

READING PASSAGE 2

You should spend about 20 minutes on **Questions 14–26**, which are based on Reading Passage 2 below.

Decision Fatigue

'Decision fatigue' helps explain why ordinarily sensible people avoid making decisions or are easily persuaded to make the wrong decisions when they are tired. Yet few people are conscious of it, and researchers are only beginning to understand why it happens.

- A** No matter how rational people try to be, they can't make decision after decision without paying a biological price. This 'decision fatigue' is different from ordinary physical fatigue. People are not conscious of being tired, but nevertheless they are low on energy. The more choices one makes throughout the day, the harder it becomes for the brain, and eventually it looks for shortcuts: either to act impulsively instead of expending the energy to think through the possible results, or the ultimate energy saver: do nothing. Avoiding a decision often creates bigger problems in the long run, but for the moment it eases the mental strain.
- B** Decision fatigue involves a phenomenon called ego depletion, a term coined by social psychologist Roy F. Baumeister. His research demonstrated that there is a finite store of mental stamina for exerting self-control. For example, when people fended off the temptation to eat freshly baked biscuits, they were then less able to resist other temptations. When they tried to resist the urge to cry during a sad movie, afterwards they gave up more quickly on tasks requiring self-discipline, such as working on a geometry puzzle. The experiments confirmed the 19th-century notion of willpower being like a muscle that became tired with use; something which could be conserved by avoiding temptation.
- C** Decision fatigue leaves people vulnerable to marketers who know how to time their sales, as Jonathan Levav demonstrated. He visited a tailor to have a suit made for his wedding and began going through the choices of fabric, buttons, and so forth, and when he got through the third pile of fabric samples. Levav recalls, "I couldn't tell the choices apart anymore. After a while my only response to the tailor became, 'What do you recommend?'" Levav put the experience to use in an experiment conducted at German car dealerships, where real customers had to choose among four styles of gearshift knobs, 25 configurations of the engine and gearbox, and a palette of 56 colours for the interior. As they started picking features, customers would carefully weigh the choices, but as decision fatigue set in they would start settling for the default option. By manipulating the order of the car buyers' choices, the researchers found that customers would end up paying more.

- D Similarly, sweet snacks are featured prominently at cash registers at most supermarkets. With their willpower reduced after shopping, people are especially vulnerable to sweet drinks and snacks. While supermarkets figured this out a long time ago, only recently did researchers discover why. Baumeister's research team tested the notion that people could build up willpower by first indulging in pleasure. They found that a delicious, thick milkshake strengthened willpower by helping people perform better than expected on their next task. However, the experiment also included a control group who drank a tasteless low-fat dairy beverage. It provided them with no pleasure, yet it produced similar improvements in self-control. Baumeister concluded that even the tasteless drink had worked because the brain, like the rest of the body, derived energy from glucose, the simple sugar manufactured from all kinds of foods, including milk.
- E To establish cause and effect, researchers at Baumeister's lab tried refueling the brain in experiments involving lemonade mixed either with sugar or with a diet sweetener. The sugary lemonade provided a burst of glucose, the effects of which could be observed immediately in the lab; the sugarless sweeteners tasted similar but did not contain the glucose. Again and again, the sugar restored willpower, but the artificial sweetener had no effect. The glucose would mitigate the ego depletion and sometimes completely reverse it, improving self-control and the quality of decisions: the subjects resisted irrational bias when making choices and, when making financial decisions, they were more likely to choose the better long-term strategy instead of going for a quick payoff.
- F However, some brain researchers had reservations about the glucose connection. "Todd Heatherton, a pioneer of social neuroscience, believed in ego depletion but didn't see how this process could be caused simply by variations in glucose levels." To observe the process, and to see if it could be reversed by glucose, Heatherton's team recorded images of the brains of 45 people who were on a low-calorie diet as they reacted to pictures of food. Next, these dieters watched a comedy video while forcing themselves to suppress their laughter—thereby draining mental energy and inducing ego depletion. When they were again shown pictures of food, further brain scans revealed more activity in the brain's reward centre and a decrease in the amygdala, which helps control impulses. The food's appeal, in other words, registered more strongly while impulse control weakened. What surprised Heatherton was that administering glucose completely reversed the brain changes brought about by ego depletion.
- G "Good decision-making is not a trait of the person," Baumeister says. "It's a state that fluctuates." His studies show that people with the best self-control are the ones who avoid temptations, and who establish habits that eliminate the mental effort of making choices. Instead of counting on willpower all day, they conserve it so that it's available for important decisions. "Even the wisest people won't make good choices when they're not rested and their glucose is low," Baumeister notes. If a decision must be made late in the afternoon or in the evening, they know not to do it on an empty stomach. The best decision-makers, according to Baumeister, "are the ones who know when not to trust themselves."

