

Unit 1

Transformation

Nothing endures but change.

—Heraclitus

Section One

Focus-based Reading

All set for another revolution

As China pursues a development initiative that focuses on technological innovation, the battle for leadership in next-generation information technology, especially artificial intelligence, becomes a key policy priority and part of its “comprehensive national power”.

It should be noted that this course of development follows the conditions of the fourth industrial revolution. In the modern world, the technological and innovative factors directly affect the economic superiority of the state. The three previous industrial revolutions saw the rise of nations and regions such as the United Kingdom, the United States and the “Asian Tigers”.

That is why China, mindful (留意的) of the realities of the modern world, is actively digitizing its economy. The Digital Silk Road was put forward in 2017 with an eye on the transition to the platform of the fourth industrial revolution. In his speech, Chinese President Xi Jinping noted that the Belt and Road Initiative (BRI) should become a road for innovation, namely the Digital Silk Road of the 21st century. According to him, for the implementation of the BRI, China has made visible efforts to create an intellectual Silk Road.

The Digital Silk Road project plans to create next-generation digital and telecommunications infrastructure around the world, from telecommunications and smart city projects in Asia and Africa to 5G communications projects in Europe.

Notably (明显地), three main directions have been implemented within the framework of the Digital Silk Road.

The first and foremost direction is e-commerce. It is an essential element in the implementation of the Digital Silk Road and plays a decisive role in the digitization of the global economy. Chinese e-commerce giants such as Alibaba and JD have already confirmed their participation in “Digital Silk Road” projects. For instance, JD announced its intention to create warehouses for the storage and transfer of various goods from more than 100 countries and regions, including countries involved in the BRI.

The implementation of the Digital Silk Road will also allow Chinese corporations to enter lucrative (获利丰厚的) new markets, especially in South and Southeast Asia. In 2017, Alibaba partnered with Malaysia to create the first digital free trade zone under the Digital Silk Road framework, which includes a regional logistics center serving Southeast Asia, an e-commerce platform and a digital payment system.

The expansion of e-commerce and cross-border transactions at the regional level has the added benefit of accelerating the internationalization of the renminbi and application of mobile payment platforms in the countries involved in the BRI. For example, Alipay operates directly or through local operators in more than 40 countries in Europe and Asia.

The rapid growth of foreign and electronic trade has revealed the need for major changes in the transport and logistics system of the BRI. Automation of customs procedures with the help of IT projects of the Digital Silk Road can significantly reduce the waiting time for goods by a European or Chinese customer.

The second direction is the construction of the latest innovative infrastructure in the countries involved in the BRI. Through the implementation of the Digital Silk Road, China aims to become a world leader in creating and providing infrastructure in the digital sphere, including 5G technology, fiber optic cables (光缆) used to transmit data over the internet, and data centers for storage.

Echoing the Digital Silk Road, Chinese state-owned enterprises and private corporations are investing heavily in the development of these areas of digital infrastructure. China Telecom, China Unicom and China Mobile have already begun running submarine and terrestrial (陆地上的) fiber optic cables in the countries involved in the BRI, which transmit huge amounts of information via the internet. These projects will not only improve digital connectivity (连接) in underserved (服务不足) countries of Central and Southeast Asia, but also significantly speed up the transfer of data from the internet, as well as provide a direct internet route between Belt and Road countries.

The third direction is the development of advanced technologies. China is focusing on developing advanced technologies such as the Beidou Navigation Satellite System, as a means of strengthening integration and mutual connectivity in the countries involved in the BRI.

AI is another area. According to Huawei Global Industry Vision, in 2025, 77 percent of the world's population will have access to the internet, and 80 percent to mobile communications. The introduction of AI will help process the incredibly large volumes of data incurred, rendering the various aspects of the Belt and Road more predictable and simplifying the organization of

logistics channels.

Regarding the above three main innovative areas, the Digital Silk Road has its own internal and external prerequisites (前提). China has all the resources to provide developing countries with infrastructure development and technology transfer that they would not otherwise have access to. China's significant achievements in the growth of e-commerce, AI, financial technology, etc. are crucial for the transition to digitization along the New Silk Road.

