

**MILLENNIA INSTITUTE  
GENERAL PAPER  
2010 PRE-UNIVERSITY 3  
PRELIMINARY EXAMINATION 2  
PAPER 2 ANSWER SCHEME**

1. From Paragraph 1, what according to the author is the 'mistake of the world-wise'? (line 5)  
Answer in your own words as far as possible. [1]

<b>From the passage</b>	<b>Suggested paraphrase</b>
...who like to say that <b><u>'the only effective incentive is the pay packet'</u></b> , ...is that they fail to <b><u>observe the complexity of the motive itself</u></b> .	Do not realise that <b><u>using money as a means to encourage people (1/2)</u></b> to do something is <b><u>not as simple as it seems</u></b> . (1/2)

2. Using your own words as far as possible, give any three reasons from Paragraph 2 for why 'we all love money', and support your answers with examples. Label your answers 1, 2 and 3. (line 9) [3]

1<sup>st</sup> part of the answer

<b>From the passage</b>	<b>Suggested paraphrase + suggested example</b>
To some it may mean <b><u>chiefly pleasure and amusement</u></b>	It allows us to spend on <b><u>entertainment</u></b> , e.g. spending on electronic goods and services, which cost money.
To others it means <b><u>greater security</u></b>	It allows us to <b><u>pay for goods and services aimed at protecting ourselves and keeping us safe</u></b> , e.g. buying of house alarm systems.  (students can also explain this in terms of using money to provide for their financial security, e.g. buying insurance, etc)
Or a <b><u>better chance for one's children</u></b>	It <b><u>better our children's education or job prospects</u></b> , because with money, parents can afford enrichment classes or pay for an overseas education.
Or <b><u>greater opportunity for promoting a project for reforming the world</u></b>	It provides one with the <b><u>resources to be an activist and initiate change in the world</u></b> , e.g. to tackle global warming or alleviate poverty.

### 3. Summary Question

Using materials from paragraphs 3 to 5 of Passage 1 (lines 19 - 52), summarise the author's reasons for people's motivations. Write your summary in **no more than 120 words**, not counting the opening words which are printed below. **Use your own words as far as possible.**

*People are motivated to help others out because...*

Lifted	Paraphrased
<p><b>Paragraph 3:</b> The <b>appeal to Mankind's love</b> for one another seems strong because it appeals to <b>the fundamental core of human emotions</b>.</p> <p>It can be said that love is <b>THE fundamental emotion</b> of any rational <b>human being</b> (and even for <b>those who lack their complete mental faculties</b>).</p> <p>Hence, by appealing to this fundamental emotion, it can be said that <b>a person has no choice but to respond in a positive fashion</b> because a person <b>wants to be loved</b> and to <b>give love</b>.</p>	<ol style="list-style-type: none"> <li>1. ...care and concern (1/2)</li> <li>2. forms the basis of all emotions/ is intrinsic/innate. (1/2).</li> <li>3. This applies to those who can reason (1/2)</li> <li>4. as well as those who cannot (1/2)</li> <li>5. People want to have this affection (1/2)</li> <li>6. and to share it (1/2).</li> </ol>
<p><b>Paragraph 4:</b> If love is for someone you know, then what about <b>complete strangers</b>?</p> <p>One cannot explain why <b>a person would do something to benefit</b> another <b>for no pay nor reward</b>, except to give thanks, and to accept whatever benefits <b>with gratitude</b>.</p> <p>There are, in <b>human nature</b>, forces that impel a man to <b>perform tasks that he finds unpleasant</b> and which <b>he is under no obligation or compulsion to perform</b>.</p> <p>If he does perform these tasks without any form of reward, then it would be apt to describe this motivation as <b>done out of obligation to a greater good</b>.</p>	<ol style="list-style-type: none"> <li>7. People are also motivated to help those they do not know (1/2)</li> <li>8. without reimbursement (1/2),</li> <li>9. but just to receive thanks / to be appreciated (1/2). [can lift 'thanks' and 'gratitude']</li> <li>10. They will do work that is unfavourable (1/2)</li> <li>11. even though it is not their responsibility (1/2) ...</li> <li>12. ...due to their desire to benefit society (1/2).</li> </ol>
<p><b>Paragraph 5:</b> The <b>need to achieve or complete something assigned to you</b> as your responsibility is a <b>primal force of human nature</b>.</p> <p>It is the job that 'just has to be done', and we derive <b>satisfaction</b>, not so much perhaps from <b>doing it</b> but from <b>having got it done</b>.</p> <p>Common experience suggests that <b>almost any man will do almost any job of work</b> if the <b>work contributes to his self-respect</b> and to a <b>measure of recognition from his peers</b>.</p>	<ol style="list-style-type: none"> <li>13. People will also help others because to finish a task</li> <li>14. is an inborn/ innate component (1/2)</li> <li>15. We feel happy (1/2)</li> <li>16. not because of the process of completion (1/2)</li> <li>17. but the completion itself (1/2).</li> <li>18. He will also do it if others acknowledge the work done (1/2),</li> <li>19. and if it raises one's self-esteem (1/2),</li> </ol>

