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TEXT A

# People judge you on two criteria says Harvard psychologist



People **size you up** in seconds, but what exactly are they evaluating?

In her new book, Presence, Harvard Business School professor Amy Cuddy explores how to feel more confident. She says people quickly answer two questions when they first meet you:

- Can I trust this person?
- 5 • Can I respect this person?

Psychologists refer to these dimensions as warmth and competence respectively, and ideally you want to be perceived as having both.

Interestingly, Cuddy says that most people, especially in a professional context, believe that competence is the more important factor. After all, they want to prove that they are smart **10** and talented enough to handle your business.

But in fact warmth, or trustworthiness, is the most important factor in how people evaluate you. "From an evolutionary perspective," Cuddy says, "it is more crucial to our survival to know whether a person deserves our trust."

While respect is highly valued, Cuddy says **it** is evaluated only after trust is established. And **15** focusing too much on displaying it can backfire.

It makes sense when you consider that in cavemen days **it** was more important to figure out if your fellow man was going to kill you and steal all your possessions than if **he** was competent enough to build a good fire.

Cuddy says that MBA\*(Masters in Business Administration) interns **seeking** full-time **20** employment within a company are often so concerned about coming across as smart and competent that, as a result, they tend to skip social events, not ask their colleagues for help, and consequently **they** then seem unapproachable.

These potential employees are in for a rude awakening when they don't get "the big one" because nobody got to know and trust them as people.

**25** "[ - **X** - ] someone you're trying to influence doesn't trust you, [ - **8** - ] you're not going to get very far. [ - **9** - ], you might **25** even elicit suspicion [ - **10** - ] you come across as manipulative," Cuddy says.

"A warm, trustworthy person who is also strong can elicit admiration. [ - **11** - ] only after you have established trust does your strength become a gift rather than a threat."

Adapted from Jenna Goudreau, [www.uk.businessinsider.com](http://www.uk.businessinsider.com) (2016)



## TEXT B

# Why Bilinguals Are Smarter

Speaking two languages rather than just one has obvious practical benefits in an increasingly globalized world. But in recent years, scientists have begun to show that the advantages of bilingualism are even more fundamental than being able to converse with a wider range of people. Being bilingual, it turns out, makes **5** you smarter.

Bilinguals, for instance, are apparently more adept than monolinguals at solving certain kinds of mental puzzles. The evidence from a number of such studies suggests that the bilingual experience improves the brain's "executive function" - the ability to direct the attention processes that we use for planning, solving problems and performing various other mentally **10** demanding tasks. These processes include ignoring distractions to stay focused, switching attention deliberately from one thing to another and holding information in mind.

The key difference between bilinguals and monolinguals might be a heightened ability to monitor the environment. "Bilinguals have to switch languages quite often -you may talk to your father in one language and to your mother in another language," says Albert Costa, a researcher at the **15** University of Pompeu Fabra in Spain. "It requires keeping track of changes around you in the same way that we monitor our surroundings when driving." Mr Costa and his colleagues found that the bilingual people not only performed better, but they also did so with less activity in parts of the brain involved in monitoring, indicating that they were more efficient at it.

The effects of bilingualism also extend into the later years of life. Tomar Gollan of the University **20** of California, San Diego, found that individuals with a higher degree of bilingualism were more resistant than **others** to the onset of dementia and other symptoms of Alzheimer's disease: the higher the degree of bilingualism, the later the age of onset.

[-X-] ever has a [- **23** - ] of the power of language. But [-**24**-] would have imagined that the words we [- **25** - ] and the sentences we hear might be leaving such a [- **26** - ] imprint?

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## TEXT C

# SUCCESSFUL HOMESCHOOLING

There are many benefits to homeschooling children: as costs of private schools continue to **climb**, homeschooling is a more affordable option; homeschooling allows more educational flexibility and can be scheduled **conveniently** around other family activities; and the curriculum and learning environment can be **tailored** to suit your child's individual needs.

**5** "When you decide to homeschool your child, you must have a clear curriculum, plan, and goals. Homeschooling allows you a great deal of flexibility, in that you can teach a child something in many different ways, and teach many different things for a given subject. However, this very flexibility can also be your **downfall** if not handled properly, as you run the risk of providing an inconsistent education that leaves your child rating below his or her peers.

**10** Setting a clear educational plan means you have a better chance for effective homeschooling. To set your plans and goals, it is a good idea to first take a look at your child's standard curriculum for his or her grade in a public or private school. See what the standard expectations are for a given subject level and then set your targets, timeline and curriculum for your child. Once you have decided what your child is going to learn, you can choose how your child will learn best.

**15** Homeschooling also requires discipline, as it can be difficult to draw a distinction between home and schooling at home. There are plenty of distractions in any household and when you get busy you may be tempted to try and multitask, that is, to educate your child and also do some other chores at home. Parents may even be tempted to give an assignment to their child and then leave to complete some other activities. By doing so, you are sending a negative message **20** that his or her schooling is not a high priority for **you**, and this will seriously undermine the child's attitude towards his or her own education. So make sure to do household duties in "after-school" hours and when "school is in", you and your child are both focusing 100 percent on learning; This will communicate to your child that education is important and a top priority.

Homeschooling not only allows you to tailor education to your child's individual needs. **25 something** that is lacking in both the private and public school systems; it also allows you and your child to learn together, thus helping to create a valuable learning experience, and also to strengthen family bonds.

*www.articlecity.com (2006)*

*Image: taken from*  
[https://es.wikipedia.org/wiki/Educaci%C3%B3n\\_en\\_el\\_hogar#/media/Archivo:Representation,  
Punch Denmark, 1889.jpg](https://es.wikipedia.org/wiki/Educaci%C3%B3n_en_el_hogar#/media/Archivo:Representation,_Punch_Denmark,_1889.jpg)