

Vocabulary

Now complete the extract from the talk with the words below:

acknowledge

announced

delay

state

tempted

tricked

When you tell someone your goal and they _____¹ it, psychologists have found that it's called a "social reality." The mind is kind of _____² into feeling that it's already done. And then, because you felt that satisfaction, you're less motivated to do the actual hard work necessary.

It goes like this: 163 people across four separate tests – everyone wrote down their personal goal. Then half of them _____³ their commitment to this goal to the room, and half didn't.

So, if this is true, what can we do? Well, you could resist the temptation to announce your goal. You can _____⁴ the gratification that the social acknowledgment brings, and you can understand that your mind mistakes the talking for the doing. But if you do need to talk about something, you can _____⁵ it in a way that gives you no satisfaction.

So audience, next time you're _____⁶ to tell someone your goal, what will you say?