4. From Paragraph 1, why did the author use parentheses? What does he intend to convey to us? (lines 3-4) (2 marks)

From the passage	Suggested answer
Let us face it – we live for money, our actions are lubricated by money, and (with not much exaggeration) even die for money.	<p><b>The author uses parentheses to give us his opinion/ to emphasise (1)</b></p> <p><b>that there are people who will sacrifice their lives for money. (1)</b></p> <p><b>[if student just brings out the idea of 'sacrifice' without mentioning the sacrificing of lives, award ½ mark.]</b></p>

5. What was the author attitude towards the 'early social architects' (line 7) and why did he have such an attitude? [2]

From the passage	Suggested answer
The early social architects of modern society ...sincerely believed in the "innate" altruistic nature of Man.. they started many social experiments... If only these experiments had worked.	<p><b>The writer is critical/ disapproving/ skeptical/ doubtful/ cynical. (1)</b></p> <p><b>He believes they are naïve/ unrealistic for thinking that people act out of goodwill and self-sacrifice (1/2) because the reality is the social experiments did not work. (1/2)</b></p>

6. From paragraph 2, why does the author describe the 'understanding humans' as on of the 'realism'? (line 14-15) Answer in your own words as far as possible. [2]

From the passage	Suggested answer
It does not assume that human beings can be motivated by any other means <u>except that of financial gain... there will always be some people who will unreasonably decide to find some reasons not to fulfill their obligations</u>	<p><b>This is because such an understanding is based on a pragmatic approach/ it is based on what people's behaviour actually is (1),</b></p> <p><b>which is that people are motivated only by monetary benefit (1) and there are people who will actually avoid being responsible. (1)</b></p>

7. Why does the author say we should not 'interfere or eliminate human frailties' (line 24-25)?  
Answer in your own words as far as possible. [2]

From the passage	Suggested answer
...there is <b><u>nothing unnatural</u></b> about self interest... to try to interfere or eliminate it would be to go against the grain of a universal and <b><u>powerful human instinct</u></b> .	<b>There is <u>nothing out of the ordinary</u> (1/2) about wanting to do things that benefit oneself. This desire is <u>strongly</u> (1/2) <u>inherent/ naturally occurring</u> (1/2) <u>in everyone/ humans</u>.(1/2)</b>

8. What is the irony in 'allowing people to pursue their self interest' (line 33)? [2]

From the passage	Suggested answer
Though allowing people to pursue their self-interest, unintended but beneficial social consequences for others will follow. <b>...it adds to the sum total of societal well-being, plus the fact that people are motivated to get things done.</b>	<b>We expect that when people act only for their own benefit (1/2), others will suffer (1/2) However, the reality is that it contributes to everyone being more well-off (1/2), and it increases people's desire to get things done (1/2).</b>  <b>[irony must be shown for any mark to be awarded.]</b>

9. Vocabulary

- a. stifle – forcefully stop, repress; prevent (1/2), hinder (1/2), impede (1/2)
- b. innate or primal- naturally occurring, Intrinsic, Inherent
- c. figurehead – person in high position who has no real power
- d. pervades – spreads widely
- e. predicated – based on, built upon, built (1/2), based (1/2)

10. C.A. Mace suggests that "almost any man will do almost any job of work if the work contributes to his self-respect and to a measure of recognition from his peers," while Gregg asserts that society should "start recognising people for who they are, not what they should be" when it comes to motivating people. With which of the two authors are you more in sympathy? Whose views are the most applicable to your society? Explain your answers with references to the authors' views. [8]

Suggested approach:

In order to come up with a reasonable response, students are encouraged to tackle R2 before R1; it is more logical to suggest whose views are most applicable to Singapore before one can decide who you are more in sympathy with.

