

Test_Unit_6

Student name _____

Group/Class _____

Date _____ Score _____

GRAMMAR

1 Order the words to form statements with inverted conditionals.

- 1 more qualifications / many teenagers believe that / at school / they / have gained / had / they / behaved better / would / .

- 2 the county jail / I / it's an oversimplification to say that / so many times / an affluent area / wouldn't / I / had / have visited / grown up in / .

- 3 in the school starting age / would / the government / crime / more children / had / not / have turned to / intervened / .

- 4 I / better / my school teachers / would / in class / arguably / had / been stricter / have behaved / probably / .

- 5 a law-abiding citizen / his parents / not / it is likely that / he / been / had / poor / have been / would / .

Score: / 5

2 Check (✓) the correct sentences and rewrite the incorrect sentences.

- 1 Experts would argue that had the offenders' fathers not committed such serious offences, the offenders would have had not such a propensity for crime. ☐

- 2 Research suggests that had the twins been raised in identical backgrounds, would they have still had very different experiences. ☐

- 3 It seems highly likely that had young offenders' families receive more support, they would have had strategies in place to deal with their children's behavior. ☐

- 4 I'd argue that the state invested more money into support networks, more effective measures would have been put in place to deter young people from a life of crime. ☐

- 5 Had the offenders' backgrounds been different, they may not have displayed such deviant tendencies. ☐

Score: / 5

3 Choose the correct alternatives to complete the sentences.

- 1 I'd argue that *had I not received/had I received not* guidance and support from my parents, I would certainly have been more influenced by my peers.
- 2 It seems highly likely that *his parents had recognized/had his parents recognized* the signs, social services would have intervened earlier.
- 3 The implication that had I lived in a more affluent area, *I wouldn't have behaved/wouldn't I have behaved* in such a manner seems plausible.
- 4 Had my brother and I not been separated at birth, *our inherited characteristics would/would our inherited characteristics* have diminished?

- 5 *Had we grown/Have we grown up together in the same family, our experiences would not necessarily have been the same.*

Score: / 5

VOCABULARY

4 Choose the correct words to complete the sentences.

There are many different ideas about what causes (1) _____ behavior. Different theories address biological, sociological, and psychological factors. The notion that our (2) _____ features somehow determine our (3) _____ to behave antisocially has been (4) _____ rejected by modern researchers in this field. The idea that criminals merely (5) _____ their behavior is widely recognized as being a gross oversimplification of what determines criminal behavior.

- | | | |
|--------------------|----------------|--------------|
| 1 A facial | B deviant | C rational |
| 2 A prominent | B genetic | C facial |
| 3 A analogy | B notion | C propensity |
| 4 A systematically | B consequently | C initially |
| 5 A distort | B inherit | C evaluate |

Score: / 5

5 Match the sentence halves.

Adolescents often turn to a
life of crime

How likely is it that aggressive
behavior

Can a propensity toward crime
and deviance

Low self-esteem and academic
failure

Research indicates that social
conditions can

simply stem from a person's
upbringing?

is brought about by extensive
viewing of violence on TV?

as a consequence of being
raised in poverty.

exert a direct influence on an
adolescent's emotions and
behaviors.

could trigger anger, aggression,
and disruptive behavior among
adolescents.

Score: / 5

6 Complete the words in the sentences. The first letter is given, and there is one space for each letter.

- Findings from some reports i_____ that deviant behavior is passed on from one generation to the next.
- A decline in one's social and economic position in society often c_____ with a growth in erratic behavior.
- Research has shown that risk factors a_____ over time determine violent behavior rather than a single risk factor, such as gender.
- The Departments of Health and Human Services in many states are currently e_____ their services to see what additional support can be offered to those at risk of criminality.
- Critics say that the state should not i_____ in family life in the latest drive to boost education standards.

Score: / 5

READING

Behavioral Economics

Rational choice theory, undermining traditional economics, assumes that individuals make sensible decisions in their own interests unmoved by emotions and outside influences.

Behavioral economics combines economics with psychology to consider how real people fare when making decisions influenced by numerous factors, such as self-control and peer pressure.

How choices are presented can have a direct influence on decisions. This can affect everything from what people pay for a cup of coffee to how they save for retirement.

Here are some examples:

Nudge Theory

Used to influence individuals and whole communities, it explains how small interventions can influence choice. It's about helping people to make difficult decisions, such as by making choices "opt-out" rather than "opt-in", or by suggesting other people have already done something.

Prospect Theory

People are more upset by losses than made happy by gains. For example, people who receive a free ticket to something and then can't go, feel worse than if they hadn't received the ticket. Travel companies use this idea to offer limited-time discounts to people who book early, counting on the fact that holidaymakers will feel worse if they miss that earlybird window.

Mental Accounting

This suggests that people have a tendency to place greater value on some dollars than others, even though they have the same value. As a consequence, they might drive farther to save \$5 on a \$10 purchase, but they would not drive farther to save \$5 on a \$100 purchase.

Dominated Alternatives

Introducing a decoy option may trigger people to choose a preferred option. For example, magazine subscribers who are offered an “online only” subscription for \$45 or an “online + print” subscription for \$114 will, for the majority, choose the first option. However, if a third decoy option, \$114 for “print only”, is introduced, it will prompt many more to choose the second option. The mere introduction of the third option makes option 2 look more attractive, as subscribers perceive they are getting the online version for free.

Willpower

People show a lack of self-control even when they know what is best. As a consequence, snacks bought in advance are usually healthier than those bought for immediate consumption.

Authority

Seeing reviews of a product or service online or elsewhere before you buy is a tried and tested method of alleviating customers' potential concerns and fears about committing to that product or service. E-commerce sites know this, so usually make customer feedback ratings and reviews very visible to consumers before they buy.

7 Match the summary to the theory.

Preferences change when there is an extra option that is asymmetrically dominant.

People act logically and make the right decisions using the correct information available.

People think of value in relative rather than absolute terms.

People assume everyone else knows better than they do.

The pain of giving something up is stronger than the pleasure derived from receiving it.

Authority

Prospect Theory

Dominated Alternatives

Mental Accounting

Rational Choice Theory

Score: / 5

8 Check (✓) the correct sentences.

- 1 An oversimplification of nudge theory is that making things easier helps people to make better choices. ☐
- 2 Companies pressure customers by implying that they will lose money if they don't book quickly. ☐
- 3 Companies always want you to buy the most expensive option they offer. ☐
- 4 Impulse purchases are often a wise choice. ☐
- 5 Customer reviews are there to give more information about the product. ☐

Score: / 5