C1 Seviye İngilizce Okuma Metni: The Paradox of Choice

WORKSHEET

Konu: Psikoloji · Seviye C1 · 351 kelime · dersimizingilizce.com

Name: _____ Class: _____ Date: _____

A Read the text and choose

Read the text. Then choose the best answer. *(Metni okuyun ve her soru için en uygun seçeneği işaretleyin.)*

Modern consumers enjoy a range of options that previous generations could scarcely have imagined. A typical supermarket stocks tens of thousands of products, streaming platforms offer more films than anyone could watch in a lifetime, and dating apps present an apparently endless supply of potential partners. Common sense tells us that this abundance must be a good thing: the more options we have, the more likely we are to find exactly what we want. Yet a growing body of psychological research suggests that, beyond a certain point, more choice may leave us less satisfied rather than more.

One frequently cited experiment took place in an upmarket grocery store. On some days, shoppers passing a tasting stand were offered a selection of twenty-four jams; on others, only six. The larger display attracted more attention, but the smaller one led to considerably more purchases. Faced with too many alternatives, it seems, many people simply postponed the decision altogether. Psychologists refer to this phenomenon as choice overload.

The problem does not end once a decision has been made. When we choose from a vast array, it becomes easy to imagine that one of the rejected options might have been better, and this nagging sense of missed opportunity can spoil our enjoyment of what we actually picked. Researchers distinguish between two broad decision-making styles. So-called maximisers feel compelled to examine every possibility in search of the very best, whereas satisficers settle for the first option that meets their criteria. Paradoxically, maximisers often end up with objectively better outcomes but report feeling less content with them.

It would be misleading, however, to conclude that choice is inherently harmful. Later attempts to replicate the jam study produced mixed results, and the effect appears to depend heavily on context: people who know exactly what they want, or who are choosing among clearly organised categories, tend to cope well with large assortments. The practical lesson may therefore be one of self-awareness. For decisions that genuinely matter, careful comparison is worthwhile; for trivial ones, deliberately limiting our options and accepting something good enough may be the surest route to satisfaction.

1. What does common sense suggest about having many options?

   a) It makes decisions slower.
   b) It helps us find exactly what we want.
   c) It is only useful in supermarkets.
   d) It reduces our satisfaction.
   e) It is a modern problem.

2. What happened in the jam experiment?

   a) The larger display led to more purchases.
   b) Shoppers ignored both displays.
   c) The smaller display led to considerably more purchases.
   d) Shoppers preferred cheaper jams.
   e) Only six jams were sold in total.

3. How do maximisers differ from satisficers?

   a) Maximisers search for the very best option; satisficers accept the first good-enough one.
   b) Maximisers always spend less money.
   c) Satisficers never make decisions.
   d) Satisficers examine every possibility.
   e) Maximisers feel more content with their choices.

4. Why does the writer say it would be “misleading” to call choice inherently harmful?

   a) Because the jam study was never published
   b) Because people dislike small shops
   c) Because maximisers are always happy
   d) Because choice overload only affects children
   e) Because later studies gave mixed results and context matters

5. What practical advice does the final paragraph offer?

   a) Always compare every option carefully.
   b) Avoid making any decisions.
   c) Compare carefully for important decisions, but limit options for trivial ones.
   d) Shop only in large supermarkets.
   e) Let other people choose for you.

B Vocabulary

Match the words from the text with their Turkish meanings. *(Metindeki kelimeleri Türkçe anlamlarıyla eşleştirin.)*

1. abundance	a) insanı rahatsız eden, dinmeyen
2. postpone	b) tekrarlamak (deneyi)
3. nagging	c) bolluk
4. compelled	d) ertelemek
5. inherently	e) zorunda hisseden
6. replicate	f) doğası gereği

C Complete the sentences

Complete the sentences from the text. Use the words in the box. *(Metindeki cümleleri kutudaki kelimelerle tamamlayın.)*

overflow • overload • satisfied • search • self-awareness • settle

1. A growing body of psychological research suggests that, beyond a certain point, more choice may leave us less _____ .
2. Psychologists refer to this phenomenon as choice _____ .
3. Satisficers _____ for the first option that meets their criteria.
4. The practical lesson may therefore be one of _____ .

D Your turn

Write a short answer based on the text. *(Metne dayanarak kısa bir cevap yazın.)*

1. Are you more of a maximiser or a satisficer? Describe a recent decision and evaluate how the ideas in the text apply to it.