

Objectives

- Talk about personality
- Participate in decision-making meetings and talk about social plans
- Talk about different quantities



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1. Read the comments about decision-making. Which do you agree and disagree with? Why?

'Sometimes I make snap decisions and then regret what I have done.'

'I weigh up the pros and cons of each option before I decide.'

'I think it's best to tell people what you really think of their decisions, and to be direct.'

'I always rely on my intuition when I need to make an important decision.'

'In companies, it's best to make group decisions. It's important that all the team agrees.'

2. Answer the questions:

1. What is your decision-making approach?
2. Is it possible to make a decision based entirely on facts, without considering the emotional side?
3. Have you ever changed your mind after making an important decision?



Audio 6.1

3. Listen to the interview with a psychologist. Which of the statements in the list below are mentioned?

1. When you can't decide, rely on your feelings.
2. Elon Musk is known for his ability to make bold decisions.
3. We always make decisions depending on our past experiences.
4. Considering all the specifics and biases is a key stage in decision-making.
5. Mary Barra relies on research rather than trusting her instincts.
6. A fact-based approach is based on objectivity and thorough analysis.

extra vocabulary

Wishy-washy - indecisive, lacking the ability to make a decision.

E.g. Kate is wishy-washy. She changed her mind a hundred times about which packaging design to use for the new product.

4. Find the words in sentences (1-5) that mean the same as phrases (a-f).

1. A fact-based approach to decision-making involves gathering relevant information, analyzing it, and using that data to make informed decisions.

2. Elon Musk, CEO of Tesla and SpaceX, is known for his visionary approach to business and his ability to make bold decisions.

3. Musk gathers data and conducts thorough research before making decisions, ensuring he has a solid understanding of the situation.

4. Mary Barra relies on research, market trends, and consumer preferences to make informed decisions

5. It's tough to think objectively about all the variables.

- a. it's difficult
- b. the process of making decisions
- c. decisions based on facts or information
- d. courageous
- e. collect information
- f. a good understanding



Audio
6.2

5. Listen to the extract of the interview and answer questions 1-2 (*optional*):

- 1. What is Elon Musk and Mary Barra's decision-making approach?
- 2. How do they make decisions?

6. Fill in the gaps with the phrases below then answer questions (1-5).

delayed

deciding

considered

weigh up

rely

trusted

1. When was the last time you _____ **all the options** when making a decision?
2. Why do you think some people are indecisive compared to others who like to make decisions more quickly and _____ **on feelings**?
3. When was the last time you _____ **your decision** because you weren't sure what to do?
4. When _____ **between two things**, do you think it's better to make the wrong decision rather do nothing?
5. When was the last time you regretted making the wrong decision because you _____ **your instincts** and didn't _____ **information**?

extra vocabulary

Tough call - a decision which is difficult to make.

E.g. It was a tough call, but the company decided to close its factory in Ohio.

7. Are you guided by logic or feelings? Read the situations below and decide what you would do and why.

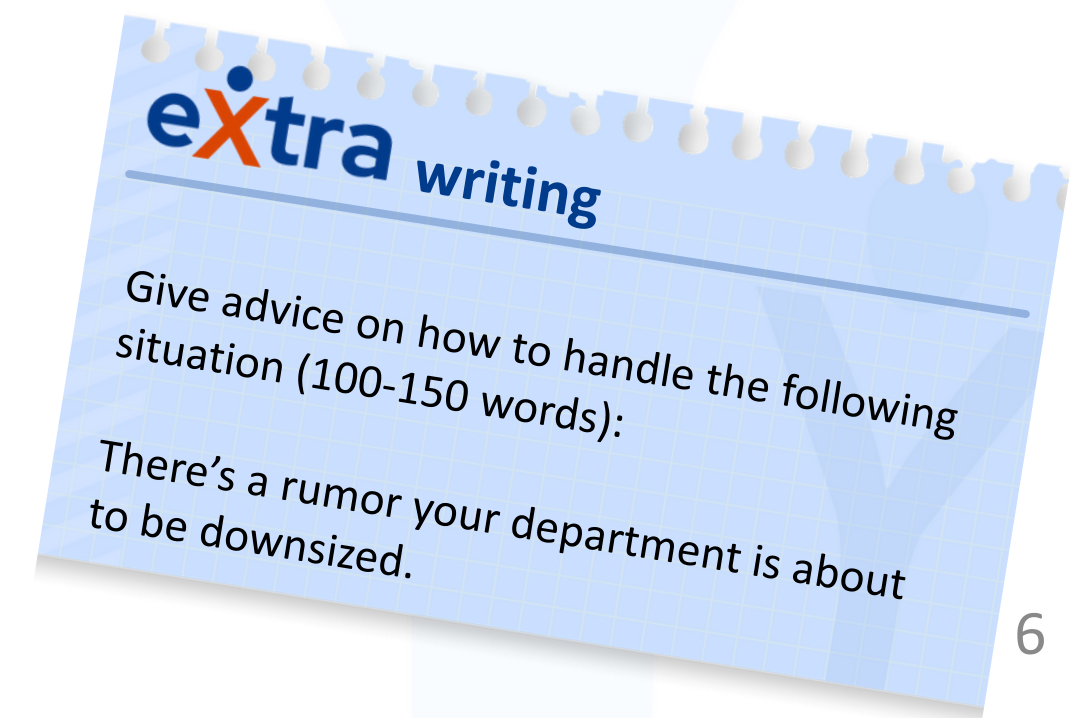
1. You got two offers from two different companies: Company A provides a 2000 EUR annual bonus, while Company B grants 10 extra paid days off. Which would you choose? Why?

