

HABITS

ROUND 35

Why successful people set habits, not just goals

Source: Bit Think

토크샵 관련 링크

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알림 Notice

토크샵 '23 Batch 5 (Sep.-Nov.)

Round #33 ~ 44, 12회, 1회 2시간

요일	타입	마스터	국적	위치	Round #33	세션 스케줄
Mon.	Study	Alex	Korea	GangNam		Sep 18, 25, Oct9(변경) 16 Oct 23, 30, Nov6,13 Nov20, 27, Dec4, 11
Wed.	Study	Alex	Korea	GangNam		Sep13, 20, Oct4, 11 Oct18, 25, Nov8, 15 Nov22, 29, Dec5, 12
Thu.	Class	Ben	U.S.	GangNam		Sep 7, 14, 21, Oct19 Oct26, Nov2,9,16 Nov23,30,Dec7,14
Thu.	Class	Ben	U.S.	GangNam		Sep 9, 16, 23, Oct21 Oct28, Nov4, 11, 18 Nov25, Dec2,9, 16
Sat.	Study	Alex	Korea	GangNam		Sep 16, 23, Oct7,14 Oct 21, 28, Nov11, 18 Nov25,Dec2,9,16

1. Vocabulary *Check the meaning of these words/expressions in the dictionary.*

💡 Today's Expression(오른쪽 링크 클릭) - [Raise \(one's\) eyebrows.](#)

- Definition
- Example

QR코드를 통해 **Raise (One's) eyebrows** 의 설명 영상을 보실 수 있습니다.



1. Cue(noun) ex)

"They removed **cues**, so you can't find cigarettes on a store shelf anymore."

2. Friction (noun) - ex)

"By changing cues and adding **friction**, we cut smoking in this country from 50% to where it is now, 15%."

3. Confabulate(verb) - ex)

"That goals aren't necessary to drive behavior, that they can be **confabulated** after."

4. Phenomenology(noun) - ex)

"This lure of **phenomenology** and our belief in the powers of introspection..."

5. Introspection (noun) - ex)

"This lure of phenomenology and our belief in the powers of **introspection**, I think are closely tied."

2. Listening Drill

There are some people who believe, some researchers who believe that everything we do is driven by a desire to achieve something. And, in fact, we've had some controversy in the literature, _____ in the science about _____ people ever respond without a goal.

Controversy: How do habits and goals actually interact? and what parts are involved in getting someone to get up in the morning and go running even when it's dark and miserable and they don't feel like it.

Is that a habit, a goal, willpower? How do all of those things interact? It's probably a little bit of both, all of those things, but it's definitely habit. People act on habits, but still interpret their behavior as if it was goal-directed, as if it was _____ some outcome that occurred after the habit happened.

Why habits are important: A lot of researchers became convinced that habits aren't important. They don't explain anything that's useful really about human experience, but just recognize that if you are trying to change a behavior _____, there's gonna be other mechanisms involved.

The best example of that was with anti-smoking campaigns. And this was one time in which the US government took effective steps to help us control _____. They taxed cigarettes. They banned smoking in public places.

They removed cues, so you can't find cigarettes on a store shelf anymore. You have to go ask somebody. By changing cues and adding friction, we cut smoking in this country from 50% to where it is now, 15%, by addressing the things that change habits.

The lure of phenomenology: So we're able to show in research that goals aren't necessary to drive behavior, that they can be confabulated after. These research findings suggest that there is a separation between these two _____, but our experience suggests that they're the same. This lure of phenomenology and our belief in the powers of introspection, I think are closely tied.

Both of which contribute to this misunderstanding that habits are not important in human behavior.

Habits are always available: Habits are always there. They're always available, but _____ we intervene and do something more thoughtfully.

So there's all kinds of different mental models integrating these two systems, and I think that's going to be one of the most interesting questions for the next decade is figuring out how they interact.

3. Summary

Summarize what you have seen/heard in two or three sentences

Tip.