Both authors offer their views of society that are directly opposite each other. However, both are reasonable views in some sense. Mace's view of Man's motivation is one where we have to recognise the underlying motivations of humans, apart from the pay packet, whereas Gregg is certain that Man is motivated through money only. Mace's view of society is certainly more idealistic than Gregg, but Gregg is closer to reality. In order to come up with an excellent

answer, students need to recognise that we should move closer to Mace's view, if we need to build a more gracious society in Singapore. This has to be done without sacrificing the need for progress in Singapore.

Suggested arguments:

Point	Mace believes, in paragraph 3, that "the strongest incentive for anyone to do something would be love".
Elaboration	For Mace, love is a fundamental emotion that everyone will have no choice but respond to. For this reason, motivating people through love will be easier and more effective.
Evaluation	<p>Certainly, Singapore has tried to adopt this thinking. The fundamental building block for a stable nation is a stable family, and our leaders have tried to encourage the building of a strong family by emphasising the familial bonds that exist between family members. We have extended this by emphasising the love of the nation, as the nation is made up of many family units. Hence, rather than creating a more mercenary 'love' of the family and nation via money, we have tried to inculcate the love of family and nation via education and campaigns.</p> <p>The view to motivate people by love is certainly more long-lasting, than purely through money. We certainly do not want to create a generation of people who will only defend the country because of what they can get out of the country. However, this view seems rather anachronistic with modern world view, as young Singaporeans today are more individualistic and more mobile due to the high levels of education. Thus, while we can appreciate Mace's view, it is certainly too idealistic for modern day Singapore.</p>
Example	A recent study conducted by Institute of Public Policy Studies in 2009 showed that, while 2/3 of Singaporeans remain loyal to the country, this sense of loyalty is being threatened by the influx of foreign migrants, and that the majority will not sacrifice anything for the well-being of the nation.
Link Back	Hence, Mace's view is certainly good for the long-term viability of Singapore. But, to purely depend on the inculcation of love is certainly not enough today.

Point	Mace believes, in paragraph 5, that it is possible to motivate people through a sense of duty.
Elaboration	For Mace, he believes that "the need to achieve or complete something assigned to you as your responsibility is a primal force of human nature."
Evaluation	While we can appreciate his view, Mace is definitely too idealistic to believe that people today still possess the sense of duty. It would be definitely good for Singapore, if people can do what is needed to be done because it has to be done. However, the fact is that not many people will voluntarily do things out of duty because Singaporeans seldom like to stand out from the norm. Worse still, Singaporeans seem to only do things because there is a threat of punishment or a promise of reward. Granted that there are people who do perform out of duty, the fact is that these are the minority.
Example	The various fines we have implemented to promote good social behaviour bear witness to the fact that Singaporeans generally will not do what is their rightful duty unless being threatened by punishment.
Link Back	Hence, Mace's view is certainly too idealistic for modern day Singapore.

Point	Gregg states in paragraph 3 that, in a commercial society, “to try to interfere or eliminate it would be go against the grain of a universal and powerful human instinct.”
Elaboration	He believes that “as individuals pursue profit, unintentionally or intentionally, it adds to the sum total of societal well-being, plus the fact that people are motivated to get things done.”
Evaluation	<p>We do not argue with Gregg’s view that the basic human instinct of selfishness drives Man to do the things he does for his own sake. The ‘what is it in for me’ attitude is very much evident in Singapore society, to the point that even the government adopts very much a ‘stick and carrot’ approach to encourage people to adopt certain policies. The idea is that people reacts well to economic incentives. Hence, if our leaders can encourage Singaporeans via some form of self-gains, the collective action of many Singaporeans will ultimately result in something positive for Singapore.</p> <p>However, while we can appreciate Gregg’s view, the fact remains that his view is a rather cynical, materialistic view of society that should not be encouraged in Singapore. If people are purely motivated by monetary gains (no matter how basic and primal the feeling is), sooner or later, the government will have to increase the size of the incentive in order to get Singaporeans to do something. Also, Singaporeans will come to expect the government to hand out rewards for doing things that they should be doing willingly in the first place. This will result in a blackmail scenario.</p>
Example	Various social campaigns that rewards people for being civic minded, like the Traffic Police’s safe driving campaigns which rewards motorists for safe driving habits, should not even be happening in the first place. The fact that it does serves to show how Singaporeans have regressed.
Link Back	Hence, while Gregg’s view is an accurate description of modern day societies like Singapore, it is something that we should not encourage in the long-run as it will undermine the civic-mindedness of Singaporeans.