2. Your boss is working you to death and taking the credit for all your ideas.

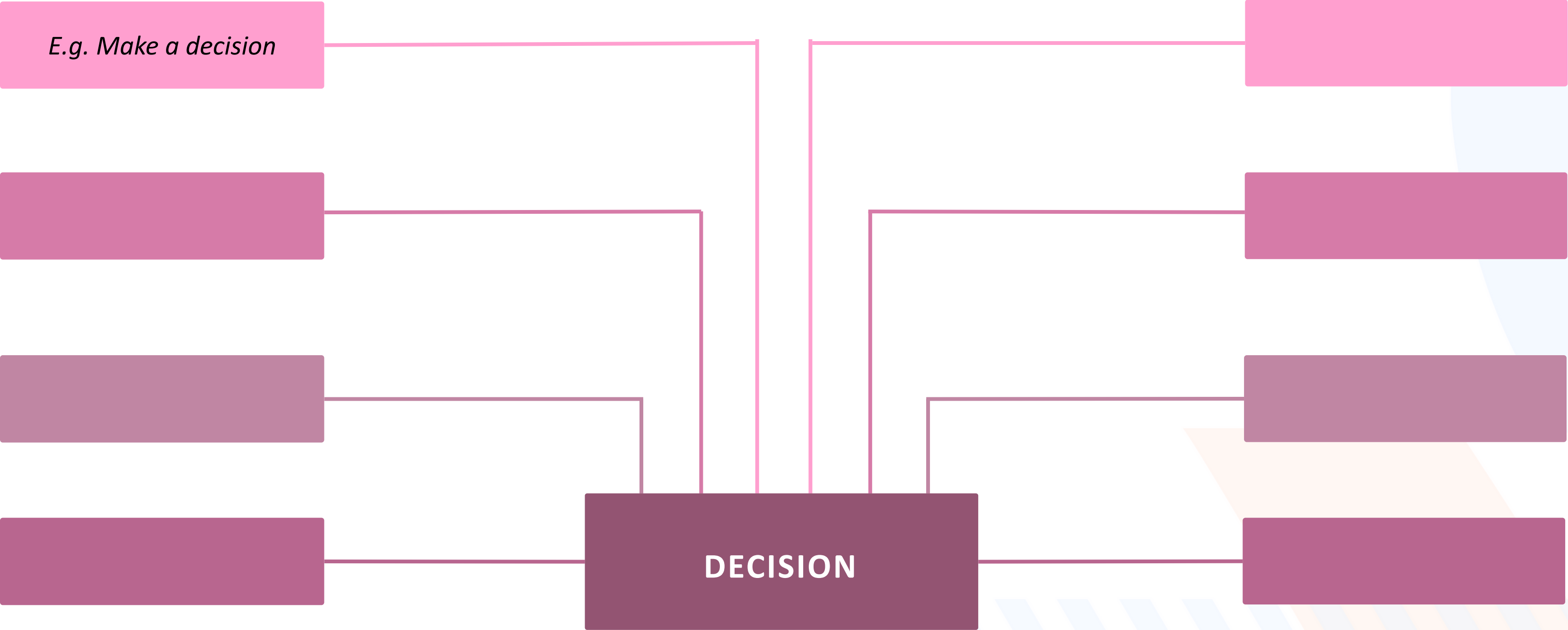
3. A colleague who has been at the company for much less time than you has been promoted above you and is now your boss. You don't get along well with this person.

4. You found out that your boss's position has become vacant, and you told your colleague about it. This colleague is also a friend of yours. You both want the job, but you don't want your colleague to apply because you know he/she has a better chance of success. However, you want to protect your friendship and you know that your colleague is unhappy with his/her current position.

5. Imagine a self-driving car that faces an unavoidable collision. The car's artificial intelligence must choose between hitting a pedestrian who is jaywalking or swerving into a nearby lane, potentially causing a chain reaction of accidents involving multiple vehicles.



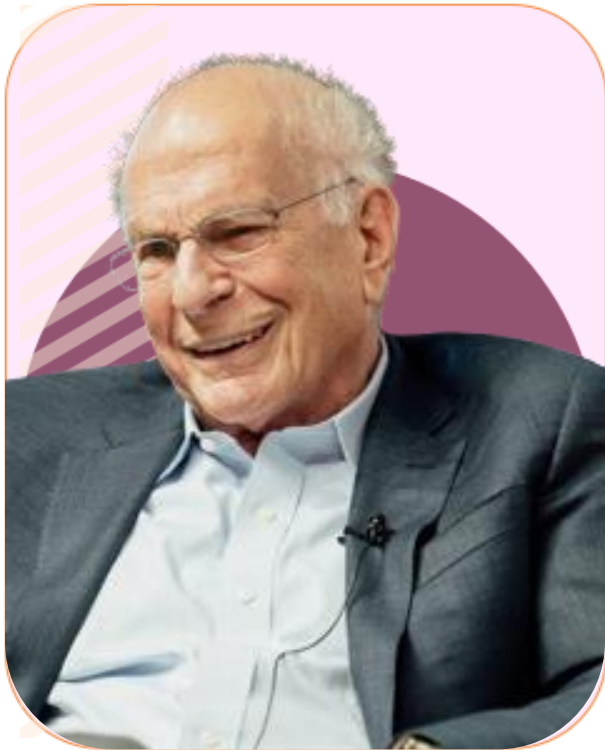
1. What verbs collocate with 'decision'? Can you think of at least 6?



