

READING COMPREHENSION TEST

BORN TO LOSE? We all want to win or do we?

1. Decide if the following sentences are True or False

1. According to paragraph 1, everyone feels thrilled when they win or a depressing ache when they lose.
2. Professor Schultheiss found that all people become stressed after losing to a rival.
3. According to Dr. Michelle Wirth, people are usually aware of their preference for being in a position of power.
4. Dr. Wirth suggests that individuals with high power motivation find not winning stressful because they enjoy being the center of attention.
5. The last paragraph indicates that identifying yourself as either a wolf or a sheep can help you adapt your working environment to better suit your personality.

2. Fill in the blank with one suitable word

Professor Schultheiss from the University of Michigan found that people can be divided into two types based on their motivation to win or lose. _____ (6) are driven to win and find it difficult to cope with losing, while _____ (7) are more comfortable on the other spectrum. Dr. Michelle Wirth, a colleague of Professor Schultheiss, believes that individuals are not always _____ (8) of their power position and that the attention generated by _____ (9) might be part of the effect. Knowing which category you fall into can help tailor your working environment to suit you, as some people find pleasure and satisfaction from being in positions of _____ (10), while others are less comfortable _____ (11) others.

3. Choose the correct answer A, B, C or D

12. According to the text, what does Professor Schultheiss's research reveal about people's reactions to winning and losing?

- A. Everyone reacts the same way to winning and losing.
- B. Some people feel stressed after winning, while others feel stressed after losing.
- C. Most people do not care about winning or losing.
- D. Winning always leads to happiness and losing always leads to stress.

13. How does Dr. Michelle Wirth describe people's awareness of their preference for power?

- A. People are always conscious of their preference for power.
- B. People are never aware of their preference for power.
- C. People usually do not consciously recognize their preference for power.
- D. People's preference for power is always public knowledge.

14. What term does Professor Schultheiss use to describe individuals who are highly motivated by winning and find losing stressful?

- A. Lions
- B. Tigers
- C. Wolves

15. According to Dr. Wirth, how do individuals with low power motivation feel about public recognition?

- A. They enjoy public recognition.
- B. They feel indifferent to public recognition.
- C. They find public recognition stressful and avoid it.
- D. They actively seek public recognition.

16. What is one potential benefit of understanding whether a person is a "wolf" or a "sheep" according to Dr. Wirth?

- A. It helps individuals win more competitions.
- B. It allows people to avoid stress altogether.
- C. It enables individuals to tailor their work environment for better satisfaction.
- D. It guarantees higher salaries and promotions.