

NAME: \_\_\_\_\_ NUMBER: \_\_\_\_\_ DEPARTMENT: \_\_\_\_\_

PART TWO: READING (25 POINTS)

Section One: Read the article about making decisions.

A: Read the statements and mark *true (T)*, *false (F)* or *not mentioned (NM)*.  
(8x1= 8 points)

1. Experts say most of our decisions are incorrect. T / F / NM
2. According to the text, it's more important for people to be happy than to avoid being unhappy. T / F / NM
3. When people are warm, they consider other people to be friendly. T / F / NM
4. Stress doesn't affect decision-making as much as we previously thought. T / F / NM
5. Men are less careful than women with their decisions when they are under stress. T / F / NM
6. It's better to make important decisions earlier in the day. T / F / NM
7. Important people try to reduce the number of unimportant decisions. T / F / NM
8. According to the text, people are less satisfied when they have more to choose from. T / F / NM

B: Read the text again and answer the questions below. (5x1= 5 points)

1. What percentage of our decisions is based on a rational thought process?  
\_\_\_\_\_
2. Why do companies which send spam e-mail use specific phrases like "How to avoid..."?  
\_\_\_\_\_
3. What kind of experiment did he conduct?  
\_\_\_\_\_
4. How do the choices we are presented with affect our brain?  
\_\_\_\_\_
5. What are we bombarded with in the modern world we are living in?  
\_\_\_\_\_

1 We like to believe that before we make a decision, most of the time, we take all the facts into consideration and take our time to think about all the options carefully. However, this just isn't the case. In fact, experts believe that only 5% of our decisions are based on a rational thought process. So, what factors influence our decision-making process?

2 We often leave decision-making to our instincts. Scientists have proved that if we had the choice, we'd prefer to avoid pain or misery rather than gain something. In fact, we're twice as happy when we try to avoid a bad situation than when we experience a good one. This is why when companies send spam e-mail, they use phrases like 'How to avoid...!', 'Don't miss out!', 'What never to eat when...!', etc. because people are more likely to open them.

3 There are also physical factors that affect our decision-making. Psychologist John Bargh conducted an experiment where people were asked to give their impression of a fictional person, while holding a cold or a hot cup of coffee. Those holding the hot cup believed the person to be warmer and more sociable than those holding the cold cup. So, when temperatures rise, the more likely we are to trust strangers.

4 Stress is another factor which affects our decisions, but we can't measure this very easily, especially as different situations are more or less stressful for different people. Researchers have found, though, that women tend to be more conservative about decisions when stressed, whereas men tend to make riskier choices.

5 It may come as a surprise but every day from the minute we get up, we have to make countless decisions, like what to wear, what coffee to have, which elevator to take and so on. Each choice, no matter how unimportant, makes our brain a little bit more tired, and without realizing it, this affects our decision-making. This means we are much more likely to make decisions that we regret at the end of the day. That's why you often see important people like presidents wearing the same three suits all the time. This is because they want to limit the small choices and spend more brain power on the bigger ones.

6 When it comes to decision-making, most people would rather have a wide range of options to choose from. Again, however, research indicates that this does not necessarily lead to wiser decisions. In an experiment, one group of people had to pick from a selection of 30 chocolate bars and another group from a selection of 6. Initially, those who chose from the larger selection liked the idea of having variety, but ended up being unhappy with their choice and regretted it more than those who chose from 6. Living in the modern world, we are bombarded with options and choices that we think will make us happier. The question is, do they?

**Section Two: Read Jane's Borneo Blog.**

**A: Read the blog and choose the best answer A, B, C or D. (6x1= 6 points)**

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1. **Why did Jane decide to volunteer?**
  - a. To get teaching experience.
  - b. To make money from a blog.
  - c. To start a blog.
  - d. To help people in need.
2. **Why did Jane feel that they must have really needed her at school?**
  - a. The principal didn't waste time putting her in a class.
  - b. They welcomed her so cheerfully into their "family".
  - c. They made her come on an overnight bus in a hurry.
  - d. They made her feel at home.
3. **Why does Jane feel that the school is a "family"?**
  - a. She lives with some of the students.
  - b. Everybody is always happy together, like a "family".
  - c. Apart from teaching, teachers take part in other daily activities.
  - d. They interact in English.
4. **What does Jane think of her trip to the sanctuary?**
  - a. It can't be compared to her teaching experience.
  - b. It was fun and enjoyable.
  - c. It was tiring.
  - d. It was scary.
5. **How long will Jane's stay in Tawau last?**
  - a. Two weeks.
  - b. Four weeks.
  - c. Five weeks.
  - d. Six weeks.
6. **What is true about Jane?**
  - a. She regrets not staying longer.
  - b. She's planning to participate in another volunteer program.
  - c. She has to leave earlier than planned.
  - d. She applied for a job.

**B: Answer the questions below according to the text. (6x1= 6 points)**

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1. Where did Jane use to work?  
\_\_\_\_\_
2. What didn't she like about her work?  
\_\_\_\_\_
3. What did she decide to do one day?  
\_\_\_\_\_
4. What does she think of the volunteer work?  
\_\_\_\_\_

5. If someone wishes to sponsor her, what should they do?

\_\_\_\_\_

6. How did her students make her feel?

\_\_\_\_\_

**JANE'S BORNEO BLOG**

**Hi, I'm Jane Callaghan from Killarney, Ireland. I studied English Literature, but somehow found myself working in an office. My income was fairly good, but I wasn't satisfied. I had long working hours and my job was stressful. One day, I had enough so I made the decision to take a career break and do something I would enjoy. That's when I learned about the volunteer programs in Borneo, and I was willing to try. So here I am, in Borneo, trying to make a difference in the lives of these people as a volunteer teacher. So far, it's been rewarding, and I've made plenty of friends along the way! If you wish to sponsor me, you should subscribe to this blog.**

**1** At last, I got an Internet connection and I can write about my experience in Tawau, where I'm teaching English to 24 local teens. They must have really needed me at the school here because, as soon as I got off the bumpy bus from Kota Kinabalu, the principal put me in a classroom! "You can't be serious," I said to him, but he was.

**2** After a sleepless night on a crowded bus, teaching was the last thing on my mind, but I made an effort to do my best. In return, the students immediately made me feel at home. "Welcome, Miss Jane! You are our family now," they sang together. You should have seen the smiles on their faces. They made me feel so important!

**3** When they greeted me into their "family," they sure meant it! We are all one big family here as we study, cook, eat, clean, play sports and share happy moments together even when not in school. Also, because we interact in English, they're benefiting even more. These young cheerful teens are great teachers as well as enthusiastic students. They are always so eager to teach me about their culture and customs.

**4** Being in a classroom with students who are so motivated to learn is a wonderful experience. It's not all work, work, work, though. A few days ago, the principal encouraged me to take a trip to Sepilok Orangutan Sanctuary. I was delighted! Orangutans are fascinating creatures, and I was allowed to feed a baby orangutan!

**5** My first two weeks in Tawau have passed by quickly, and I'm sure the next three will fly by. I really shouldn't have arranged to leave so soon. I'm going to try to make the most of my short stay, but when I leave, I'm going to miss the school, the students, the other teachers, and the wonderful sounds of the mynah birds singing when the sun rises in the morning. I still don't know my plans for next year, so hopefully I may be able to come back again soon.