

Task 1

Are the sentences true or false?

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

Task 2

Match the two parts of the sentences.

1. Glucksberg's experiment shows that people solve a problem faster when
2. Ariely's experiment shows that people are less creative when
3. The same results as Glucksberg's experiment have been found when
4. An incentive works for people when
5. Incentives will no longer work for motivating people at work when
6. [The example of the big tech companies shows that people work better when

Discussion

What motivates you in your job or studies?