

# MORE CHOICE, MORE HAPPINESS?

1. READ AND LISTEN TO THE SENTENCES WITH WORDS FROM THE LECTURE. GUESS THE MEANING OF THE WORDS IN BOLD. THEN WRITE EACH WORDS NEXT TO ITS MEANING.

- a. Social media can **impact** the success of a business. If many people give positive reviews to a product, others are likely to want to buy it.
- b. Scientific **research** suggests that people become unhappy if they have too many choices.
- c. If you are **aware** of your behavior, you may be able to change it.
- d. There are just **three options** at this restaurant: fried chicken, grilled fish, or a veggie burger.
- e. **Psychologists** are studying how people react to different kinds of advertisements.
- f. Thank you so much! I really **appreciate** all of the help you have given us on this project.
- g. Our sales figures have been increasing every month. They are strong **evidence** of the product's popularity.
- h. Are you **satisfied** with your new apartment? Is it big enough?
- i. An accountant must be a **perfectionist**. Mistakes are not allowed.
- j. There are so many choices on the menu! It's so **overwhelming** that I cannot decide.

- 1. \_\_\_\_\_ (adj) causing confusion because something is so great in number or effect
- 2. \_\_\_\_\_ (n) a person who tries to do things without fault or error
- 3. \_\_\_\_\_ (adj) happy with something
- 4. \_\_\_\_\_ (n) choices
- 5. \_\_\_\_\_ (v) be thankful for
- 6. \_\_\_\_\_ (n) information or objects that support the truth
- 7. \_\_\_\_\_ (v) have an effect or influence on something
- 8. \_\_\_\_\_ (adj) conscious; having knowledge
- 9. \_\_\_\_\_ (n) people who study the mind and behavior
- 10. \_\_\_\_\_ (n) the detailed study of something

**2. READ THE STATEMENTS. THEN LISTEN TO THE LECTURE. CHECK THE TWO STATEMENTS THAT ARE TRUE.**

1.  People generally believe that more choices are not good.
2.  *The Paradox of Choice* suggests that more choices actually make people less happy.
3.  People in societies with a lot of wealth and freedom are happier today than they were in 1945.
4.  Schwartz thinks that people with a certain kind of personality have a harder time making decisions.
5.  *Maximizer* personality types are usually happier than *Satisficer* personality types.

3. LISTEN TO THE FIRST TWO SEGMENTS OF THE LECTURE.  
CHOOSE THE BEST WORD OR PHRASE TO COMPLETE  
EACH SENTENCE.

### Segment 1

## Segment 2

4. The professor tells the students which \_\_\_\_\_ has difficulty with decisions.

- a. choice
- b. personality type
- c. number

5. A *satisficer* \_\_\_\_\_ about things like his or her hair or clothes.

- a. often worries
- b. doesn't care
- c. does not worry much

6. Schwartz says that the *maximizer* has \_\_\_\_\_ time than a *satisficer* dealing with a lot of choices.

- a. an easier
- b. a better
- c. a harder

7. *Satisficers* have \_\_\_\_\_ chance of becoming depressed than *maximizers*.

- a. a lesser
- b. a greater
- c. the same