1-13 · 1-3 판단의 함정
01 마음과 뇌 · 교재 p.16

2025학년도 9월 모평 30번

2024년 9월 시행 · 한국교육과정평가원

We all like to think of ourselves as rational actors, careful and ① considered in our thinking, capable of sound and reliable judgments. We might believe that we generally consider different points of view and make informed decisions. We are, in fact, "predictably irrational," as psychologist Dan Ariely ② titled his book on the topic. All of us engage in automatic, reflexive thinking, typically ③ taken the easier path and conserving mental effort. Although we each may have the subjective impression that we are careful thinkers, we often make snap judgments or no real judgments at all. In addition, numerous biases ④ inhibit or override reflective, deliberative thought; intuitive theories can also interfere with acceptance of accurate scientific explanations. Understanding more about how our minds work and how biases may operate can make us each less subject to fallacious reasoning, more rational, and more aware of the problems in others' thinking. Learning to understand the built-in irrationality of our mental processes can also help us ⑤ improve our ability to inform others more effectively.

1. 어법 윗글의 밑줄 친 부분 중, 어법상 틀린 것은?

① ② ③ ④ ⑤

2. 주제 윗글의 주제로 가장 적절한 것은?

① how scientific explanations replace intuitive theories
② the benefits of making snap judgments in daily life
③ why careful thinkers rarely make mistakes
④ the history of psychology as an academic field
⑤ the human tendency toward irrational thinking and the value of understanding it

2025년 10월 고3 학평 39번

2025년 10월 시행 · 전국연합학력평가

That the brain had limitations on the amount of information processing it could handle was not news to psychologists. Indeed, about 15 years earlier, Miller showed this with his famous paper on the limited capacity of short-term memory. What was novel was the connection between categorization and stereotyping, and that categorization was an inevitable aspect of human cognition. At any given second, there are hundreds, even thousands, of different stimuli that can be perceived in our immediate environment. If we had to constantly think carefully about every one of those stimuli (or even a small subset thereof), in order to understand its nature and function, we would never get anything done! Instead, we learn about different stimuli, and tend to group them in terms of common features, attributes, or functions. This categorization process then becomes so well practiced as to become automatic, and it frees up our consciousness to attend to things that are novel in our environment, or to our current task. Thus, categorization helps us _____ in our social environment.

1. 빈칸 추론 윗글의 빈칸에 들어갈 말로 가장 적절한 것은?

① eliminate stereotypes about other groups
② reduce the complexity of the stimuli
③ memorize every detail of our surroundings
④ increase the capacity of short-term memory
⑤ notice differences between similar objects

2. 요지 윗글의 요지로 가장 적절한 것은?

① 단기 기억의 용량은 훈련을 통해 크게 늘릴 수 있다.
② 범주화는 의식적인 노력을 통해서만 이루어진다.
③ 새로운 자극에 주목하려면 범주화를 피해야 한다.
④ 인간은 제한된 정보 처리 능력 때문에 자극을 범주화하며, 이는 고정관념과도 연결된다.
⑤ 고정관념은 인지 과정과 무관한 사회적 산물이다.

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The intuitive ability to classify and generalize is undoubtedly a ① useless feature of life and research, but it carries a high cost, such as in our tendency to stereotype generalizations about people and situations. For most people, the word stereotype arouses ② negative connotations: it implies a negative bias. But, in fact, stereotypes do not ③ differ in principle from all other generalizations; generalizations about groups of people are not necessarily always negative. Intuitively and quickly, we mentally sort things into groups based on what we perceive the differences between them to be, and that is the basis for stereotyping. Only afterwards do we examine (or not examine) more evidence of how things are differentiated, and the degree and significance of the variations. Our brain performs these tasks efficiently and ④ automatically, usually without our awareness. The real danger of stereotypes is not their inaccuracy, but their lack of ⑤ flexibility and their tendency to be preserved, even when we have enough time to stop and consider.

1. 어휘 윗글의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은?

① ② ③ ④ ⑤

2. 주제 윗글의 주제로 가장 적절한 것은?