2. Answer the questions:

1. Have you ever decided to do something just following your intuition?
2. Should 'a bad feeling' be ignored when making decisions?

3. What do you think these people have in common?



Daniel Kahneman



Barack Obama



Howard Schultz



Antonio Damasio



Mark Zuckerberg

4. Read the text and complete it with the names in red.

• Howard Schultz

• Antonio Damasio

• Facebook CEO Mark Zuckerberg

• Daniel Kahneman

• Barack Obama

In the bestseller 'Thinking, Fast and Slow' Nobel Prize winner _____ explains that people have two ways of thinking: a fast way and a slow way. The fast way is driven by emotions and makes decisions quickly without thinking too much. The slow way is based on logic and takes more time to analyze information before deciding. Even though it might seem strange, sometimes our instincts can help us make better choices and be more **determined**.

Neuroscientist _____ suggests that emotions and decisions are connected and you cannot separate them. If the logic doesn't make sense, following your gut may be the right choice. For instance, if your instinct says "no" to something you want to do or are **indecisive** about, it might be **pragmatic** to listen to your intuition. So one of the big advantages of **instinctive** decision-making - it's quick.

Every day, many people face the same battle between **rational** thought and emotion. We know we should avoid eating cake, wake up early, and refrain from spending hours watching TV, but our **impulsive** emotions often win. To make the most of this emotional influence, it is important to approach situations with a **flexible** and **focused** mindset.

_____, who used to lead Starbucks, is known for being **self-contained** and relying on instinct. This helped him a lot, like when he decided to charge \$3 for coffee in the 1990s, even though it was a lot of money back then.

When making decisions, relying solely on **rational** thought would require analyzing an endless list of variables. Instead, humans have evolved to use emotions as a **creative** and **methodical** shortcut for decision-making.

For example, _____ doesn't wear his signature grey T-shirt simply because he loves the style. There's a **thoughtful** approach and scientific reason why the billionaire routinely wears the same thing. By sticking to a uniform and eliminating the small choices in life he saves the best of his brain's ability for the really important things.

_____ is another case in point. When he was in office, he removed one decision from his daily life - what to wear. 'You'll see I wear only grey or blue suits,' he said. 'I don't want to make decisions about what I'm eating or wearing because I have too many other decisions to make. You need to focus your decision-making energy. You can't be going through the day distracted by trivia.'

This doesn't mean you should only follow your emotions but after researching before a big decision, it's good to challenge **conventional** thinking, trust your instincts a bit and try not to doubt yourself too much.

5. Answer the questions about the text.

1. What are the two ways of thinking explained by Daniel Kahneman?
2. How does Antonio Damasio view the connection between emotions and decision-making?
3. Why does Mark Zuckerberg wear a grey T-shirt every day?
4. How did Barack Obama simplify his daily decision-making process?

6. Do the quiz. Check the meaning of the words in bold with your teacher (*optional*).

Welcome to the 'Decision-Making Style' test! This test will help you better understand your decision-making style in different situations. Please read each statement carefully and select the answer that best describes your behavior.

1. When making a decision, do you tend to rely on

- a. **detached** observation
- b. **methodical** planning
- c. **flexibility** in adapting to changing circumstances

2. Would you say that you are

- a. **indecisive** and struggle with making choices
- b. **determined** and stick to your initial decision
- c. **instinctive** and trust your gut feelings

3. Do you prioritize

- a. **rationality** and logic over emotions
- b. **creativity** and thinking outside the box
- c. **tactfulness** in considering the opinions and feelings of others when making decisions

4. How would you describe your decision-making style? Is it

- a. **focused** and deliberate
- b. **impulsive** and spontaneous
- c. **pragmatic** and practical

5. Are you able to

- a. adjust your decision-making style based on the situation
- b. stick to your tried and true methods
- c. carefully consider the context and the people involved

6. Which approach do you believe is most effective for your decision-making style? Is it

- a. analyzing all the facts and details
- b. balancing your head and your heart
- c. remaining **determined** and committed to your decisions

That's it! Add up your answers to see which style best describes your decision-making approach.

Results:
Mostly a's: You are detached and analytical
Mostly b's: You are determined and instinctive
Mostly c's: You are flexible and thoughtful

7. Match words (1-6) with their antonyms (a-f).

- | | |
|-----------------|---------------|
| 1. detached | a. creative |
| 2. methodical | b. outgoing |
| 3. determined | c. impulsive |
| 4. instinctive | d. rational |
| 5. conventional | e. flexible |
| 6. pragmatic | f. indecisive |

8. Use the words below to describe your personality.

- detached
- methodical
- indecisive
- determined
- instinctive
- flexible
- outgoing
- thoughtful
- creative
- conventional
- rational
- tactful
- self-contained
- focused
- impulsive
- pragmatic



extra vocabulary

To bite the bullet - to make a difficult or painful decision.

E.g. I hate going to the dentist, but I'll just have to bite the bullet.

9. Read the situations below. What would you decide?

1



'I've been offered a promotion that will enhance my career. The position is very interesting, the salary is excellent, but the subsidiary is in the Middle East. My wife and children don't want to move so far from home.'

3



'I've been entertaining some business partners at an expensive restaurant. When the waiter comes with the bill, I discover that I've forgotten my wallet with my money and credit card.'

5



'I'm about to give a presentation of my company's new product. To my horror I discovered that I left my flash-drive at home.'

