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UNIT Money smarts

Vocabulary

2

1 Form compound nouns with the words in the box to match the definitions.

	n	fore est	curve	en b dowr	all life n head	sheet silver	span span	time	
	egg	sp	read	line	smoke	payment	ware	power	
	1	the pa	art of the	e face abo	ve the eyes	and below t	he hair		
		_			•			continue to w	ork
		a doc	U	hat conta				that can be u	
	4	(infm	l.) a sur	prising an	ıd unexpect	ed action or	event		
					-			think sth. will	take
		object	ts that a	re made c	of silver, esp	. dishes, kni	ves, forks,	etc.	
	7	sth. th	nat you	do or say	to hide you	r real plans o	or actions		
		a payı	ment yo	u make w	hen you bu	y sth. that is	only part	of the full pri	ce,
		with t	the rest t	to be paid	l later				
	9	an an	nount of	money tl	nat you hav	e saved so th	at you car	use it for sth	
		specia	al in the	future					
	10	the ar	nount o	f money t	hat a perso	n or group h	as availab	le to spend	
	-		sentend vity 1.	ces with t	the correct	form of the	compou	nd nouns yo	u
1	Cany	ou rec	ommen	d me son	ne cost-effe	ctive	set	s as gifts since	e m
	sister	is gett	ing mar	ried this 1	month?				
2	The _			of \$100 bi	ills in circul	ation is abou	ıt 23 years	, hence they d	lon't
	need	to be r	eplaced	very ofte	n.				
3	By sa	ving di	iligently	and inves	sting wisely	, he manage	d to amass	enough mon	ey
	for th	e		_ on his	first house.				
4	You c	an kee	p a(n) _		to trac	k all your tra	nsactions	which will he	elp
	you g	ain a b	etter un	derstand	ing of how	you are spen	ding your	money.	

	5	My father wrinkled his as he carefully examined the household bills and didn't notice that I was standing beside him.
	6	For effective money management, it is important to establish a(n)
	v	for setting aside a certain amount of money on a regular basis.
	7	His constant smiles and jokes were just a(n) to hide his lack of
		relevant knowledge when they talked about stocks.
	8	It's easy to feel like you have your financial situation all figured out until life
	Ü	throws a(n) which could be very hard for you.
	_	
3	Co	omplete the sentences with the correct form of the words in the box.
		harmonious easy-going economical
		endearing efficient sombre precarious substantial
	1	The commany's design to be explicitly invest in mislay projects has left it in a(n)
	1	The company's decision to heavily invest in risky projects has left it in a(n) economic position.
	2	After hearing the news about the earthquake, the entire office wa
	_	cast into silence and soon a fund for victims was launched.
	3	A society characterized by balanced economic growth, stable job markets, and
		equitable distribution of wealth among its citizens is considered
	4	With the new law taking effect in that country, many people will experience a(n)
		increase in their property tax bills in the coming years.
	5	Through budgeting and good spending habits, you can effectively
		manage your money and achieve financial stability for the future.
	6	Switching to public transportation instead of daily commuting by car is a more
		choice that saves money on fuel and reduces traffic jams.
	7	Her nature enables her to get along well with all her colleagues,
		making her the ideal leader for the newly established charity.
	8	Both Jim and Della sold their most precious possessions in order to buy the
		most gifts for each other when Christmas was coming.
4	Co	omplete the sentences with the correct prepositions or adverbs.
	1	Many financial advisors frown the habit of consistently
		overspending and accumulating credit card debt.
	2	Setting a certain amount of money every month makes
		a large sum of money which you can use for any emergency.
	3	My mum tried to enlighten me the necessity of making a
		reasonable budget by showing me her handwritten accounts.
	4	I dropped a charity event and donated some money to support a
		good cause.

