

2011年职称英语综合类A考前每日一练(19) PDF转换可能丢失  
图片或格式，建议阅读原文

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下面的短文后列出了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，请选择A；如果该句提供的是错误信息，请选择B  
；如果该句的信息文中没有提及，请选择C。 第2部分：阅读

判断(第16~22题，每题1分，共7分) 下面的短文后列出了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，请选择A；如果该句提供的是错误信息，  
请选择B；如果该句的信息文中没有提及，请选择C。 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.

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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.百考试题论坛 Third, experiments confirm

the intuitive truth that people tend to treat you the way you treat them. Its 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 its self-evident. Finally, people want more of a commodity when its 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 #0000ff>点击进入论坛查看答案 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](http://www.100test.com)