Answer the questions using vocabularies that you learned in the vocabulary section.

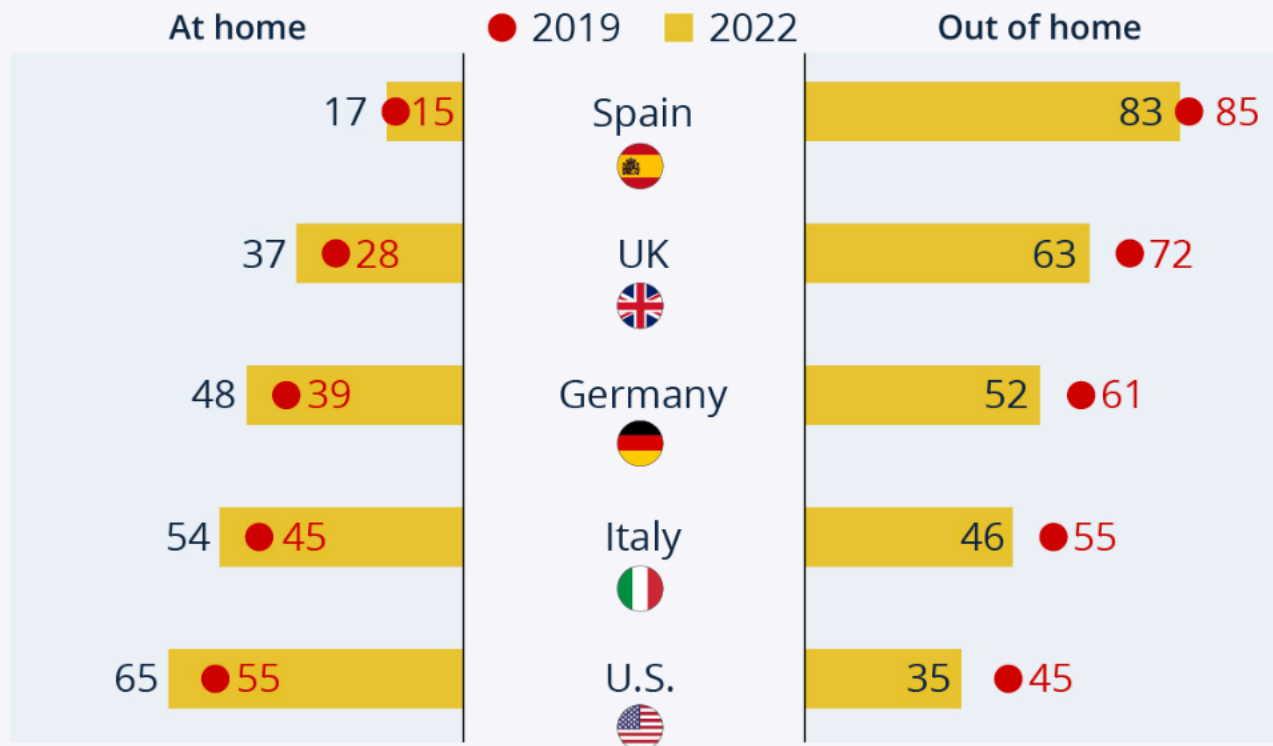
4. Describing The Chart

Describe what is the general idea being expressed by the graph. Discuss it to your class. Try to interpret what you see in the chart.

How Beer Drinking Habits Have Changed Since Covid



Estimated distribution of beer sales in selected countries (in %)



Source: Statista Consumer Market Outlook

How Beer Drinking Habits Have Changed Since Covid

by Anna Fleck, Jul 29, 2022

More people are opting to drink beer at home than they did before the [pandemic](#), according to Statista's Consumer [Market Outlook](#). While it's true that most people would still choose to go for a drink at the pub or in a restaurant than at home, there's been a slight shift from 2019 to 2022, where figures rose in favor of staying in.

The U.S. had been a country favoring home drinking even before the pandemic. In-home consumption of beer rose even more after 2019, hitting 65 percent according to the latest available data from 2022.

