

## 第1問

(1)

確かに、人間に関しては、自尊心、威厳、達成に由来する実体のない強化のほうが物質的な報酬よりもはるかにやる気を起こさせうる。動物にとって、自分には何らかの目的があると感じることが重要であり、社会的動物にとっては、その目的には他者との意味ある交流が含まれており、そして協力で得られる自尊心は、クラッカーをもらうのよりも重要かもしれないということもありうるのだろうか。

(2)

When looking at the behavior of wild animals and those in captivity, we can see certain similarities. In both groups there are examples of animals voluntarily cooperating with humans, and each, in their own ways, gains something from this. By cooperating with humans, and sometimes even manipulating them, captive animals feel some sense of control over their lives. They receive rewards and even reward their captors with cooperation when they are shown respect. Wild animals also seem to derive satisfaction from such inter-species cooperation. In the case of the dolphins mentioned, they were motivated by the potential reward of abundant fish. Also, like some animals in captivity, they seem to reward humans who show them respect by cooperating with them.

(120 words)

(3)

In my opinion, the text as a whole doesn't give a coherent answer to this question. When discussing this question in terms of captive animals, the writer does give several examples of things that would motivate animals to cooperate, such as to overcome boredom, and to achieve some level of independence and control. With wild animals, however, although the text gives a detailed example of how they cooperate with humans, there aren't any theories given for why they would want to do so other than to get food. In the beginning the writer asserts that animals are motivated by more than rewards, such as food, but in the case of wild animals, this is the only example given. (118 words)

## 第2問

(1)

私は、そうした学校が統計値を改ざんしているということをほのめかしているわけではないが、それでも、そうした学校の言明を鵜呑みにしてはならない。なぜだろうか。MBAを取得しようとする人たちは、そうした人たちとは異なるからだ。この2つの集団の間の収入格差は、MBAの学位そのものとはなんの関係もない非常に多くの理由によるものだ。

(2)

The swimmer's body illusion presented in this passage refers to the problem we have in understanding the relationship of cause and effect and how we confuse selection factors with results. People often strive for self-improvement and are naturally drawn to what seems to offer perfection or success, be it cosmetics, or an education at a prestigious university. They don't realize that those portrayed as having benefitted from these things simply have inbuilt qualities that enable them to achieve high standards and that they are offered the chance to succeed because of these qualities. If affected by this illusion, you might struggle in vain to change the unchangeable, so you have to be careful not to be influenced by it. (119 words)

(3)

Some people may disagree with the author's opinion for the following reasons. It is true that for many people it is mainly their natural talents and qualities and not what they do or use that are the key to their success. However, there are also many people whose success can be attributed to hard work and dedication rather than their innate qualities. For example, we often hear success stories of athletes who have worked hard to overcome their natural physical handicaps. The author's theory doesn't seem to allow for such cases. Also, the author doesn't take into account the element of luck. Sometimes people simply achieve success because they are in the right place at the right time.

(118 words)