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1

UNIT

Live a logic life

This unit is designed to help you to

- read sentences with proper sentence stress;
- keep a conversation going;
- attract the audience's attention in presentation;
- compare English and Chinese sayings about different attitudes toward life.

WARM UP

① Work in pairs. Discuss the following sentences and find out what's wrong in logic in each sentence.

- 1 Exercise is good. Therefore everybody should exercise.
- 2 Let's not take Bill on our picnic. Every time we take him out with us, it rains.
- 3 We must set up a strict dress code, or employees will dress inappropriately.
- 4 Excessive drinking is detrimental to health because it causes harm to the body.

② Work in pairs and discuss the importance of logic in your everyday life.

PRONUNCIATION

- 1 Listen to a passage. Pay attention to the stress of each sentence.

The topic we will be discussing today is the fallacy of security. The fallacy of security refers to the preconception that not incurring risk is safe. However, it can easily be proven wrong. In our fast-moving and ever-changing society we need to stand up, speak up and make the difference. We must not allow destiny to make decisions for us. It is our duty as human beings and as citizens to pursue the best for us and for our people. It is only through risk-taking initiatives that innovation will be achieved. It is only through risk-taking initiatives that the *status quo* will be challenged and improved. It is only through risk-taking initiatives that the world can be changed into a better place.

- 2 Listen to the passage again and read after the recording.



WARM UP

Reference answers

①

The sentences commit “logical fallacy” – an error in reasoning. The first sentence is Loose Generalization: *Exercise is good* is an unqualified generalization. For instance, if you have heart disease, exercise is not necessarily good. The second sentence is False Cause. Bill is not the cause of rain. The third sentence is Black and White Thinking. It is a form of reasoning that presumes there are only two possibilities, when there may be many. The fourth sentence is Circular Reasoning. It occurs when you state your position and then restate it in different words as your reason.

②

Logic is a way of learning to think and communicate clearly and coherently. In daily life, clear and coherent communication is essential to the efficient accomplishment of anything. Logic can help us properly understand others, and make intellectual decisions and appropriate responses to others. If we speak and think in a logical way, we'll greatly reduce chances of misunderstanding in our daily lives.

to stand up, speak up and make the difference. We must not allow destiny to make decisions for us. It is our duty as human beings and as citizens to pursue the best for us and for our people. It is only through risk-taking initiatives that innovation will be achieved. It is only through risk-taking initiatives that the *status quo* will be challenged and improved. It is only through risk-taking initiatives that the world can be changed into a better place.

PRONUNCIATION

Scripts

The topic we will be discussing today is the fallacy of security. The fallacy of security refers to the preconception that not incurring risk is safe. However, it can easily be proven wrong. In our fast-moving and ever-changing society we need

LISTEN TO UNDERSTAND

NEWS REPORT 1

Listen to a news report and choose the best answer to each question you hear.

- 1 A. She gave up her US citizenship.
B. She applied for US citizenship.
C. She paid extra tax for her income.
D. She was deprived of her US citizenship.
- 2 A. They have more choices about their citizenship.
B. They face tougher law enforcement in the United States.
C. They have better job opportunity outside the United States.
D. They are required to pay tax for income earned outside the United States.

WORD BANK

throw up 呕吐

Donna Nelson /'dɒnə 'nelzən/
唐娜·纳尔逊 (人名)

Peter Spiro /'pi:tə(r) 'spɪrəʊ/
彼得·斯皮罗 (人名)

US Department of the Treasury
/'trezəri/ 美国财政部



LISTEN TO UNDERSTAND

NEWS REPORT 1

Scripts

Donna Nelson was so upset recently after giving up her US citizenship that she threw up. She said it was one of the saddest days of her life.

In 2011, Nelson was one of nearly 2,000 Americans to give up their citizenship. Last year, a record 4,279 people gave up their American citizenship, according to the US Department of the Treasury.

Most of those giving up their US citizenship do so for tax reasons. Peter Spiro, a law professor, said the surge is due to a law to increase enforcement of an existing law requiring US citizens to pay taxes on worldwide income, not just money earned in the United States. Spiro said the United States is the only major country that taxes its citizens on income earned overseas.

According to the US Department of the Treasury, Americans living abroad are required to pay income taxes based on their “worldwide income”. The State Department estimates 7.6 million Americans live outside the United States. Better enforcement can bring in an extra \$800 million a year to the United States government, according to a congressional report.

Questions

- 1 What do we learn about Donna Nelson from the news report?
- 2 Why is the number of people giving up US citizenship increasing?

Answers

- 1 A 2 D

WORD BANK

pass out 晕倒; 失去知觉

hair-raising /'heə'reɪzɪŋ/ a. 惊险的

Philadelphia /ˌfɪlə'delfiə/ 费城
(美国宾夕法尼亚州东南部港市)

NEWS REPORT 2

Listen to a news report and choose the best answer to each question you hear.