2



'I'm meeting a Japanese business partner tomorrow and am not sure how to behave.'

4



'I've just arrived at my boss's house. I thought it was a fancy-dress party and have come as a bunny. Everyone else is dressed normally. How should I behave?'

6



'I've been unemployed for the past two years. Finally, I've found the position that I like, but I feel unsure of myself. How should I behave to get an offer?'

1. Answer the questions.

1. How can you help someone make up their mind? Give examples.
2. How can you prevent yourself from having second thoughts after making a decision?

2. Read the Context. Listen to the meeting and answer the questions below..



Audio 6.3

CONTEXT

FoodieHub, a popular food delivery service, is experiencing stagnating growth and is looking to capitalize on the growing demand for online grocery delivery. The team believes that their culinary expertise can provide a unique, value-added service with personalized meal planning and easy-to-follow recipes. However, they must carefully consider the challenges of entering a competitive market, including high operational costs, logistical complexities, and the need to establish a supply chain network. Chris (CEO), Mary (Head of Operations) and Taylor (CFO) are meeting to discuss the viability of this idea.

1. What's the advantage of entering the grocery delivery market?
2. What is the disadvantage?
3. What are Mary's arguments against grocery delivery?
4. What did they decide?
5. Who follows an emotion-based approach?
6. Who opts for a fact-based approach?

3. Match (1-5) with (a-c).

- | | |
|------------------------------|---------------------------------------|
| 1. What's your | a. to rush into anything. |
| 2. That's my | b. careful consideration. |
| 3. I don't want | c. us off with the financial aspects? |
| 4. This whole issue requires | d. view. |
| 5. Taylor, could you start | e. position on this? |

4. Complete the sentences with the phrases below, then listen again and check.



Audio 6.3

- draw up • drawback • pros and cons • as far as I'm concerned • getting at
- see • the thing is, • look • put our heads together • come up with

1. So let's _____ and see what we can _____.
2. I'd like to discuss the _____ first.
3. If we _____ at the facts, we'll _____ that the grocery delivery market has been growing rapidly.
4. However, the _____ is that it'll mean a considerable investment in infrastructure and marketing.
5. I appreciate the data, but _____, we should focus on our core competency, which is food delivery.
6. _____, our customers love us for our quick and reliable food delivery.
7. So what you're _____ is that we should combine both fact and emotion-based approaches to make our decision.
8. Let's _____ some action points on conducting market research and a customer survey.

5. Read the Key Expressions and clarify the meaning of the phrases you do not understand.

Presenting an argument

- If we look at the facts, we'll see ...
- Look at ... They're here in black and white ...
- The fact is ... / The thing is . .
- The advantage / drawback is ...
- If we ..., it'll mean ...
- A classic example is ...
- Let's put our heads together and see what we can come up with.

Giving an opinion

- I (don't) think (we should) ...
- If you ask me, we should . .
-, that's my view
- In my opinion ...
- As far as I'm concerned ...
- I think it would be crazy to ...
- Let's not jump to conclusions
- I don't want to rush into anything.
- This whole issue requires careful consideration.

Clarifying

- Could you give us some detail, please?
- What I mean is ...
- So what you're getting at is ...
- In other words ...

Leading the discussion

- Today, I'd like to establish ...
- I'd like to discuss the pros and cons first.
- (Taylor), could you start us off, please?
- What's your position on this?
- Hang on. Let's hear what (Taylor) has to say ...
- I don't want to spend too long on this point.
- Can we move on to ... ?
- Let's turn to the next item ...
- Let's look into it ... and discuss it again at our next meeting.
- Let's draw up some action points on ...

Responding to opinions

- Exactly/Absolutely.
- You're / X is right.
- What X says is right.
- Yes, but ...
- I'm not convinced

6. Role-play. You are at a departmental meeting and you are thinking about moving your company's manufacturing facilities from Germany to South America. Think of advantages and disadvantages, discuss them with your partner/teacher using the key expressions, and make a decision.

Student A

You are against moving the manufacturing facilities to South America. Follow an emotion-based approach.

Student B

You are in favour of moving the manufacturing facilities to South America. Follow a fact-based approach.

Responding to opinions

Presenting an argument

- If we look at the facts, we'll see ...
- Look at ... They're here in black and white ...
- The fact is ... / The thing is . .
- The advantage / drawback is ...
- If we ..., it'll mean ...
- A classic example is ...
- Let's put our heads together and see what we can come up with.

Clarifying

- Could you give us some detail, please?
- What I mean is ...
- So what you're getting at is ...
- In other words ...
- Exactly/Absolutely.
- You're / X is right.
- What X says is right.
- Yes, but ...
- I'm not convinced

Leading the discussion

Giving an opinion

- I (don't) think (we should) ...
- If you ask me, we should . .
-, that's my view
- In my opinion ...
- As far as I'm concerned ...
- I think it would be crazy to ...
- Let's not jump to conclusions
- I don't want to rush into anything.
- This whole issue requires careful consideration.

- Today, I'd like to establish ...
- I'd like to discuss the pros and cons first.
- (Taylor), could you start us off, please?
- What's your position on this?
- Hang on. Let's hear what (Taylor) has to say ...
- I don't want to spend too long on this point.
- Can we move on to ... ?
- Let's turn to the next item ...
- Let's look into it ... and discuss it again at our next meeting.
- Let's draw up some action points on ...

