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Charles Darwin said, "This not the strongest of the species that survive, nor the most intelligent, but the one most responsive to change." So you've sold your home, quit your job, shunned your colleagues, abandoned your friends and family. The end of the world is nigh, and you 'know for a fact' that you are one of the chosen few who will be swept up from the 'great flood' approaching on 21st December at midnight to be flown to safety on a far off planet. And then midnight on 21st December comes around and there is no flood. No end of the world. No flying saucer to the rescue. What do you do? Admit you were wrong? Acknowledge that you gave up position, money, friends - for nothing? Tell yourself and others you have been a schmuck? Not on your life.

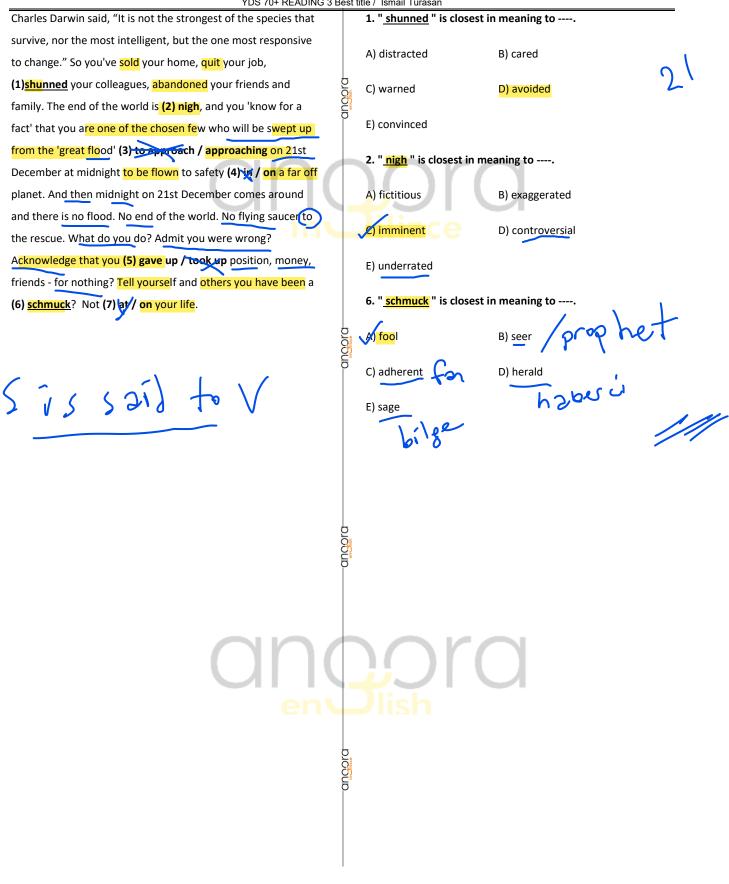
Α

- 1. What could be the best title for this passage?
- A) The importance of 21st December for certain belief systems
- B) The influence of Charles Darwin on daily life kiyamet
- A so-called doomsday and how it unfolds cereyan etmek/ gelismek
- D) The catastrophes expected right after 21st December
- E) What is ahead of us and how we can safeguard ourselves



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1.

Social psychologist Leon Festinge infiltrated a flying saucer doomsday cult in the late 1950s. The members of this cult had given up everything on the premise that the world was about to self destruct and that they, because of their faith, would be the sole survivors. In the lead up to the fateful day, the cult shunned publicity and shied away from journalists. Festinger posed as a cultist and was present when the space ship failed to show up. He was curious about what would happen. How would the disappointed cultists react to the failure of their prophecy? Would they be embarrassed and humiliated?

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A) Social psychologist Leon Festinger and his ideology

What could be the best title for this passage?