- 1 A. How to become a good book agent.
B. How to become best-seller writers.
C. How to survive dangerous situations.
D. How to avoid dangers in daily life.
- 2 A. They are professional advice givers.
B. They have made a series of safety guides.
C. They have written several other books.
D. They have been invited to make movies.

NEWS REPORT 3

Listen to a news report and choose the best answer to each question you hear.

- 1 A. Their mental skills decrease as they get older.
B. Their mental skills can be improved through training.
C. Their physical and mental health improves through training.
D. Their mental skills will remain stable during training.
- 2 A. The training remained effective for ten years.
B. The training was more effective when it lasted longer.
C. The training remained effective for five years.
D. The training proved more effective for females.
- 3 A. How to explain the long-term effects of the training.
B. How to better improve older people's mental skills.
C. How to attract more older people to take part in the training.
D. How to increase older people's awareness of mental health.



NEWS REPORT 2

Scripts

A few years ago, David, of Philadelphia, Pennsylvania, was a book agent. Then one day, he read an article that gave him an idea for his own book. He and his friend Piven produced an instant best-seller about life-and-death situations – and how to survive them.

The article that David was reading told people how they might safely land a small plane if the pilot passes out. It got him thinking about other hair-raising situations in movies and TV shows. Of course it's one thing for an action hero to escape from such situations. But how would ordinary people do it?

David and Piven produced a pocket-sized book called *The Worst-Case Scenario Survival Handbook*. In its first eight months, it sold more than one million copies and has been reprinted at least a dozen times.

In the book they provide advice on how to survive in cases of dangerous situations. The solutions may sound like common sense, but it could come in handy. The authors have since produced a whole series of guides, reality television shows, and calendars about surviving everything from traveling to college to a game of golf.

Questions

- 1 What is the book David and his friend wrote about?
- 2 What do we learn about the authors of the book?

Answers

1 C 2 B

NEWS REPORT 3

Scripts

Some kinds of mental skills naturally decrease as people get older. Yet research seems to show that some training can improve such skills. A recent study also appears to demonstrate that the good effects of training can last for many years after that training has ended.

Researchers at Johns Hopkins University in Maryland wanted to learn how long memory and thinking skills would last in older people who were trained to keep them. The volunteers took one of several short training classes meant to help them keep their mental abilities, including memory, reasoning, and speed-of-processing – speed of receiving and understanding information.

Earlier results had established that the training helped the participants for up to five years. Now, Professor George Robert says, the research showed most of the training remained effective a full ten years later. Professor Robert and his team found that the people trained in memory, reasoning and speed-of-processing all did better on tests than the control group.

One question still to be studied is how only a few hours of training can still be effective after ten years.

Questions

- 1 What does a recent study find about older people?
- 2 What did earlier results show about the effects of training?
- 3 What is the question that remains to be studied?

Answers

1 B 2 C 3 A

LISTEN TO COMMUNICATE

CONVERSATION 1

1 Listen to a conversation and choose the best answer to each question you hear.

- 1 A. To provide after-sale service.
B. To provide strategic support.
C. To provide career consultation.
D. To deal with customer complaints.
- 2 A. He once set up a tech start-up of his own.
B. He studied storytelling while at university.
C. He loved the storytelling aspect of his work.
D. He disliked working in the entertainment industry.
- 3 A. He finds it hard to deal with strangers.
B. He has received training in dealing with strangers.
C. He is truly interested in learning about new people.
D. He has learned some lessons from his previous jobs.
4. A. To follow your heart.
B. To read more books.
C. To learn from practice.
D. To create more opportunities.

WORD BANK

start-up /'stɑ:tʌp/ *n.* 新创办的小公司或企业

pro /prəʊ/ *n.* 行家里手

Andrew /'ændru:/ 安德鲁 (人名)

Weber Shandwick /'webə(r)'ʃændwɪk/ 万博宣伟 (世界著名的公共关系咨询公司)

2 Listen to the conversation again and fill in the blanks with what you hear.

Andrew's Career Path

Started out at university	Studying 1) _____.
Got into the industry	Shifting focus to the 2) _____ side.
Moved on to a few 3) _____	Drifting away from that storytelling aspect.
Went back to the 4) _____ of the industry	Getting the 5) _____ to work with Weber Shandwick.

LISTEN TO COMMUNICATE

CONVERSATION 1

Scripts

Sarah: Hi Andrew. What do you do?

Andrew: I work at Weber Shandwick Canada. We're a leading PR firm and I work as a member of our rapidly growing digital communications team. In Canada, my role is to provide strategic support for our five offices.

Sarah: How long have you been there and what's the career path that led you to your current role?

Andrew: My career started out when I was at university, studying television and writing. I then got into the industry and quickly shifted my focus to the storytelling side of things with a great company called Marble Media. After a while I moved on to a few tech start-ups but found myself drifting away from that storytelling aspect of my work that I loved so much. That brought me back to the entertainment side of the industry and I got the opportunity to work with Weber Shandwick.