5	He doesn't show his wealth, preferring to use his money discreetly
	to help those in need and support meaningful causes.
6	She is taken the idea of financial independence, constantly
	seeking opportunities to grow her money and secure a stable future.
7	With a good habit of keeping accounts, it is very convenient for us to keep track our spending anytime.
8	No matter how difficult life was, my dad ploughed with the idea
	that he should save every coin for my college fund.
9	We need to realize that hotel costs will gobble most of our holiday budget.
Uı	nderline the correct word to complete each sentence.
1	She managed to make extra money by providing housekeeping services,
	including ironing out the <i>creases / creaks</i> in suits for her busy neighbors.
2	Proper financial planning can yield <i>slight tremendous</i> benefit for personal life in the long run.
3	Being a proficient financial advisor, he stays <i>occupied / careless</i> with devising
	effective investment plans for his clients.
4	Before issuing a credit card, the bank will <i>discover ascertain</i> the customer's
	credit record to determine the potential risks.
5	Her ability to <i>persevere / preserve</i> despite obstacles and setbacks is key to her
	success in starting up her own business from the ground up.
6	Although the flu vaccine costs money, one simple <i>projection injection</i> is
	necessary to help protect you when flue is most prevalent.
7	Due to her improved medical condition, the annual <i>premium primary</i> for her
	health insurance no longer took up a significant portion of her income.
8	Her <i>prediction</i> / <i>protection</i> about the rise in gold prices turned out to be true, resulting in a substantial financial gain.
9	Engaging in <i>meditation / medication</i> , he came to understand that he should not
	allow himself to be dominated by the pursuit of money.
	omplete the sentences with the correct form of the words and expressions in e box.
i	in real time for a rainy day nest egg paper round nterest rate household bill emergency fund purchasing power
1	Twenty years ago, getting a part time job like a(n) was a great idea for anyone over 12 years of age who wanted some cash.

	2	We should create a separate bank account to which some of our paycheck goes
	_	straight so that we can save
	3	With this app, I can monitor the rise and fall of my investments
	4	, from anywhere in the world. The decision to lower was aimed at stimulating the economy
	4	
	_	by encouraging borrowing and investments in various sectors.
	5	A well-funded enables individuals to contribute to the
		economy by starting businesses and investing in essential industries for long-
		term economic growth.
	6	Most experts believe you should have enough money in your
	_	to cover at least three to six months' living expenses.
	7	The professor asked them to analyze the customers' and its
		impact on the overall economy within a free market scenario.
	8	Going through the which track my family's monthly
		expenses makes me determined to manage my expenses properly.
7	Co	omplete the sentences with the appropriate derivative of the words in brackets.
	1	My roommate Susan found a part-time job as a(n) in the hotel to
		earn some pocket money. (reception)
	2	Schools hiring a(n) to offer counseling can contribute
		significantly to the mental health and well-being of students. (therapy)
	3	At this exciting moment, I want to say that I am grateful to Mrs.
		Green for her financial support throughout my time in college. (exceed)
	4	I propose that we wait until the budget has been announced before committing
		ourselves to any (expend)
	5	No matter how rich you are, you can't buy, friendship or love with
		money. (tender)
	6	The candidate for mayor of the city promised that he would facilitate the
		government's on tax reduction once he won the election.
		(concentrate)
	7	Checking your spending will help you understand your own
		financial situation clearly thereby enabling you to spend money rationally.
		(occasion)
	8	As a successful film, he has the expertise to turn creative ideas
	-	into popular films, and has made great achievements in the entertainment
		industry. (produce)

8 Read the passage *Enjoy studying in China on a budget* and the words in the table.

Verb	Noun	Adjective
/	hospitality	hospitable
prohibit	prohibition	prohibitive
/	efficiency	efficient
afford	affordability	affordable
preoccupy	preoccupation	preoccupied
price	price	pricey
/	convenience	convenient
account	accountant	accountable

Now complete the sentences with the correct form of the words in the table.

- 1 Her mind was _____ with thoughts of the upcoming meeting, making it difficult for her to notice anything else.
- 2 College students who have a part-time job often know better than their peers about how to make _____ use of their time.
- 3 Every visitor to this city is overwhelmed by the kindness, charm and _____ of the local people.
- 4 The apartments we looked at were either too ______ or not worth the work it would have taken to fix them up.
- 5 Unfortunately, the high cost of the rent in this area of the city makes it _____ for anyone on a tight budget.
- 6 Resisting the purchase of unnecessary luxuries makes your necessities more
- 7 My sister Susan is a(n) ______, and she often advises me on expenditure and costs based on my current financial statements.
- 8 You'd better choose to live in the college dormitory since it combines comfort, safety, and ______.