Domestically, the development of the Digital Silk Road will contribute to economic growth, create jobs, and improve people's well-being. Thus, the Digital Silk Road, through the introduction of innovative technologies, will become an incentive for development and prosperity.

Technological development and international connections in the digital space will play a critical role in determining the outcome of the great power competition that will ultimately shape the international order in the Asia-Pacific region and around the world.

Against the background of the fourth industrial revolution, innovative technologies are becoming a decisive factor in microeconomic development, as well as in the competition of great powers for global and regional influence.

来源: <https://www.chinadaily.com.cn/a/202310/19/WS6530745da31090682a5e963d.html>.

I. Vocabulary

Directions: Deepen your understanding of vocabulary below by taking notes on the lines in the box using familiar languages or symbols.

battle	transition	namely	visible	intellectual
_____	_____	_____	_____	_____
framework	decisive	warehouse	transfer	regional
_____	_____	_____	_____	_____
procedure	route	volume	simplify	incentive
_____	_____	_____	_____	_____

Directions: Fill in the blanks with the words from the box above. Change the form where necessary. There are 5 extra choices you do not need to use.

1. She took out a map and indicated the quickest _____ to us.
2. The government _____ many characters so that more people could learn to read.
3. The Supreme Court will ensure that the proper _____ have been followed.
4. Extra credit (学分) is always a good _____ for students.
5. She has fought a constant _____ with her weight.
6. The way they treat each other is _____ to the way they treat knowledge and

profession.

7. Some Americans see Oxford as a(n) _____ Disneyland.
8. How do you measure the _____ of a gas?
9. The warning lights were clearly _____.
10. We need to concentrate on our target audience, _____ women aged between 20 and 30.

II. Translation

Directions: *Translate the following sentences into Chinese.*

1. In the modern world, the technological and innovative factors directly affect the economic superiority of the state.

2. The Digital Silk Road was put forward in 2017 with an eye on the transition to the platform of the fourth industrial revolution.

3. Chinese e-commerce giants such as Alibaba and JD have already confirmed their participation in “Digital Silk Road” projects.

4. The rapid growth of foreign and electronic trade has revealed the need for major changes in the transport and logistics system of the BRI.

5. China is focusing on developing advanced technologies such as the Beidou Navigation Satellite System, as a means of strengthening integration and mutual connectivity in the countries involved in the BRI.

III. Critical Thinking

Directions: *Think and discuss the following questions with your partner. If necessary, other languages or nonverbal codes such as body language can be used to complement your expression.*

1. Can you introduce the three main directions of developing the Digital Silk Road?

2. How much have you learned about the industrial revolutions?

Relevant Words & Expressions

comprehensive national power 综合国力
 the fourth industrial revolution 第四次工业革命
 the “Asian Tigers” “亚洲四小龙”
 the Digital Silk Road 数字丝绸之路
 digital free trade zone 数字自由贸易区
 cross-border transaction 跨境交易
 state-owned enterprises 国有企业
 the Beidou Navigation Satellite System 北斗卫星导航系统
 Huawei Global Industry Vision 华为全球产业愿景
 the Asia-Pacific region 亚太地区
 microeconomic development 微观经济发展

Section Two Practice-based Reading

Passage A

BRI playing critical role in structural transformation

The world needs strong engines for sustainable growth, and infrastructure for trade and connectivity is key to that. The Belt and Road Initiative, proposed by President Xi Jinping in 2013, aims to promote infrastructure for enhancing connectivity and to build a global community for a shared future. So far, more than 150 countries and over 30 international organizations have supported the BRI.

Ten years on, evidence suggests that the BRI has played a critical role in addressing local and regional infrastructure bottlenecks, facilitated trade, generated jobs and contributed to structural transformation. As global economic growth has been weak, and the progress made by developing countries has been rolled back, the BRI has become even more important, serving as a global public good to add steam to sluggish (缓慢的) growth internationally.

The World Bank estimates that 60 percent of low-income countries are heavily indebted and at high risk of debt distress. A recent flagship study from Boston University’s Global Development Policy Center showed that China’s global economic engagement has led to solid benefits to countries and regions involved in the BRI as well as the world economy.

