

1.주제 암기 2.영문과 국문의 굵은 글씨끼리 대조 3.♥는 주제 또는 문법 직결 ★는 문법 - 암기 4.밑줄은 관계사의 선행사 or 긴 수식어구의 수식을 받는 명사 5.작은 글씨는 반복되는 부분

18.

ACC Travel Agency Customers:

① **Have you ever wanted** to enjoy a holiday in nature?

★ 현재완료시제의 용법 중 경험 : ~해본 적이 있니?

② This summer is the best time to turn your dream into reality.

③ We have a perfect travel package for you.

④ This travel package includes special trips **to** Lake Madison / **as well as** massage and meditation to help you relax.

⑤ Also, we provide yoga lessons / **taught by** experienced instructors.

★ ~에 의해 지도되는(어색) → 능동태로 변형하여 해석

⑥ If you book this package, / you will enjoy all this **at** a reasonable **price**.

⑦ We are sure / that it will be an unforgettable experience for you.

⑧ If you call us, / we will be happy to give you more details.

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19.

① When I woke up in our hotel room, it was almost midnight.

② I didn't see my husband nor daughter.

③ I called them, / but I heard their phones ringing in the room.

④ Feeling worried, / I went outside and walked down the street, / but **they were nowhere to be found.**

★ to부정사의 형용사적 용법이다. to be found : 발견될 수 있는
nowhere와 결합하여 “어디에서도 발견되지 않는[발견될 수 없는]”

⑤ When I decided I should ask someone for help, / a crowd nearby caught my attention.

★ ask A for B : B를 염두에 두고서 A한테 물어보다 → A에게 B를 요청하다

⑥ I approached, / hoping to find my husband and daughter, / and suddenly I saw two familiar faces.

⑦ I smiled, feeling calm.

⑧ Just then, my daughter saw me and called, “Mom!”

⑨ They were watching the magic show.

⑩ Finally, I felt all my worries disappear.

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20.

① Research shows / that **people who work** have two calendars: / one for work / and one for their personal lives.

② Although it may seem sensible, / having two separate calendars for work and personal life / can lead to distractions.

③ To check **if something is missing**, / you will **find yourself checking** your to-do lists **multiple times**.

★ find oneself 분사 : 자신이 ~하는 것을 알게 되다 → ~하다

④ Instead, / ♥ organize all of your tasks in one place.

⑤ It doesn't matter / if you use digital or paper media.

⑥ ♥ It's okay to keep your professional and personal tasks in one place.

⑦ This will give you a good idea / **of how** time is divided between work and home.

⑧ This will allow you to make **informed decisions** / about which tasks are most important.

주제 : 업무와 개인 용무를 한 곳에 정리하라.

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21.

① Why do you care / how a customer reacts to a purchase?

② Good question.

③ ♥ By understanding post-purchase behavior, / you can understand the influence / and the likelihood of whether a buyer will repurchase the product / (and whether she will keep it or return it).

④ You'll also determine / whether the buyer will encourage others to purchase the product from you.

⑤ Satisfied customers can become unpaid ambassadors for your business, / so customer satisfaction should be on the top of your to-do list.

⑥ People tend to believe / the opinions of people they know.

⑦ People trust friends **over** advertisements **any day**.

⑧ They know that advertisements are paid to tell the "good side" / and that they're used to persuade them to purchase products and services.

⑨ By continually monitoring your customer's satisfaction after the sale, / you have the ability to avoid negative word-of-mouth advertising.

주제 : 고객만족도에 반드시 신경을 써야 하는 이유

너의 상품과 서비스에 만족한 고객은 네 이후 매출의 원동력이 될 수 있다.

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22.

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 offloaded** 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.

★ “things ~”는 문장 전체에서 목적어이다.

⑥ With air travel, / we're now expected to complete our own reservations and checkin, / **jobs that used to be done** by airline employees or travel agents.

★ “jobs that ~”는, 우리가 스스로 완료하도록 기대받는 예약 및 체크인과 동격관계이다. 그래서 “이는 ~ 일들이다”라고 해석하였다.

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

★ to bag ~ and to scan ~ 은 병렬관계이다.

주제 : 컴퓨터화된 사회에서 소비자는 더 많은 일을 하게 된다.

컴퓨터화된 사회의 거짓된 약속

컴퓨터화된 사회의 역설

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23.