① how to eliminate negative bias completely
② why stereotypes are mostly inaccurate
③ the nature of stereotypes as generalizations and their real danger
④ the evolutionary origin of human language
⑤ research methods for classifying data

2023학년도 6월 모평 37번

2022년 6월 시행 · 한국교육과정평가원

In economics, there is a principle known as the sunk cost fallacy. The idea is that when you are invested and have ownership in something, you overvalue that thing. This leads people to continue on paths or pursuits that should clearly be abandoned. For example, people often remain in terrible relationships simply because they've invested a great deal of themselves into them. Or someone may continue pouring money into a business that is clearly a bad idea in the market. Sometimes, the smartest thing a person can do is quit. Although this is true, it has also become a tired and played-out argument. Sunk cost doesn't always have to be a bad thing. Actually, you can _____. Like someone invests a great deal of money in a personal trainer to ensure they follow through on their commitment, you, too, can invest a great deal up front to ensure you stay on the path you want to be on.

1. 빈칸 추론 윗글의 빈칸에 들어갈 말로 가장 적절한 것은?

① avoid investing in anything uncertain
② leverage this human tendency to your benefit
③ quit whenever a path becomes difficult
④ hire a trainer for every goal
⑤ ignore the money already spent

2. 주장 윗글에서 필자가 주장하는 바로 가장 적절한 것은?

① 이미 투자한 것은 아까워하지 말고 즉시 포기해야 한다.
② 사업 투자는 시장 분석을 먼저 한 뒤 결정해야 한다.
③ 나쁜 관계는 투자한 시간과 관계없이 끝내야 한다.
④ 개인 트레이너보다 스스로 운동하는 것이 효과적이다.
⑤ 매몰 비용 성향을 활용해 미리 크게 투자하면 원하는 길을 지속할 수 있다.

2023학년도 수능 20번

2022년 11월 시행 · 대학수학능력시험

At every step in our journey through life we encounter junctions with many different pathways leading into the distance. Each choice involves uncertainty about which path will get you to your destination. Trusting our intuition to make the choice often ends up with us making a suboptimal choice. Turning the uncertainty into numbers has proved a potent way of analyzing the paths and finding the shortcut to your destination. The mathematical theory of probability hasn't eliminated risk, but it allows us to _____. The strategy is to analyze all the possible scenarios that the future holds and then to see what proportion of them lead to success or failure. This gives you a much better map of the future on which to base your decisions about which path to choose.

1. 빈칸 추론 윗글의 빈칸에 들어갈 말로 가장 적절한 것은?

① avoid every uncertain choice
② trust our intuition more deeply
③ manage that risk more effectively
④ predict the future with certainty
⑤ reach our destination without choosing

2. 제목 윗글의 제목으로 가장 적절한 것은?

① Follow Your Heart at Every Junction
② Turning Uncertainty into Numbers: A Better Map for Decisions
③ Why Risk Can Never Be Managed
④ The Shortest Path Is Always the Best
⑤ Journeys Without Destinations

2026학년도 수능 38번

2025년 11월 시행 · 대학수학능력시험

While stories clearly ① dominate statistics from both memorability and persuasiveness perspectives, it's rarely a battle between facts and anecdotes—or even facts and other facts. The real clash is actually between stories: the predominant incumbent and a new ② challenger. As storytelling creatures, we ③ routinely form narratives to help us understand the world around us. When we experience different events or encounter various facts, our minds seek to make sense of them by forming stories around them. For example, if you have had some bad experiences with graduates from a particular university, you may create a ④ positive narrative in your mind about people who went to that school. Suddenly, you judge everyone from the university by what you've experienced on just a few unfortunate occasions. Sometimes these internal narratives we form not only shape our beliefs and opinions but also become ⑤ deeply rooted in our identity. For example, the narratives you have formed around gun control or climate change are most likely related with your political ideology—who you are as an individual.

1. 어휘 윗글의 밑줄 친 부분 중, 문맥상 낱말의 쓰임이 적절하지 않은 것은?

① ② ③ ④ ⑤

2. 요지 윗글의 요지로 가장 적절한 것은?

① 통계는 이야기보다 기억에 오래 남고 설득력이 크다.
② 특정 대학 출신에 대한 판단은 충분한 경험에 근거해야 한다.
③ 사실과 일화의 대립보다 기존 이야기와 새 이야기의 충돌이 핵심이며, 내면의 이야기는 정체성에 뿌리내린다.
④ 정치적 이념은 사실 정보만으로 쉽게 바뀐다.
⑤ 이야기를 만드는 습관은 세계를 이해하는 데 방해가 된다.

