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阅读下面这篇短文后列出7个句子，请根据短文的内容对每个句子做出判断。如果该句提供的是正确信息，请在答题卡上把A涂黑；如果该句提供的是错误信息，请在答题卡上把B涂黑；如果该句的信息文章中并没有提及，请在答题卡上把C涂黑。阅读判断（第16～22题，每题1分，共7分）阅读下面这篇短文后列出7个句子，请根据短文的内容对每个句子做出判断。如果该句提供的是正确信息，请在答题卡上把A涂黑；如果该句提供的是错误信息，请在答题卡上把B涂黑；如果该句的信息文章中并没有提及，请在答题卡上把C涂黑。

The Science of Persuasion If leadership consists of getting things done through others, then persuasion is one of the leaders essential tools. Many executives have assumed that this tool is beyond their grasp, available only to the charismatic (有魅力的) and the eloquent. Over the past several decades, though, experimental psychologists have learned which methods reliably lead people to concede, comply, or change. Their research shows that persuasion is governed by several principles that can be taught and applied. The first principle is that people are more likely to follow someone who is similar to them than someone who is not. Wise managers, then, ask peers to help make their cases. Second, people are more willing to cooperate with those who are not only like them but who like them, as well. So its worth the time to uncover real similarities and offer genuine

praise. Third, experiments confirm the intuitive truth that people tend to treat you the way you treat them. It's sound policy to do a favor before seeking one. Fourth, individuals are more likely to keep promises they make voluntarily and clearly. The message for managers here is to get commitments in writing. Fifth, studies show that people really do defer to (服从) experts. So before they attempt to exert influence, executives should take pains to establish their own expertise and not assume that it's self-evident. Finally, people want more of a commodity when it's scarce. It follows, then, that exclusive information is more persuasive than widely available data. 16 Experiments have confirmed the assumption of many executives. A Right B Wrong C Not mentioned 17 People are more likely to cooperate with those who like them. A Right B Wrong C Not mentioned 18 Managers do not employ those who are quite different from them. A Right B Wrong C Not mentioned 19 There is no need for a manager to find out the merits of his employees. A Right B Wrong C Not mentioned 20 Experiments have shown that, contrary to our expectation, people tend to treat you the way you treat them. A Right B Wrong C Not mentioned 21 There are as many wise managers as there are stupid ones. A Right B Wrong C Not mentioned 22 Exclusive information is more persuasive than widely known data. A Right B Wrong C Not mentioned 【参考答案】 16. B 17. A 18. C 19. B 20. B 21. C 22. A 为了能及时获取2011年职称英语相关信息，建议大家收藏[#333333>百考试题职称英语考试频道](#)点击收藏，我们会第一时间发布相关信息。相关推荐：[#0000ff>2011年职称英语综合类经典阅读题汇总](#)

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