

Identifying Points of Reference

Words and sentences are related to each other in the text so that there is clear identity between what is being said and what has been said. This identity is signaled by special reference and substitution words.

Read the following sentences:

1. Many more young people acquire a university education today than ever before.

They hope it will give them intellectual satisfaction and a well-paying career.

The words *they*, *it*, *them* are reference words. They point back to the words in the previous sentence.

2. To mark these two features of the university, its intellectual objectives and its inherent class structure, I prefer to characterize the university as an aristocracy of the intellect.

The words *these two features* point forward to the words "its intellectual objectives and its inherent class structure."

3. Which course should I register for? I don't want to take the one given late in the evening.

The word *one* is a substitute for the noun "course."

The following is a list of the most widely used reference and substitute words:

1. Third-person pronoun

Example: Most students adopt the method of "taking notes," of attempting to make an abstract of the argument while it is in progress.

2. This (these), that (those)

Example: Most students are trying to make an abstract of the argument while it is in progress. This is an extremely difficult task.

3. one (ones)

Example: The collapse of the true sporting system is a result of many factors. One is the connection between sport and business.

4. such (+ noun)

Example: Children's language may vary in complexity or size of vocabulary. Such variations, however, are of minor importance.

5. so

Example: The politician is worried about the present economic situation. He thinks the rate of inflation will rise. I think so, too.

6. the former, the latter

Examples: Industrious, useful human beings may be divided into two classes: people for whom work is work and pleasure is pleasure and people for whom work and pleasure are one. The former are the majority. Political authority and education are common sources of social status. The latter, however, is usually easier to achieve.

7. there, then

Examples: Herzog returned from the ascent of Annapurna a changed man. The experiences he underwent there would have destroyed a weaker body and personality. It is at the age of 6 to 9 months that the struggle between trusting and mistrusting the world comes to a climax, for it is then that children first perceive clearly that they and their environment are things apart.

As you can see, reference words can replace (point to) one word, a group of words, or (a) whole sentence(s). If you are unsure of which word(s) is (are) replaced by the reference word, try the substitution test. Replace the

reference word by the word(s) you think it points to and then read the sentence to see if it makes sense in the context.

ACTIVITY 1

Read the following sentences. The reference (substitute) words are in boxes. Underline the word(s) or sentence(s) that the reference (substitute) words replace. The first one is done for you.

1. The press cannot be separated from the movements in popular culture any more easily than the other media. The way it has developed has not protected it from contemporary pressures.
2. Perhaps the approach that philosophy offers will at least provide a framework for a theory of semantics. It would be comforting to think so.
3. Although in recent years, people frequent cinemas less and less, film making is still a major industry. There are a number of reasons for this.
4. The critics argued that although many popular novels claim to be involved with the "values of our civilization," they offer an extreme simplification of experience.
5. British consumers have been left to flounder in a pile of communications from industry, each one having reached them according to the speed of the publicity machine used.
6. To remain profitable, more firms are having to devote time and money to market planning. It is but a short step to persuade them that the information they should work with is that which reflects real needs and not merely the sales reports of their competitors' current models.
7. Our era is distinguished by much discussion on patriotism, social welfare, law, and order. Some people believe that such talk is only a mask to hide private indifference to public issues.
8. In 1945, there was a shortage of 2 million homes, and the new government promised to overcome it by constructing subsidized housing estates.
9. George Orwell predicted that by 1984 war will have become peace. This is believed to have happened in certain totalitarian states.

10. In the world of business executives, images of status and achievement predominate. These, however, are so uniform that it is often difficult to evaluate any act that does not conform to an absolute standard.

ACTIVITY 2

Read the following paragraph. The reference (substitute) words are in boxes. Underline the word(s) or sentence(s) that the reference (substitute) words replace. The first one is done for you.

Criteria that are vital to high status in one sphere of society are useless in another. Generally speaking, wealth is an important element of high status in most societies and ages of history. But it will not carry us all the way in any precise location of high status in, say, the American Sociological Association. The status, that is, the professional respect one enjoys there is a function of research eminence for the main part. To be sure, such eminence in our present society very probably carries high annual income, if not great personal wealth, but it is still utterly irrelevant to any status ranking of American sociologists. Similarly with family or origin. This can be crucial in some areas of society but is less so in such spheres as the professions, universities and large businesses.

—Adapted from *Sources of Status* by Robert Nisbet

ACTIVITY 3

Read the short paragraph below and answer the questions that follow. Note that the correct answer depends on your understanding of the reference.

1. According to one of the traditional assumptions about earning and buying, if people who have money expect prices to go up, they will hasten to buy. If they expect prices to go down, they will postpone buying. But research surveys have shown that this is not always true. Which traditional attitude is not supported by research data?

