

7

Over the course of the passage, Sandeep comes to view the adults as

- A) strict.
- B) reserved.
- C) sophisticated.
- D) immature.

8

Sandeep would be most critical of which action from the passage?

- A) The two boys playing carrom
- B) Mamima's inquiry about the gender of the child
- C) The old lady's reaction to the gift
- D) The son and daughter-in-law waiting in the anteroom

9

Which lines from the passage most strongly suggest that India has experienced social change?

- A) Lines 36-37 ("There was . . . she insisted")
- B) Lines 48-51 ("They both . . . elders")
- C) Lines 54-57 ("This was . . . religion")
- D) Lines 73-76 ("It made . . . sparseness")

10

As used in line 72, "impression" most nearly means

- A) appearance.
- B) belief.
- C) imitation.
- D) recollection.

Questions 11-21 are based on the following passage and supplementary material.

This passage is adapted from Nicholas Epley, *Mindwise: How We Understand What Others Think, Believe, Feel, and Want*. ©2014 by Nicholas Epley.

Knowing your own reputation can be surprisingly difficult. Consider, for instance, a study that analyzed a set of published experiments all sharing the same basic design. In these experiments, people working in a group would be asked to predict how the other group members would rate them on a series of different traits. Researchers then compared these predicted ratings to the other group members' actual ratings on the very same traits. The traits varied from one experiment to another and included qualities like intelligence, sense of humor, consideration, defensiveness, friendliness, and leadership ability. The groups varied in familiarity, with the members of some groups being fairly unfamiliar with one another (such as having met only once, in a job interview) and the members of other groups being very familiar with one another (such as having lived together for an extended time as roommates). If people knew exactly what others were thinking, then there would be a perfect correspondence between predicted and actual ratings. If people were clueless, then there would be no correspondence between the two. Statistically speaking, you measure relationships like these with a correlation, where perfect correspondence yields a correlation of 1 and no correspondence yields a correlation of 0. The closer the correlation is to 1, the stronger the relationship.

First, the good news. These experiments suggested that people are pretty good, overall, at guessing how a group of others would evaluate them, on average. The overall correlation in these experiments between predicted impressions and the average actual impression of the group was quite high (.55, if you are quantitatively inclined). To put that in perspective, this is roughly the same magnitude as the correlation between the heights of fathers and the heights of sons (around .5). It is not perfect insight, but it is also very far from being clueless. In other words, you probably have a decent sense of what others generally think of you, on average.

Now the bad news. These experiments also assessed how well people could predict the impression of any single individual within a given group. You may know, for instance, that your

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45 coworkers in general think you are rather smart, but those coworkers also vary in their impression of you. Some think you are as sharp as a knife. Others think you are as sharp as a spoon. Do you know the difference?

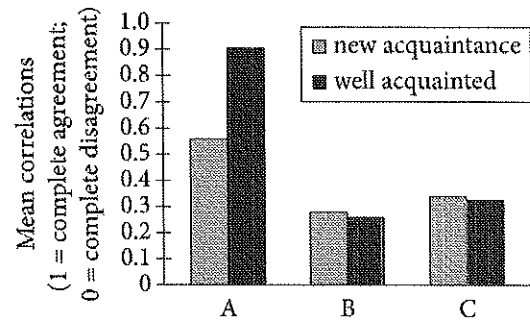
50 Evidently, no. The accuracy rate across these experiments was barely better than random guessing (an overall correlation of .13 between predicted and actual evaluations, only slightly higher than no relationship whatsoever). Although you might have some sense of how smart your coworkers think you are, you appear to have no clue about which coworkers in particular find you smart and which do not. As one author of the study writes, "People seem to have just a tiny glimmer of insight into how they
60 are uniquely viewed by particular other people."

But perhaps this is holding your mind-reading abilities to too high a standard? It's hard, after all, to define traits like intelligence and trustworthiness precisely, so it might not be so surprising that we
65 have difficulty guessing how others will evaluate us on these ambiguous traits. What about predicting something simpler, such as how much other people like you? Surely you are better at this. You learn over time to hang around people who smile at you and avoid those who spit at you. You must have a much better sense of who likes you and who hates you within a group. Yes? **NO!**

I'm afraid not. These studies found that people are only slightly better than chance at guessing who in a
75 group likes them and who does not (the average correlation here was a meager .18). Some of your coworkers like you and others do not, but I wouldn't count on you knowing the difference. The same barely-better-than-guessing accuracy is also found in
80 experiments investigating how well speed daters can assess who wants to date them and who does not, how well job candidates can judge which interviewers were impressed by them and which were not, and even how well teachers can predict their
85 course evaluations. Granted, it's rare that you are completely clueless about how you are evaluated. Accuracy tends to be better than chance in these experiments, but not necessarily by very much.