- ① ♥ We tend to believe / that we possess **a host of** socially desirable characteristics, / and that we are free of most of those that are socially undesirable.
- ② For example, / a large majority of the general public thinks / that they are more intelligent, more fair-minded, / less prejudiced, and more skilled behind the wheel of an automobile / than the average person.
- ③ This phenomenon is so reliable and ubiquitous / that it has come to be known as the “Lake Wobegon effect,” / **after** Garrison Keillor’s fictional community / where “the women are strong, / the men are good-looking, / and all the children are above average.”
- ④ A survey of one million high school seniors found / that 70% thought they were above average in leadership ability, / and only 2% thought they were below average.
- ⑤ **In terms of** ability to **get along with** others, / all students thought they were above average, / 60% thought they were in the top 10%, / and 25% thought they were in the top 1%!

주제 : our common belief that we are better than average
우리는 흔히 우리가 평균 이상이라고 믿는다.

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24.

① **Few people will be surprised** to hear / that poverty tends to create stress: / a 2006 study published in the American journal Psychosomatic Medicine, for example, noted / that a lower socioeconomic status **was associated with** higher levels of stress hormones in the body.

② However, / richer economies have their own distinct stresses.

③ The key issue is time pressure.

④ A 1999 study of 31 countries by American psychologist Robert Levine and Canadian psychologist Ara Norenzayan found / that ♥ wealthier, more industrialized nations had a faster pace of life - **which** led to a higher standard of living, / but at the same time / **left the population feeling** a constant sense of urgency, / **as well as** being more prone to heart disease.

★ be prone to = be vulnerable to : ~에 취약하다

★ **left the population feeling** ~ : 사람들이 ~ 느끼게 만들었다. **leave**를 '~하게 만들다, ~하게 하다'라는 뜻이라고 생각하면 편하다. 그리고 그 경우 OC자리에는 대부분 분사를 쓴다.

⑤ ♥ In effect, / fast-paced productivity creates wealth, / but it also **leads people to feel** time-poor / when they lack the time to relax and enjoy themselves.

★ **leads people to feel** ~ : 사람들이 ~ 느끼게 만든다. **lead**를 '~하게 만들다, ~하게 하다'라는 뜻이라고 생각하면 편하다. 그리고 그 경우 OC자리에는 대부분 to부정사를 쓴다.

주제 : 부유한 나라에 사는 사람들은 빠른 생활 속도로 인해 시간적인 압박을 느끼고 있다.

Why Are Even Wealthy Countries Not Free from Stress?

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26.

① Gary Becker was born in Pottsville, Pennsylvania in 1930 / and grew up in Brooklyn, New York City.

② His father, who was not well educated, / had a deep interest in financial and political issues.

③ After graduating from high school, / Becker went to Princeton University, / **where** he **majored in** economics.

④ He was dissatisfied with his economic education at Princeton University / because “it didn’t seem to be handling real problems.”

⑤ He earned a doctor’s degree in economics / from the University of Chicago in 1955.

⑥ His doctoral paper on the economics of discrimination / was mentioned by the Nobel Prize Committee / as an important contribution to economics.

⑦ Since 1985, / Becker had written a regular economics column in Business Week, / explaining economic analysis and ideas to the general public.

⑧ In 1992, / he **was awarded** the Nobel Prize in economic science.

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29.

- ① Although praise is one of the most powerful tools **available** / for improving young children's behavior, / ♥ it is equally powerful for improving your child's self-esteem.
- ② Preschoolers believe **what their parents tell them** in a very profound way.
- ③ They do not yet have the cognitive sophistication / to reason analytically and reject false information.
- ④ If a preschool boy consistently hears from his mother / that he is smart and a good helper, / he **is likely to** incorporate that information into his self-image.
- ⑤ Thinking of himself as a boy who is smart and knows how to do things / **is likely to** make him endure longer in problem-solving efforts / and increase his confidence in trying new and difficult tasks.
- ★ think of A as B : A를 B라고 여기다[생각하다]
- ⑥ Similarly, / thinking of himself as the kind of boy who is a good helper / will make him **more likely to** volunteer to help with tasks at home and at preschool.

주제 : 칭찬은 아이의 자아 존중감을 키워줄 수 있다.

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30.

① ♥ Advertisers often displayed considerable facility / **in adapting** their claims to the market status of the goods they promoted.

★ adapt A to B : A를 B에 맞추다, A를 B에 맞추어 적응시키다

② Fleischmann's yeast, for instance, / was used as an ingredient for cooking homemade bread.

③ **Yet** more and more people in the early 20th century / were buying their bread from stores or bakeries, / so consumer demand for yeast decreased.