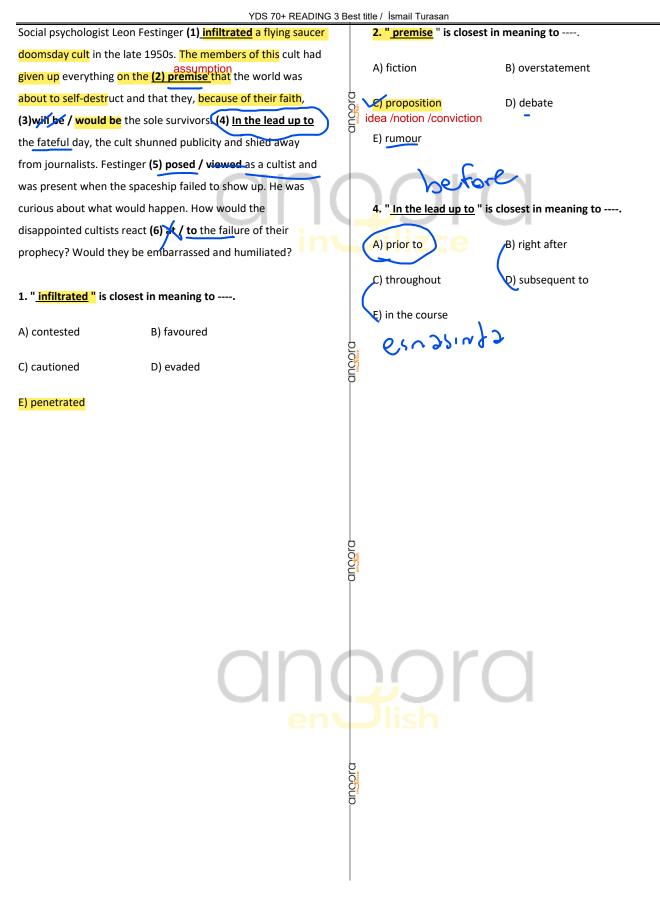
- C) How Leon Festinger adapted to the cultists
  - D) From doubt to a firm belief in a doomsday cult
  - E) How a weird idea finds adherents despite the failure
  - 2.The writer ends the text with a set of questions to ---.

2U A) create suspense

B) make an educated guess

- C) ridicule the cultists
- D) explain Festinger's feelings
- E) summarize what happened









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What actually happened amazed him. Now, after the nonevent, the cultists suddenly wanted publicity. They wanted media attention and coverage. Why? So they could explain how their faith and obedience had helped save the planet from the flood. The aliens had spared planet earth for their sake - and now their new role was to spread the word and make us all listen. This fascinated Festinger. He observed that the real driving force behind the cultists' apparently inexplicable response was the need, not to face the awkward and uncomfortable truth and 'change their minds', but rather to 'make minds comfortable' - to cast a veil over the unacceptable inconsistencies.

- 1. What could be the best title for this passage?
- A) Why the cultists suddenly wanted publicity
- B) How a faith and obedience can help save the planet
- C) The motives behind the desire for media attention
- D) The ways to eradicate inconsistencies in certain cults
- E) Cognitive dissonance: who are you kidding?



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What actually happened a	mazed him. Now, after the non-		2. Choose the best op	tion to fill in the blank.	
	y wanted (1) They wanted				
media attention and <b>(2)</b> Why? So they could explain how			A) freedom	B) attention	
their faith and obedience h	nad helped (3) saved / save the	Dra	C) magnate	D) blackout	
planet from the flood. The	aliens had (4) planet earth for	angora			
their sake - and now their	new role was to spread the word	Ĭ	E) awareness		
and make us all listen. This	complete U-turn on doctrine,		4. Choose the best option to fill in the blank.		
though self-contradictory a	and almost impossible to absorb,				
fascinated Festinger. He ol	oserved that the real driving force		A) invaded	B) discovered	
behind the cultists' (5) ost	ensibly / accurately inexplicable				
response was the need, no	ot to face the awkward and	-	C) liberated	D) initiated	
uncomfortable truth and 'o	change their minds', but rather to		E) spared		
'make minds comfortable'	- to (6) the unacceptable				
inconsistencies.			6. Choose the best op	tion to fill in the blank.	
1. Choose the best option	to fill in the blank.	D.	A) buy into	B) figure out	
A) upheaval	B) remedy	angora	.,,	-)	
A) upileavai	byreniedy	Ö	C) break out	D) engage in	
C) concern	D) advertising		E) smooth over		
-)			L) shioth over		
E) dissemination					
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**D** Festinge

Festinger coined the term 'cognitive dissonance' to describe the uncomfortable tension we feel when we experience conflicting thoughts or beliefs (cognitions), or display behavior that is apparently opposed to our stated beliefs. What is particularly interesting is the lengths to which people will go to reduce the inner tension without accepting that they might, in fact, be wrong. They will accept almost any form of relief, other than admitting being at fault, or mistaken. Festinger quickly realized that our intolerance for 'cognitive dissonance' could explain many mysteries of human behavior.