First, China has brought in new resources to the Global South. “China’s development finance institutions provided approximately half a trillion dollars, and at least \$331 billion during

the period of 2013—2021. In Africa, Chinese DFI financing stood at \$123 billion from 2008—2021, and \$91 billion during BRI years. In addition, Chinese commercial and other actors provided \$30 billion to African governments from 2008 to 2021, and \$23 billion during the BRI period,” according to estimation by the Global Development Policy Center at Boston University.

Chinese development finance is complementary to existing financing sources but indispensable because it is long-term, focused on a clear mission, result-driven and transformative.

Second, China, together with host countries, has co-established a new model of South-South Cooperation, implemented and completed a great number of infrastructure projects, helped address development bottlenecks and promoted economic growth and job creation. Our own study has found that these completed projects are located in the poorest countries in the most backward sectors such as electricity, transportation, water and telecommunications. They have formed the public assets, started operations and generated jobs, revenues, incomes, and social benefits to the local communities.

For instance, the China-Europe Railway Express, which links over 200 cities in 25 European countries, has carried more than 6.4 million twenty-foot equivalent units of freight with an accumulated value of nearly \$300 billion. Other examples include: standard gauge (轨距) railways in Kenya and Laos; highways in Cambodia, Mongolia, Laos, Jamaica and Ethiopia; high-speed railways in Serbia and Indonesia; and hydropower (水力发电) stations in many countries.

These completed projects have formed the global public goods/assets that reduce the vulnerabilities in host countries, something that international community had wanted to build.

Third, Chinese finance has leveraged, or “crowded in”, more private funds, including from the international bond market, from FDI, sovereign (具有独立主权的) wealth funds and other equity investors for development. After the Chinese projects addressed the bottlenecks in water, electricity and transport, cost of doing business has been reduced, and private investors have been attracted to these lower-income or landlocked (内陆的) countries.

However, infrastructure development has been a global problem since it is extremely complex. These projects are lumpy (笨拙的), risky and require a huge amount of financial resources and take a long time (three to five years) to complete. All projects are confronted with not only the operational risk, financial risk, the currency and term mismatch, but also macroeconomic, geopolitical and environmental/climate risks.

Fourth, debt sustainability. Although the accusation of “debt trap” diplomacy has been discredited (使不相信) as groundless, Chinese loans, on average, account for around 10 percent of total external debt in African countries. Some countries, such as Zambia, Sri Lanka and Kenya, have a higher debt burden. In order to promote sustainable investment and sound risk management, it is imperative to design and implement a “debt sustainability framework” for low-income market-access countries or MAC, for high-quality development of the BRI.

In 2019, the Chinese Ministry of Finance designed and published “Debt Sustainability

Framework for Low-Income Countries of the BRI". This year, the ministry designed and published "DSF for Market-Access Countries of the BRI" in order to cover all the BRI countries.

The Chinese government has attached great importance to dealing with debt distress, by supporting capacity development to improve debt analysis and risk management, and by participating in multilateral roundtables for debt restructuring in debt-distressed countries.

The newly published "DSF for MAC of the BRI" is timely, comprehensive, pertinent (切题的) and innovative, for the following reasons.

First, it views the sovereign debt risk from the perspective of development. For market-access countries, especially developing countries among them, the key to improving debt sustainability is economic growth. To that end, the "DSF for MAC of the BRI" stresses the relationship between debt dynamics and medium-and long-term economic growth, and believes that debt risks should be controlled on the basis, and in the process, of promoting economic growth.

Second, the "DSF for MAC of the BRI" is a non-mandatory (非强制性的) policy tool. It does not constitute a new conditionality. Financial institutions in China and other BRI economies are encouraged to use the framework to assess debt sustainability of BRI market-access economies, manage risks and make investment and financing decisions based on sound analyses. This approach is more flexible and reduces the risk of limiting borrowing in a "pro-cyclical (顺周期)" fashion. It allows financial institutions to make an informed decision by themselves on whether to invest in this country or not.

Third, the DSF has taken into account climate change and severe weather disasters in assessing total risk. They are first included in the "triggered stress test" section, and then in the "long-term debt projection" section.