④ The producer of Fleischmann's yeast / hired the J. Walter Thompson advertising agency / to **come up with** a different marketing strategy to boost sales.

★ come up with : ~를 생각해내다

⑤ No longer the "Soul of Bread," / the Thompson agency first turned yeast into an important source of vitamins **with significant health benefits.**

⑥ Shortly thereafter, / the advertising agency transformed yeast into a natural laxative.

⑦ ♥ Repositioning yeast / helped increase sales.

주제 : 상품을 시장 상황에 맞추어 홍보하는 광고주들의 능력

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31.

① ♥ Individuals who perform at a high level in their profession / often **have instant credibility with others.**

★ have credibility with sb : ~에게 신뢰를 받다

② People admire them, / they want to be like them, / and they feel connected to them.

★ they와 them이 누구를 가리키는지 정확히 파악할 것.

③ ♥ When they speak, others **listen** - / even if the area of their skill **has nothing to do with** the advice they give.

④ Think about a world-famous basketball player.

⑤ He has made more money from endorsements / **than he ever did** playing basketball.

⑥ Is it because of his knowledge of the products **he endorses**?

⑦ No. / It's because of **what he can do with a basketball.**

★ 관계대명사 what은 보통 “~것”으로 해석하지만, 문맥에 맞는 적당한 명사로 바꿔 해석할 수 도 있다.

⑧ The same can be said of an Olympic medalist swimmer.

⑨ People listen to him / because of **what he can do in the pool.**

★ 관계대명사 what은 보통 “~것”으로 해석하지만, 문맥에 맞는 적당한 명사로 바꿔 해석할 수 도 있다.

⑩ And when an actor tells us we should drive a certain car, / we don't listen because of his expertise on engines.

⑪ We **listen** / because we admire his talent. Excellence **connects.**

⑫ If you possess a high level of ability in an area, / others **may desire to connect** with you because of it.

주제 : 우리는 한 분야에서 뛰어난 사람의, 다른 분야에 대한 발언에도 귀를 기울인다.

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32.

① Think of the brain as a city.

② If you were to look out over a city and ask “**where is the economy located?**” / you’d see there’s no good answer to the question.

③ Instead, / ♥ the economy **emerges from** the interaction of all the elements - **from** the stores and the banks **to** the merchants and the customers.

④ And so **it is with** the brain’s operation: / it doesn’t happen in one spot.

⑤ **Just as** in a city, / ♥ no neighborhood of the brain operates **in isolation**.

⑥ In brains and in cities, / everything **emerges from** the interaction between residents, / at all scales, locally and distantly.

⑦ Just as trains bring materials and textiles into a city, / which become **processed into** the economy, / so the **raw** electrochemical signals from sensory organs are transported along superhighways of neurons.

★ 전치사 into의 해석 방식에 주의해보자. 전치사를 약간 동사처럼 취급하여 해석하였다.

⑧ There the signals **undergo** processing and transformation / **into** our conscious reality.

★ 전치사 into의 해석 방식에 주의해보자. 전치사를 약간 동사처럼 취급하여 해석하였다.

주제 : 뇌의 작용은 뇌의 모든 부분들의 상호 작용에서 생긴다.

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33.

- ① ♥ Someone else's body language affects our own body, / **which** then creates an emotional echo / that makes us feel **accordingly**.
- ② As Louis Armstrong sang, / "When you're smiling, the whole world smiles with you."
- ③ If copying another's smile makes us feel happy, / the emotion of the **smiler** has been transmitted via our body.
- ④ Strange as it may sound, / this theory states that ♥ emotions arise from our bodies.
- ⑤ For example, / our mood can be improved / by simply lifting up the corners of our mouth.
- ⑥ If people are asked to bite down on a pencil lengthwise, / taking care **not to let the pencil touch their lips** (thus forcing the mouth into a smile-like shape), / they judge cartoons funnier / than if they have been asked to frown.
- ★ let O do : O가 ~하게 해주다 → let the pencil touch their lips : 연필이 그들의 입술에 닿게 하다 → not to let the pencil touch their lips : 연필이 그들의 입술에 닿게 하지 않으려고
- ⑦ The primacy of the body is sometimes summarized in the phrase / "I must be afraid, because I'm running."

주제 : 감정은 우리의 몸으로부터 생긴다.

감정에 대한 신체의 우위

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① ♥ Restricting the number of items **customers can buy** / boosts sales.

② Brian Wansink, Professor of Marketing at Cornell University, / investigated the effectiveness of this tactic in 1998.

