確認問題 343

背景知識チートシート：心理学・行動経済学（ナッジ・認知バイアス）

確認問題集

心理学・行動経済学の確認問題24問。実験と追試、ナッジの英文で「結論の強さ」と重要語を確かめる。

元のチートシートへ

月　日　名前　／24問

表で解いて、裏で答え合わせ。まちがえた所は元のシートへ。

Ⅰ 次の英文を読み、設問に答えよ

[1] In the famous "marshmallow test," young children were offered a choice: they could eat one treat right away, or wait alone for several minutes and receive two. Years later, researchers reported that the children who had waited longer tended to do better at school. The study became popular as evidence that self-control early in life could (1) future success. [2] In 2018, however, a team of researchers repeated the study with a larger and more varied group of children. They did find a link between waiting and later achievement, but it was considerably smaller than in the original research. Moreover, once they took into account factors such as family background, the link(ア) became even weaker. [3] These results do not mean that self-control is unimportant. They do suggest, though, that a child's ability to wait may partly reflect the environment in which he or she is growing up. A single test of willpower, in short, cannot tell us what a child's future will be.(イ)

1 Choose the best word for (1).

a replace　b predict　c ignore　d prevent

2 Why did the original study become popular?

a It seemed to show that self-control in childhood was linked to later success.

b It showed that family background decides everything.

c It found that young children cannot wait at all.

d It proved that sweets are bad for young children.

3 下線部(ア) the link とは何と何の関連か。最も適切なものを選べ。

a 待つことができた時間と、後の学業の成績

b 元の研究と、2018年の研究　c 家庭環境と、もらったお菓子の数

d 子どもの年齢と、実験に参加した人数

4 Which of the following is closest in meaning to the underlined sentence (イ)?

a Children who wait longer will certainly succeed in life.

b Self-control has no effect on success at all.

c Tests of willpower should be given to children more often.

d It is a mistake to predict a child's life from just one test.

5 According to the passage, which of the following is true?

a The 2018 study included a larger number of children than the original one.

b The original study took family background into account.

c The 2018 study found no link at all between waiting and achievement.

d The author argues that self-control does not matter.

Ⅱ 次の英文を読み、設問に答えよ

Imagine two countries with similar cultures. In one, people become organ donors only if they sign up. In the other, everyone is a donor unless they choose to opt out(ウ). (A) Research has found that consent rates tend to be far higher in countries of the second type. (B) Why should such a small difference matter so much? One reason is that people tend to stick with whatever option has already been chosen for them, a tendency known as status quo (2). (C) Policies that make use of this tendency are often called "nudges." (D) Critics, however, worry that people may be steered without realizing it, and they ask who has the right to decide which choices are "good."

6 次の英文を入れるのに最も適切な位置を、本文の (A)～(D) から選べ。Unlike bans or fines, they leave people free to choose otherwise.

a (A)　b (B)　c (C)　d (D)

7 Choose the best word for (2).

a bias　b dissonance　c paradox　d aversion

8 The underlined phrase (ウ) opt out means ＿＿＿.

a choose not to take part　b vote on a new law

c leave the country　d choose to take part

9 Which of the following is NOT true according to the passage?

a Some people are concerned that nudges may influence people without their knowledge.

b A small change in how a choice is presented can have a large effect.

c Nudges force people to make a particular choice.

d In countries of the second type, people are donors unless they choose not to be.

Ⅲ 空所に入る最も適切な語句を選べ

10 People tend to notice information that supports what they already believe and to ignore information that does not. This is called ＿＿＿ bias.

a optimism　b confirmation　c status quo　d hindsight

11 When a shop shows the "original price" first, the sale price seems cheaper. This is due to the ＿＿＿ effect.

a placebo　b bandwagon　c bystander　d anchoring

12 Most people feel the pain of losing 1,000 yen more strongly than the pleasure of gaining 1,000 yen. This is known as loss ＿＿＿.

a recovery　b prevention　c control　d aversion

13 He kept watching the boring movie only because he had paid for the ticket, a classic example of the ＿＿＿ cost fallacy.

a total　b fixed　c sunk　d hidden

14 "Ninety percent survive" and "ten percent die" mean the same thing, but people often react differently to them. This is called the ＿＿＿ effect.

a anchoring　b bandwagon　c spacing　d framing

15 The more people there are around, the less likely each person is to help someone in trouble. This is known as the ＿＿＿ effect.

a bystander　b halo　c placebo　d spotlight

16 Thinking "I knew it all along" after learning the result of an event is called ＿＿＿ bias.

a foresight　b confirmation　c hindsight　d attention

17 Waiting for a bigger reward later instead of taking a smaller one now is called delayed ＿＿＿.

a payment　b gratification　c punishment　d reaction

18 When many well-known findings in psychology could not be reproduced in repeated studies, people began to talk about a ＿＿＿ crisis.

a replication　b energy　c financial　d identity

◆ Ⅳ 下線部の意味に最も近いものを選べ

19 People do not always make <u>rational</u> decisions.

a public　b logical　c quick　d emotional

20 It is often easier to <u>go along with</u> the group than to stand alone.

a leave　b follow　c argue with　d lead

21 Later studies <u>cast doubt on</u> the original conclusion.

a clearly explained　b made people question
c repeated exactly　d strongly supported

22 The researchers found that the effect of the program was <u>modest</u>.

a fairly small　b very large　c harmful　d permanent

◆ Ⅴ 設問に答えよ

23 次の英文を和訳せよ。We tend to look for information that supports what we already believe.