In sum, this "DSF for MAC of the BRI" is timely, comprehensive and innovative. If implemented carefully, it will play an important role in the development of a high-quality, green and sustainable BRI in the next stage.

来源: <https://www.chinadaily.com.cn/a/202310/23/WS6535d5dea31090682a5ea1ab.html>.

I. Vocabulary

Directions: Deepen your understanding of vocabulary below by taking notes on the lines in the box using familiar languages or symbols.

engine	facilitate	distress	solid	indispensable
_____	_____	_____	_____	_____
revenue	accumulate	currency	accusation	trigger
_____	_____	_____	_____	_____

Directions: Fill in the blanks with the words from the box above. Change the form where necessary.

1. Tourism is the country's biggest foreign _____ earner.
2. _____ turn to liquids at certain temperatures.
3. The illness is _____ by a chemical imbalance in the brain.
4. The new airport will _____ the development of tourism.
5. The central business district is a(n) _____ part of a modern city.
6. My car had to have a new _____.
7. I don't want to make a(n) _____ until I have some proof.
8. The team _____ four points with one win and two losses.
9. She was obviously in _____ after the attack.
10. The company's annual _____ rose by 30%.

II. Reading Comprehension

Directions: Read the following statements and then decide whether each of them is true(T) or false(F) based on the information in the text.

1. The BRI has received backing from more than 30 international organizations and over 150 nations. ()
2. According to the estimates from the World Bank, sixty percent of low-income nations are less likely to suffer debt distress. ()
3. African countries received \$30 billion from Chinese commercial and other sources between 2008 and 2021 as well as \$23 billion during the Belt and Road Initiative. ()
4. In general, approximately 10% of African countries' total external debt comes from Chinese loans. ()
5. There are four reasons to explain why the "DSF for MAC of the BRI" is comprehensive and innovative. ()

III. Translation

Directions: Study the vocabulary and expressions in bold, and try to translate the Chinese sentences with the words and phrases in the brackets.

1. China, **together with** host countries, has co-established a new model of South-South Cooperation.

together with: in addition to

那时我和父母正在公园散步。(together with)

2. Although the accusation of “debt trap” diplomacy has been discredited as groundless, Chinese loans, **on average**, account for around 10 percent of total external debt in African countries.

on average: on a level which is usual

平均每年有400人死于这种疾病。(on average)

3. The Chinese government has **attached** great **importance to** dealing with debt distress.

attach importance to: to take sth. seriously

我们应该重视儿童心理健康。(attach importance to)

4. **To that end**, the “DSF for MAC of the BRI” stresses the relationship between debt dynamics and medium-and long-term economic growth.

to that end: in order to achieve that

为此, 我提出以下四点建议。(to that end)

5. Third, the DSF has **taken into account** climate change and severe weather disasters in assessing total risk.

take into account: to allow or plan for a certain possibility

买房时, 人们通常会考虑房子的价格、位置、环境等因素。(take ... into account, surroundings)

Passage B

Water shouldn't be taken for granted

A) This year's World Food Day celebrates one of the planet's most precious resources: water. It's essential to life on Earth. It covers the majority of the planet's surface, makes up over 50 percent of our bodies, helps keep us fed, supports livelihoods and is central to achieving the 2030 Agenda for Sustainable Development and the Sustainable Development Goals (SDGs). So how should we approach the complex challenge of shielding our existing freshwater re-

sources and aquatic (水生的) food systems from pollution and the impacts of the climate crisis, while ensuring that people have equal access to water?

- B) With about 70 percent of all freshwaters going to agriculture, changing the ways we produce our food, fiber, and other agricultural products is the most crucial task. It is also where failure to act will have the gravest consequences.
- C) Freshwater is not infinite, and we need to stop taking it for granted. Consider that over the last two decades, each of us on earth has lost approximately one-fifth of the freshwater available to us. For some people, the reality is much worse. In some regions, in fact, it runs closer to one-third. Unless we act urgently, we are on course to increase our water use by more than a third by 2050 globally, given our planet's growing population. That means, collectively, we risk reaching a point of no return.
- D) Rapid population growth, urbanization, industrialization, economic development, and the climate crisis have all taken a toll on our water resources. Combined with water pollution, over-extraction (过度开采) and lack of coordinated management, this creates a complex mix of overlapping (重叠的) challenges.
- E) Increased extreme weather events, drought and flooding are stressing our ecosystems, with daunting consequences for global food security. Smallholder farmers, particularly the poor, women, youth, indigenous peoples, migrants, and refugees, are the most vulnerable.