③ He persuaded three supermarkets in Sioux City, Iowa, / to offer Campbell's soup at a small discount : 79 cents rather than 89 cents.

④ The discounted soup was sold in one of three conditions: / **a control**, where there was no limit on the volume of purchases, / or **two tests**, where customers were limited to either four or twelve cans.

⑤ In the unlimited condition shoppers bought 3.3 cans on average, / **whereas** in the scarce condition, when there was a limit, / they bought 5.3 on average.

⑥ **This suggests** ♥ scarcity encourages sales.

⑦ The findings are particularly strong / because the test took place in a supermarket **with genuine shoppers**.

⑧ ♥ It didn't rely on claimed data, / **nor was it held** in a laboratory / where consumers might behave differently.

★ not A nor B : A도 아니고, B도 아니다

nor가 문두에 옴으로써 "it was held"가 도치되어 "**was it held**"가 되었다.

주제 : 제한이 판매를 증가시킬 수 있다.

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1. 주제 암기 2. 영문과 국문의 굵은 글씨끼리 대조 3. ♥는 주제 또는 문법 직결 ★는 문법 - 암기 4. 밑줄은 관계사의 선행사 or 긴 수식어구의 수식을 받는 명사 5. 작은 글씨는 반복되는 부분

35.

- ① ♥ Although technology has the potential to increase productivity, / it can also have a negative impact on productivity.
- ② For example, / in many office environments / workers sit at desks **with** computers / and **have access to** the internet.
- ③ They are able to check their personal emails and use social media / whenever they want to.
- ④ ♥ This can **stop them from doing** their work / and make them less productive.
★ stop A from doing : A가 ~하는 것을 멈추다[못 하게 하다]
keep/ hinder/ prevent/ prohibit/ deter/ inhibit/ discourage
- ⑤ Introducing new technology can also have a negative impact on production / when it causes a change to the production process / or requires workers to learn a new system.
- ⑥ Learning to use new technology / can be time consuming and stressful for workers / **and this** can cause a decline in productivity.
= , **which** : 계속적 용법의 관계대명사로 바꿀 수 있다.

주제 : 신기술이 생산성에 부정적인 영향을 미칠 수도 있다.

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36.

① Up until about 6,000 years ago, / most people were farmers.

② Many lived in different places throughout the year, / hunting for food or moving their livestock to areas **with enough food**.③ There was no **need to tell the time** / because life depended on natural cycles, / such as the changing seasons or sunrise and sunset.④ Gradually more people started to live in larger settlements, / and some **needed to tell the time**.⑤ For example, / priests wanted to know / **when to carry out** religious ceremonies.⑥ This was when people first invented clocks / - devices that show, measure, and **keep track of** passing time.

⑦ Clocks have been important ever since.

⑧ Today, clocks are used for important things such as setting busy airport timetables / - if the time is incorrect, / aeroplanes **might crash into** each other / when taking off or landing!

★ take off : 이륙하다 ↔ land : 착륙하다

주제 : 시계의 등장

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37.

① ♥ Managers are always looking for ways to increase productivity, / which is **the ratio of costs to output** in production.

② Adam Smith, writing when the manufacturing industry was new, / ♥ described a way that production could be made more efficient, / **known as** the “division of labor.

★ **a way that** = **a way in which** : 여기에서 that은 관계부사이다.

③ Making most **manufactured** goods / involves several different processes using different skills.

④ Smith’s example was the manufacture of pins: / the wire is straightened, sharpened, a head is put on, and then it is polished.

⑤ One worker could do all these tasks, / and make 20 pins in a day.

⑥ But this work can be divided into its **separate** processes, / **with** a number of workers each performing one task.

★ with 명사 분사 : with는 적당한 연결사로, 명사는 주어로, 분사는 동사로 해석하면 된다.

⑦ Because each worker **specializes in** one job, / he or she can work much faster / **without changing** from one task to another.

⑧ Now 10 workers can produce thousands of pins in a day / - a huge increase in productivity from the 200 they **would have produced** before.

★ would have p.p : ~했을 거다

주제 : 생산성을 높이는 방법 - 분업화

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38.

① Sometimes the pace of change is far slower.

② The face you saw reflected in your mirror this morning / probably appeared no different from the face you saw the day before / - or a week or a month ago.③ Yet we know / that the face that stares back at us from the glass / is not the same, cannot be the same, / **as it was 10 minutes ago.**④ The proof is in your photo album: / Look at **a photograph taken of yourself** 5 or 10 years ago / and you see clear differences between the face in the snapshot and the face in your mirror.⑤ If you **lived** in a world without mirrors for a year / **and** then **saw** your reflection, / you **might** be surprised by the change.