Questions 14–19

Reading Passage 2 has seven sections, **A–G**.

Which section contains the following information?

Write the correct letter, **A–G**, in boxes 14–19 on your answer sheet.

- 14 research in which two substances that tasted alike had different effects on the subjects
- 15 an instance where controlling emotions while viewing something upsetting led to a lack of perseverance in other activities
- 16 an explanation of why it is important to eat something before making a decision at the end of the day
- 17 a reference to a researcher who was not initially convinced of the effect of glucose
- 18 an account of research that mirrored an experience the researcher had in his personal life
- 19 an example of how the location of products in a shop can be used to take advantage of 'decision fatigue'

Questions 20–22

Complete the summary below.

Choose **ONE WORD ONLY** from the passage for each answer.

Write your answers in boxes 20–22 on your answer sheet.

The biological price of decision-making

Even when people attempt to be **20** _____, they experience 'decision fatigue' if they make several decisions in a row. They are not aware of how **21** _____ they are, but it is increasingly more difficult for their brains to make decisions as the day progresses. After making many decisions in one day, the brain seeks **22** _____ in order to conserve energy. The person may fail to consider the consequences of their decision or not make a decision at all. Avoiding decisions reduces the immediate strain but can cause difficulties later.

Questions 23–26

Look at the following statements (Questions 23–26) and the list of researchers below.

Match each statement with the correct researcher, A, B or C.

Write the correct letter, A, B or C, in boxes 23–26 on your answer sheet.

NB You may use any letter more than once.

- 23** The energy people have for exercising willpower is limited.
- 24** Even an unpleasant substance had a positive effect on willpower.
- 25** People's responses to images changed after having to exercise self-control.
- 26** The sequence of options presented to consumers could be used to the consumers' disadvantage.