» Approaching a complex challenge

- F) At the heart of the balancing act to address these combined challenges must be securing sufficient water for agriculture, while reconciling the competing water needs of other economic activities, especially as urbanization accelerates.
- G) Good governance is crucial for sustainable and equitable water allocation, through an integrated and inclusive approach with all partners. Water governance and tenure (使用权), water pricing, regulations, and incentive measures, are needed to drive change and ensure equitable access to clean and safe water resources.
- H) We need to implement integrated water resources management through coordinated development and management of water, land, and related resources to maximize human well-being, without compromising the sustainability of vital ecosystems. For this we need both national and regional designs.
- I) Investment in innovative, efficient water management practices is vital, including in modern irrigation and storage technologies and science-based solutions to address water scarcity and harnessing flooding; so that we are building a water-saving and resilient (能复原的) society, including through managing more effectively the water-food-energy nexus.

» Action on the ground

- J) We can and are working to make these things happen. For example, in the Sahel FAO is providing mechanization opportunities to farmers to improve their water infrastructure and

is supporting rural women and their households to access water.

- K) Globally, irrigated land produces 40 percent of food from 20 percent of arable (耕种的) land—yet it remains an untapped (未开发的) potential. To help deliver on this potential, FAO is developing a global irrigation needs and potential mapping methodology, and we look forward to working with countries to implement it.
- L) Appropriate financing mechanisms and investments, at the right and big scale, are key to building and maintaining capital-intensive infrastructure. Resilience-based solutions are key. Prioritizing green and blue infrastructure to promote agriculture and fisheries respectively can enhance water quality, maintain biodiversity and provide other benefits to agrifood systems and rural areas.
- M) In Sri Lanka and Zambia, for example, FAO is piloting multifunctional paddy fields for fish and shrimp farming, in addition to rice production. Such value-added infrastructure generates benefits by recharging groundwater, controlling floods and providing ecosystem services.

» All actors must be on board

- N) We can and must do more, together, with all the various actors making their distinct, yet inter-related contributions. Governments need to design science-and evidence-based policies that capitalize on data and innovation, and coordinate across sectors to plan and manage water better. Water, energy and food are inextricably (密不可分地) linked, and for policies to be successful, it's important they manage often-competing interests without compromising the health of our ecosystems.
- O) Our farmers need to become agents of water management and be equipped with the right tools to perform that function sustainably. Farmers, forest-dependent people, livestock producers and those working in the blue economy of fisheries and aquaculture (水产养殖) already manage water on a daily basis. Supporting and encouraging them to take leadership in finding and implementing water solutions is both the obvious and the smart thing to do.
- P) Businesses need to become water stewards (管理员). That means making concrete commitments to improving water use efficiency and reducing pollution across the supply chain. This doesn't just benefit nature and society, but businesses too. Taking water governance seriously can boost their reputation and profits and help them avoid risks that water scarcity, floods and pollution could pose to operations in the future.
- Q) Let me underline again that all of us need to stop taking water for granted. Making informed decisions about the products we buy, wasting less water and preventing flooding disaster and pollution are easy ways for everybody to contribute to positive action for a future of prosperity for people and the planet. They are central to achieving what we at FAO refer to as the Four Betters: better production, better nutrition, a better environment and a better life—to ensure no one is left behind.

来源: <https://www.chinadaily.com.cn/a/202310/16/WS652cf20aa31090682a5e8cf8.html>.

I. Reading Comprehension

Directions: Now you are going to read ten statements. Each statement contains information given in one of the paragraphs in Passage B above. Identify the paragraph from which the information is derived. You may choose a paragraph more than once. Each paragraph is marked with a letter.