2027학년도 수능 29번

2026년 11월 시행 · 대학수학능력시험

People show a tendency to trust ideas that correspond to their beliefs, even though there is little or no objective evidence to support them. Such ideas may eventually turn out to be false, if the assumptions underlying them largely rely on subjective observations. Careful thinkers thus try to test their existing beliefs, rather than simply maintaining them. When new evidence does not support the idea that they have entertained, they reexamine it from alternative viewpoints. This inspires them to go about challenging the problematic belief. Therefore, thinking reflectively about the existing beliefs helps people _____. Furthermore, it enables people to become less likely to accept new ideas just because they are tempting or consistent with what they have long believed. Although individuals differ considerably in their belief systems, those who objectify and test their own beliefs tend to think more critically than those who do not.

1. 빈칸 추론 윗글의 빈칸에 들어갈 말로 가장 적절한 것은?

① defend them against opposing views
② share them with like-minded people
③ abandon all of them at once
④ accept new ideas more readily
⑤ adjust them according to available evidence

2. 요지 윗글의 요지로 가장 적절한 것은?

① 신중한 사람은 기존 믿음을 검증하고 증거에 따라 조정하므로 더 비판적으로 사고한다.
② 객관적 증거가 부족한 생각도 신념과 일치하면 신뢰할 만하다.
③ 새로운 생각은 매력적일수록 빨리 받아들이는 것이 좋다.
④ 개인의 신념 체계는 서로 크게 다르지 않다.
⑤ 주관적 관찰은 객관적 증거보다 정확하다.

정답 및 해설

1-13 **1.**③ **2.**⑤ · 1-14 **1.**② **2.**④ · 1-15 **1.**① **2.**③ · 1-16 **1.**② **2.**⑤ · 1-17 **1.**③ **2.**② · 1-18 **1.**④ **2.**③ · 1-19 **1.**⑤ **2.**①

1-13 · 2025학년도 9월 모평 30번

1. ③ all of us engage in ~, typically taking the easier path에서 taking은 주절에 이어지는 분사구문이므로 현재분사여야 한다. ③ taken → taking.

2. ⑤ 우리는 스스로 합리적이라 믿지만 '예측 가능하게 비합리적'이며, 이를 이해하면 더 합리적으로 사고할 수 있다는 내용이다.

1-14 · 2025년 10월 고3 학평 39번

1. ② 모든 자극을 하나하나 따질 수 없기 때문에 공통 특징으로 묶는 범주화가 자동화되어 의식을 자유롭게 한다. 즉 자극의 복잡성을 줄여 준다.

2. ④ 뇌의 처리 용량에는 한계가 있어 범주화가 불가피하며, 이것이 고정관념과 연결된다는 것이 요지다.

1-15 · 2024학년도 9월 모평 36번

1. ① 뒤에 '그러나 높은 대가를 치른다'가 이어지므로 분류·일반화 능력은 '유용한' 특징이어야 한다. ① useless → useful.

2. ③ 고정관념은 원리상 다른 일반화와 다르지 않으며, 진짜 위험은 부정확성이 아니라 경직성과 지속성에 있다는 내용이다. ②는 글과 반대다.

1-16 · 2023학년도 6월 모평 37번

1. ② 매몰 비용이 늘 나쁜 것은 아니며, 트레이너 예처럼 미리 크게 투자해 원하는 길을 지키는 데 이용할 수 있다.

2. ⑤ Although this is true 이후 필자는 매몰 비용 성향을 자신에게 유리하게 활용하라고 주장한다. ①은 필자가 '진부한 주장'으로 본 통념이다.

1-17 · 2023학년도 수능 20번

1. ③ 확률 이론은 위험을 없애지는 못했지만(hasn't eliminated) 더 잘 관리하게 해 준다. ④는 '위험을 없애지 못했다'는 내용과 어긋난다.

2. ② 직관 대신 불확실성을 수치화(확률)하면 결정에 더 나은 지도를 얻을 수 있다는 글이다.

1-18 · 2026학년도 수능 38번

1. ④ 특정 대학 졸업생과 '나쁜 경험'을 했다면 그 학교 출신에 대해 부정적인 이야기를 만들게 된다. ④ positive → negative.

2. ③ 진짜 충돌은 이야기와 이야기 사이에서 일어나며, 우리가 만든 내면의 이야기는 신념을 넘어 정체성에까지 뿌리내린다는 것이 요지다.

1-19 · 2027학년도 수능 29번

1. ⑤ 신중한 사람은 기존 믿음을 시험하고 다른 관점에서 다시 살핀다. 따라서 성찰적 사고는 이용 가능한 증거에 따라 믿음을 조정하게 돕는다. ④는 다음 문장과 반대다.

2. ① 기존 믿음을 객관화하고 시험하는 사람이 더 비판적으로 사고한다는 것이 요지다.