WEEK
THREE

Do You Think Twice Before Making a Decision?

01 Work with a classmate. Discuss whether you agree or not with these people's opinions.

"I buy what I want when I want it."

"I usually think things through twice."

"I never think about what I buy."

02 Read the text "Hesitate and Meditate." Read the sentences. Write "T" if the sentence is true and "F" if it's false.

1. *Impulsive* means taking time to think.

2. Impulsive decisions are part of being human.

3. Decisions satisfy the urge of the moment.

4. A bad decision can affect you positively.

5. Some impulses can be good.

03 Work with two or three classmates. Copy a mind map like the one below in your notebook to write the things that you buy on impulse.

Impulsive Decisions

Hesitate and Meditate

Have you ever been at a department store when you go crazy and buy something you don't really need? Or have you ever made a spur-of-the-**moment** purchase knowing you don't have the money to buy it? This is called impulsive decision making.

Impulsive decision making is very normal **human behavior**. It is based on decisions made with the instant gratification of wanting something in the moment, without thinking about the impact the decision will have in the future.

Some impulses can be good, but acting before thinking can sometimes affect you in a negative manner. You should always think twice before making an impulsive decision.

If you really feel the need to **purchase** something when you go shopping, **analyze** how much it costs and think twice before you buy it.

In what situations have you made decisions based on **impulse**?

04 Share your results of the mind map with classmates of other groups. Compare the things you buy on impulse and write the top 10 based on the results of all.

05 Work in pairs. Answer the following questions.

› Have you made an impulsive decision?
› Was the outcome of that decision good or bad? Why?
› In what types of situations, apart from shopping, can people make impulsive decisions?

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