1. Our ecosystems are being influenced by more extreme weather events so seriously that they are likely to threaten global food security. ()
2. Multifunctional paddy fields are used not only for rice production but also for fish and shrimp farming in Sri Lanka and Zambia. ()
3. Water is one of the most precious resources on earth partly because it constitutes more than half of our bodies. ()
4. One of the key solutions is to give priority to green and blue infrastructure so as to improve agriculture and fisheries. ()
5. In the Sahel rural women and their families can have access to water with the help of FAO. ()
6. It is good governance that plays a crucial role in guaranteeing sustainable and reasonable water allocation. ()
7. FAO is working for global irrigation needs in order to help fulfill the potential of irrigated land. ()
8. Individuals can make contributions to a prosperous future of the earth through wasting less water, preventing pollution and so on. ()
9. What poses challenges to water resources is involved in urbanization, economic development, over-extraction, etc. ()
10. Modern irrigation and storage technologies are included in these efficient water management practices. ()

II. Vocabulary in Context

Directions: From the three choices marked A, B and C, choose the one that has the best meaning for the italicized word in the sentence.

1. It is also where failure to act will have the *gravest* consequences. ()
 A. most serious B. most hopeful C. most direct
2. Freshwater is not *infinite*, and we need to stop taking it for granted. ()
 A. lasting B. endless C. generous
3. Unless we act urgently, we are *on course* to increase our water use by more than a third by 2050 globally, given our planet's growing population. ()
 A. certain B. required C. scheduled

4. Governments need to design science-and-evidence-based policies that *capitalize on* data and innovation, and coordinate across sectors to plan and manage water better. ()

- A. cut down on B. make use of C. count on

5. Investment in innovative, efficient water management practices is vital, including in modern irrigation and storage technologies and science-based solutions to address water *scarcity* and harnessing flooding. ()

- A. shortage B. source C. pollution

III. Translation

Directions: *Translate the following sentences into Chinese.*

1. This year's World Food Day celebrates one of the planet's most precious resources: water.

2. With about 70 percent of all freshwaters going to agriculture, changing the ways we produce our food, fiber, and other agricultural products is the most crucial task.

3. Consider that over the last two decades, each of us on earth has lost approximately one-fifth of the freshwater available to us.

4. Rapid population growth, urbanization, industrialization, economic development, and the climate crisis have all taken a toll on our water resources.

5. Our farmers need to become agents of water management and be equipped with the right tools to perform that function sustainably.

Passage C

Why facts don't change our minds

A) The economist J. K. Galbraith once wrote, "Faced with a choice between changing one's

mind and proving there is no need to do so, almost everyone gets busy with the proof.”

- B) Leo Tolstoy was even bolder: “The most difficult subjects can be explained to the most slow-witted (头脑迟钝的) man if he has not formed any idea of them already; but the simplest thing cannot be made clear to the most intelligent man if he is firmly persuaded that he knows already, without a shadow of doubt, what is laid before him.”
- C) What’s going on here? Why don’t facts change our minds? And why would someone continue to believe a false or inaccurate idea anyway? How do such behaviors serve us? Humans need a reasonably accurate view of the world in order to survive. If your model of reality is wildly different from the actual world, then you struggle to take effective actions each day. However, truth and accuracy are not the only things that matter to the human mind. Humans also seem to have a deep desire to belong.
- D) In *Atomic Habits*, I wrote, “Humans are herd animals. We want to fit in, to bond with others, and to earn the respect and approval of our peers. Such inclinations are essential to our survival. For most of our evolutionary history, our ancestors lived in tribes. Becoming separated from the tribe—or worse, being cast out—was a death sentence.”
- E) Understanding the truth of a situation is important, but so is remaining part of a tribe. While these two desires often work well together, they occasionally come into conflict. In many circumstances, social connection is actually more helpful to your daily life than understanding the truth of a particular fact or idea. The Harvard psychologist Steven Pinker put it this way, “People are embraced or condemned according to their beliefs, so one function of the mind may be to hold beliefs that bring the belief-holder the greatest number of allies, protectors, or disciples (门徒), rather than beliefs that are most likely to be true.”
- F) We don’t always believe things because they are correct. Sometimes we believe things because they make us look good to the people we care about. I thought Kevin Simler put it well when he wrote, “If a brain anticipates that it will be rewarded for adopting a particular belief, it’s perfectly happy to do so, and doesn’t much care where the reward comes from—whether it’s pragmatic (务实的) (better outcomes resulting from better decisions), social (better treatment from one’s peers), or some mix of the two.”
- G) False beliefs can be useful in a social sense even if they are not useful in a factual sense. For lack of a better phrase, we might call this approach “factually false, but socially accurate.” When we have to choose between the two, people often select friends and family over facts. This insight not only explains why we might hold our tongue at a dinner party or look the other way when our parents say something offensive, but also reveals a better way to change the minds of others.
- H) Convincing someone to change their mind is really the process of convincing them to change their tribe. If they abandon their beliefs, they run the risk of losing social ties. You can’t expect someone to change their mind if you take away their community too. You have to give them somewhere to go. Nobody wants their worldview torn apart if loneliness is the outcome.