Sarah: I think it is pretty reasonable to call you a networking pro. Have you always been this comfortable meeting new people, or did you have to work at it?

Andrew: If you've ever met my dad it's obvious that talking to strangers runs in my family. I really think that if you're genuinely interested in learning about other people, there's very little work involved in meeting someone new.

Sarah: What advice can you give someone that would be looking to follow your career path?

Andrew: I'd say that "go with your heart" has been

a saying that's consistently served me well and I'd encourage others to do the same.

Questions

- 1 What is the man's main responsibility in his company?
- 2 What do we learn about the man?
- 3 What does the man say about dealing with strangers?
- 4 What advice does the man give to those who want to follow his career path?

①

Answers

1 B 2 C 3 C 4 A

②

Answers

- 1) television and writing
- 2) storytelling
- 3) tech start-ups
- 4) entertainment side
- 5) opportunity

WORD BANK

prone /prəʊn/ *a.* 有……倾向的; 可能受……影响的 (尤指坏的影响)

shortcut /'ʃɔ:t,kʌt/ *n.* 捷径; 近路

drawback /'drɔ:,bæk/ *n.* 不足; 缺点

CONVERSATION 2

1 Listen to a conversation and choose the best answer to each question you hear.

- 1 A. How to avoid making dumb decisions.
B. Why smart people do dumb things.
C. How to become highly intelligent.
D. What makes smart people different.
- 2 A. Book smarts make a person perfect.
B. Book smarts are usually street smarts.
C. Book smarts have their own weaknesses.
D. Book smarts tend to be too proud.
- 3 A. They tended to do worse than average people.
B. They were less confident than average people.
C. They were more efficient in solving the problems.
D. They knew how to make good use of shortcuts.
- 4 A. They are too greedy.
B. They are too stressful.
C. They are too lazy.
D. They are too confident.

2 Listen to the conversation again and list at least two reasons why intelligent people are more likely to be hired.

- 1 _____
- 2 _____



CONVERSATION 2

Scripts

W: Have you ever noticed that sometimes smart people do dumb things?

M: Yes. Even the smartest people pull dumb moves sometimes. I have a friend who is super smart, but when it comes to street smarts he's lacking.

W: How does this happen?

M: The truth is that book smarts don't make a person perfect. In fact, smart people seem prone to spectacular weaknesses in judgment more so than average people.

W: Why?

M: One study published in a journal gave logic problems to people to solve and found that smart people tended to make more mistakes than those of average intellect, because smart people were more likely to take shortcuts or make assumptions due to overconfidence.

W: I see. Overconfidence is what accounts for their making dumb decisions.

M: Yes, it's the main reason. But overconfidence isn't the only road to a dumb decision.

W: What are the other contributing factors?

M: Many of the dumb choices they make are motivated by greed, pride, stress, and even sheer laziness.

W: But when hiring, or just putting together a team, people tend to look for the smartest people in the room, right?

M: Yes. Intelligence is what they look for in that game. Once past that, too much intelligence can be a drawback.

W: That sounds bad.

M: Certainly, the job for which you're hiring makes a difference. I do want big-time intelligence for researchers, analysts, and coders. You can lock those folks in a room and let them do their

thing because they work on their own. If they lack emotional intelligence or interpersonal skills, any damage they do is limited because of their independent work. But if you are hiring a manager, it would be different.

W: That makes sense.

Questions

- 1 What are the speakers mainly talking about?
- 2 What does the man say about book smarts?
- 3 What did a study find about smart people in solving logic problems?
- 4 What is the main reason for smart people making dumb decisions according to the man?

①

Answers

1 B 2 C 3 A 4 D

②

Answers

- 1 Intelligence is needed for the positions of researchers, analysts, and coders.
- 2 They work on their own, so their lack of emotional intelligence won't cause too much damage.

ACT-OUT

Work in pairs. You and your partner are on the hiring committee of your company. You want to hire a new sales manager and you two are talking about what is the most important quality for this position. One of you believes logic is the most important while the other believes intelligence is more critical. Before your discussion, list three reasons for your point of view.

The importance of logic to a sales manager:

- 1 _____
- 2 _____
- 3 _____

The importance of intelligence to a sales manager:

- 1 _____
- 2 _____
- 3 _____

COMMUNICATION SKILL: Keeping a conversation going

We have all been in a situation where we were stuck at an interview, date, or social gathering where the conversation drops off. Awkward silence ensues and everyone in the group starts trying to figure out ways to step away from the awkward silence. To avoid this situation we need to learn the skills to make conversation a natural occurrence in our lives.

There are three rules to keep in mind while working to keep a conversation going.

- 1 Take responsibility for the conversation.
- 2 Ask follow-up questions or *wh*-questions.
- 3 Listen with genuine interest.