2. It is not merely desirable but essential for a teacher to have a genuine capacity for sympathy—in the literal meaning of that word; a capacity to tune in to the minds and feelings of other people, especially, since most teachers are school teachers, to the minds and feelings of children. Closely related with this is the capacity to be tolerant—not, indeed, of what is wrong, but of the frailty and immaturity of human nature that induce people, and especially children, to make mistakes.

Which two qualities of a teacher are closely connected?

3. The nineteenth century saw the sudden growth of many cities with populations ranging from 100,000 to 8 million. An important reason for this development lies with the great advances in technology that came during the second half of the eighteenth century and during the nineteenth century.

What was one of the effects of the great advances in technology during the nineteenth century?

4. At about 3 months of age, a baby is likely to smile if somebody comes close and talks to him. This shows that he is aware of the approach of the other person, that pleasurable sensations are aroused. If, however, the person moves too quickly or speaks too sharply, the baby may look apprehensive and cry. He will not "trust" the unusual situation but will have a feeling of uneasiness, of mistrust, instead.

What kind of reaction shows that the baby is aware of the approach of another person?

5. Democratic discipline uses punishments and rewards, with more emphasis on rewards. Punishments are never harsh. They are used where children willfully disobey their parents.

How do parents react when children refuse to obey them?

ACTIVITY 4

Read the sentences and short paragraphs below and answer the questions that follow. Note that the correct answer depends on your understanding of the reference.

1. Margaret Mead's visit to Samoa later produced a description of a non-violent, sexually liberated Pacific world. In contrast, Freeman's visit there brings to the reader a catalog of seething tensions and strict controls. Which country is described by Freeman in a catalog of seething tensions and strict controls?

2. To characterize the Romantics, it is necessary to take account not only of the importance of aesthetic motives, but also of the change of taste that made their sense of beauty different from that of their predecessors. Their preference for Gothic architecture illustrates this best.

What does the preference of the Romantics for Gothic architecture illustrate?

- 3. Many of the revolts of the academic scene in western Europe—all the way back to the Middle Ages—were emanations of the status of youth, a status which was bitterly resented, rather than the economic or political matters they were thought to be.

What were thought to be emanations of economic or political matters?

- 4. To set the same initial standards and expectations for the academically retarded, culturally deprived child as for the nonretarded middle- or lower-class child is to ensure the former's failure and to widen prevailing discrepancies between social class groups.

To whose failure does the writer refer?

- 5. In Mexico and India, the "revolutionary party" tends to remain in power long after the revolution is over. It remains in power through popular gratitude and through the adept manipulation of the institutions that the veterans created in the first place for themselves. Like well-tailored suits, they fit their measurements perfectly.

What are compared with well-tailored suits?

Whose measurements do they fit?

ACTIVITY 5

Read the short passages below and answer the questions that follow. Note that the correct answer depends on your understanding of the reference.

- 1. Power of concentration is another valuable quality. It is true that it grows naturally as young people get older. Nevertheless, to acquire enough concentration, one needs a long period of intellectual education. Most people can concentrate on a mechanical puzzle for a long time, but this is not in itself very useful. To be really valuable, concentration must be within the control of one's will. By this, I mean that even where some piece of knowledge is uninteresting in itself, a person can force himself or herself to learn it if motivated to do so.

According to the writer, which activity is not very useful?

What can a person force himself or herself to learn if he or she has enough motivation?

How does the writer explain the statement, "concentration must be within the control of one's will"?

- 2. Ants seem to be able to carry food back to their nests with uncanny accuracy. Scientists were able to show that ants use the sun's position to find their way home. It seemed obvious, however, that this was not the whole story. So an experiment was set up from which the sun was excluded. It proved that ants make a track by secreting a liquid that they can later detect. The secretion is not specific to any particular colony of ants. This means that an ant can happily follow a track toward an "enemy" nest, but only until it is within about 30 cm. At this point, the stranger can detect its mistake.

Which experiment showed only partially how ants find their way back home?

Which experiment proved that ants follow their own tracks?

How can an ant follow a track to an "enemy" nest?

When can the stranger ant detect its mistake?

- 3. At an early age, it is easy for a child to forget his or her first language completely and acquire another. This was demonstrated in the experiment with a 6-year-old Spanish girl. When she was transferred to a French environment, she ceased to use Spanish after 93 days. In less than a year, she had a knowledge of French equal to that of the neighboring children.

What did the experiment with the 6-year-old Spanish girl demonstrate?

Who was transferred to a French environment?

What did the Spanish girl and the neighboring children have in common?