- 1. What could be the best title for this passage?
- A) When one can't handle the truth
- B) Yet another confusing term
- C) Why admit being at fault?
- D) Many mysteries of human behaviour
- E) The inner tension versus social pressure



YDS 70+ READING 3 Best title / İsmail Turasan Festinger coined the term 'cognitive dissonance' to describe 3. "lengths " is closest in meaning to ----. the uncomfortable tension we feel when we experience B) resort A) subject conflicting thoughts or beliefs (cognitions), or (1) ---behaviour that is (2) considerably / apparently opposed to our ancord C) extent D) yield stated beliefs. What is particularly interesting is the (3) lengths E) gossip to which people will go to reduce the inner tension (4) by / without accepting that they might, in fact, be wrong. They will accept almost any form of relief, (5) other than admitting being at fault, or mistaken. Festinger quickly realized that our <u>other than</u> " is closest in meaning to ----. intolerance (6) for / into 'cognitive dissonance' could explain A) as well as B) contrary to many mysteries of human behaviour. D) for the sake of C) rather than 1. Choose the best option to fill in the blank. E) in spite of A) account for B) engage in ancora C) call for D) deter from E) expose to ancord ancora





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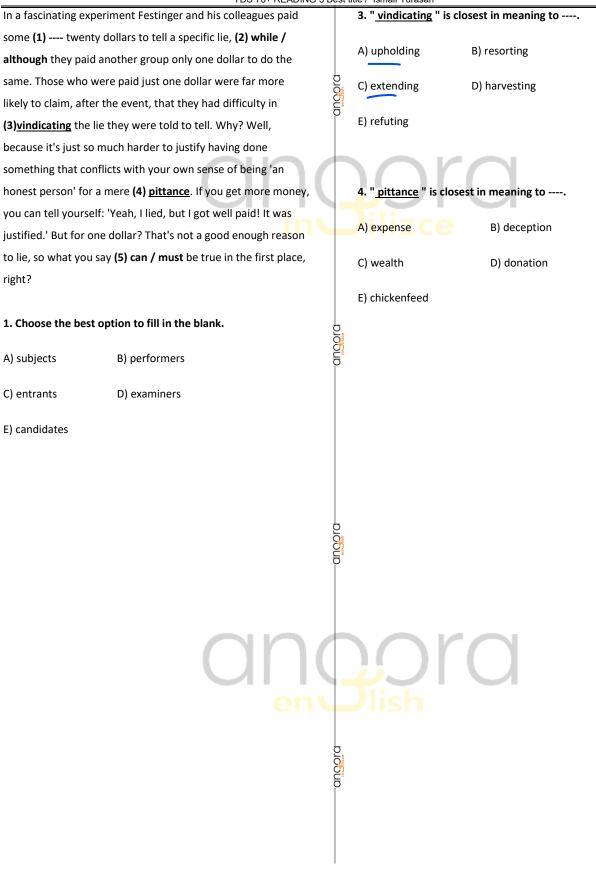
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In a fascinating experiment Festinger and his colleagues paid some participants twenty dollars to tell a specific lie, while they paid another group of subjects only one dollar to do the same. Those who were paid just one dollar were far more likely to claim, after the event, that they had actually believed in the lie they were told to tell. Why? Well, because it's just so much harder to justify having done something that conflicts with your own sense of being 'an honest person' for a mere pittance. If you get more money, you can tell yourself: 'Yeah, I lied, but I got well paid! It was justified.' But for one dollar? That's not a good enough reason to lie, so what you were saying must have been true in the first place, right?

- 1. What could be the best title for this passage?
- A) An unacceptable experiment into human psyche
- B) How many dollars would you take to tell a lie?
- C) Justifying something that conflicts with your values
- D) The driving force behind lies: money
- E) What to do in the first place in an awkward case?



