

Answers to Exercises

C) Key Words from Context

1. Your way of thinking about a topic: **mindset**

*"We need to adopt a more positive **mindset** if we want to be successful."*

Why this word is useful in business:

I prefer this word over 'mentality' or 'attitude'. There are some subtle differences between these words, but overall, 'mindset' sounds more dynamic when used in a positive context.

2. To improve the quality or value of something: **enhance**

*"I aim to **enhance** my English language skills."*

3. Really interesting and curious: **intriguing**

*"I was reading about her life story. It is really **intriguing**"*

4. A term to describe a situation when you delay doing something until a later time, especially through laziness or a lack of concentration: **Procrastination**

*"**Procrastination** is very common among people who work from home."*

Other useful words:

This is also commonly used as the verb 'to procrastinate':

E.g. "Employees are more likely to procrastinate when they work from home."

"I need to stop procrastinating and finish this task."

5. The latest or most advanced stage in the development of something: **Cutting-edge**

*"Our company uses **cutting-edge** technology to provide you with the fastest internet speeds."*

Why this is useful in business:

This word is great for making not only products and services sound better, but also ideas and philosophies.

"We have adopted new, cutting-edge approaches to change management"

6. To use up all of the resources of something: **to deplete**

*"We **are depleting** many of the earth's natural resources."*

7. To decrease slowly in amount or strength: **to dwindle**

*"The company's popularity has been **dwindling** slowly over the past few years."*

8. To shock or excite someone into taking decisive action: **to galvanise**

*"The recent positive sales figures have really **galvanised** the team. We are feeling much more positive about a dynamic future."*

9. Real but not obvious: **underlying**

*"The poor performance of the company is a result of **underlying** power struggles between some of the managers."*

10. To encourage the development of something: **to foster**

*"We have managed to **foster** a really positive mindset within the team."*

Why this is useful in business:

This is useful because we can try to encourage the development of anything which is positive about a business. Companies often use this to express their aims and values.

Collocations:

To foster creativity / to foster innovation / to foster togetherness / to foster a positive working atmosphere

D) Comprehension

- How do psychologists define willpower?
The ability to avoid short-term temptations and suppress unwanted thoughts, feelings or impulses.
- Until recently, what was the main theory behind how willpower works, and how did it explain willpower?
The main theory was that you started the day with full willpower, and then every time you have to control your thoughts or behaviour, your willpower starts to dwindle.
- What did Veronika Job's questionnaire determine?
Veronika Job's questionnaire determined whether participants had a 'limited' or 'non limited' view of willpower.
- What conclusions can we draw from Veronika Job's study?
If you believe that your willpower can be easily depleted, (i.e. you have a 'limited' view of willpower) then your ability to resist temptation and distraction decrease significantly after a challenging task. If you believe the opposite, (i.e. an 'unlimited view of willpower) then your ability to resist temptation and distraction will remain strong.

5. What are students with a limited view of willpower more likely to do during the exam period?
They are more likely to waste time, eat fast food and shop excessively.
6. What 2 things can a person do in order to shift their mindset towards a non-limited view of willpower?
They can learn about the science and psychology of willpower, and you can engage in activities which are difficult yet satisfying in order to foster a more 'non-limited' attitude towards willpower.

E) Key Words in a New Context

The TIMEFLIP2 Interactive Time Tracker - Our Saviour in the Battle against Procrastination, or Just a Dice?

The TIMEFLIP2 Interactive Timetracker is a **cutting-edge** smart dice aiming to boost your productivity. Simply stick stickers to each side of the dice to correspond to a task which you need to do during that day. Then, you input each activity onto the app on your smartphone, along with the number of minutes that you wish to allocate to that activity. Then, simply roll the dice and the timer will start running for that activity. The idea is that you will remain concentrated on each task because the app is counting down the time allocated to the activity. When the time for that activity is nearly over, the dice will flash in order to **galvanise** you to put in some extra effort into the last few minutes of the task.

When the time has run out for that task, simply turn the dice to whichever task you want to do next. Alternatively, if you want to add a bit of chance and make your day a little bit more interesting, roll the dice and randomize your next task.

Some believe that this concept is certain to **enhance** (improve) your performance and productivity at work. Also, in the long term it can help to **foster** a more productive **mindset** when you are trying to work, and leave you less prone to procrastination.

Others, however, are not so positive about this concept. One user claimed that the process of sticking stickers on to each side of the dice, and then inputting each activity into the app took so long that her energy and enthusiasm had already been **depleted** (used up completely) before she even started the first task! Another user said that his interest in the device soon started to **dwindle** after completing a few tasks, and then his **underlying** (below the surface) desire to procrastinate soon kicked in and he gave up on using the dice.

So, is this really a cutting-edge device with the power to transform your willpower to complete tasks, or is it just a dice with some stickers on it? For those who find the concept **intriguing** (very interesting), the timetracker and app cost around \$60.