List of Researchers

- A** Roy F. Baumeister
- B** Jonathan Levav
- C** Todd Heatherton

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Questions 14–19 段落信息配对

题号	答案	题干翻译	详细定位 (段落+关键词)	关键原文 & 翻译	详细解析
14	E	14. 一项研究：两种味道相似的物质，对受试者产生了不同的影响。	E 段，中部。关键词： <i>lemonade, sugar, diet sweetener, tasted similar but did not contain glucose, no effect.</i>	原文：“The sugary lemonade provided a burst of glucose ... the sugarless sweeteners tasted similar but did not contain the glucose. Again and again, the sugar restored willpower, but the artificial sweetener had no effect.” — 糖柠檬水提供了一阵葡萄糖；无糖甜味剂尝起来相似，却不含葡萄糖。一次又一次地，糖恢复了意志力，而人造甜味剂没有任何效果。	题干中的“两种味道相似的物质”对应“sugary lemonade”和“sugarless sweeteners”，“tasted similar”；“不同的影响”对应前者 <i>restored willpower</i> ，后者 <i>had no effect</i> 。这一点只在 E 段出现，所以答案是 E。
15	B	15. 一个例子：在看让人难过的东西时控制情绪，导致在其他活动中缺乏坚持。	B 段，后半部分。关键词： <i>sad movie, resist the urge to cry, gave up more quickly.</i>	原文：“When they tried to resist the urge to cry during a sad movie, afterwards they gave up more quickly on tasks requiring self-discipline, such as working on a geometry puzzle.” — 当他们在看伤感电影时努力克制哭泣的冲动，之后在需要自律的任务（例如做几何题）上更快放弃。	题干里的“控制情绪 (controlling emotions)”“观看令人难过的东西”“导致其他活动缺乏毅力”都与这句话一一对应：抑制哭泣=控制情绪；sad movie=令人难过的东西；之后做几何题更快放弃=缺乏坚持。因此选 B。
16	G	16. 解释：为什么在一天结束前做决定之前吃点东西很重要。	G 段，中后部。关键词： <i>good choices, not rested and their glucose is low, not to do it on an empty stomach.</i>	原文：“Even the wisest people won't make good choices when they're not rested and their glucose is low... If a decision must be made late in the afternoon or in the evening, they know not to do it on an empty stomach.” — 即便是最有智慧的人，在没有休息好且血糖偏低的时候也做出好决定……如果必须在下午晚些时候或晚上作决定，他们知道不能空腹去做。	题干问“为什么重要”，答案就是：血糖低会影响决策质量，所以要先吃点东西，这个因果解释正是 G 段这两句，因此选 G。
17	F	17. 提到一位研究者，他一开始并不确信葡萄糖的作用。	F 段 开头。关键词： <i>reservations about the glucose connection, didn't see how this process could be caused simply by variations in glucose levels.</i>	原文：“However, some brain researchers had reservations about the glucose connection. 'Todd Heatherton... believed in ego depletion but didn't see how this process could be caused simply by variations in glucose levels.'” — 然而，一些脑科学的研究者对葡萄糖的关联持保留态度。“Todd Heatherton ... 相信自我耗竭，但他不认为这个过程可以仅仅由血糖水平的变化来解释。”	“was not initially convinced”=“had reservations / didn't see how...”，而被点名的研究者只有 Todd Heatherton，且只在 F 段出现，因此答案为 F。
18	C	18. 一项研究的描述，它是以研究者自己生活中的经历为蓝本。	C 段前半 + 中部。关键词： <i>visited a tailor, couldn't tell the choices apart, Levav put the experience to use in an experiment.</i>	原文 1：“He visited a tailor to have a suit made for his wedding... when he got through the third pile of fabric samples, Levav recalls, 'I couldn't tell the choices apart anymore ... What do you recommend?'” — 他去裁缝店做结婚礼服.....看到第三叠面料样本时，他回忆说：“我已经分不清这些选择了.....你推荐哪一个？”原文 2：“Levav put the experience to use in an experiment conducted at German car dealerships.” — Levav 将这次经历运用到一项在德国汽车经销商处进行的实验中。	先讲 Levav 自己在裁缝店被选项“搞晕”的个人经历，然后说他“把这次经历用在实验中”，就是题干“mirrored an experience... in his personal life”的意思。所以答案是 C。
19	D	19. 一个例子：商店中商品摆放的位置如何被用来利用“决策疲劳”。	D 段开头。关键词： <i>sweet snacks, featured prominently at cash registers, willpower reduced after shopping, vulnerable.</i>	原文：“Similarly, sweet snacks are featured prominently at cash registers at most supermarkets. With their willpower reduced after shopping, people are especially vulnerable to sweet drinks and snacks.” — 同样，在大多数超市里，甜食被显眼地摆在收银台旁。购物后人们的意志力下降，对甜饮料和零食特别容易“沦陷”。	这里清楚地描述了“商品的位置 (收银台)”+“顾客意志力下降 (decision fatigue)”+“更容易购买零食 (被利用)”。这正是题干要求的“location of products in a shop... used to take advantage of decision fatigue”，因此选 D。

Questions 20–22 段落总结填空

The biological price of decision-making (摘要内容来自 A 段)