Always remember you are the most important contributor to the conversation. An active sharing of your ideas, opinions and information can lead to a fruitful talk between you and your partner. Asking follow-up questions or *wh*-questions is a good way to keep the conversation going. Giving encouraging comments also helps serve the purpose.

Follow-up questions and *wh*-questions

- What do you think about ...?
- What would you say to ...?
- What would you do if ...?
- How about ...?
- How often do you ...?
- How do you plan to do it?
- Are you aware of ...?
- Really?
- Do you like ...?
- How does this happen?
- Why?
- Why is that?

Encouraging comments

- That sounds interesting!
- Sound interesting!
- Sounds like a good plan / idea!
- Go on!
- Exactly.
- Absolutely!
- Tell me about ...

ACT-OUT

Reference answers

The importance of logic to a sales manager:

- 1 Logic helps people understand others, and make intellectual decisions and appropriate responses to others.
- 2 Logic guarantees sound reasoning and effective persuasion in business negotiations.
- 3 Logic keeps a person cool-headed, which is important for this position.

The importance of intelligence to a sales manager:

- 1 Intelligence enables a person to be sensitive and responsive to consumer needs.
- 2 People with intelligence are more likely to be troubleshooters.
- 3 Intelligent people are more likely to make breakthroughs in their job.

Conversation for reference

A: Hi! Do you know our company is going to hire a new sales manager?

B: Yes, I know. This is one of the key positions in our company. What do you think is the most important quality for a sales manager candidate?

A: Intelligence, of course. Our company is known for its creativity. Smart people will definitely enhance our competitive edge by making breakthroughs in their job.

B: Intelligence is essential for the future development of our company. But smart people sometimes do dumb things. For the position of a sales manager, over-intelligence may even cause trouble.

A: Sorry, I am afraid I can't agree with you. Intelligent people are more likely to be troubleshooters in a company. In addition, people with high intelligence tend to be more sensitive and responsive to consumer needs.

B: You may be right. But what we need in a sales manager is sound reasoning and effective persuasion in business negotiations. A sales manager should understand others, make

intellectual decisions and appropriate responses to others, and logic helps in this aspect.

Moreover, logic can help people be cool-headed.

A: I see your point now. Maybe both logic and intelligence are crucial for a sales manager. But most important of all, they must love the job.

B: Absolutely.

LISTEN TO SHARE

WORD BANK

gut /gʌt/ *n.* 直觉
 subject /'sʌbdʒɪkt/ *n.* 实验对象
 intuition /,ɪntju'ɪʃn/ *n.* 直觉
 biased /'baɪəst/ *a.* 有偏见的

PASSAGE 1

1 Work in pairs and discuss the following questions.

- 1 Do you think logic plays an important role in decision-making? And why?
- 2 How do you understand gut decisions?
- 3 Which do you prefer, a gut decision or a logical decision?

2 Listen to a passage and choose the best answer to each question you hear.

- 1
 - A. Everyone may make a mistake at some point in their life.
 - B. Following your gut is important in making a decision.
 - C. Logic plays a big role in making a choice or decision.
 - D. Following your gut is the right way to make a decision.
- 2
 - A. The subjects tended to make a logical decision.
 - B. The subjects tended to follow their intuition.
 - C. The subjects focused on their brain activity.
 - D. The subjects did not realize they were wrong.
- 3
 - A. It may affect anyone.
 - B. It is more likely to affect the well-educated.
 - C. It rarely affects people at higher levels.
 - D. It remains to be studied further.

3 Listen to the passage again and decide whether the following statements are true (T) or false (F).

- 1 Logic plays no role when people make gut decisions.
- 2 People are more likely to follow their intuition than their reasoning in making decisions.
- 3 Biased thinking is dangerous at higher levels, but not in our personal relationships.
- 4 Policy decisions based on gut reactions would be harmful.
- 5 Conscious efforts can be made to avoid gut instincts.

LISTEN TO SHARE

PASSAGE 1

①

Reference answers

- 1 Yes, I believe logic plays a very important role in decision-making. Especially when we are faced with a crucial decision, we tend to spend more time weighing and analyzing, in order to make a sensible decision.
- 2 Gut decisions are those coming from or having to do with your emotions or intuition, not from logical thought.
- 3 I prefer a logical decision, of course. But there are always occasions where we don't go through all the pros and cons to make a perfect sense of the situation. That's when a gut decision comes into play.

Scripts

Have you ever made a choice or decision by following your gut, even when you know that you are making a mistake? Chances are you have done so at some point in your life, and according to new research, logic plays a much larger role than believed.

In a new study, researchers examined the logic process in subjects. The study focused on the conflict between making a gut decision, and the knowledge that the choice was wrong from the beginning. Researchers posed questions while measuring brain activity – the scans showed that people not only tended to go with their intuition, resulting in the wrong choices, but also were aware of being wrong as they made those choices.

