

How to Handle Haters

Have you ever known someone you just did not get along with?

1) 어쩌면 그것은 당신이 함께 일하기 어려워하는 사람일 수도 있고, 혹은 당신과 항상 다투는 사람일 수 있다.

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This kind of situation can leave you wondering what you should do.

2) 당신이 그들을 무시해야 할까, 특별히 더 친절하게 해야 할까, 혹은 그들에게 맞서야 할까?

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If you have ever been confused about what to do, you are not alone. Luckily for us, Benjamin Franklin, the American politician and inventor, came up with an answer more than 200 years ago.

Benjamin Franklin was a very smart man, not just in politics and science, but also in his ability to deal with people.

3) 한 번은, Franklin이 펜실베이니아 주 하원의원으로 일할 때에, 그의 강력한 상대가 그를 비판하는 긴 연설을 했다.

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This speech was so powerful that it threatened Franklin's political career. Franklin decided to try to change his enemy's opinion of him. To do this, he sent a letter to the man asking for a favor.

4) 그는 그 남자에게 그가 개인 도서관에 가지고 있는 것으로 알고 있는 아주 희소하고 귀중한 책을 빌려달라고 요청했다.

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The man, Franklin's enemy, immediately sent him the book. Franklin read the book and returned it with a note of thanks.

The next time Franklin met his enemy, the man was much nicer to him.

5) 그들은 결국 친구가 되었고 그들의 여생동안 친구로 남았다.

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In his autobiography, Franklin explained what happened. Franklin wrote,

6) “당신에게 친절을 베푼 사람은 또 다른 친절을 베푼 준비가 되어 있다.”

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7) 그의 적에게 작은 호의를 요청함으로써, Franklin은 그 남자가 그에게 친절을 베푼 기회를 주었다.

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This turned his enemy into a friend. Today this phenomenon is known as the Benjamin Franklin effect.

8) 당신을 좋아하지 않는 사람들이 당신을 좋아하도록 하려면, 당신은 그들에게 호의를 베푼어야 한다고 일반적으로 생각된다.

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9) 그러나, 당신을 좋아하지 않는 사람과 연결고리를 만들기 원한다면, 그 사람이 당신에게 호의를 베푼도록 하는 것이 더 효과적이다.

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To test this phenomenon, a psychologist performed an experiment and came to the same conclusion.

About 80 students were invited to participate in an experiment and were told they would be given some money after a series of tests.

10) 한 연구자는 학생들에게 무례하게 굶으로써 학생들이 그를 싫어하게 만들도록 고용되었다.

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The students took the tests and were all awarded the promised money. They were then divided into three groups. Group 1 was asked by the researcher to return some of the prize money.

11) 그는 테스트를 위해 그의 돈을 모두 사용했고, 연구를 위한 기금이 부족해질 위기에 처했다고 설명했다.

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Group 2 was asked by a secretary to return some of the money to the institution because the budget was running low. Group 3 was not asked to return any money. Afterward, all three groups were asked to rate how much they liked the researcher. The people in Group 1, who had done the researcher a personal favor by returning some of the money, rated the researcher the highest.

12) 그들이 실험 중에 그에게 나쁜 인상을 가졌음에도 불구하고, 그들은 “그의 돈”을 돌려준 후에 그에게 더 긍정적인 감정을 가졌다.

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How can it be that we feel more positive toward people for whom we do favors?

13) 그것은 심리학자들이 “인지 부조화”라고 부르는 것 때문이다.

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We want our actions and our thoughts to be in harmony. When we do something that we do not like, the balance is broken, and we feel unhappy.

14) 만약 우리의 생각과 행동에 갈등이 생긴다면(인지 부조화), 우리는 한쪽이나 다른 한 쪽을 변화시켜 갈등을 해소할 것이다.

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After lending Franklin the book, Franklin's enemy experienced cognitive dissonance.

15) 그는 그가 싫어하던 사람에게 좋은 일을 했기 때문에 마음이 불편했다.

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Feeling anxious and unhappy, he had to find a way to resolve his feelings. The easiest way for him to do that was to change how he thought about Franklin.

16) 그는 Franklin이 결국 나쁜 사람이 아니었다고 스스로에게 이야기함으로써 호의를 베푼 것을 정당화했고, 자신이 사실 Franklin을 좋아했다고 납득시켰다.


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Is there someone with whom you would like to have a better relationship?

17) 당신에게 연필을 빌려 주는 것이나, 당신이 화장실에 갈 동안 가방을 지켜봐 달라고 하는 것 등의 작은 호의를 부탁해 보아라.

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Then see if their feelings toward you change. The chances are they will.

	<p>◇「콘텐츠산업 진흥법 시행령」제33조에 의한 표시</p> <p>1) 제작연월일 : 2018년 04월 11일</p> <p>2) 제작자 : 교육지대㈜</p> <p>3) 이 콘텐츠는 「콘텐츠산업 진흥법」에 따라 최초 제작일부터 5년간 보호됩니다.</p>
<p>◇「콘텐츠산업 진흥법」외에도「저작권법」에 의하여 보호되는 콘텐츠의 경우, 그 콘텐츠의 전부 또는 일부를 무단으로 복제하거나 전송하는 것은 콘텐츠산업 진흥법 외에도 저작권법에 의한 법적 책임을 질 수 있습니다.</p>	

정답

- 1) [정답] Maybe it was someone you had difficulty working with or it could have been someone you were always arguing with.
- 2) [정답] Should you ignore them, be extra nice to them, or stand up to them?
- 3) [정답] Once, when Franklin was serving as a representative for the people of the state of Pennsylvania, a powerful opponent made a long speech criticizing him.
- 4) [정답] He asked the man to lend him a very rare and valuable book, one that he knew the man had in his personal library.
- 5) [정답] They eventually became friends and remained so for the rest of their lives.
- 6) [정답] "He that has once done you a kindness will be more ready to do you another."
- 7) [정답] By asking a small favor of his enemy, Franklin gave the man a chance to do him a kindness.
- 8) [정답] It is commonly thought that if you want people who do not like you to like you, you should do favors for them.
- 9) [정답] However, if you want to try to create a connection with someone who does not like you, asking that person to do you a favor is more effective.
- 10) [정답] A researcher was hired and made the students dislike him by being rude to them.
- 11) [정답] He explained that he had used his own money for the tests and the study was in danger of running out of funds.

- 12) [정답] Despite the fact that they had had a bad impression of him during the experiment, they had more positive feelings for him after returning "his money."
- 13) [정답] It is because of what psychologists refer to as "cognitive dissonance."
- 14) [정답] If there is a conflict between our thoughts and our actions (cognitive dissonance), we will change one or the other to relieve the conflict.
- 15) [정답] He felt troubled because he was doing something nice for someone he disliked.
- 16) [정답] He justified doing the favor by telling himself that Franklin was not a bad person after all and convinced himself that he actually liked Franklin.
- 17) [정답] Try asking that person for a small favor, such as lending you a pencil or watching your bag while you go to the restroom.