9 Listen to the audio *Steps to better money management* and choose the best collocation to complete each sentence.

- 1 Her suggestions about creating a budget are good, so just try to put them into
- A. effect B. practice C. operation
- 2 The sharp change in interest rates had a huge _____ on the housing market, which is beneficial for the economy in the long run.
 - A. impact B. significance C. attraction

3	10 create and	a budget makes it	l easy to know where your money
	is going and how to	use it in the best way.	
	A. stick to	B. add to	C. allot to
4	People should have	a retirement plan	for how they'll manage their
	finances when they	get old.	
	A. in place	B. in use	C. in person
5	The projected budg	get is how much you intend	to spend, while the actual budget
	is how much you ac	ctually spend	ding.
	A. follow up	B. save up	C. end up
6	If you have multiple	e credit cards, find the one	with the highest interest rate and
	prioritize	that debt first.	
	A. paying out	B. paying for	C. paying off
7	Based on a month of	of actual expenses, plan how	w much of your income you want
	toea	ach category monthly, for ex	xample, groceries, transportation,
	housing and entert	ainment.	
	A. allot to	B. divide to	C. share to
_	Lat. =		
K	ead the passage <i>tue</i>	esdays with Morrie and the	e information in the box.
ı	Each of the following	words can be used as both	a verb and a noun,
	sharing the same bas		
1	og envy upgrade	e relay soar clutter pa	ad hug glance sigh
	, ,		
Ν	low complete the s	entences with the correct	form of the words in the box.
1	The bank	crucial information to	o its investors about a major shift
	in its financial inve	stment strategy.	
2	We couldn't afford	to buy a house, as house pri	ices have a further
	20 percent since the	e beginning of the year.	
3	She	with relief when she found	that her credit card debt could be
	paid off by the end		
4	My mind was	of the year with all her sour	rces of income.
		·	rces of income. or started to introduce more
5	complicated monet	when the professo	
	•	when the professorary policies.	
	She pulled me into	when the professorary policies.	or started to introduce more she heard about my bankruptcy,
6	She pulled me into making me realize t	when the professor when the professor when the professor when a tight when that true love has nothing to	or started to introduce more she heard about my bankruptcy,
6	She pulled me into making me realize t	when the professor when the professor when the professor when a tight when the has nothing to at the month	or started to introduce more she heard about my bankruptcy, do with money.
6	She pulled me into making me realize to I only had time to designed for freshm	when the professor when the professor when the professor when a tight when that true love has nothing to at the month men in college.	or started to introduce more she heard about my bankruptcy, do with money.
	She pulled me into a making me realize to I only had time to I designed for freshman She walked into the	when the professor when the professor when the professor when a tight when that true love has nothing to at the month men in college.	she heard about my bankruptcy, do with money. ly budget worksheet which they
	She pulled me into making me realize to I only had time to designed for freshme She walked into the complicated graphs	when the professor ary policies. a tight when the true love has nothing to at the month the nen in college. e office of a famous investor a famous investor a famous investor and all four wall	she heard about my bankruptcy, do with money. ly budget worksheet which they
7	She pulled me into making me realize to I only had time to designed for freshman She walked into the complicated graphs. Some people	when the professor ary policies. a tight when the true love has nothing to at the month the nen in college. e office of a famous investor a famous investor a famous investor and all four wall	she heard about my bankruptcy, do with money. ly budget worksheet which they where a variety of calendars and lls. y time a new model comes out,
7	She pulled me into making me realize to I only had time to designed for freshmal She walked into the complicated graphs Some people while others prude:	when the professor ary policies. a tight when that true love has nothing to at the month the nen in college. c office of a famous investor all four wal their phones every their wait to see which new form.	she heard about my bankruptcy, do with money. ly budget worksheet which they where a variety of calendars and lls. y time a new model comes out, features they really need.
7	She pulled me into making me realize to I only had time to designed for freshmashe walked into the complicated graphs Some people while others prude. She wrote some no	when the professor ary policies. a tight when that true love has nothing to at the month the nen in college. c office of a famous investor all four wal their phones every their wait to see which new form.	she heard about my bankruptcy, do with money. If where a variety of calendars and lls. If time a new model comes out, features they really need. If paper about financial tips for

10

10	Social media offers us abundant opportunities to learn about financial
	management from others' experiences, but confident individuals never
	the success of others.

