

UNIT 3

Think About It

LESSON 1

How We Think

READING



IDENTIFY THE TOPIC

When we identify the topic, we read a text and think about the general meaning of it. The topic is the main subject of the text. It can also refer to the main subject of a paragraph.

A Choose the correct summary of each paragraph.

← → ↺

☆ ☰

Donald: Hey everyone! I need some advice. After spending a really long time trying to decide on a new cell phone, I finally bought one at the mall. That might sound great, but the problem is that I'm already regretting my decision! It's a really good phone, and I had to make an effort to save up the money to buy it, but I'm not sure I got the right one.

I researched all the phones that meet my needs, based on functions, memory size, camera, and price, and I thought I found the perfect phone. However, I rarely make a purchase like this, and as I was walking around the mall, there were so many different options that I started thinking I made the wrong decision. Now I'm back home, and I'm feeling a little depressed. Should I take it back to the store and get a refund? Help! [Like](#) • [Reply](#) - 2 days ago

Sabrina: Hi Donald! Hey look, don't worry about it. The same thing happened to me! But I've read about this, and apparently, it's quite a common psychological issue and it's not about the phone you bought! It's called "buyer's remorse," and it's when you are presented with so many options that any option you eventually choose seems like the wrong one! Apparently, once you have decided on buying something significant, like a cell phone, you only pay attention to all the good things about the cell phones you *didn't* buy!

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Milo: Yeah, Sabrina, I've heard of that, too! When you are constantly comparing your expectations to what you've chosen, you inevitably regret your decision. You also ignore the evidence of good things about the one you chose, even if you know your decision was the right one. Don't worry about it. Companies know about "buyer's remorse," which is why your cell phone probably has a money-back guarantee! I'm sure your new cell phone is fine anyway. Just focus on all that research you did before you made your purchase!

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- The first paragraph is about ...
 - Donald's thoughts about his new cell phone.
 - Donald's new cell phone.
- The second paragraph is about ...
 - why Donald feels the way he does.
 - what Donald saw in the shopping mall.
- The third paragraph is about ...
 - what happened to Sabrina last year.
 - how Donald's feelings are very normal.
- The fourth paragraph is about ...
 - how Donald can get his money back.
 - why Donald should feel happy with his new cell phone.



VOCABULARY

A Complete the article with words and phrases from the box.

concentrate on evidence ignore make an effort pay attention to rarely relevant

One of the most interesting aspects of how we think is called "cognitive dissonance." Although that sounds like a complicated psychological term, you'll soon see how **1** _____ it is to our everyday lives.

Have you ever been in a situation, for example, where you did a lot of work on something and you were then told that it wasn't necessary? If you have, you'll probably remember that you had to **2** _____ the fact that you'd wasted your time, because it wasn't a nice thing to think about! In fact, in a situation like this where you **3** _____ and it's unnecessary, you would probably only **4** _____ the positive things about it. For example, you might learn something new as you **5** _____ finishing the work.

If you look at it this way, cognitive dissonance is a positive experience. Why? Because we **6** _____ allow ourselves to feel bad about something we have put a lot of effort into, so we just "forget" about the **7** _____ that we wasted our time and focus on the good feeling we get from knowing we have worked hard on something.

GRAMMAR

A Complete the rules with the words in the box. There is one word you don't need.

after before doesn't future present specific will

Harry will meet us **as soon as we arrive at the station.**

- 1 Time clauses show that something will happen at a _____ time in the future.
Harry will meet us as soon as we arrive at the station.
- 2 We use the _____ tense in the main clause.
Harry will meet us **as soon as we arrive at the station.**
- 3 We use the _____ tense in the time clause.
As soon as we arrive at the station, Harry will meet us.
- 4 The time clause can come _____ or _____ the main clause. The meaning _____ change.

B Complete the sentences using the correct form of the words in parentheses.

- 1 What college _____ (you / attend) after you _____ (finish) school?
- 2 I know what Jake's like. As soon as he _____ (buy) that new car, he _____ (regret) it immediately!
- 3 I _____ (not / go) to work until I _____ (have) some coffee!
- 4 Before we _____ (drive) to the airport, we _____ (put) gas in the car.
- 5 _____ (you / get) some more milk when you _____ (be) at the supermarket?

C Choose the correct answer.

- 1 Julieta will be / is tired when she gets home tonight.
- 2 I won't buy a new cell phone until / as soon as I've seen everything they have in the store.
- 3 Do you think he'll be angry when he finds / will find out that he didn't need to do any of that work?
- 4 Before / Until you buy tickets, will you check what time the movie is?
- 5 Why won't James come with us to the party after / as soon as the exam? He has nothing else to do!