For people who think with their guts, the common answers involved making assessments that were not provided. This shows that gut thinking adds details from the provided information to make a

judgment on the situation. This type of thinking was not altered by the intelligence of the individual, meaning that every person is capable of making these mistakes, regardless of education.

This type of biased thinking can be dangerous at higher levels, as well as in our personal relationships. For example, we believe that our leaders are using logic and resources to make decisions, but if they are making policy decisions based on gut reactions, we could be making huge mistakes as a nation. On the other hand, the bias and gut instincts discussed in this study could end up playing a positive role if people realize them in decision-making and make a conscious effort to avoid them.

Questions

- 1 What is the speaker mainly talking about?
- 2 What did researchers find in the new study?
- 3 What do we learn about biased thinking?

②

Answers

- 1 A 2 B 3 A

③

Answers

- 1 F 2 T 3 F 4 T 5 T

PASSAGE 2

1 Work in pairs and discuss the following questions.

- 1 What is the hardest choice you have ever made?
- 2 What makes that choice so hard?
- 3 What lesson have you learned from that hard choice?

2 Listen to a passage and choose the best answer to each question you hear.

- 1
 - A. Neither of the two alternatives is better than the other.
 - B. Of the two alternatives, one is better than the other.
 - C. The alternatives are too difficult to understand.
 - D. The alternatives are too numerous to choose from.
- 2
 - A. They seek advice from others.
 - B. They take the safest option.
 - C. They put off making the choice.
 - D. They follow their heart.
- 3
 - A. They are sources of agony.
 - B. They are a gift for us.
 - C. They are discouraging.
 - D. They make our life interesting.

3 Listen to the passage again and complete the following sentences with what you hear.

- 1 We may all face hard choices at one time or another in our lives. What makes a choice hard is the way the alternatives relate. In an easy choice, _____.
- 2 We shouldn't think that hard choices are hard because we are stupid. They are hard because _____.
- 3 Far from being sources of agony and dread, hard choices are _____ what is special about the human condition.
- 4 It is in the space of hard choices that we have the power to _____ to become the distinctive people that we are.

WORD BANK

agony /'æɡəni/ n. 痛苦



PASSAGE 2

①

Reference answers

- 1 The hardest choice I have ever made was how to spend my first-year college summer holiday.
- 2 I had two choices: One was to travel with my parents to Paris, and the other was to be a volunteer in Kenya. Paris had always been a dream place for me, and my parents could handle every detail for the travel; being a volunteer in Kenya was appealing to me, since I had never been to Africa and I was really wondering what life was like there. Eventually I chose Kenya and I have never regretted my decision.
- 3 This experience makes me realize that a hard choice or decision may be a hidden blessing to us, because it is a process through which we can find out what we really want.

Scripts

We may all face hard choices at one time or another in our lives. What makes a choice hard is the way the alternatives relate. In an easy choice, one alternative is better than the other. In a hard choice, however, one alternative is better in some ways, the other alternative is better in other ways, and neither is better than the other overall. You don't know whether to stay in your current job in the city or accept a more challenging work in the country because staying is better in some ways, moving is better in others, and neither is better than the other overall.

We shouldn't think that hard choices are hard because we are stupid. They are hard because there is no best option. When I graduated from college, I couldn't decide between two careers: philosophy and law. There are amazing things I can learn as a philosopher, and there are things about being a lawyer that attract me.

As I couldn't figure out which was better, I did what

many of us do in hard choices: I took the safest option. Fear of being an unemployed philosopher led me to become a lawyer, and as I soon discovered, being a lawyer didn't quite fit me. So now I'm a philosopher, and I applaud the choice.

Far from being sources of agony and dread, hard choices are precious opportunities for us to celebrate what is special about the human condition. It is in the space of hard choices that we have the power to create reasons for ourselves to become the distinctive people that we are. And that's why hard choices are not a curse but a gift.

Questions

- 1 What makes a choice hard according to the speaker?
- 2 What do many people do when facing hard choices?
- 3 What does the speaker think of hard choices?

②

Answers

- 1 A 2 B 3 B

③

Answers

- 1 one alternative is better than the other
- 2 there is no best option
- 3 precious opportunities for us to celebrate
- 4 create reasons for ourselves



PRESENTATION

College life is filled with decisions of all kinds. What kind of part-time job to take is a very important decision facing many college students. In this section, you are going to give a presentation on “Important principles in the decision-making of part-time jobs”. In your presentation, you will talk about, but are not restricted to the following:

- 1 The importance of sensible and logical decisions in choosing part-time jobs.
- 2 An example to illustrate your point.
- 3 Principles in the decision-making of part-time jobs.

PRESENTATION SKILL: Attracting the audience's attention

When we make a presentation, we have about 60 seconds to capture our audience's attention, establish credibility, orient them to our topic, and motivate them to listen. We need to develop and rehearse a well-crafted opener for our presentation to get the audience's attention.

