Listening

1 1 A2 Listen to a psychology tutor talking about some research which has been carried out into influencing people. Complete the notes.

The impact of flattery

The tutor says she immediately recognises when her (1) ..... is insincerely praised.

She is reporting on a study which took place in (2) .....

She says that the study chose to focus on a sports centre because its clientele was generally quite (3) .....

The sports centre ad praised its readers for their (4) ..... attitude towards keeping fit.

The study's ultimate aim was to discover whether the ads had an impact on subjects' (5) ..... even when their tricks had been recognised.

She says that people tend to consider that they are better than (6) ..... in their abilities and characteristics.

She gives the example of someone's (7) ..... being praised as an example of flattery being unconsciously accepted as the truth.

She describes a supplementary experiment in which subjects had to write about an aspect of their own (8) ..... that they were either happy or unhappy about.



Writing

1 Do the writing task below.

> A television company is preparing a series of programmes about the lives of young people in different countries. It has asked viewers to send in proposals explaining why their country should be included in the series. The proposal should also describe what aspects of the lives of young people in your country should be considered and should include your suggestions for the format the programme should take.

Write a **proposal** in 220–260 words.

LIVEWORKSHEETS