- I) The way to change people's minds is to become friends with them, to integrate them into your tribe, to bring them into your circle. Now, they can change their beliefs without the risk of being abandoned socially.
- J) The British philosopher Alain de Botton suggests that we simply share meals with those who disagree with us: "Sitting down at a table with a group of strangers has the incomparable and odd benefit of making it a little more difficult to hate them with impunity (不受惩罚). Prejudice and ethnic strife (冲突) feed off abstraction. However, the proximity required by a meal—something about handing dishes around, unfurling (展开) napkins at the same moment, even asking a stranger to pass the salt—disrupts our ability to cling to the belief that the outsiders who wear unusual clothes and speak in distinctive accents deserve to be sent home or assaulted. For all the large-scale political solutions which have been proposed to salve (缓解) ethnic conflict, there are few more effective ways to promote tolerance between suspicious neighbours than to force them to eat supper together." Perhaps it is not difference, but distance that breeds tribalism and hostility. As proximity increases, so does understanding. I am reminded of Abraham Lincoln's quote, "I don't like that man. I must get to know him better."
- K) Years ago, Ben Casnocha mentioned an idea to me that I haven't been able to shake: The people who are most likely to change our minds are the ones we agree with on 98 percent of topics.
- L) If someone you know, like, and trust believes a radical idea, you are more likely to give it merit, weight, or consideration. You already agree with them in most areas of life. Maybe you should change your mind on this one too. But if someone wildly different from you proposes the same radical idea, well, it's easy to dismiss him/her as a crackpot (怪人). One way to visualize this distinction is by mapping beliefs on a spectrum (光谱). If you divide this spectrum into 10 units and you find yourself at Position 7, then there is little sense in trying to convince someone at Position 1. The gap is too wide. When you're at Position 7, your time is better spent connecting with people who are at Positions 6 and 8, gradually pulling them in your direction.
- M) The most heated arguments often occur between people on opposite ends of the spectrum, but the most frequent learning occurs from people who are nearby. The closer you are to someone, the more likely it becomes that the one or two beliefs you don't share will bleed over into your own mind and shape your thinking. The further away an idea is from your current position, the more likely you are to reject it outright. When it comes to changing people's minds, it is very difficult to jump from one side to another. You can't jump down the spectrum. You have to slide down it.
- N) Any idea that is sufficiently different from your current worldview will feel threatening. And the best place to ponder a threatening idea is in a non-threatening environment. As a result, books are often a better vehicle for transforming beliefs than conversations or debates.
- O) There is another reason bad ideas continue to live on, which is that people continue to talk

about them. Silence is death for any idea. An idea that is never spoken or written down dies with the person who conceived it. Ideas can only be remembered when they are repeated. They can only be believed when they are repeated.

- P) Let's call this phenomenon Clear's Law of Recurrence: The number of people who believe an idea is directly proportional to the number of times it has been repeated during the last year—even if the idea is false.

来源: 2021年12月大学英语六级考试真题Part III Reading Comprehension Section B。

I. Reading Comprehension

Directions: Now you are going to read ten statements. Each statement contains information given in one of the paragraphs in Passage C above. Identify the paragraph from which the information is derived. You may choose a paragraph more than once. Each paragraph is marked with a letter.

