.
- [6] The hotel must have stored a record of my visits, but they don't make that information accessible to the front desk clerks.
- [7] They are missing a prime opportunity to utilize data to create a better experience focused on customer loyalty.
- [8] Whether they have ten customers, ten thousand, or even ten million, the goal is the same: create a delightful customer experience that encourages loyalty.





08편 신뢰할 수 있는 집단의 생각 받아들이기



Accepting the ideas of a trusted group

[1] It's important that you think independently and fight for what you believe in, but there comes a time when it's wiser to stop fighting for your view and move on to accepting what a trustworthy group of people think is best.

[2] This can be extremely difficult.

[3] But it's smarter, and ultimately better for you to be open-minded and have faith that the conclusions of a trustworthy group of people are better than whatever you think.

[4] If you can't understand their view, you're probably just blind to their way of thinking.

[5] If you continue doing what you think is best when all the evidence and trustworthy people are against you, you're being dangerously confident.

[6] The truth is that while most people can become incredibly open-minded, some can't, even after they have repeatedly encountered lots of pain from betting that they were right when they were not.



09편 추가 과제를 통한 동기 부여



Motivation through additional challenges

[1] Rather than attempting to punish students with a low grade or mark in the hope it will encourage them to give greater effort in the future, teachers can better motivate students by considering their work as incomplete and then requiring additional effort.

[2] Teachers at Beachwood Middle School in Beachwood, Ohio, record students' grades as A, B, C, or I (Incomplete).

[3] Students who receive an I grade are required to do additional work in order to bring their performance up to an acceptable level.

[4] This policy is based on the belief that students perform at a failure level or submit failing work in large part because teachers accept it.

[5] The Beachwood teachers reason that if they no longer accept substandard work, students will not submit it.

[6] And with appropriate support, they believe students will continue to work until their performance is satisfactory.



10번 스트레스를 일으키는 자기 의심



Stressful self-doubt

[1] If you care deeply about something, you may place greater value on your ability to succeed in that area of concern.

[2] The internal pressure you place on yourself to achieve or do well socially is normal and useful, but when you doubt your ability to succeed in areas that are important to you, your self-worth suffers.

[3] Situations are uniquely stressful for each of us based on whether or not they activate our doubt.

[4] It's not the pressure to perform that creates your stress.

[5] Rather, it's the self-doubt that bothers you.

[6] Doubt causes you to see positive, neutral, and even genuinely negative experiences more negatively and as a reflection of your own shortcomings.

[7] When you see situations and your strengths more objectively, you are less likely to have doubt as the source of your distress.



10번 더 나은 선택에 대한 두려움



A fear of a better

[1] FOBO, or Fear of a Better Option, is the anxiety that something better will come along, which makes it undesirable to commit to existing choices when making a decision.

[2] It's an affliction of abundance that drives you to keep all of your options open and to avoid risks.

[3] Rather than assessing your options, choosing one, and moving on with your day, you delay the inevitable.

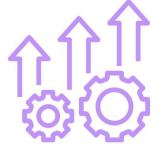
[4] It's not unlike hitting the snooze button on your alarm clock only to pull the covers over your head and fall back asleep.

[5] As you probably found out the hard way, if you hit snooze enough times, you'll end up being late and racing for the office, your day and mood ruined.

[6] While pressing snooze feels so good at the moment, it ultimately demands a price.



12번 지속적인 개선 과정을 통한 발전



Development through continuous improvement process

- [1] A goal-oriented mind-set can create a "yo-yo" effect.
- [2] Many runners work hard for months, but as soon as they cross the finish line, they stop training.
- [3] The race is no longer there to motivate them.
- [4] When all of your hard work is focused on a particular goal, what is left to push you forward after you achieve it?
- [5] This is why many people find themselves returning to their old habits after accomplishing a goal.
- [6] The purpose of setting goals is to win the game.
- [7] The purpose of building systems is to continue playing the game.
- [8] True long-term thinking is goal-less thinking.
- [9] It's not about any single accomplishment.
- [10] It is about the cycle of endless refinement and continuous improvement.
- [11] Ultimately, it is your commitment to the process that will determine your progress.