

Nicer people are poorer, says study

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New research shows that nicer people are likely to be poorer than people who are not so nice. Researchers looked at how the personalities of different people affected how rich or well off they were. The researchers found that people with a nice, warm personality were worse off financially than people who were more selfish. Kinder people found it more difficult to look after their money. Researcher Dr Joe Gladstone said this was because of the "agreeableness" of people who were kinder, more trusting and more caring. He said: "We find that agreeableness is associated with various [signs] of financial hardship, including lower savings, higher debt and higher default rates."

The researchers looked at data from different sources, including two online surveys taken by almost 4,000 participants. The data included answers to questions on people's financial situation, how people got into debt, and people's attitude towards money. They compared this data with surveys in which almost 5,000 people answered questions about their personality and their agreeableness. The researchers said agreeable people seemed to care less about money and so did not look after or manage their money wisely. Researcher Sandra Matz said that being kind and trusting had "financial costs". She wanted to better understand, "why nice guys seem to finish last".

Sources: earth.com / dailymail.com / newsweek.com

Writing

It's much easier to be nice than it is to be horrible. Discuss.

Chat

Talk about these words from the article.

research / nice people / poor / personality / selfish / money / trusting / caring / debt / sources / online surveys / participants / financial situation / attitude / manage / costs

True / False

- a) Researchers looked at how personalities affected people's wealth. T / F
- b) People with a warmer personality had less money than more selfish people. T / F
- c) Kinder people are very good at saving money. T / F
- d) Kinder people have more trouble paying back debts. T / F
- e) Researchers looked at data from 12 different online surveys. T / F
- f) Researchers found that agreeable people cared more about money. T / F
- g) A researcher said there were no financial costs to being kinder. T / F
- h) A researcher wanted to know why nice guys seemed to finish last. T / F

Synonym Match

(The words in **bold** are from the news article.)

- | | |
|-----------------------|---------------|
| 1. likely | a. viewpoint |
| 2. affected | b. moneywise |
| 3. financially | c. suffering |
| 4. look after | d. comprehend |
| 5. hardship | e. materials |
| 6. sources | f. probable |
| 7. situation | g. appeared |
| 8. attitude | h. care for |
| 9. seemed | i. influenced |
| 10. understand | j. affairs |

Discussion – Student A

- a) How nice are you?
- b) Who is the nicest person you know?
- c) Are very rich people very nice?
- d) Why do you think nicer people are poorer?
- e) Should nice people be less kind so they can be richer?
- f) How good are you at saving money?
- g) What do you think of being in debt?
- h) Have you ever suffered from financial hardships?

Phrase Match

- | | |
|-------------------------------|------------------------|
| 1. people who are not | a. of different people |
| 2. the personalities | b. finish last |
| 3. more difficult to look | c. wisely |
| 4. various signs of financial | d. and trusting |
| 5. lower | e. into debt |
| 6. two online | f. after their money |
| 7. how people got | g. hardship |
| 8. manage their money | h. savings |
| 9. being kind | i. so nice |
| 10. nice guys seem to | j. surveys |

Discussion – Student B

- What do you think about what you read?
- Do other people think you are kind?
- Why are some people not kind?
- How difficult is it to look after your money?
- What do you think your personality is like?
- What is the best way to get rich?
- Why do nice guys finish last?
- What questions would you like to ask the researchers?

Spelling

- people are kylile to be poorer
- different people atefdecf how
- people who were more ssflhie
- rauiovs signs of financial hardship
- higher edtb
- higher dlfaeut rates
- data from different ourescs
- two online syeursv
- people's taeuditt towards money
- questions about their speirnyloat
- eeragalbe people seemed to care less
- manage their money silwye

Answers – Synonym Match

1. f	2. i	3. b	4. h	5. c
6. e	7. j	8. a	9. g	10. d

Role Play

Role A – Kindness

You think kindness is the most important part of someone's personality. Tell the others three reasons why. Tell them what is wrong with their things. Also, tell the others which is the least important of these (and why): loyalty, pride or sense of humour.

Role B – Loyalty

You think loyalty is the most important part of someone's personality. Tell the others three reasons why. Tell them what is wrong with their things. Also, tell the others which is the least important of these (and why): kindness, pride or sense of humour.

Role C – Pride

You think pride is the most important part of someone's personality. Tell the others three reasons why. Tell them what is wrong with their things. Also, tell the others which is the least important of these (and why): loyalty, kindness or sense of humour.

Role D – Sense of Humour

You think a sense of humour is the most important part of someone's personality. Tell the others three reasons why. Tell them what is wrong with their things. Also, tell the others which is the least important of these (and why): loyalty, pride or kindness.

Speaking – Personality

Rank these with your partner. Put the most important personality traits at the top. Change partners often and share your rankings.

- | | |
|----------------|-------------------|
| • loyalty | • intelligence |
| • pride | • bravery |
| • being loving | • sense of humour |
| • kindness | • selflessness |

Answers – True False

a	T	b	T	c	F	d	T	e	F	f	F	g	F	h	T
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Answers to Phrase Match and Spelling are in the text.