Of all the starters, storytelling is among the most powerful and consistently successful. The story can be about you personally, which tells the audience first-hand why you're invested in and passionate about the topic. Or you can tell a story about another person who the audience can learn from. Make sure the story encapsulates the key point of your message.

Consider these questions as you craft your version of the captivating story:

- What challenges have you faced in relation to your topic?
- How did you overcome them?
- Who or what helped you or harmed you?
- What lessons were learned?
- What do you want your audience to gain, feel, or do as a result of the story?

PRESENTATION

★ 为便于师生互动，此板块已预存为个人作业。教师可用电脑登录U校园，进入“作业与测试”模块，选择相关内容点击发布。

Reference answers

Dear fellow students,

One year ago, when I was a freshman, I was faced with a really difficult situation. I found I couldn't make a decision between two part-time job offers. One was a math tutor, at which I was quite experienced and the money was good; the other was a sales assistant position in a local travel agency, which I totally had no idea about, but was kind of fascinated by it. Both of them were appealing to me in different ways. If you were me, what would you do? Which one would you choose?

As we all know, choosing a part-time job is not just a matter of earning small money, but rather a valuable opportunity for college students to experience the real world. We may take the part-time job experience as a stepping stone for our future career; we may benefit from working with different people, and therefore making different friends. Of course, a sensible and logical decision-making process is needed to ensure the best choice is made. A bad decision in choosing a part-time job might cause trouble for you: delay in study, or overworking yourself.

In the case of my story, I talked it over with my father. He just asked me two questions: What do you want the part-time job for? Do you think you can achieve what you want through taking the job? Simple enough, but these questions helped me solve my problem: I wanted to know more about the real world, and to be a sales assistant enables me to observe and participate in real life. So I made my decision. These are exactly the principles I want to present to you today. In making a sensible and logical decision about your part-time job, you should firstly, talk it over with others, secondly, make your choice purpose-driven, and then check if

it is achievable. I hope these principles will be of use in your decision-making.

Thank you.

VIEW THE WORLD



WORD BANK

- absurdly /əb'sɜːdli/ *ad.* 愚蠢地; 荒唐地
- pedal /'pedl/ *v.* 踩踏板操作
- equation /ɪ'kweɪʒn/ *n.* 等式
- contentment /kən'tentmənt/ *n.* 满足; 满意
- rehearse /rɪ'hɜːs/ *v.* 排练; 预演
- mediocrity /,miːdi'ɒkrəti/ *n.* 平庸; 普通
- grim /grɪm/ *a.* 令人不快的

① The video clip shows you how businesses, technology, religions and psychology approach the issue of optimism and pessimism in your life. Watch the video clip and fill in the blanks with what you hear.

Businesses	Using cheerfulness to sell us things.
Technology	Color 1) _____ as a whole.
Religions	Buddhism: Life was 2) _____.
	Christianity: Fallen state of mankind and the inevitability of our 3) _____.
Psychology	Equation: Happiness equals 4) _____.
	Two ways to ensure contentment: 5) _____, or 6) _____.

② The following are famous English sayings about life attitude. Which category do you think each belongs to: optimism, pessimism or a balance of both? Put them into the corresponding category. And provide similar Chinese sayings for each category.

- 1 Hope for the best, but prepare for the worst.
- 2 God helps those who help themselves.
- 3 If it ain't broke, don't fix it.
- 4 Practice makes perfect.
- 5 Easy come, easy go.
- 6 All good things must come to an end.
- 7 There's no time like the present.
- 8 Good things come to those who wait.
- 9 Don't put all your eggs in one basket.
- 10 The grass is always greener on the other side of the hill.
- 11 Don't count your chickens before they hatch.

Optimism	Pessimism	A balance of both

VIEW THE WORLD

Scripts

We live in an absurdly and painfully optimistic world. Mostly, that's the result of all the businesses out there trying to sell us things, and understandably using cheerfulness to do it. And partly it's the influence of technology, which is always getting better, coloring our view of life as a whole, which often isn't improving. In the process, we've lost sight of the wisdom, seeing the glass half empty.

For centuries, religions pedaled dark messages. Buddhism taught its followers that life was suffering. Christianity spoke of the fallen state of mankind and of the inevitability of our imperfection. That was helpful. It kept our expectations in check. The psychologist William James came up with an equation: Happiness equals expectations over reality. So there are two ways to ensure contentment: change reality, or change expectations. Pessimists know to reduce the expectations. Good pessimists rehearse some key lessons to themselves every day. Life generally goes wrong. Everyone is worried and sad most of the time. It's normal to have very big regrets around careers. The only people we can think of as normal are people we don't yet know very well. It's hard to be happy for more than 15 minutes. Almost all your hopes are going to be dashed. Mediocrity is the norm. Today however grim will probably be one of those days you end up looking back on, and wondering why you didn't appreciate it more fully, that's how much worse it will eventually get. Don't think of us pessimists as grim. The gap between what should be and what is can be filled with laughter, a generous laughter born of certainty that today will go wrong, tomorrow will probably be even worse, until the worst of all happens. But that's OK.

