

大学英语四级模拟试卷第15组（阅读2）PDF转换可能丢失图片或格式，建议阅读原文

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Questions 26 to 30 are based on the following passage. We are all naturally attracted to people with ideas, beliefs and interests like our own. Similarly, we feel comfortable with people with physical qualities similar to ours. You may have noticed how people who live or work closely together come to behave in a similar way.

Unconsciously, we copy those we are close to or love or admire. So a sportsman's individual way of walking with raised shoulders is imitated by an admiring fan. a pair of lovers both shake their heads in the same way. an employee finds himself duplicating his boss's habit of wagging a pen between his fingers while thinking. In every case, the influential person may not consciously notice the imitation, but he will feel comfortable in its presence. And if he does notice the matching of his gestures or movements, he finds it pleasing he is influencing people: they are drawn to him. Sensitive people have been mirroring their friends and acquaintances all their lives, and winning affection and respect in this way without being aware of their methods. Now, for people who want to win agreement or trust, affection or sympathy, some psychologists recommend the deliberate use of physical mirroring. The clever saleswoman echoes her lady customer's movements, tilting her head in the same way to judge a color match, or folding her arms a few seconds after the customer, as though consciously attracted by her. The customer feels

that the saleswoman is in sympathy with her, and understands her needs - a promising relationship for a sale to take place. The clever lawyer trying in a law-court to influence a judge, imitates the great man ' s shrugging of his shoulders, the tone of his voice and the rhythm of his speech. Of course, physical mirroring must be subtle. If you blink every time your target blinks, or bite your bottom lip every time he does, your mirroring has become mockery and you can expect trouble. So, if you can ' t model sympathetically, don ' t play the game.26. According to the passage, " physical mirroring, " (Line. 6, Para. 4) means _____.A) the attraction to people with ideas, beliefs and interests like our own B) the comfortable feeling about people with physical qualities similar to oursC) the fact that people living or working closely together behave in a similar wayD) the imitation of the gestures or movements of those we are close to, or love, or admire27. Which of the following is NOT a deliberate use of physical mirroring, according to the author?A) A saleswoman tilts her head after her customer to judge a color match.B) A lawyer emulates the tone of the judge ' s voice and the rhythm of his speech.C) Sensitive people have been mirroring their friends all their lives. D) A naughty boy blinks every time the teacher blinks.28. Which of the following is true?A) Sensitive people have been mirroring their friends and acquaintances because they want to win their affection and respect in this way.B) The clever saleswoman echoes her lady customer ' s movements because she is unconsciously attracted by her. C) The lawyer who imitates the judge is trying to influence him.D) Physical mirroring is always flattering to

those who are imitated.29. Physical mirroring can cause trouble if _____.A) the person mirrored finds that people are drawn to himB) the mirroring has become mockery C) the lawyer shrugs his shoulders the way the judge doesD) it has been found to be deliberately used 30. The paragraph following this passage will most probably move on to _____.A) some ways to prevent physical mirroring from offendingB) the importance of physical mirroring in daily lifeC) an example of physical mirroring by a behavioral scientistD) the troubles caused by the deliberate use of physical mirroring 100Test 下载频道开通，各类考试题目直接下载。详细请访问 www.100test.com