24 次の日本文を英訳せよ。努力は大切だが、正しいやり方を使うことも同じくらい大切だ。

1 **b　predict**
待てた子が後に成績がよかった→幼い時の自制心が将来の成功を「予測する」。prevent（妨げる）は逆の向き。tend to（傾向がある）なので「原因になる」とまでは言っていない点にも注意。

2 **a　It seemed to show that self-control in childhood was linked to later success.**
became popular as evidence that ～ の言いかえ。家庭環境は2018年の追試で考慮された要因で、元の研究の話ではない。「お菓子は体に悪い」は本文にない。

3 **a　待つことができた時間と、後の学業の成績**
直前の文 a link between waiting and later achievement を受ける。the は「すでに出たもの」の合図なので、前の文で同じ名詞を探す。

4 **d　It is a mistake to predict a child's life from just one test.**
A single test … cannot tell us＝1つのテストでは分からない。「自制心は全く関係ない」は do not mean that self-control is unimportant と矛盾する言い過ぎ。追試は結論を「弱める」方向の修正。

5 **a　The 2018 study included a larger number of children than the original one.**
a larger and more varied group の言いかえ。追試でも関連は「あった（did find）が小さい」ので no link at all は逆。家庭環境を考慮したのは追試の方。

6 **d　(D)**
they は直前の nudges。ナッジの定義（禁止や罰金と違い選択の自由を残す）→ Critics, however（それでも批判がある）の流れ。(C) に入れると they が指すものがない。

7 **a　bias**
status quo bias＝現状維持バイアス。すでに選ばれている物に流される傾向。aversion（嫌うこと）だと「現状を嫌う」になり stick with と逆。

8 **a　choose not to take part**
opt out＝（制度から）抜けることを選ぶ。⇔ opt in（参加を選ぶ）。初期設定が「提供する」の国では、何もしなければドナーのまま。

9 **c　Nudges force people to make a particular choice.**
ナッジは選択の自由を残す工夫で、強制（force）ではない。「気づかないうちに誘導される」という懸念は Critics の文で一致。→ シートの『よくある誤解』

10 **b　confirmation**
confirmation bias＝確証バイアス。confirm（確かめる）＝自分の考えを確かめる情報ばかり集める。対策は反対の意見をあえて探すこと。

11 **d　anchoring**
anchoring effect＝アンカリング効果。最初に見た数字が「いかり（anchor）」となって判断の基準になる。Tversky & Kahneman (1974)。

12 **d　aversion**
loss aversion＝損失回避。同じ額なら損を得より重く感じる。aversion＝嫌悪。「今買わないと損」という広告が効く理由。

13 **c　sunk**
sunk cost fallacy＝サンクコストの誤り。sunk＝沈んだ（もう戻らない）。取り戻せない費用にこだわって、損を広げてしまう。

14 **d　framing**
framing effect＝フレーミング効果。同じ内容でも言い方（枠組み＝frame）で選択が変わる。anchoring は数字の基準の話で、言い方の違いではない。

15 **a　bystander**
bystander effect＝傍観者効果。責任の分散（diffusion of responsibility）が原因とされる。the 比較級, the 比較級 の文の読み取りも頻出。

16 **c　hindsight**
hindsight bias＝後知恵バイアス。hindsight＝後から見ること。⇔ foresight（先見の明）。after learning the result が手がかり。

17 **b　gratification**
delayed gratification＝満足の遅延。マシュマロ実験が調べた力。gratify＝満足させる。

18 **a　replication**
replication crisis＝再現性の危機。replicate＝複製する・再現する。could not be reproduced が言いかえ。追試の話は心理の長文の最新の定番。

19 **b　logical**
rational＝合理的な＝logical。not always（いつも～とは限らない）は部分否定。emotional は rational と対になる語で、意味は逆。

20 **b　follow**
go along with＝～に従う・合わせる。stand alone（一人だけ違う立場をとる）との対比。Asch の同調実験の話でよく出る表現。

21 **b　made people question**
cast doubt on＝～に疑いを投げかける。スタンフォード監獄実験やマシュマロ実験の「その後」の話で頻出。strongly supported は逆。

22 **a　fairly small**
modest＝（量・程度が）控えめな、大きくない。「謙虚な」の意味だけで覚えていると取れない。成長マインドセットの効果が「平均すると小さい」話で使われる。

23 **私たちは、すでに信じていることを支持する情報を探しがちだ。**
採点ポイント：tend to do（～しがちだ）／that は関係代名詞（information を修飾）／what we already believe（すでに信じていること）。確証バイアスの説明文。

24 **Effort matters, but so does using the right strategy.**
採点ポイント：so does＋主語（～もそうだ）／matter（重要だ）。別解：Effort is important, but using the right method is just as important.

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