

**Part two: Reading comprehension**

Directions: Read the following passages carefully. Each passage is followed by some questions. Complete the questions with the most suitable words or phrases (a, b, c & d) below each one. Base your answers on the information given only.

**Passage 1**

A new study by researchers at the California Institute of Technology (Caltech) suggests that when there are high financial incentives to succeed, people can become so afraid of losing their potentially lucrative reward that their performance suffers.

It is a somewhat unexpected conclusion. After all, you would think that the more people are paid, the harder they will work, and the better they will do their jobs-- until they reach the limits of their skills. That notion tends to hold true when the stakes are low, says Vikram Chib, a postdoctoral scholar at Caltech.

Some experts have attributed this decline to too much motivation: they think that, faced with the prospect of earning an extra chunk of cash, you might get so excited that you will fail to do the task properly. But now, after looking at grain-scan data of volunteers performing a specific motor task, the Caltech team says that what actually happens is that you become worried about losing your potential prize. The researchers also found that the more someone is afraid of loss, the worse they perform.

136. The findings of the Caltech's study demonstrate that ..... the performance of the employees.

- a. the high salary profoundly guarantees
- b. excessive financial incentives can improperly influence
- c. those losing their jobs supposedly disrupt
- d. lucrative rewards are proved to potentially promote

137. The phrase "that notion" refers to the .....

- a. relationship between the paycheck and the performance quality
- b. unexpected conclusion introduced in the preceding paragraph
- c. limitation one faces with regards to his / her skills
- d. job satisfaction the skilled people acquire

138. Encouraging employees financially .....

- a. may at times have adverse effects
- b. has to be ignored altogether for its hazards
- c. is highly recommended by the Caltech team
- d. is totally rejected by the researchers

139. The quality of the job performed .....

- a. is directly related to the task assigned by the employer
- b. appears to be a good indication of the mental status of employees
- c. is not only time consuming but also challenging
- d. ascertains that one may keep his or her job