①

Answers

- 1) our view of life
- 2) suffering
- 3) imperfection
- 4) expectations over reality
- 5) change reality
- 6) change expectations

②

Reference answers

Optimism	Pessimism	A balance of both
2, 4, 7, 8	6, 10	1, 3, 5, 9, 11

FURTHER LISTENING

WORD BANK

alcoholism /'ælkəhɒl,ɪz(ə)m/ *n.*

酗酒; 嗜酒

correlate /'kɒrə,leɪt/ *v.* (使) 相关;

(使) 关联

correlation /,kɒrə'leɪʃn/ *n.* 相互

关系; 联系

The Atlantic /ət'læntɪk/ 《大西洋月刊》

the Grant Study 格兰特研究

George Vaillant /dʒɔ:dʒ

vaɪ'lænt/ 乔治·范伦特 (人名)

NEWS REPORT

Listen to a news report and choose the best answer to each question you hear.

- 1
 - A. To find out the roles of good relationships.
 - B. To find out how to better deal with life pressure.
 - C. To find out the contributing factors for human success.
 - D. To find out the psychological traits of human success.
- 2
 - A. Financial difficulties.
 - B. Depression problems.
 - C. Addiction to alcohol.
 - D. Character defects.
- 3
 - A. Financial assurance.
 - B. Good relationships.
 - C. Good health.
 - D. Intelligence levels.



FURTHER LISTENING

NEWS REPORT

Scripts

In June 2009, *The Atlantic* published a cover story on the Grant Study, one of the longest-running studies of human development.

The project, which began in 1938, has followed 268 Harvard undergraduate men for 75 years, measuring an astonishing range of psychological and physical traits in an effort to determine what factors contribute most strongly to human flourishing.

Recently, George Vaillant, who directed the study for more than three decades, published a summary of the insights the study has yielded.

Among them: Alcoholism is a disorder of great destructive power. Alcoholism was the main cause of divorce between the men and their wives in the Grant Study; it was strongly correlated with depression and early death.

Above a certain level, intelligence doesn't matter. There was no significant difference in maximum income earned by men with IQs in the 110–115 range and men with IQs higher than 150.

But the factor Vaillant returns to most insistently is the powerful correlation between the warmth of your relationships and your health and happiness in old age. After the article was published, critics questioned the strength of this correlation. Vaillant revisited the data he had been studying since the 1960s, which further convinced him that what matters most in life are relationships.

Questions

- 1 What is the purpose of the long-running Grant Study?
- 2 What was the main cause of divorce according to the Grant Study?

- 3 What is the main factor that contributes to happiness in one's old age according to George Vaillant?

Answers

- 1 C 2 C 3 B

(Continued)

same direction. Around 69% of dives are in the opposite direction to the last ball, and 31% in the same direction as last after three consecutive balls in the same direction.

A good example of this was in the England-Portugal Euro Championship quarter final in 2004. The game went to penalties, and the first three Portuguese players all aimed at the left of the goal. On the fourth penalty, the English keeper, David James, went to the right. The next Portuguese player stayed left again and scored. Portugal won the shoot-out 6-5.

“If kickers were to identify patterns in the goalkeeper's behavior, they could really win the match quite easily without even a perfect kick. They would just have to kick the opposite way,” said a researcher.

Questions

- 1 What is the speaker mainly talking about?
- 2 What did researchers find about goalkeepers in football matches?
- 3 What is the purpose of the new study at University College London?
- 4 What does a researcher say about the goalkeeper's behavior?

Answers

- 1 A 2 D 3 A 4 B

CONVERSATION

Listen to a conversation and choose the best answer to each question you hear.

- 1 A. The chasing of fame. B. The pursuit of happiness.
C. What makes life worthwhile. D. The importance of happiness.
- 2 A. Those who are happy tend to have more friends.
B. Those who are wealthy are more likely to be happier.
C. Those who pursue happiness for the community are happier.
D. Those who try to create happiness for themselves may not be happy.
- 3 A. To find out how to better pursue happiness.
B. To explain the difficulty in pursuing happiness.
C. To distinguish between happiness and meaningfulness.
D. To discover why the pursuit of happiness may backfire.
- 4 A. They are totally different. B. They sometimes overlap.
C. They are both important. D. They contradict each other.

WORD BANK

short-sighted /,ʃɔ:t'saɪtɪd/ *a.* 目光短浅的

backfire /,bæk'faɪə/ *v.* 产生事与愿违的结果

overlap /'əʊvə,læp/ *n.* 重叠; 交叉

PASSAGE

Listen to a passage and choose the best answer to each question you hear.