not clueless but close

Mean Correlations of Perceptions of Individuals among New Acquaintances and Old Acquaintances in Twenty-One Studies



A = correlation between individuals' self-perception and those individuals' predictions of how others perceive them

B = correlation between individuals' self-perception and actual perception of those individuals by others

C = correlation between individuals' predictions of how others perceive them and actual perception of those individuals by others

Adapted from Erika N. Carlson and Simine Vazire, "Meta-Insight: Do People Really Know How Others See Them?" ©2011 by American Psychological Association.

11

Which choice best supports the claim in the first sentence of the passage?

- A) Lines 2-4 ("Consider . . . design")
- B) Lines 21-23 ("If people . . . two")
- C) Lines 26-27 ("The closer . . . relationship")
- D) Lines 54-58 ("Although . . . not")

12

The information about statistical measurement in lines 23-27 (“Statistically . . . relationship”) is presented in order to

- A) correct a common misunderstanding of how researchers quantify certain data from experiments.
- B) forestall potential objections to how data from the experiments were analyzed in the study.
- C) draw attention to a pattern evident in the conclusions of the experiments.
- D) provide context for a way in which the results of the experiments will be discussed.

13

Based on the passage, in which situation would an individual stand the greatest chance of accurately predicting how he or she is perceived?

- A) An intern predicts the impression that her direct supervisor holds of her.
- B) A manager predicts the collective opinion of employees about her ability.
- C) An instructor predicts the enthusiasm of his class after talking with two students.
- D) A biographer predicts the esteem in which he is held by the living subject of his book.

14

Which choice provides the best evidence for the answer to the previous question?

- A) Lines 9-13 (“The traits . . . familiarity”)
- B) Lines 28-33 (“These experiments . . . high”)
- C) Lines 41-44 (“Now the . . . group”)
- D) Lines 68-70 (“Surely . . . at you”)

15

As used in line 35, “magnitude” most nearly means

- A) strength.
- B) influence.
- C) severity.
- D) reality.

16

What main effect do the words “clueless” (line 38) and “mind-reading” (line 61) have on the tone of the passage?

- A) They contribute to a casual and gently humorous tone that renders a potentially specialized discussion more approachable.
- B) They contribute to a slyly mocking and disapproving tone that reinforces the author’s criticisms of the researchers’ conclusions.
- C) They contribute to a deeply pessimistic tone that stresses the impossibility of ever knowing how people truly perceive each other.
- D) They contribute to a thoughtful yet uncertain tone that casts doubt on the real-world usefulness of experimental data.

17

The author quoted in lines 58-60 expresses which view of the study’s results?

- A) They indicate that there is a small but promising chance of correctly predicting how one is perceived.
- B) They show that individuals generally know very little about how they are regarded by groups of people.
- C) They reveal that one individual hardly knows what another individual thinks of him or her.
- D) They confirm that one’s predictions about other people’s impressions are no better than random guesses.

18

The main reason that the author includes the information about speed daters, job candidates, and teachers in lines 78-85 is to

- A) caution against making assumptions about certain individuals' motives.
- B) distinguish among certain behaviors observed in three different scenarios.
- C) indicate certain settings where further study by researchers is needed.
- D) offer examples of situations in which a certain finding holds true.

19

According to the figure, the mean correlation that most nearly approaches complete agreement exists between individuals' self-perception and

- A) how those individuals are actually perceived by new acquaintances.
- B) actual perceptions of those individuals by people with whom they are well acquainted.
- C) the individuals' predictions of how they are perceived by people with whom they are well acquainted.
- D) the predictions those individuals make about how they are perceived by new as well as old acquaintances.

20

Which statement best exemplifies the distinction made by correlation C in the figure?

- A) Sally believes she is outgoing but thinks that others will describe her as reserved.
- B) Sally expects that others will say she is outgoing, but many describe her as reserved.
- C) Sally has been told that she is outgoing but only by people with whom she is well acquainted.
- D) Sally is outgoing with those with whom she is well acquainted but reserved around new acquaintances.

21

Information in the figure is most useful for addressing which question provoked by the passage?

- A) What determined the traits that researchers tended to focus on in the experiments being analyzed?
- B) Why are individuals more likely to accurately predict the impressions of groups than of specific individuals within groups?
- C) To what degree are people able to predict how individual acquaintances perceive them?
- D) Is one person's understanding of trustworthiness really so different from another person's understanding of that trait?