

Level: B2 Upper Intermediate

Skill: Listening



A talk about motivation

Listen to the talk about motivation and complete the activities.

Write TRUE or FALSE

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

Match the two parts of the sentences.

the experiment is repeated

they are doing a simple task

they can make choices about their work

they are not given an incentive

they are doing the jobs of the future

they are offered a bigger reward

- Glucksberg's experiment shows that people solved a problem faster when
- Ariely's experiment shows that people are less creative when
- The same results as Glucksberg's experiment have been found when
- An incentive works for people when
- Incentives will no longer work for motivating people at work when
- The examples of the big tech companies show that people work better when