1. According to the author, humans can hardly survive if separated from their community. ()
2. People often accept false beliefs because they prioritize social bonds rather than facts. ()
3. Most often people learn from those close to them. ()
4. Sometimes people adopt certain beliefs in order to leave a favorable impression on those dear to them. ()
5. Compared with face-to-face communication, books often provide a better medium for changing people's beliefs. ()
6. On many occasions in daily life, people benefit more from their social bonds than from knowing the truth. ()
7. If you want to change somebody's beliefs, you should first establish social connection with them. ()
8. Humans cannot survive without a fair knowledge of the actual world. ()
9. Repetition of bad ideas increases their chances of being accepted. ()
10. Nobody is willing to give up their beliefs at the risk of getting isolated. ()

II. Vocabulary in Context

Directions: From the three choices marked A, B and C, choose the one that has the best meaning for the italicized word in the sentence.

1. And why would someone continue to believe a false or *inaccurate* idea anyway? ()
A. complicated B. incorrect C. vague
2. Becoming separated from the tribe—or worse, being *cast out*—was a death sentence. ()

- A. driven away B. put aside C. settled down
3. If they *abandon* their beliefs, they run the risk of losing social ties. ()
- A. alter B. quit C. modify
4. An idea that is never spoken or written down dies with the person who *conceived* it. ()
- A. concealed B. cheated C. formulated
5. Let's call this *phenomenon* Clear's Law of Recurrence. ()
- A. circumstance B. regulation C. formula

III. Translation

Directions: *Translate the following paragraph into Chinese.*

False beliefs can be useful in a social sense even if they are not useful in a factual sense. For lack of a better phrase, we might call this approach “factually false, but socially accurate.” When we have to choose between the two, people often select friends and family over facts. This insight not only explains why we might hold our tongue at a dinner party or look the other way when our parents say something offensive, but also reveals a better way to change the minds of others.

Key Words & Phrases

battle	<i>n.</i>	战役; 斗争	regional	<i>adj.</i>	地方的, 区域性的
transition	<i>n.</i>	过渡, 转变	procedure	<i>n.</i>	程序; 手续
namely	<i>adv.</i>	即, 也就是	route	<i>n.</i>	路线, 路程
visible	<i>adj.</i>	可见的; 明显的	volume	<i>n.</i>	体积; 容积
intellectual	<i>adj.</i>	智力的	simplify	<i>v.</i>	简化
framework	<i>n.</i>	框架, 结构	incentive	<i>n.</i>	激励, 刺激
decisive	<i>adj.</i>	决定性的	engine	<i>n.</i>	引擎, 发动机
warehouse	<i>n.</i>	仓库; 货仓	facilitate	<i>v.</i>	使便利; 推动
transfer	<i>v.</i>	转移, 搬迁	distress	<i>n.</i>	忧虑; 危难

solid	adj.	坚固的; 坚定的
indispensable	adj.	必不可少的
revenue	n.	收入; 税收
accumulate	v.	积累, 堆积
currency	n.	通货, 货币
accusation	n.	谴责; 指控
trigger	v.	触发, 引起
shield	v.	保护, 防护
crucial	adj.	至关重要的
infinite	adj.	无限的
migrant	n.	移民, 移居者
refugee	n.	难民
reconcile	v.	使协调
equitable	adj.	公正的
allocation	n.	分配; 配置
compromise	v.	妥协; 危及
harness	v.	治理; 利用
potential	n.	潜力; 潜能

prioritize	v.	优先考虑
respectively	adj.	分别地
reputation	n.	名誉; 名声
nutrition	n.	营养
proof	n.	证据; 证明
herd	n.	兽群, 牧群
condemn	v.	谴责, 指责
offensive	adj.	冒犯的
abandon	v.	抛弃; 放弃
conceive	v.	想出, 认为
phenomenon	n.	现象
on course		按预定路线前进
take a toll on		对……造成损害
capitalize on		利用
leave behind		遗弃; 遗忘
cast out		驱逐; 赶走
death sentence		死刑
cling to		坚持



Unit 1 重点单词短语音频