

Part One: Reading**A/ Comprehension**

Read the text carefully then do the following activities.

(15points)**(08points)**

The prospect of losing money is the most effective way to nudge people to eat healthily, lose weight, and exercise more, research shows.

Researchers from the UK, Thailand, and Australia conducted a review of more than 30 studies into the use of financial incentives to promote healthy behaviour. It analysed the impact of four types of financial incentives, compared to healthy lifestyle initiatives that offered no monetary rewards. These included deposit contracts; entry into a lottery for all participants who met their targets; a regret lottery where all participants received a ticket, but only those who met their target could win the prize; and standard financial incentives that paid participants a small sum for every day or week that they met their healthy objectives.

Deposit schemes were the most effective, followed by regret lotteries, driven by the fact that people dislike losing money more than they enjoy gaining an equivalent amount of cash. However, lotteries only provided short-term increases in physical activity.

Report co-author Professor Ivo Vlaev said: "Deposit contracts had the best effect of any financial incentive as participants fund their own healthy behaviours. However, people may be deterred by the prospect of losing money if they do not meet their goals. Allowing them to set their own deposit, aligned to their income, may help to overcome such issues."

Adapted by Hicham Ouazene

<https://www.wbs.ac.uk>, August 30th, 2023

1. Say whether the following statements are true or false. Correct the false one(s).

- a) The researchers' analysis was limited to healthy lifestyle initiatives that offered no monetary rewards.
- b) Lotteries were as effective as deposit schemes.
- c) Losing money can have a deterrent effect.

2. Put the following ideas in the order they appear in the text.

- a) People care less about earning money compared to losing it.
- b) How to overcome people's fears of losing money.
- c) The way a regret lottery works.

3. Answer the following questions according to the text.

- a) List the financial incentives analysed by the researchers.
- b) Which financial incentive had the most impact on the participants? Why?
- c) What is the disadvantage of deposit contracts according to Professor Vlaev?

4. Find who or what the underlined words in the text refer to.

- a) It (\$2)
- b) them (\$4)

5. Choose the most appropriate title.

- a) Conventional Attempts to Promote Health Behaviour
- b) Financial Incentives for Health Behaviour
- c) Benefits of a Healthy Lifestyle

B. Text Exploration:

(07points)

1. Find words in the text whose definitions follow.

- a) the possibility or likelihood of some future event occurring (§1)
- b) being essentially equal to something (§3)
- c) to provide the money to pay for an event, activity (§4)

2. Complete sentence (b) so that it means the same as sentence (a).

A) a) People may be deterred by the prospect of losing money if they do not meet their goals.

b) Unless

B) a) Professor Ivo said: "Participants must be allowed to set their own deposit."

b) Professor Ivo said

3. Combine each pair of sentences with the connectors given between brackets. Make changes where necessary.

a) Overweight people want to reduce body weight. They receive obesity treatment. (**so that**)

b) Participants who lost weight won a prize. Participants who put on weight received a ticket. (**unlike**)

4. Circle or write the silent letter in each of the following words.

weight – could – schemes – aligned

5. Reorder the following sentences to get a coherent passage.

- a) such as taxes on sweetened beverages and legislation
- b) However, financial incentives can improve their effectiveness.
- c) Conventional attempts to promote healthy behavior
- d) have produced limited benefits.

Part Two: Written expression

(05points)

Choose ONE of the following topics

Topic one:

Many students follow an unhealthy lifestyle, that's why they suffer from obesity and associated diseases. As a conscious student, write a web article of about 80 to 120 words to be posted on your school blog in which you shed light on the impacts of living an unhealthy lifestyle and how to achieve a healthy one.

Make the best use of the following notes:

- obesity / heart diseases, diabetes, cancer...
- increases stress
- reduces life expectancy
- eat healthy / avoid junk food
- have enough sleep / stay active

Topic two:

You have recently been victim of food poisoning. Write a complaint letter of about 80 to 120 words to the ministry of trade asking for compensation of the damage and urge them to strengthen safety measures in markets and stores.