题号	答案 (ONE WORD ONLY)	题干句子 & 翻译	详细定位 (段落+关键词)	关键原文 & 翻译	解析
20	rational	Even when people attempt to be 20 _____, they experience 'decision fatigue'... — 即使人们试图保持 20 _____，如果连着做很多决定，仍然会经历“决策疲劳”。	A 段第 1 句。关键词： <i>No matter how rational people try to be.</i>	原文：“No matter how rational people try to be, they can't make decision after decision without paying a biological price.” — 无论人们多么努力想保持理性，他们都不可能连续不断地做决定而付出生理代价。	摘要里的“attempt to be ...”直接对应原文“try to be ...”，唯一可填的描述是 <i>rational</i> 。词形也保持原样，故答案为 <i>rational</i> 。
21	tired	They are not aware of how 21 _____ they are... — 他们没有意识到自己到底有多 21 _____。	A 段第 2 句。关键词： <i>not conscious of being tired.</i>	原文：“People are not conscious of being tired, but nevertheless they are low on energy.” — 人们并没有意识到自己已经疲惫，但事实上他们的能量已所剩无几。	摘要中“not aware of”=原文“not conscious of”，后面缺的词就是 <i>tired</i> ，而且必须是一个词，所以填 <i>tired</i> 。
22	shortcuts	After making many decisions in one day, the brain seeks 22 _____ in order to conserve energy. — 一天之内做很多决定之后，大脑会寻求 22 _____ 来节省能量。	A 段中后部。关键词： <i>it looks for shortcuts.</i>	原文：“... the harder it becomes for the brain, and eventually it looks for shortcuts: either to act impulsively ... or the ultimate energy saver: do nothing.” — 对大脑来说做决定会越来越吃力，最终它会寻找捷径：要么冲动行事.....要么采取终极省力方式：什么也不做。	摘要里的“seeks ... in order to conserve energy”就是对“looks for shortcuts / energy saver”的概括。名词只能填 <i>shortcuts</i> （注意原文也是复数），因此答案为 <i>shortcuts</i> 。

Questions 23–26 研究者匹配

题号	答案	题干翻译	详细定位 (段落 + 关键词)	关键原文 & 翻译	详细解析
23	A (Baumeister)	23. 人们用于施展意志力的能量是有限的。	B 段开头。关键词: <i>finite store of mental stamina for exerting self-control.</i>	原文: "His research demonstrated that there is a finite store of mental stamina for exerting self-control." —— 他的研究表明，人类用于自我控制的精神耐力储备是有限的。	"finite store" 就是“有限的能量/储备”，完全对应题干 “the energy ... is limited”。这段明确是讲社会心理学家 Roy F. Baumeister 的研究，因此选 A。
24	A (Baumeister)	24. 即便是不讨人喜欢的物质，也对意志力产生了积极作用。	D 段中部。关键词: <i>tasteless low-fat dairy beverage, no pleasure, similar improvements in self-control.</i>	原文: "However, the experiment also included a control group who drank a tasteless low-fat dairy beverage. It provided them with no pleasure, yet it produced similar improvements in self-control." —— 实验中还包含一个对照组，他们喝的是无味的低脂奶制饮料。它并不带来愉悦感，却同样提高了自我控制力。	"tasteless... no pleasure" = "unpleasant"; "produced similar improvements in self-control" = "had a positive effect on willpower"。这个实验仍然是 Baumeister 团队做的，所以研究者为 A。
25	C (Heatherton)	25. 在必须进行自我控制之后，人们对图像的反应发生了变化。	F 段中后部。关键词: <i>suppress their laughter, inducing ego depletion, again shown pictures of food, brain scans revealed more activity... a decrease in the amygdala.</i>	原文: "Next, these dieters watched a comedy video while forcing themselves to suppress their laughter—thereby draining mental energy and inducing ego depletion. When they were again shown pictures of food, further brain scans revealed more activity in the brain's reward centre and a decrease in the amygdala ... The food's appeal... registered more strongly while impulse control weakened." —— 接着，这些节食者在观看喜剧视频时强迫自己憋笑，从而消耗了心理能量并诱发自我耗竭。当他们再次看到食物图片时，后续的脑成像显示：大脑奖励中心活动增强，而帮助控制冲动的杏仁核活动降低.....换句话说，食物的吸引力更强了，而冲动控制变弱。	先“强迫自己憋笑”= exert self-control；之后再看图片时，大脑成像发生变化=“responses to images changed”。这一段是 Todd Heatherton 的团队做的实验，所以答案为 C。
26	B (Levav)	26. 向消费者呈现选项的顺序，可以被用来损害消费者的利益。	C 段后半部分。关键词: <i>manipulating the order, customers would end up paying more.</i>	原文: "By manipulating the order of the car buyers' choices, the researchers found that customers would end up paying more." —— 通过调整汽车买家作出选择的顺序，研究者发现，顾客最终会付出更多钱。	"sequence of options presented"="order of the car buyers' choices"; "used to the consumers' disadvantage"="customers would end up paying more (多花钱)”。这项研究是 Jonathan Levav 做的，因此选 B。