Listening Comprehension

A talk about motivation

Listen to the talk about motivation to practise and improve your listening skills.

Before listening

Match the definitions with the vocabulary.

Vocabulary	Definition
1. an incentive	( ) having many related parts; difficult to understand or solve
2. to motivate	( ) done by a machine or computer
3. a promotion	( ) something that encourages a person to do something
4. complex	( ) someone who studies how people behave in social situations
5. automated	( ) to make someone want to do something
6. a social psychologist	( ) the act of giving someone a job which is higher status than their current job

While listening

A – Are the sentences true or false?

1. We try to motivate workers in the same way that we try to motivate our children.	TRUE	FALSE
2. In the Glucksberg experiment, the people who were offered a reward finished faster than people who were not offered one.	TRUE	FALSE
3. The people who were offered smaller rewards in Ariely's experiment performed better than those offered bigger rewards.	TRUE	FALSE
4. In Ariely's experiment, people were more creative when they were concentrating on achieving a goal.	TRUE	FALSE
5. In the future, jobs will require workers to be more creative.	TRUE	FALSE
6. People always work better when they start the day later and work into the night.	TRUE	FALSE

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B – Match the two parts of the sentences.

First part	Second part
1. Glucksberg's experiment shows that people solve a problem faster when ...	( ) the experiment is repeated.
2. Ariely's experiment shows that people are less creative when ...	( ). they are not given an incentive.
3. The same results as Glucksberg's experiment have been found when ...	( ) they can make choices about their work.
4. An incentive works for people when ...	( ) they are doing a simple task.
5. Incentives will no longer work for motivating people at work when ...	( ) they are doing the jobs of the future.
6. The example of the big tech companies shows that people work better when ...	( ) they are offered a bigger reward.

After listening

What motivates you in your job or studies?

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