★ 우리는 거울 없는 세상에서 사는 것은 불가능하다. 현실과 반대되는 가정을 하는 가정법 문장이기 때문에 lived, saw로 과거형을 썼고 조동사 might를 썼다.

⑥ After **an interval of 10 years without seeing yourself.** / you might not at first recognize the person **peering from the mirror.**⑦ ♥ Even something as basic as our own face / changes **from moment to moment.**

주제 : 느리지만 모든 것은 변하고 있다.

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39.

- ① According to educational psychologist Susan Engel, / curiosity begins to decrease **as young as four years old.**
- ② **By the time** we are adults, / we have fewer questions and more default settings.
- ③ As Henry James put it, / “**Disinterested** curiosity is past, / the mental grooves and channels **set.**”
- ④ The decline in curiosity / **can be traced** in the development of the brain through childhood.
- ⑤ Though smaller than the adult brain, / the infant brain contains millions more neural connections.
- ⑥ The wiring, however, is a mess: / the lines of communication between infant neurons are far less efficient than between those in the adult brain.
- ⑦ The baby’s perception of the world / is consequently both **intensely** rich and **wildly** disordered.
- ⑧ ♥ As children absorb more evidence from the world around them, / certain possibilities become much more likely and more useful / and harden into knowledge or beliefs.
- ⑨ ♥ The neural pathways that enable those beliefs / become faster and more automatic, / **while the ones** that the child doesn’t use regularly **are pruned away.**

주제 : 어릴 때의 호기심이 성장하면서 감소하는 과정/이유

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40.

- ① Nearly eight of ten U.S. adults believe / there are “good foods” and “bad foods.”
- ② Unless we’re talking about spoiled stew, poison mushrooms, or something similar, / however, / **no foods can be labeled** as either good or bad.
- ③ ♥ There are, however, combinations of foods / that **add up to** a healthful or unhealthful diet.
- ④ Consider the case of an adult / who eats only foods thought of as “good” - for example, / raw broccoli, apples, orange juice, boiled tofu, and carrots.
- ⑤ Although all these foods are nutrient-dense, / they do not **add up to** a healthy diet / because they don’t supply **a wide enough variety of the nutrients we need.**
- ★ add up to sth : 다 합쳐서 ~가 되다, (합계가) ~에 이르다
- ⑥ Or take the case of the teenager / who occasionally eats fried chicken, / but otherwise **stays away from** fried foods.
- ⑦ The occasional fried chicken isn’t going to **knock his or her diet off track.**
- ⑧ But **the person** who eats fried foods every day, with few vegetables or fruits, / and **loads up on** supersized soft drinks, candy, and chips for snacks / has a bad diet.

⇒ ♥ Unlike the common belief, / defining foods as good or bad is not appropriate: in fact, / a healthy diet is determined largely by **what the diet is composed of.**

주제 : 건강한 식단은 그 식단의 구성 요소에 의해 결정된다.

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41-42.

① Early hunter-gatherer societies had minimal structure.

② A chief or group of elders / usually led the camp or village.

③ Most of these leaders had to hunt and gather **along with** the other members / because the surpluses of food and other vital resources were seldom sufficient / to support a full-time chief or village council.

④ The development of agriculture changed work patterns.

⑤ Early farmers could reap 3-10 kg of grain / from each 1 kg of **seed planted**.

⑥ Part of this food/energy surplus **was returned** to the community / **and provided** support for nonfarmers / such as chieftains, village councils, men who practice medicine, priests, and warriors.

⑦ In return, / the nonfarmers provided leadership and security for the farming population, / **enabling it to continue** to increase food/energy yields / **and provide** ever larger surpluses.

★ to continue ~ 와 and provide ~ 는 병렬관계이다.

⑧ With improved technology and favorable conditions, / agriculture produced consistent surpluses of the basic necessities, / and population groups grew in size.

⑨ These groups concentrated in towns and cities, / and human tasks specialized further.

⑩ Specialists such as carpenters, blacksmiths, merchants, traders, and sailors / developed their skills / and became more efficient in their use of time and energy.

⑪ The goods and services they provided / **brought about** an improved quality of life, a higher standard of living, and, for most societies, increased stability.

주제 : 농업의 발달로 인한 잉여 생산물이 가져온 사회의 변화

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