Structure

1	Rewrite the senten	ices using	what if

Sample) What would happen if my dog became ill?

- → What if my dog became ill?
- 1 Suppose that we teach finance skills to college students. Then, they would be better equipped for their financial journey after graduation.
- 2 What should we do if we could not resist impulse buying?
- 3 What might happen if he were unaware of the hidden risk when he borrowed to spend?
- 4 What should I do if I were uncertain about how much money I would have left over by the end of each month due to seldom keeping track of my expenses?
- 5 How about we consistently reducing expenses and setting aside a portion of our income to build a stable financial foundation?
- Complete the sentences by translating the Chinese in brackets into English using it's worth v-ing ...

Sample)

It's worth noting (值得注意的是) that managing your debt and your savings go hand in hand.

When we are less certain, we use what if + past form of a verb to talk about future possibility or ask what would happen in a particular situation, especially an unpleasant situation.

We use what if + present form of a verb to make helpful suggestions about what might happen. For example: What if we find the candles and put them around the room?

2	effectively manage your expenses and ensure financial stability during college.
2	(值得强调的是) that investing in your
	education can lead to greater career opportunities and personal development.
3	As parents,(值得尝试的是) to provide
	children with smart spending strategies before they go to college.
4	(值得铭记的是) that perseverance and
	resilience are essential qualities for overcoming challenges and achieving success.
5	(值得承认的是) that college students face
	numerous academic challenges throughout their educational journey.
Ba	ading comprehension nked cloze complete the summary of the passage <i>Tuesdays with Morrie</i> with the words in
tn	e box. Some of the words may not be used.
	comradeship opera salary greed terminally shelters fulfilling devoting inconsequential interest
	shelters fulfilling devoting inconsequential interest appreciate exceptional grateful sympathetic drastically I visited Morrie, a man who was 1) ill, on Tuesdays, I often found
him lis conver necess	shelters fulfilling devoting inconsequential interest appreciate exceptional grateful sympathetic drastically

(值得考虑的是) making a budget to

Passage 1

From coins to dreams: The power of wise spending

Every month, Julia and her cousins would go for a family meal at their grandparents' house. They would always wait excitedly for the moment when their grandfather gave them a few coins. Then all the children would run off to buy sweets. The family commented that if they continued behaving like this, the children would never learn to manage money. As a result, they proposed a special test, in which the children would have to show, over the course of a year, what they could manage to get with those coins.

Monty decided to start managing his money by buying and selling items, or betting it in card games with other children. Soon he surprised the whole family by accumulating a lot of money with little effort. However, Monty wasn't being very careful, and he got involved in some risky deals. A few months later, he didn't have a single penny left.

On the other hand, Alex saved all the money he was given. By the end of the year, he had collected more money than anyone else. Additionally, with so much money, he was able to buy sweets at a discounted price, ensuring that he had enough for well over a year. And even then, he still had enough left over to buy a toy.

Then there was Julia. Poor Julia didn't enjoy the day of the competition, because even though she had a wonderful secret plan, it would take a long time for it to work. However, she was so sure that her plan was a good one that she decided to carry on with it. When she was about to complete the second year of her plan, Julia surprised everyone by turning up at the grandparents' house with a violin and a lot of money. What was even more impressive was hearing her play the violin. She played it really well.

Everyone knew that Julia adored the violin, even though the family couldn't afford the lessons. So Julia got to know a poor violinist who played in the park, and she offered him all the coins she received if he would teach her how to play. Although it wasn't much money, on seeing Julia's excitement, the violinist agreed, and he happily taught her for months. Julia showed so much desire and interest that a year later the violinist loaned her a violin so they could play together in the park as a duo. They were so successful that gradually she managed to buy her own violin, with quite a bit of money to spare.

Even till now, Julia would always tell people how it was possible, with just a few coins well spent, to make your wildest dreams a reality.