1. What did you do last weekend? What are you going to do next weekend?

2. Look at the list of activities. Which would you like to do? Why?

- Visiting family
- Eating local food
- Going hiking
- Going shopping
- Having dinner
- Doing a cooking class
- Staying out late
- Going to an art gallery or museum
- Going to a football match
- Going to an event
- Going to a local pub
- Practicing English
- Attending a networking event
- Going on a road trip
- Doing some sport or activities
- Watching a concert or going to the theatre



Audio 6.4

3. Listen to six conversations. Which of the activities above are mentioned?

4. Match the sentences (1-4) to the responses (a-d). Then listen again and check.

- | | |
|---|--|
| 1. I'm supposed to be going hiking with some friends, but it depends on the weather. | a. Sounds good. I might check it out too! |
| 2. We're off to visit my family in Florida. It's been a while since we've seen them. | b. I see. I hope you manage to wrap it up and make it to the event! |
| 3. We'll probably go to a local event downtown. There's usually a fireworks display and live music. | c. I see. I hope the weather holds up for you! |
| 4. I'm supposed to be attending a networking event, but it depends on whether I finish my project on time. | d. Lucky you! I hope you have a great time. |

5. Complete the sentences with prepositions.

1. What are you ____ to this weekend?
2. What've you got ____ the holidays?
3. We're ____ to visit my family in Florida.
4. Are you taking any time ____ your birthday?
5. Anything nice planned ____ your vacation next month?
6. It depends ____ whether I finish my project on time.

- up
- off for
- for
- on for
- off
- on

6. Work with your teacher/partner. Take turns to ask about social plans using the phrases below.

Asking about social plans

- What've you got on ...?
- What are you up to ...?
- Are you taking any time off ...?
- What are you doing ...?
- Anything nice planned for ...?

Responding

- Well, I'm supposed to be ...
- We'll probably ...
- It depends on ...
- We're off to ...
- Nothing special.

Reacting

- Poor you.
- Sounds good.
- I see.
- Lucky you!

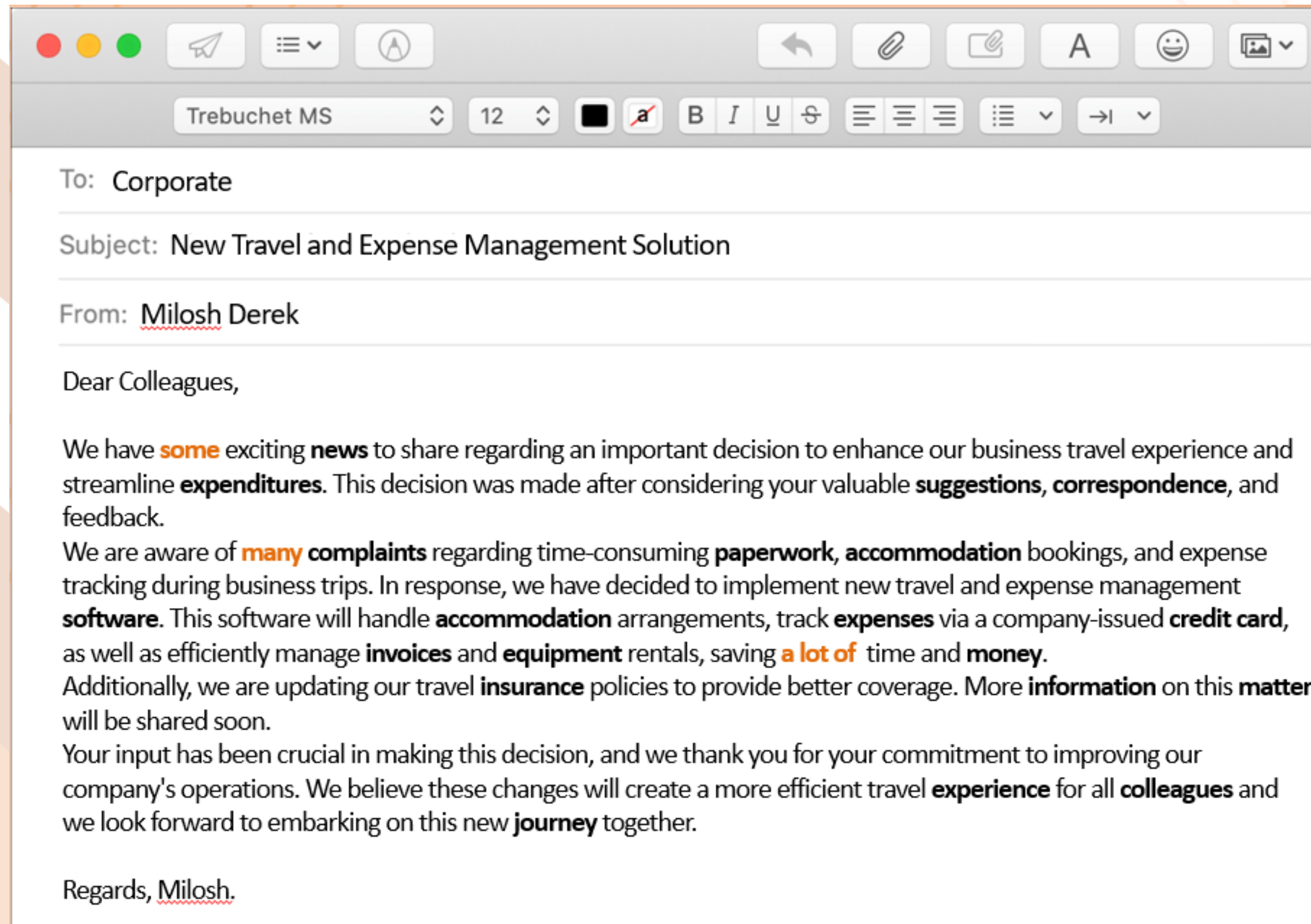
E.g.

