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## Task 2

Read the following article on the psychology of voting. Parts of some sentences are missing. Your task is to fill them in from the list below. Write the letters in the appropriate white boxes as in the example. Remember that there are two extra letters that you do not need.

### *Voters give thumbs-down to baby-faced politicians*



People who look “competent” are far more likely to win US elections than more “baby-faced” politicians, (0) \_\_\_\_\_.

Researchers at Princeton University in New Jersey, US, (7) \_\_\_\_\_ in determining election success. Pairs of photographs of similar-looking candidates who had competed against each other in elections for the US Senate or House of Representatives were shown to more than 800 people.

(8) \_\_\_\_\_ the participants were asked to judge them according to various criteria, including intelligence, likeability, age, competence, trustworthiness, charisma, attractiveness and familiarity. (9) \_\_\_\_\_ the judgement for that pair was discounted.

The researchers found a strong correlation between those candidates judged “competent” and election wins. (10) \_\_\_\_\_ participants correctly predicted the winners in about 70% of the congressional races.

### *Floating voters*

“It’s possible that undecided voters may cast their votes on the basis of who looks the most competent by their face, or even that party leaders are promoted up the ranks according to their ‘competent’ faces,” says Alexander Todorov, (11) \_\_\_\_\_.

“Although the study doesn’t tell us exactly what competence is, its traits include (12) \_\_\_\_\_ and baby-faced people are perceived as lacking in all these qualities, regardless of sex and ethnicity. We often conclude that baby-faced adults are naive, submissive and weak,” says Leslie Zebrowitz from Brandeis University, who wrote a review on the findings of the research.

Her own studies suggest (13) \_\_\_\_\_. “Baby-faced people are more intelligent, better educated and more assertive” than their mature-looking counterparts, she says. This may be because they overcompensate for society’s expectations, she suggests.

“Selecting against baby-facedness could be a contributing factor in (14) \_\_\_\_\_ since women are naturally more baby-faced than men. But the gap narrows when a mature-faced woman competes against a baby-faced man for a job requiring competence,” she told **New Scientist**.

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- A** If a participant recognized any of the candidates' faces,
- B** who led the research
- C** physical strength, social dominance and intellectual shrewdness,
- D** When the candidate has come to a decision
- E** that in reality the opposite is true
- F** After seeing each face for less than a second,
- G** how women see the problem
- H** why there have been no female presidents,
- I** according to a new study
- K** Judging on competence alone,
- L** carried out studies to determine the importance of candidates' facial appearance

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