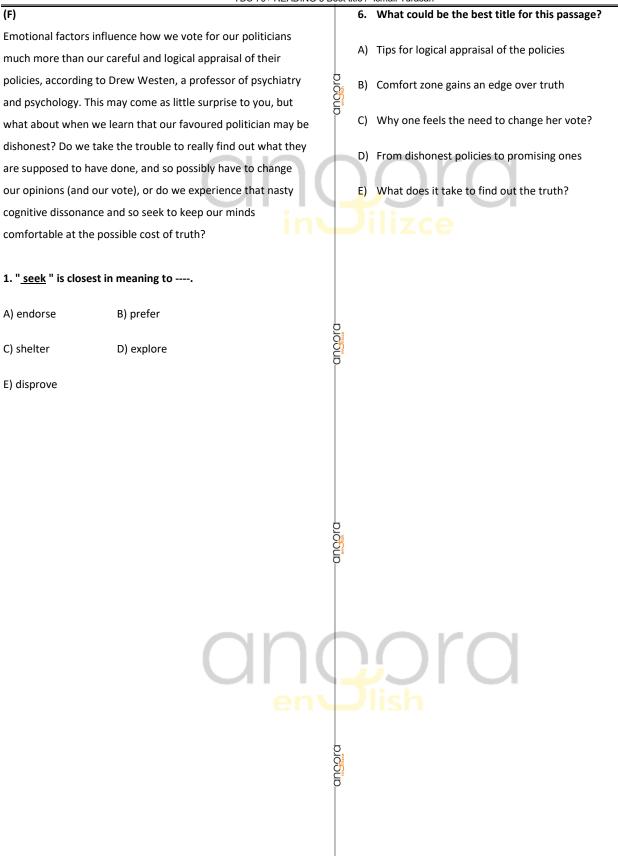
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G		6. " Choose the best option to fill in the blank.		
Cognitive dissonance is essentially a matter of commitment to				
the choices one has made, and the ongoing need to (1)		A) protecting B) deceiving		
		$D_{0}$ C) overwhelming D) harvesting		
favour of / in the face of	f convincing but conflicting evidence.	C) overwhelming D) harvesting		
This is why it can take a l	ong time to leave a cult or an abusive	E) persuading		
relationship - or even to	stop <b>(3) to smoke / smoking</b> . Life's	7. What could be the best title for this passage?		
commitments, whether	(4) in / to a job, a social cause, or a	7. What could be the best title for this passage?		
romantic partner, requir	e heavy emotional <b>(5)</b> , and so	A) How to break the commitment to the choices one has made		
carry significant emotion	al risks. If people didn't keep to their			
commitments, they wou	ld experience uncomfortable	B) The Influence of commitment to the choices one has made		
emotional tension. In a v	vay, it makes sense that our brains	on our financial status		
should be hard-wired for	r monitoring and justifying our choices	C) The high cost of commitment exposes us to cognitive		
and actions - so as to avo	bid too much truth breaking in at once	dissonance		
and <b>(6)</b> us.				
		D) How our brains keep monitoring and justifying our choices		
5. Choose the best optic	on to fill in the blank.	E) What happens if one fails to leave a cult or an abusive		
		relationship?		
A) speculation	B) performance			
C) response	D) scrutiny			
E) investment				
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Н	3. Choose the best option to fill in the blank.		
I guess we are less likely to really develop (1) in case / unless	A) abstract B) functioning		
we start to get a (2) grip and have some personal honesty			
about what really motivates us. This is part of <b>(3)</b> maturity.	C) responsive D) genuine		
If I know I (4) am / am being lazy, and can admit it to myself,	C) responsive D) genuine		
that at least is a first step to correcting it. If, (5) however /	E) appalling		
therefore, I tell myself it's more sensible to wait before	8. What could be the best title for this passage?		
vacuuming, then I can go around with a comfortable self-			
concept of 'being sensible' while my filthy carpets and laziness	A) Cognitive dissonance: a myth busted		
remain unchanged. Cognitive dissonance can actually help me	lilize o la la la la la la la la la la la la la		
mature, if I can bring myself, first, to notice it (making it	B) The impact of personal honesty on what motivates us		
conscious) and second, to be more open to the message it	C) Why laziness can remain unchanged in the long run		
brings me, (6) in spite of / due to the discomfort. As			
dissonance increases, (7) so / providing I do not run away into	D) Grow up - make cognitive dissonance work for you		
self-justification, I can get a clearer and clearer sense of what	E) How Darwin proved right about who will survive		
has changed, and what I need to do about it. And then I can	E) How Darwin proved right about who will survive		
remember what Darwin had to say about who will survive			
2. "grip" is closest in meaning to			
A) grasp B) bias			
C) inclination D) view			

E) intrusion



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#### **Cognitive dissonance**

(A) Charles Darwin said, "This not the strongest of the species that survive, nor the most intelligent, but the one most responsive to change." So you've sold your home, quit your job, shunned your colleagues, abandoned your friends and family. The end of the world is nigh, and you 'know for a fact' that you are one of the chosen few who will be swept up from the 'great flood' approaching on 21st December at midnight to be flown to safety on a far off planet. And then midnight on 21st December comes around and there is no flood. No end of the world. No flying saucer to the rescue. What do you do? Admit you were wrong? Acknowledge that you gave up position, money, friends - for nothing? Tell yourself and others you have been a schmuck? Not on your life.

(B) Social psychologist Leon Festinger infiltrated a flying saucer doomsday cult in the late 1950s. The members of this cult had given up everything on the premise that the world was about to self destruct and that they, because of their faith, would be the sole survivors. In the lead up to the fateful day, the cult shunned publicity and shied away from journalists. Festinger posed as a cultist and was present when the space ship failed to show up. He was curious about what would happen. How would the disappointed cultists react to the failure of their prophecy? Would they be embarrassed and humiliated? What actually happened amazed him.