A. What are you up to after work?

B. Nothing special. We'll probably watch a movie.

A. Sounds good!

1. Read the email below and match the nouns in bold to categories (a-c). Which nouns can be both countable and uncountable?



a. Uncountable noun	b. Singular countable noun	c. Plural countable noun
<i>E.g.</i> <i>news</i>; expenditure (= general spending and can also refer to different areas of spending)		<i>E.g.</i> <i>expenditures</i>

2. Read sentences (1-9) and underline nouns

1. A few employees relocated last month.
2. This software will save us time and money.
3. We are aware of many complaints regarding time-consuming paperwork.
4. We bought some new equipment last month.
5. I'm afraid we haven't got much time.
6. Do you have any questions?
7. He gave me some good advice.
8. There are a lot of people waiting for you in reception.
9. That's a good idea.

3. Choose the correct words in *italics* to complete the explanations (1-7) in the Language point. Then write the sentence number from ex. 2 that matches each explanation.

LANGUAGE POINT

1. **Countable / uncountable** nouns can be singular or plural. E.g. _____
2. **Countable / uncountable** nouns are always singular. We can't use numbers with them. E.g. _____
3. We use **some / a lot / any** with uncountable and **plural countable / singular countable nouns**. E.g. _____, _____
4. We use **many / few / a few** with **singular / plural** nouns only. E.g. _____, _____
5. We use **much / little / a little** with **countable / uncountable** nouns only. E.g. _____
6. We use **some** in **affirmative / negative** sentences. E.g. _____
7. We use **any** **affirmative / negative** sentences and questions. E.g. _____

4. Complete the sentences with *some, any, much, many, few, a few, little*. Sometimes there is more than one option.

1. Congratulations! You've made so _____ progress!
2. We have a few customers in Romania, but not _____.
3. I have _____ information about the upcoming training session.
4. I'll see you in an hour. I have _____ emails to write.
5. I'm bored! I have very _____ work to do today.
6. Do you have _____ trouble with sustainability regulations?
7. I'm dissatisfied. _____ people attended the workshop on Friday.
8. We haven't had _____ news from our agent.
9. We do some business in Portugal, but not _____.
10. I'm enclosing _____ information about our range of products.
11. Have you got _____ extra leaflets? – Sure, there are _____ left.

extra grammar

Few is used with plural countable nouns. Few = not many
E.g. I know very few people in this city.

A few is used with countable nouns to talk about a small number in a positive way. It emphasizes that the number, though small, is enough.

E.g. I know quite a few people who have had the same problem.

extra grammar

A little is used with uncountable nouns and means a small amount.
E.g. Is there any milk left? – Only a little.

Little = not much

E.g. Hurry up! We have little time.

5. Complete the sentences with one word (*some, any, much, many, few, a few, little, a lot of*) so that it means the same as the first sentence.

Example:

a. He doesn't have many friends in the city.

b. He has few friends in the city.

1. a. Numerous clients requested information.

b. _____ clients requested information.

2. a. There's insufficient time for analysis.

b. There's _____ time for analysis.

3. a. The company invested a large sum in R&D.

b. The company invested _____ money in R&D.

4. a. The manager knows a small number of prospects.

b. The manager knows _____ prospects.

5. a. Sales team has limited product line experience.

b. Sales team has _____ product line experience.

6. a. A significant amount of resources is required for the campaign.

b. _____ resources are required for the campaign.

extra grammar

We can use **some** in a question if it is an offer or request:

E.g. Would you like some information on our investment funds?

We can use **any** in affirmative sentences where we mean 'it doesn't matter who/which' and in conditionals:

*E.g. I'm free all day. We can meet any time you like.
If any news comes in while I'm away, let me know.*

6. Complete the questions with your own ideas. Then work with your partner/teacher and take turns to ask and answer the questions. Use *some, any, much, many, few, a few, little*.

1. Are there _____ in your town or city?
2. Can you ever have too _____ money?
3. What is something you have too _____ of?
4. What is something you can never have too _____ of?
5. How _____ a day?
6. How _____ friends are too _____ ?
7. How _____ do you have?
8. Do you think most people have _____ time to enjoy themselves?
9. Do you have confidence to _____ extent?
10. Do you think there is _____ online?

