



PEOPLE WHO
EXPECT POSITIVE
OUTCOMES ARE
MORE LIKELY TO
MAKE DECISIONS
AND MORE QUICKLY
THAN THOSE WHO
EXPECT THE WORST.

and **whether**²⁹ we prefer to take our pleasure now or to do unpleasant but necessary tasks and **reap**³⁰ the rewards later.

Deferment of³¹ **gratification**³² as it is described in psychology, was analysed in the famous Stanford University "Marshmallow experiment" in 1972. A series of tests on 32 children aged **approximately**³³ 4½-years-old (**equal**³⁴ number of boys and girls) **involved**³⁵ leaving them alone with a **marshmallow**³⁶ or other **treat**³⁷ for 15 minutes, which they could eat, or wait to receive an **additional**³⁸ reward.

²⁹ **whether** 'weðə(r) czy

³⁰ **to reap sth** tə ri:p 'sɑ:mθɪŋ zbierać coś (np. owoce swojej pracy)

³¹ **deferment of sth** dɪ'fɜ:mənt əv 'sɑ:mθɪŋ **tu:** odwlekanie czegoś

³² **gratification** ,grætɪfɪ'keɪʃn **tu:** nagroda, gratyfikacja

³³ **approximately** ə'prɒksɪmətli około, w przybliżeniu

³⁴ **equal** 'i:kwəl równy, taki sam

³⁵ **to involve sth** tu ɪn'vɒlv 'sɑ:mθɪŋ obejmować coś

³⁶ **marshmallow** ,mɑ:ʃ'mæləʊ pianka

³⁷ **treat** tri:t przysmak

³⁸ **additional** ə'dɪʃənəl dodatkowy