

COURSEBOOK, p. 77; READING

1. Do people always make rational and wise decisions about their professional future? What do they mostly based their vital decisions on?
2. Who is Daniel Kahneman and what is he famous for?
3. Professor Kahneman ´s advice is often sought by many investors. T/F
4. People usually show an enormous interest in getting to know the roots of their poor decisions. T/F
5. When investing in stocks and shares people base their decisions on long-term returns of their previous investments. T/F
6. In which other areas of life do people ´s expectations prove to be unrealistic?
7. Unlike in the area of personal relationships people are never guided by their first impressions when it comes to negotiating a price with a new acquaintance. T/F
8. How do the above mentioned human characteristics affect the decision making process? What does the author of this article advise companies/managers to do?
9. What is it bias?
10. What is the so called homebias?
11. How is fear of failure demonstrated in the way people value gains and losses?
12. Pople usually spend too much time making small decisions at the expense of big decisions. T/F (give an example from the text).
13. Why is it not wise to spend too much time regretting past decisions? How can regretting past decisions show in the behaviour of investors?
14. Why are governments more likely to behave irrationally than businesses ?

COURSEBOOK, p. 81; CAREER SKILLS

TASK Complete the text with the words and phrases you hear:

OK, hold on, let ´s just sum up what has been decided so far and then if **1.** _____ , we can continue to prioritise **2.** _____. We all agree that it is imperative to draw up criteria for the companies we want to trade in, right? Otherwise, we´ll never **3.** _____. Now, I know it would be useful to establish relationships with the CFOs of companies on our list, but we don´t have to do that now. I´m afraid we can forget about a trip to Frankfurt – it **4.** _____, and we´re going to recruit specialists for the job, anyway. Right, what next?

Well, maybe the next step should be to start the **5.** _____.....