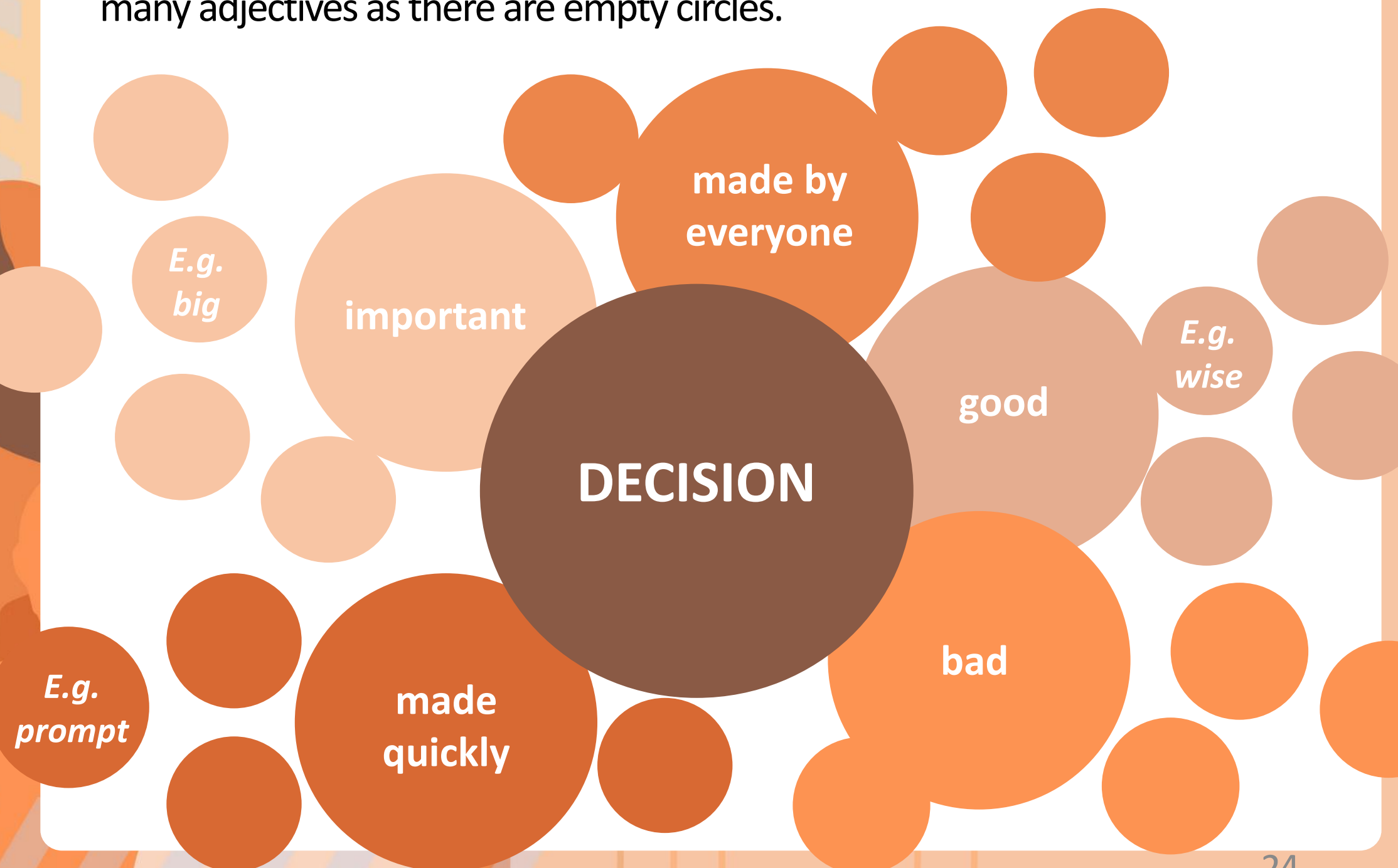


extra writing

Write a tweet (40 -70 words) about your recent meeting.

Use as many quantifiers (*some, any, much, many, few, a few, little*) as possible.

1. Think of adjectives that are synonyms with the words in the circles below. They should collocate with the word '*decision*'. You need to come up with as many adjectives as there are empty circles.



Discussion

2. Do the quiz.



1. Who said this:

"I really want to clear my life to make it so that I have to make as few decisions as possible about anything except how to best serve this community. I feel like I'm not doing my job if I spend any of my energy on things that are silly or frivolous about my life."

A. Bill Gates

C. Mark Zuckerberg

B. Donald Trump

D. Angelina Jolie

2. Whose words are these:

"As a senior executive, you get paid to make a small number of high-quality decisions. If I make, like, three good decisions a day, that's enough. And they should be as high quality as I can make them."

A. Jeff Bezos

C. Richard Hilton

B. Warren Buffett

D. Elon Musk

3. Watch the video about how Jeff Bezos makes decisions and answer the questions:

Bezos: https://www.youtube.com/watch?v=kfY3uRCvEMo&ab_channel=BloombergTelevision

1. What does he like to do in the morning?
2. Why does Bezos schedule his high IQ meetings before lunch?
3. As a senior executive, what does he get paid to do?
4. What do these numbers refer to: 10, 8, 5, 3?

4. Watch the video about Mark Zuckerberg's decision-making approach. How is it similar to Bezos'? How is it different?

Zuckerberg:

https://www.youtube.com/watch?v=acTXVnykpuk&ab_channel=TheoValentino

extra vocabulary

Take the plunge - to make a decision to do something, especially after thinking about it for a long time.

E.g. They're finally taking the plunge and getting married.

5. Have you ever regretted your decision?

Read the situations below. What do you think the companies decided to do?



1. In 2017, **United Airlines** needed to free up seats for four additional crew members who needed to reach Louisiana and tend to another flight that would be canceled without their presence. When no one volunteered to get off the plane...

2. **Volkswagen's** main goal was to become the world's leading automaker, surpassing Toyota. To achieve this goal, the company...



TURING
PHARMACEUTICALS

3. In 2015 **Turing Pharmaceuticals**, a Swiss pharmaceutical company, obtained exclusive rights to the life-saving antiparasitic drug Daraprim used to treat infections in people with human immunodeficiency virus (HIV). After that Turing Pharmaceuticals immediately...