- 4. Research into the physiology of the human brain showed a number of interesting facts. Before the age of 9, the child's brain seems well suited for language learning. But this capacity decreases with years. As proof

of this theory, physiologists point to the difference between adults and children. When the speech center of the brain is injured, the child's brain adapts itself. The child learns to speak again. When this happens to an adult, he or she never learns to speak again.

Which capacity decreases with years?

Under what condition would an adult never learn to speak again?

5. It is not accidental that people in Western societies, with their strong sense of individual personality, express themselves in science and literature together. The one is not a technique and the other is not an entertainment. They are two complementary modes of knowledge that blossom or shrink together. They are also the monuments in which our past culture is fixed and the probes that signal the direction of its future.

To what two modes of knowledge does the writer refer?

Which future will be determined by the development of the two modes of knowledge?

6. It is one of the features we take more or less for granted about our world that each nation has a language of its own. In France, people speak and write French; in Italy, Italian; in Germany, German; in Russia, Russian; in England, English. Yet it takes only a moment's reflection to realize that there are many nations of which this is not true.

What is not true of many nations?

7. Technical language uses many conventional constructions, and the question of translating scientific work by machine was raised shortly after the development of the first computer, about 20 years ago. Since then the necessary procedures for machine translation have been studied.

Since when have the necessary procedures for machine translation been studied?

8. In the modern world, there is a real danger of too great a similarity between one region and another in cultural respects. One of the best ways of minimizing this evil is an increase in the autonomy of different groups.

What does the writer see as an evil?

9. After years of controversy and argument, scientific studies finally demonstrated that hashish (cannabis) does much more than simply provide pleasure without any risks. This must have come as an unpleasant surprise to those countries that regarded the crime of possessing hashish as a minor offense.

What must have come as a surprise to a number of countries?

10. A potential consumer is often presented with a choice of several designs and perhaps given a chance to try them out. His responses are added up until a majority opinion shows the manufacturer which design to choose. From the user's point of view, the inadequacy of the method is obvious—he or she may not really want any of the designs offered, or have the money to pay for them, and so potentially dishonest answers may be given to bring an annoying interview to an end. These dangers are well known to the market research organizations, but they can do little to counteract the influence of the respondent who is casual or downright untruthful in his responses.

What dangers do market research organizations face?

ACTIVITY 6

Read the following passage and answer the accompanying comprehension questions. Note that the correct answer depends on your understanding of the reference.

The primary aims of government, I suggest, should be three: security, justice, and conservation. These are things of the utmost importance to human happiness, and they are things that only government can bring about. At the same time, no one of them is absolute; each may, in some circumstances, have to be sacrificed in some degree for the sake of a greater degree of some other good. I shall say something about each in turn.

- 5 Security, in the sense of protection of life and property, has always been recognized as one of the primary purposes of the State. Many states, however, while safeguarding law-abiding citizens against other citizens, have not thought it necessary to protect them against the State. Wherever there is arrest by administrative order, and punishment without due process of law, private people have no security, however firmly the State may be established. And even insistence on due process of law is insufficient, unless the judges are independent of the executive. This order of ideas was to the fore in the sev-
- 10
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- enteenth and eighteenth centuries, under the slogan "liberty of the subject" or "rights of man."

To inhabitants of Western countries in the present day, a more interesting kind of security is security against attacks by hostile states. This is more interesting because it has not been secured and because it becomes more important year by year as methods of warfare develop.

Security, though undoubtedly a good thing, may be sought excessively and become a fetish. A secure life is not necessarily a happy life; it may be rendered dismal by boredom and monotony.

Justice, especially economic justice, has become, in quite recent times, a governmental purpose. Justice, like security, but to an even greater degree, is a principle that is subject to limitations. There is justice where all are equally poor as well as where all are equally rich, but it would seem fruitless to make the rich poorer if this was not going to make the poor richer. The case against justice is even stronger if, in the pursuit of equality, it is going to make even the poor poorer than before. And this might well happen if a general lowering of education and a diminution of fruitful research were involved.

Conservation, like security and justice, demands action by the State. I mean by "conservation" not only the preservation of ancient monuments and beauty spots, the upkeep of roads and public utilities, and so on. These things are done at present, except in time of war. What I have chiefly in mind is the preservation of the world's natural resources. This is a matter of enormous importance, to which very little attention has been paid.

1. What does the writer consider to be of the utmost importance to human happiness?

2. What are those things that only governments should be responsible for?

3. What have some governments failed to safeguard?

4. Which order of ideas was the most acceptable one in the seventeenth and eighteenth centuries?

5. What has not been secured in the Western countries?

6. What may turn dismal by boredom and monotony?

7. When would making the rich poorer be of no avail?

8. What might happen if the level of education and fruitful research were diminished?

9. Give examples of things that are usually not taken care of in time of war.

10. What does the writer view as a matter of great importance?