1 Choose the best answer to each question.

- 1 What was the purpose of the special test proposed by the family?
 - A. To challenge the children's math skills.
 - B. To encourage the children to buy sweets.
 - C. To see who could accumulate the most money.
 - D. To teach the children about financial management.
- 2 What happened to Monty's money after a few months?
 - A. He lost all of it in risky deals.
 - B. He donated it to a charity.
 - C. He invested it in a successful business.
 - D. He saved it for a future purchase.
- 3 Which statement is true about Alex?
 - A. He was awarded sweets for winning the competition.
 - B. He had accumulated the most money by the end of the year.
 - C. He bought sweets at a lower price and sold them at a higher price.
 - D. He knew how to save money and used most of it to buy a toy.
- 4 Why didn't Julia enjoy herself on the day of the competition?
 - A. Because her plan was too secret to be made public.
 - B. Because she didn't have enough money to participate in the competition.
 - C. Because her plan would take a long time to work.
 - D. Because she was a little bit embarrassed in front of her family.
- 5 What does the author want to highlight by telling the story?
 - A. The importance of saving money.
 - B. The benefits of buying and selling goods.
 - C. The power of wise spending to pursue one's dream.
 - D. The different approaches taken by the children in managing the coins.

2 Complete the sentences with the correct form of the words and expression in the box.

	bet duo carry on with
1	Alfred decided to on his favorite soccer team to win the
	championship this season.
2	My friend and I formed a musical, combining our skill
	create beautiful melodies together.
3	Thanks to the love and support of his family and friends, he decided to
	his career after a major setback.

Passage 2

From shells to digital currency

From ancient times to today, China's currency and ways of payment have undergone great changes.

The earliest form of money in China was shells and later bronzed shells. Between 770 B.C. and 221 B.C., different shapes of money were used by different regions until Qin Shi Huang, the First Emperor who united China in 221 B.C., unified the currency nationwide. From then on, round coins with a square hole in the center remained in circulation for thousands of years. To compensate for the disadvantage of coins in large transactions brought by the low value of single coins, ingots of silver were also commonly used.

The end of the imperial era and the turbulent time that followed witnessed the rise of the first modern mints, then financial instability represented by high inflation struck the whole nation. It was not until the year 1949 that a stable currency system was established, with both notes and coins in circulation.

Nowadays, China is the world's second-largest economy, and the means of payment have changed as the demands of the market have grown and technology has developed in the country. With electronic payment apps installed in nearly every smartphone, a cashless society is no longer a fantasy that only appears in fiction. A report from 2017 shows that more than 40 percent of Chinese people no longer carry "enough" cash with them. Among young people, the proportion is even higher. Seventy-seven percent of college students interviewed admit that they regularly do not carry any cash at all. On the other hand, to ensure that those who want to pay in cash — most of whom are elder people unfamiliar with mobile apps — are not discriminated against, the government has issued a regulation prohibiting retailers from refusing cash payment, and those who violate the regulation will be fined.

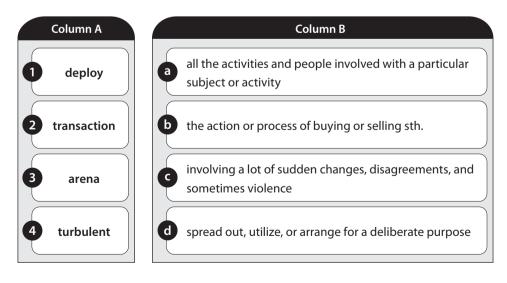
The reform of payment methods not only brings great influence to the daily life of Chinese individuals, but also brings new opportunities to China and its partners in the international trade arena. Electronic payment makes transactions between nations faster. As the Belt and Road Initiative is welcomed by the international community, China has become a major trading partner for more than 140 countries and regions. With electronic payment gradually deployed, it can substantially reduce the cost of international trade and improve transaction efficiency for China's partner countries, promoting the development of cross-border e-commerce. Meanwhile, the popularity of electronic payment has made a notable contribution to the advance of Internet-based information technology in partner countries.

China is now working on the application of Digital Currency Electronic Payment (DCEP) in the social economy. The newly developed DCEP app aims to provide a safer, more stable, and more convenient payment platform for both domestic users and China's international cooperation partners.