6. Read and comment on each situation. What would you do differently?

1. In 2017, **United Airlines** needed to free up seats for four additional crew members who needed to reach Louisiana and tend to another flight that would be canceled without their presence. However, when no one volunteered to get off the plane, the airline had to conduct an involuntary deboarding, and David Dao, a doctor who had patients to see the next morning, was selected but refused to leave the plane.

Videos taken by other passengers of Dao screaming and being dragged down the aisle by a security officer went viral and sparked outrage worldwide. CEO Oscar Munoz apologized and then later called passenger Dao “disruptive and belligerent,” which other passengers (and another video) disputed.

As a result, United Airlines found itself in one of the worst public relations nightmares in its history.

It was one of the lowest-ranked airlines by consumers the next year. The company’s stock fell by 4%, and customers responded with severe backlash, with some even chopping up their United Airlines credit cards.

2. **Volkswagen's** main goal was to become the world's leading automaker, surpassing Toyota. To achieve this goal, the company invested heavily in developing "clean diesel" cars, which were marketed as environmentally friendly and fuel-efficient.

However, in 2015 Volkswagen was caught cheating on emissions tests in what became known as "emissionsgate" or "dieseldate." It was discovered that VW had installed software in its diesel vehicles that could detect when emissions testing was being conducted, and it would modify the emissions levels to meet testing standards.

This scandal affected up to 11 million cars and led to criminal charges against VW’s chairman and CEO, who were both fired. The company was fined heavily, with more than \$30 billion in fines and penalties.

3. In 2015 **Turing Pharmaceuticals**, a Swiss pharmaceutical company, obtained exclusive rights to the life-saving antiparasitic drug Daraprim used to treat infections in people with human immunodeficiency virus (HIV) and immediately raised the price of the drug from US \$13.50 to US \$750 per pill. Martin Shkreli, the CEO of the company, defended the decision to raise prices, stating that insurance coverage would ensure that those who needed the drug would still be able to afford it.

However, the alarming price hike led to the Federal Trade Commission (FTC) and seven state governments filing a lawsuit against Shkreli. The court ruled against him, banning him from the pharmaceutical industry for life. A fine of US \$64 million was also imposed on him and his company to return the profits earned from inflating the price of the pills.

Task

7. Follow the instructions and make decisions (*optional*).

1. Do you agree with the following statements? Make *a gut decision*.

- a. Your company is going to be announced World's Most Ethical Company.
- b. In 5 years we will interact only in the Metaverse.

2. Make *a snap decision* about the following:

- a. What are you going to eat for dinner tomorrow?
- b. What are you going to do next weekend?

3. Read the statements below. Before deciding what to do, *weigh up your options*.

- a. I am going to take a sabbatical and travel the world for 6 months.
- b. It is better to invest in Bitcoin instead of property.

Task

8. Read the advice by Jeff Bezos. Which do you agree and disagree with?
Come up with 5 pieces of advice on decision-making. Discuss them with your teacher/partner.

☐ Make only 3 decisions / **day**.

☐ Always follow your **gut**.

☐ Don't forget to think **ahead**.

☐ Start small and **build**.

☐ Do important things **early**.

☐ Get a full night's **rest**.

Jeff Bezos
CEO - Amazon



1. Complete the phrases below with verbs:

1. _____ up information
2. _____ my decision
3. _____ on feelings
4. _____ my instincts
5. _____ all the options
6. _____ confidence in my (own) judgment
7. _____ different perspectives
8. _____ between two things

2. Match the words and the definitions:

- | | | |
|--------------|----------------|------------------|
| • detached | • flexible | • self-contained |
| • indecisive | • outgoing | • impulsive |
| • determined | • conventional | • pragmatic |

1. Traditional and ordinary.
2. Friendly and energetic and finding it easy and enjoyable to be with others.
3. A _____ person does not show any emotional involvement or interest in a situation.
4. A _____ person does not have a large number of relationships with other people or does not depend on others for support.
5. Not good at making decisions.
6. Showing behavior in which you do things suddenly without any planning.
7. Wanting to do something very much and not allowing anyone or any difficulties to stop you.
8. Based on practical judgments rather than principles.
9. Able to change or be changed easily according to the situation.

3. All the following sentences are grammatically incorrect. Correct the mistakes.

1. The crisis caused **many** damage. _____ E.g. The crisis caused **much** damage.
2. There were little strangers in the street.
3. Our company uses very few electricity.
4. We haven't made many progress recently.
5. I don't think she has few experience for the job.
6. She works mostly on a team so she has much colleagues.
7. I've got few minutes so I'll call you.

4. Complete the phrases below with prepositions.

1. _____ my opinion, ...
2. If we look _____ the facts, we'll see ...
3. Let's draw _____ some action points.
4. They're here _____ black and white.
5. Let's put our heads _____ and see what we can come _____ with.
6. Let's turn _____ the next item.
7. Let's not jump _____ conclusions.
8. I don't want to rush _____ anything.
9. _____ other words, ...
10. Let's look _____ it.
11. Let's discuss it again _____ our next meeting.

5. Complete the conversation with your ideas.

Conversation 1:

A: What are you up to this weekend?

B: Well, I'm supposed to be _____, but I might _____ on Friday. How about you?

A: We're off to _____ on Saturday. _____?

B: Nothing special, just _____.

Conversation 2:

A: What've you got on next week?

B: It depends on _____, but I might _____. Are you taking any time off?

A: Lucky you! We're planning _____ next weekend.

B: _____!

6. Explain the meaning of the phrases below:

1. Landmark decision
2. Snap decision
3. Unanimous decision
4. Gut feeling
5. Momentous decision
6. Knee-jerk decision