Behavioural Economics EXAMPLE

[listening test questions]

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Time: 10.01
Level: ********* [C1]

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Lecture:	MP3:	PowerPoint:
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Check these words and phrases before listening:

Key vocabulary

1. Behavioural.
2. A nudge.
3. Principles.
4. Profound.
5. Subtle.
6. To incentivise.
7. To influence.
8. Disruptive.
9. Coercive.
10. Irrational / rational.
11. To persuade / persuasive.
12. Optimal.
13. Heuristics.
14. Transparent / non-transparent.
15. Friction.
16. To implement
17. To discourage.
18. Controlled trials.
19. Autonomy.
20. Intervention.
21. A (borough) council.
22. Morality / dignity.
23. Biases.
24. Manipulation.
25. To by-pass.
26. Exploitative.

Teacher

LISTENING TEST QUESTIONS

Aim: *to develop the students' ability to listen to a 10 min+ lecture, to take notes and then use those notes to answer a range of test- type questions.*

Lesson Time: *Approximately 1:30-2:00 hours*

Lesson Plan

Lead in

- Ask Students to read the 'title' & predict the content of the lecture.
- Ask students to write down key terms & language from the discussion.
- Feed in / check key vocabulary.

Three types of lesson

Lesson#1: [hard]
1. Students listen once & take notes.
2. Give 5 minutes to tidy notes.
3. Listen again & add to notes (use a different colour pen).
4. Distribute questions – set 20-25 minutes to answer.
5. Feedback: distribute or project answers.

Lesson #2: [medium]
1. Students listen once & take notes.
2. Distribute questions: set 15 minutes for students to answer the questions from their notes.
3. Listen again. Students answer the missed questions as they listen.
4. Give extra 10 minutes to consolidate answers.
5. Feedback: distribute or project answers.

Lesson #3: [easy]
1. Distribute questions. Students have 10 minutes to look at the questions.
2. Students listen & answer the questions.
3. Give 5 minutes to tidy answers.
4. Students listen again. Check answers & answer missed questions.
5. 5-10 minutes to tidy answers.
6. Feedback: distribute or project answers.

Full URL Links:

Video: Available in paying download

MP3: Available in paying download

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Behavioural Economics Lecture Questions EXAMPLE

1. What is the focus of today's lecture?

___ /1

2. What is a nudge? Fill in this summary with one word per gap. The first letter is given.

A nudge is a minimally-disruptive way of ▓▓▓▓▓▓▓▓▓▓▓▓ individual's i. **b_____** so that they're subtly ii. **g_____** into making ▓▓▓▓▓▓▓▓ not iii. **c_____** enough that it ▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓ .

___ /3

3. What is nudging? Are these statements true, false or not given?

		T/F/NG
i.	Mills (2002) asserts individual behaviour is usually rational.	
ii.	Companies and ▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓ creating departments.	
iii.	Economics online (2020) claim that ▓▓▓▓▓▓▓▓▓▓▓▓▓▓ in ▓▓▓▓▓▓▓▓▓ public to make optimal decisions.	
iv.	Governments include the general ▓▓▓▓▓▓▓▓▓▓▓▓ of nudges.	

___ / 4

4. Different types of nudges. Describe the difference between these two nudges.

1	Transparent	
2	Non-transparent	

___ / 2

5. Provide ONE example of a transparent nudge.

___ / 1

6. What ▓▓▓▓▓▓▓▓▓ smack?

___ / 1

7. What ▓▓▓▓▓▓▓ hug?

___ / 1

8. Provide ▓▓▓▓▓▓▓▓▓ non-transparent nudge.

___ / 1

9. What is anchoring?

___ / 1

10. What ▒▒▒▒▒▒▒▒▒▒▒▒▒ **?**

___ / 1

11. Match the examples with the institution.

a	Gateshead council	i	rise in the number of reusable cup.
d	Reading Borough Council	ii.	reduced ▒▒▒▒▒▒▒▒▒▒
c	▒▒▒▒▒▒▒▒▒ Cork	iii.	reduce local residents' salt intake.
d	University of Winchester	iv.	▒▒▒▒▒▒▒▒▒ waste.
e	▒▒▒▒▒▒▒▒▒ Andrews	v.	local town residents to become more active.

a		b		c		d		e	

___ / 5

12. The criticisms of nudging. Fill in the missing words using the words from the box.

heuristics ▒▒▒▒▒ brainwashing superior ▒▒▒▒▒ responsibility

a) Both Hausman (2018) and Schmidt and Engelen (2022) argue that ▒▒▒▒▒▒▒▒▒▒ from ▒▒▒▒▒▒▒▒▒▒▒ individuals to more deceiving and i) _____.

b) Nudging is considered to be condescending ▒▒▒▒▒▒▒▒ irrational ii) _____ and ▒▒▒▒▒▒▒▒▒▒ when our iii) _____ for making ▒▒▒▒▒▒▒▒, and therefore our resulting actions aren't ▒▒▒▒▒▒▒▒▒▒▒▒.

c) An individual's iv) _____ is undermined ▒▒▒▒▒▒▒▒▒ and decision-making capacities ▒▒▒▒▒▒▒▒ victim of v) _____ and their rationality ▒▒▒▒▒▒ bypassed.

d) Most importantly, nudging suggests ▒▒▒▒▒▒▒▒ the nudges are more vi) _____ to and ▒▒▒▒▒▒▒▒▒ they nudge.

___ / 6

13. Summary: What is the overall stance of the lecturer? Chose the correct one.

i.	Nudging has been effective in ▒▒▒▒▒▒▒▒▒ and finances.	
ii.	Nudging ▒▒▒▒▒▒▒▒▒▒, exploitative and ▒▒▒▒▒▒▒.	

___ / 1

Total Score ___ / 28

Behavioural Economics Lecture ANSWERS

1. What is the focus of today's lecture?

> The concept of nudges

___ /1

2. What is a nudge? Fill in this summary with one word per gap. The first letter is given.

A nudge is a minimally-disruptive way of indirectly altering an individual's i. **behaviour** so that they're subtly ii. **guided** into making a decision….

ALL ANSWERS ARE INCLUDED IN PAID VERSION…

Behavioural Economics Lecture [Transcript]

Hello, and welcome to today's lecture about how behavioural economics impacts government policy. I'll start today's lecture with a definition of behavioural economics, and more specifically nudge theory. After this, I'll provide some examples of the different types of successful nudges. Following this, I'll look at some criticisms of nudge theory and then I'll finish with a summary of my key findings.

Let's begin with a definition of behavioural economics. Behavioural economics examines the principles of psychology and sociology and their impacts on the economic choices made by individuals. These choices can have such a profound impact in a host of areas from education and health to crime and finance that policymakers have begun to observe how subtly encouraging, incentivising and steering individuals in a certain direction can influence their behaviour…

THE FULL TRANSCRIPT IS INCLUDED IN THE PAID VERSION…