1 Choose the best answer to each question.

- 1 Which form of currency was NOT used in China before the 20th century?
 - A. Shells.
- B. Coins.
- C. Ingots of silver.
- D. Pearls.
- 2 Which statement is true about electronic payment?
 - A. Merchants can accept electronic payment but only by a small amount.
 - B. Senior citizens can still use cash if they can't use electronic payment.
 - C. Most people don't carry any cash in daily life because of electronic payment.
 - D. The government has issued a regulation to ensure everyone can use electronic payment.
- 3 How can electronic payment influence international trade?
 - A. By making transactions between nations more complicated.
 - B. By decreasing the cost of cross-border communication.
 - C. By creating new cooperation opportunities between nations.
 - D. By improving transaction efficiency and promoting e-commerce.
- 4 Which statement is true about DCEP?
 - A. It is an online payment app developed by the Chinese government.
 - B. It is designed to be used in international transactions only.
 - C. It is a new form of currency and has its own payment platform.
 - D. It is a joint effort of China and its cooperation partners.
- 5 What is the main idea of the passage?
 - A. China should learn from its history when developing a new currency.
 - B. Chinese currency evolves and electronic payment is a bright new step.
 - C. The Chinese currency system is stable and safe, unlike that of the past.
 - D. China is developing new payment methods for international cooperation.

Match the words in Column A with their definitions in Column B.



Passage 3

Money matters, but not as much as you think it does

- A) A lack of money is a big deal. You need to pay for electricity; you need to pay your rent or your mortgage payments; you have to buy bus and subway tickets or fuel for your car; you need to buy food; your kids need to be clothed, schooled and taken to the doctor; you need to pay your phone bills and you'd be hard-pressed to find anyone who would argue that items like toothpaste, shampoo, razor blades, detergent, toilet paper, Internet connections and a computer are an optional, luxury expense. And after all of that, how do you pay for the fun stuff?
- B) So when you're out looking for a job, the dollar value of your time is a serious issue. But once you shake your new boss's hand and are led to your workstation, what motivates you to do your best work? Whether you admit it or not, money is probably not at the top of the list.
- C) Managers or companies get into trouble when they view money as the only motivator and overlook other aspects of the organization. The promise of a high salary or a raise could spur (激励) employees to do better work but more powerful is a fair salary and a company culture that moves them to do their best and feel content and excited. Company cultures in which workers feel valuable, feel they have a say in operations, feel their contributions are appreciated, and believe they are being treated fairly and dealt with honestly can do much more to unlock employee potential.

It won't make you happy, just less unhappy

- D) Not getting paid enough can make an employee angry (as it makes it difficult to pay bills), but when that employee gets a raise, he won't necessarily become happy or motivated, just less angry.
- E) Findings of business and management academics suggest that people exist on a plane more complicated than a continuum of happy and sad. Rather, they operate under various levels of satisfaction and dissatisfaction. If an employee thinks he is underpaid in the marketplace, he is absolutely dissatisfied. If, on the other hand, he just gets a 15 percent bonus, he is going to be happy for a while but only for a while. It's not necessarily going to make him happy. It shows that salary is more hygiene than motivation. Its absence makes you angry but its presence doesn't make you happy.
- F) Salary is paramount when managers try to retain unhappy workers, but motivational factors like manager relationships and career advancement opportunities are also important. This aligns with a lot of what we're hearing about money not being necessarily the primary motivator, especially for Generation Y. Instead, mission-driven work and opportunities for career growth play a more significant role in driving people's motivation.

Inspiring people without a check

G) So how do you get workers to feel secure that they're on a good career track and on the upside

of the satisfaction scale?

- H) Employees can derive inspiration from the excitement and challenge of the work, plus the feeling that they're doing something important and working with a great team.
- I) A lot has to do with the manager and, ultimately, leadership. Every employee has an impact on the organization's direction, but leadership has the most significant and direct effect on company culture, which revolves around employee engagement, environment, atmosphere, and the success of the company. Leadership influences the confidence of the staff and shapes how they perceive mistakes, whether as opportunities for learning or failures that damage their self-worth. Leadership cultivates the foundation of culture to empower employees to achieve the company mission and realize the importance of their contributions toward those goals.
- J) Additionally, leadership shifts, and each leader influences the evolving work culture, which can easily go from good to bad or from bad to good. When employees feel engaged in a dynamic and supportive work culture, their performance, pride, and loyalty skyrocket, leading the company to success.