- 1 A. A fallacy in football games.
B. What makes a good goalkeeper.
C. What makes a good football team.
D. How to better defend in football games.
- 2 A. They are better at diving for the ball when they keep a cool mind.
B. They need more practice to make good judgment in diving for the ball.
C. They usually make the right judgment after three kicks in the same direction.
D. They tend to dive in the opposite direction after three kicks in the same direction.
- 3 A. To make a statistical study of goalkeeping patterns in shoot-outs.
B. To analyze why goalkeepers make wrong judgment in shoot-outs.
C. To offer professional advice for goalkeeping in shoot-outs.
D. To find effective ways to improve goalkeepers' performance.
- 4 A. It is random. B. It is predictable. C. It is habitual. D. It is confusing.

WORD BANK

goalkeeper /'gəʊl,kɪ:pə/ *n.* 守门员

shoot-out /'ʃu:təʊt/ *n.* 罚点球决胜负

goalkeeping /'gəʊl,kɪ:pɪŋ/ *n.* 守门

fall prey to 深受……之害

consecutive /kən'sekjʊtɪv/ *a.* 连续的

University College London 伦敦大学学院

CONVERSATION

Scripts

Sarah: Hi Tom. Welcome to our program.

Tom: Thank you.

Sarah: Congratulations on your new best-seller *Are You Fully Charged?* Tell us briefly about it.

Tom: The pursuit of meaning – not happiness – is what makes life worthwhile. Despite Thomas Jefferson including it in the Declaration of Independence, the “pursuit of happiness” is a short-sighted aim. People who spend life seeking happiness are unlikely to find it. Much like chasing fame or wealth, seeking happiness alone is misguided and can lead to poor decisions.

Sarah: What shall we do then?

Tom: Clearly, happiness is a positive condition. Being around people who have higher levels of well-being is more enjoyable than being around people who don't. Though pursuing happiness for your community is a worthwhile goal, trying to create happiness for yourself can have the opposite effect, according to recent studies.

Sarah: Why is that? What do scientists say about it?

Tom: In fact, scientists are still uncovering the reasons why the pursuit of happiness backfires. Part of the explanation lies in its self-focused nature. Research suggests that the more value you place on your own happiness, the more likely you are to feel lonely on a daily basis.

Sarah: Sounds interesting. And you distinguished between happiness and meaningfulness.

Tom: Yes. Happiness and meaningfulness are two distinct human conditions. While there is some overlap, the differences have clear implications for how people spend their time. Those who pursue happiness, for example, are what psychologists call “takers”. Happiness without meaning characterizes

a relatively shallow, or even selfish life. In contrast, people leading meaningful lives get a lot of joy from giving to others.

Sarah: Thank you, Tom. Talking to you has been so good.

Tom: Likewise.

Questions

- 1 What is Tom's new book about?
- 2 What did recent studies say about happiness?
- 3 What are scientists trying to do about the pursuit of happiness?
- 4 What does Tom say about happiness and meaningfulness?

Answers

1 C 2 D 3 D 4 B

PASSAGE

Scripts

Goalkeepers facing penalty shoot-outs make a predictable error that could influence the outcome of a football game, say researchers.

Researchers studied videos from World Cups and European Championships between 1976 and 2012. They found that after three kicks in the same direction, keepers were more likely to dive the opposite way on the next shot.

This new study from researchers at University College London tries to statistically evaluate goalkeeping patterns in shoot-outs. They conclude that the keepers in these situations often fall prey to what's termed the “gambler's fallacy”.

In their analysis the researchers found that almost every action, such as the sides of the goal that the kickers aimed for, and the way the goalkeepers dived, were random events. Crucially the researchers found that the goalkeeper's decisions were predictable after three kicks had gone in the

(To be continued on T14)

EXIT TICKET

Check the following lists to see what you have learned from this unit.

1 Vocabulary

- 1 I don't know the word.
- 2 I know the word when I see it, but I don't know it when I hear it.
- 3 I know the word when I see and hear it, but I don't know how to use it in my own speaking.
- 4 I know the word when I see or hear it and can use it in my own speaking.

	1	2	3	4
logical	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
philosophy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
pursue	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
survive	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
industry	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
optimistic	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
intelligence	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
biased thinking	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
hard choice	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
reasoning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

2 Functional language

Follow-up questions and wh-questions

- What do you think about ...?
- What would you say to ...?
- What would you do if ...?
- How about ...?
- How often do you ...?
- How do you plan to do it?
- Are you aware of ...?
- Really?
- Do you like ...?
- How does this happen?
- Why?
- Why is that?

Encouraging comments

- That sounds interesting!

- Sound interesting!
 - Sounds like a good plan / idea!
 - Go on!
 - Exactly.
 - Absolutely!
 - Tell me about ...
-

3 Skills

- read sentences with proper sentence stress
 - keep a conversation going
 - attract the audience's attention in presentation
-

4 Ideas and cultures

- _____
- _____
- _____
- _____
- _____