



## Using Present Time Conditional Sentences

### A set of exercises based on Daniel Pink's video *The Surprising Truth about What Motivates Us*

<https://www.youtube.com/watch?v=u6XAPnuFjJc>



### 1. Comprehension

#### Before You Watch

A. Match the bolded words and phrases with their meanings. The first one is done for you.

- |  |  |
|--|--|
| 1. She received a <b>reward</b> for her extra work. <u>l</u>             | a. <i>disobeyed or went against</i>  |
| 2. Student <b>engagement</b> is important to teachers. _____             | b. <i>basic</i>  |
| 3. A <b>rudimentary</b> knowledge of first aid can save lives. _____     | c. <i>independence</i>   |
| 4. The employee received a <b>bonus</b> at the end of the year. _____    | d. <i>related to thinking or analyzing</i>   |
| 5. Intelligence tests measure <b>cognitive</b> skills. _____             | e. <i>a result that is unusual or unique</i>   |
| 6. Grades are <b>incentives</b> to study for classes. _____              | f. <i>a reason</i>   |
| 7. Many teenagers want <b>autonomy</b> from their parents. _____         | g. <i>the development new products or processes</i>                                  |
| 8. <b>Innovation</b> is important for a growing economy. _____           | h. <i>related to money</i>   |
| 9. The value of something is not always <b>monetary</b> . _____          | i. <i>involvement</i>  |
| 10. His surprising failure on that test was an <b>anomaly</b> . _____    | j. <i>a gift (usually of money) given to employees</i>                               |
| 11. He <b>defied</b> his boss, so he was fired from his job. _____       | k. <i>things used to motivate people to do something</i>                             |
| 12. His poor health was a <b>factor</b> in his decision to retire. _____ | l. <i>a benefit (usually money) given to a person who has done something special</i> |

B. Discuss the following question in groups or as a class: *What types of things generally motivate people to work hard? Give reasons for your opinions.*

#### After You Watch

C. Watch Daniel Pink's video "The Surprising Truth about What Motivates Us" (<https://www.youtube.com/watch?v=u6XAPnuFjJc>). After you watch, check (✓) the answers below. Watch the video again if necessary. You might also want to take notes, stop the video and discuss certain points, consult a dictionary, etc.

- |   | Yes   | Sometimes | No    |
|---|-------|-----------|-------|
| 1. Pink thinks the data about motivation is surprising. | _____ | _____     | _____ |
| 2. Money works well as an incentive.                    | _____ | _____     | _____ |

## 2. Using Real Conditional Sentences to State Generalizations

Review Section 7 (“Stating Facts, Predictions and Hypotheses with *If*”) in the *Developing Details* card. Then complete the following tasks.

A. Match the clauses below to reflect Daniel Pink’s conclusions. Watch the video again if necessary.

### “If” Clause

1. If a worker’s job is simple, \_\_\_\_\_
2. If a worker’s job requires creativity or problem solving skills, \_\_\_\_\_
3. If workers are given large incentives for a difficult cognitive job or task, \_\_\_\_\_
4. If workers have more autonomy, \_\_\_\_\_
5. If people are interested in mastering a skill, \_\_\_\_\_
6. If workers feel that their job does not have an important purpose, \_\_\_\_\_

### Result Clause

- a. they are more likely to practice that skill.
- b. they do not perform well.
- c. money can serve as a good incentive for him/her.
- d. money does not serve as a good incentive.
- e. they are more motivated.
- f. they are less motivated.

B. For facts and generalizations like in the sentences above, which verb tense is used in the “If” clause?

\_\_\_\_\_ Which tense is used in the result clauses above? \_\_\_\_\_

C. Choose one sentence from above and rewrite it below. However, *put the result clause first*. Pay attention to the punctuation!

\_\_\_\_\_



### 3. Using Unreal Conditional Sentences to Express Hypotheses

A. Complete the sentences below with the words from the box.

had	thought	received	would probably prepare	might save
earned	wanted	would study	would likely complete	would probably be

1. A biologist \_\_\_\_\_ motivated to work hard on a new DNA project if she \_\_\_\_\_ that it could benefit the world.
2. If a student in a speech class \_\_\_\_\_ autonomy over how he approached a presentation, he \_\_\_\_\_ especially carefully for that speech.
3. A student \_\_\_\_\_ hard for her Spanish 101 class if she truly \_\_\_\_\_ to speak Spanish well.
4. A factory worker \_\_\_\_\_ basic tasks more quickly if that employee \_\_\_\_\_ a monetary reward for speed.
5. A surgeon \_\_\_\_\_ fewer lives if she \_\_\_\_\_ a large monetary reward for saving each life.



- B. Do the hypothetical (unreal conditional) sentences above refer to the past or the present/future? \_\_\_\_\_ In these sentences, which verb tense is used in the “If” clauses? \_\_\_\_\_ What types of verbs are used in the result clauses? \_\_\_\_\_

### 4. Expanding the Topic

Questions for discussion or writing:

1. In your opinion, when teachers want to motivate their students to do a particular assignment well, what motivational techniques do they often use? Which ones work well?
2. Which types of incentives motivate *you*?
3. If you were the president of a large company, what would you do to motivate your employees?
4. If Daniel Pink were the teacher of your English class, how do you think he would try to motivate you? Be specific.
5. Why do you think large incentives might hurt performance in highly cognitive or creative tasks?