(C) Now, after the non-event, the cultists suddenly wanted publicity. They wanted media attention and coverage. Why? So they could explain how their faith and obedience had helped save the planet from the flood. The aliens had spared planet earth for their sake - and now their new role was to spread the word and make us all listen. This fascinated Festinger. He observed that the real driving force behind the cultists' apparently inexplicable response was the need, not to face the awkward and uncomfortable truth and 'change their minds', but rather to 'make minds comfortable' - to smooth over the unacceptable inconsistencies. (D) Festinger coined the term 'cognitive dissonance' to describe the uncomfortable tension we feel when we experience conflicting thoughts or beliefs (cognitions), or engage in behavior that is apparently opposed to our stated beliefs. What is particularly interesting is the lengths to which people will go to reduce the inner tension without accepting that they might, in fact, be wrong. They will accept almost any form of relief, other than admitting being at fault, or mistaken. Festinger quickly realized that our intolerance for 'cognitive dissonance' could explain many mysteries of human behavior.

(E) In a fascinating experiment Festinger and his colleagues paid some subjects twenty dollars to tell a specific lie, while they paid another group of subjects only one dollar to do the same. Those who were paid just one dollar were far more likely to claim, after the event, that they had actually believed in the lie they were told to tell. Why? Well, because it's just so much harder to justify having done something that conflicts with your own sense of being 'an honest person' for a mere pittance. If you get more money, you can tell yourself: 'Yeah, I lied, but I got well paid! It was justified.' But for one dollar? That's not a good enough reason to lie, so what you were saying must have been true in the first place, right?

(F) Emotional factors influence how we vote for our politicians much more than our careful and logical appraisal of their policies, according to Drew Westen, a professor of psychiatry and psychology. This may come as little surprise to you, but what about when we learn that our favored politician may be dishonest? Do we take the trouble to really find out what they are supposed to have done, and so possibly have to change our opinions (and our vote), or do we experience that nasty cognitive dissonance and so seek to keep our minds comfortable at the possible cost of truth?



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(G) Cognitive dissonance is essentially a matter of commitment to the choices one has made, and the ongoing need to satisfactorily justify that commitment, even in the face of convincing but conflicting evidence. This is why it can take a long time to leave a cult or an abusive relationship - or even to stop smoking. Life's commitments, whether to a job, a social cause, or a romantic partner, require heavy emotional investment, and so carry significant emotional risks. If people didn't keep to their commitments, they would experience uncomfortable emotional tension. In a way, it makes sense that our brains should be hard-wired for monitoring and justifying our choices and actions - so as to avoid too much truth breaking in at once and overwhelming us.

(H) I guess we can't really develop unless we start to get a grip and have some personal honesty about what really motivates us. This is part of genuine maturity. If I know I am being lazy, and can admit it to myself, that at least is a first step to correcting it. If, however, I tell myself it's more sensible to wait before vacuuming, then I can go around with a comfortable self-concept of 'being sensible' while my filthy carpets and laziness remain unchanged. Cognitive dissonance can actually help me mature, if I can bring myself, first, to notice it (making it conscious) and second, to be more open to the message it brings me, in spite of the discomfort. As dissonance increases, providing I do not run away into self-justification, I can get a clearer and clearer sense of what has changed, and what I need to do about it.

And then I can remember what Darwin had to say about who will survive...

**BOLD** 





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Cognitive dissonance A KEY	Cognitive dissonance E KEY
1.D	1. B
2.C	2. while
3. approaching	2 <b>3. A</b>
4. on	2 3. A 6 4. E
5. gave up	5. must
6. A	6. В
7. on	annora
8. C	Cognitive dissonance F KEY
	in <sup>1.B</sup> lizco
Cognitive dissonance B KEY	2. B
1. E	
2. C	Cognitive dissonance G KEY
3. would be	1. satisfactorily
4. A	2. in the face of
5. posed	3.smoking
6. to	<b>4. to</b>
7. B	5. E
8. A	6. C
	7. C
Cognitive dissonance C KEY	
1. D	Cognitive dissonance H KEY
2. B	1. unless
3. save	<b>2.</b> A
4. E	3. D
5. apparently	4. am being
6. E	5. however
7. E	6. in spite of
	7. providing
Cognitive dissonance D KEY	8. D
1. B	Bonus: correctly
2. apparently	enUlish
3. C	
4. without	o de la companya de l
5. C	
6. for	
7. A	