Questions

1. What 's the take away of the graph?
2. What extra information can help you understand the graph even better?
3. Do you have any interesting findings? What's your guess about it?

5. Discussion Questions

Let's begin at the easy category. You are expected to have prepared your answers already before the class begins.

Easy

1. How do you personally perceive the role of habits in your everyday life and decision-making? Can you provide an example of a habit that you feel strongly influences your behavior?

Average

1. Have you ever consciously **cultivated a positive habit** that **later became second nature**? What was the habit, and how did it positively impact your life in the long run?

5. Discussion Questions

Let's begin at the easy category. You are expected to have prepared your answers already before the class begins

Average

2. Are there certain emotions or moods that trigger specific habits or behaviors in you? Can you provide examples of such habits and how you manage them during emotional moments?

Difficult

1. "Considering the reduction in smoking rates due to anti-smoking campaigns, what are other behaviors we could potentially target at a societal level to bring about positive change? Can you think of successful cases where societal-level interventions effectively brought about change in behavior, as well as cases where such interventions failed to produce the desired results?"

These expressions and idioms can **be used when describing various trends, changes, or patterns** in charts, graphs, or data presentations.

1. **Shoot up** (phrasal verb) - to increase rapidly and sharply
ex) The sales figures for the new product **shot up** after the marketing campaign.
2. **Plummet** (verb) - to fall or decline steeply
ex) The stock prices **plummeted** after the negative news was released.
3. **Level off** (phrasal verb) - to stabilize or reach a steady state
ex) After a period of growth, the demand for the product **leveled off**.
4. **Skyrocket** (verb) - to increase dramatically and quickly.
ex) The company's profits **skyrocketed** after the successful launch of their new product.
5. **Plateau** (noun) - a period of stability or little change
ex) The revenue growth **reached a plateau** and remained steady for several months.
6. **Fluctuate** (verb) - to rise and fall irregularly or unpredictably
ex) The stock prices **fluctuated** throughout the day, responding to market conditions.
7. **Bottom out** (phrasal verb) - to reach the lowest point and then stabilize
ex) The housing prices finally **bottomed out** and showed signs of recovery.
8. **Surge** (verb) - to experience a sudden and significant increase
ex) The website experienced a **surge** in traffic after being featured in a popular blog.
9. **Slump** (noun) - a sudden and significant decline or decrease
ex) The company's profits **suffered a slump** due to the economic downturn.
10. **Rebound** (verb) - to recover or bounce back after a decline
ex) After a period of recession, the economy **rebounded with** strong growth.
11. **Peak** (noun) - the highest point or level
ex) The chart shows that sales **reached their peak** during the holiday season.
12. **Downturn** (noun) - a period of decline or decrease in economic activity
ex) The industry **experienced a downturn** due to changes in consumer preferences.
13. **Accelerate** (verb) - to increase in speed or rate
ex) The company's expansion plans **accelerated** after securing additional funding.
14. **Slow down** (phrasal verb) - to decrease in speed or rate
ex) The production rate **slowed down** due to a shortage of raw materials.
15. **Flattening curve** (idiom) - a gradual reduction or stabilization of a trend
ex) The chart indicates a **flattening curve** in COVID-19 cases, suggesting a decrease in infection rates.
16. **Break-even point** (noun) - the point at which total costs equal total revenue
The business needs to **reach the break-even point** to start making a profit.
17. **Double-digit growth** (idiom) - a growth rate of more than 10%
ex) The company **achieved double-digit growth** in sales for the third consecutive quarter.
18. **Taper off** (phrasal verb) - to gradually decrease or diminish
ex) The demand for the product **tapered off** after the initial launch hype.
19. **Upswing** (noun) - an upward or positive trend
ex) The market **experienced an upswing** as consumer confidence improved.
20. **Hit a plateau** (idiom) - to reach a point of stability or little change
The number of subscribers **hit a plateau** and remained steady for several months.