Culture over cash

- K) Some researchers place emphasis on an organization's overall culture as the best source of inspiration for its people, not money.
- L) How does culture drive performance? Researchers have identified six main reasons why people work: play, purpose, potential, emotional pressure, economic pressure, and inertia. Research has shown that companies renowned for their high-performing cultures maximize the first three positive motives to enhance performance while minimizing the latter three negative motives.
- M) A great culture is not easy to build it's why high-performing cultures are such a powerful competitive advantage. Organizations that build great cultures are able to meet the demands of the fast-paced, customer-centric, digital world we live in. More and more organizations are realizing that culture cannot be left to chance. Leaders must approach culture building as an engineering discipline, rather than relying on magic.

Spreading money is easy; leading is hard

- N) In some ways, falling back on money as a motivator is easier than trying to devise a way to inspire a large group of people in an organization. Learning the nuances of leadership and motivation requires time, study, and perhaps even a little bit of humility. Promising a bonus is easier, but it probably won't get the best results.
- O) Regardless of the advice of academics and the experiences of successful managers, lighting a fire in your employees may still be more art than science. Payment is a complicated story. There is no one best way. If there were, companies would all be doing it.

1 Match the statements with the paragraphs which contain the corresponding information. You may choose a paragraph more than once.

 1	Each leader has an impact on the work culture, which can lead to the
	transition of the work environment from positive to negative or vice versa.
 2	If workers feel underpaid, they are certainly unhappy. However, a bonus
	may only bring temporary happiness that does not last.
 3	Leadership shapes how employees view mistakes and good leadership fosters
	a culture that empowers them to contribute toward the company's goals.
 4	Some scholars believe that an organization's culture, rather than salary, is
	the best motivator for employees.
 5	A fair salary and inspiring company culture can motivate employees to
	perform their best, more effectively than a high salary promise.
 6	Increasingly, organizations understand that leaders must put effort into
	culture building rather than just leaving it to chance.
 7	Researchers have found six main reasons why people work: play, purpose,
	potential, emotional pressure, economic pressure and inertia.
 8	Money is not necessarily the primary motivating factor, especially for
	Generation Y.
 9	Inspiring employees may remain more of an art than a science, despite
	academic advice and successful management experiences.
 10	In job hunting, the value of their time is crucial to people. However, once
	employed, factors other than money likely motivate them to excel at their

2 Choose the correct way to answer the questions about the italicized words.

work.

- 1 If it is *hard-pressed* to find someone who argues items like toothpaste and shampoo are an optional and luxury expense, does it mean it is very (a) difficult, or (b) necessary?
- 2 Salary is more *hygiene* than motivation. Is it because (a) it works better than other motivators in motivating employees, or (b) it is necessary and the lack of it will demotivate employees?
- 3 Salary is *paramount* when managers try to retain unhappy workers. Does it mean salary is (a) used as a common means in this situation, or (b) more important than anything else?
- 4 A *high-performing* culture is a powerful competitive advantage. Is it because it (a) changes and shifts at a high speed, or (b) works and operates at an above-average standard?
- 5 If the company tries to *devise* a way to inspire their employees, is it trying to (a) invent and design, or (b) change and improve a way to inspire them?

Translation

1

al risks in the future.	1
dget-friendly and efficient transit option for college students, fter their finances carefully.	
our expenses in real time can help make ends meet and make management.	
ntrepreneur is always preoccupied with environmental g a sizable amount of money annually to pollution treatment.	
n in schools helps dispel financial misconceptions and son avoiding overspending, setting financial goals, and financial decisions.	
e into English with the words and expression in brackets. 充分利用闲置资源这一理念上的商业模式。在中国,共享经济 餐饮等多个领域付诸实践,升级了消费体验,为生活带来了值	共 関 対
充分利用闲置资源这一理念上的商业模式。在中国,	共 関 利 。