

Pre-Intermediate 3
Unit 4 Reading
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Does Honesty Always Pay?

honesty ≠ dishonesty
honesty = being honest
pay = have a good result

What exactly is a lie? Is it anything we say which we know is untrue? Or is it something more than that? For example, suppose a friend wants to borrow some money from you. You say, "I wish I could help you but I'm short of money myself." In fact, you are not short of money, but your friend is in the habit of not paying his debts and you don't want to hurt his feelings by reminding him of this. Is this really a lie?

lie (noun) = something untrue which we tell other people

- *I don't believe your lies.*
- *Your lies are old.*

lie (verb) = tell a lie

lie + ed = lied

- *He lied about his age.*

lie + ing = lying

- *He's lying. Don't believe him.*

liar (noun) = a person who tells lies

to cry wolf = to tell lies repeatedly like the shepherd in the story

- *Don't pay attention to Peter; he's only crying wolf.*



The boy who cried wolf.

A shepherd boy keeps tricking people into believing that a wolf is attacking his flock of sheep. The boy tricks the people so many times that when a wolf actually comes to kill the flock, the townspeople don't believe his cries for help and the wolf eats his flock.

suppose = imagine, think

borrow ≠ lend

short of = low on, in need of

debt = the money that you owe

owe = have to pay back

debtor = a person in debt

be in debt (to sb) = have to pay back money (to sb)

Professor Jerald Jellison of the University of Southern California has made a scientific study of lying. According to him, women are better liars than men, particularly when telling a “white lie”, such as when a woman at a party tells another woman that she likes her dress when she really thinks it looks awful. However, this is only one side of the story. Other researchers say that men are more likely to tell more serious lies, such as making a promise which they have no intention of fulfilling. This is the kind of lie politicians and businessmen are supposed to be particularly skilled at: the lie from which the liar hopes to profit or gain in some way.

scientific (adj.) = based on science

scientifically (adv.) = through science

Jerald Jellison has made a scientific study of lying. = Jerald Jellison has studied lying scientifically.

according to = based on

particularly = especially

white lie = a lie about unimportant matters \neq serious lie

such as = for example, like

awful = very bad, terrible

however = but

likely = probable

fulfill = carry out, implement

politics (n.) = the art of managing the affairs of a country

political (adj.) = related to politics

politician (n.) = a man/woman involved in politics

be supposed to = be expected to

profit = what we gain

profit from sth = gain benefits from sth



Jerald Jellison



Research has also shown the way people's behavior changes in a number of small, apparently unimportant ways when they lie. It has been found that if they are sitting down at the time, they tend to move about in their chairs more than usual. To the trained observer, they are saying, "I wish I were somewhere else now." They also tend to touch certain parts of the face more often, in particular the nose. One explanation of this may be that lying causes a slight increase in blood pressure. The tip of the nose is very sensitive to such changes and the increased pressure makes it itch.

behavior (American) = behaviour (British)

behavior (n.) = رفتار = what we do

apparently = seemingly

It has been found that = Scientists have found that

tend (v.) = incline

tendency (n.) = inclination

trained = educated, knowledgeable

observer = a person who sees something

explain (v.) = suggest an answer

explanation (n.) = answer, reason

cause = make something happen = result in, lead to

slight = a little

increase \neq decrease

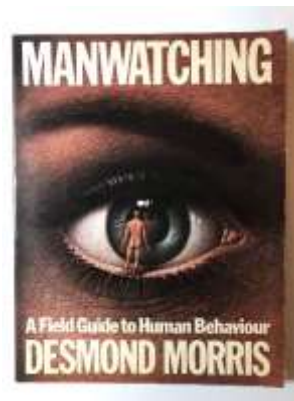
itch = tingle

scratch = rub your skin because it itches



Pinocchio

Another gesture which gives liars away is what the writer Desmond Morris in his book *Manwatching* calls "the mouth cover". He says there are several typical forms of this, such as covering part of the mouth with the fingers, touching the upper lip or putting a finger of the hand at one side of the mouth. Such a gesture can be interpreted as an unconscious attempt on the part of the liar to stop himself or herself from lying.



Desmond John Morris, British Biologist

give sb away = make sb's secret known
several = some
typical = usual, common
upper ≠ lower
such a gesture = a gesture like this
gesture = the shapes that we make with our hands
interpret = explain
be interpreted = be explained
unconscious ≠ conscious
attempt = effort

Of course, such gestures as rubbing the nose or covering the mouth, or squirming about in a chair cannot be taken as proof that the speaker is lying. They simply tend to occur more frequently in this situation. It is not one gesture alone that gives the liar away but a whole number of things, and in particular the context in which the lie is told.

squirm = move your body a lot because you are uncomfortable
proof = evidence = something that proves a fact
simply = only
occur = happen
context = situation

Main Ideas:

- We sometimes tell a lie not to hurt another person's feelings.
- Women are better than men at telling white lies.
- Men are better than women at telling serious lies.
- People's behavior changes when they tell a lie.
- When people lie, they feel uncomfortable, move about more often in a chair and touch certain parts of the body like the tip of the nose. They may also try to cover their mouth with their fingers.
- These changes in behavior are because of our conscience. Our conscience wants to prevent us from lying.
- One gesture alone doesn't mean that a person is lying. We should pay attention to the context.

Full Text:

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What exactly is a lie? Is it anything we say which we know is untrue? Or is it something more than that? For example, suppose a friend wants to borrow some money from you. You say, "I wish I could help you but I'm short of money myself." In fact, you are not short of money, but your friend is in the habit of not paying his debts and you don't want to hurt his feelings by reminding him of this. Is this really a lie?

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Research has also shown the way people's behavior changes in a number of small, apparently unimportant ways when they lie. It has been found that if they are sitting down at the time, they tend to move about in their chairs more than usual. To the trained observer, they are saying, “I wish I were somewhere else now.” They also tend to touch certain parts of the face more often, in particular the nose. One explanation of this may be that lying causes a slight increase in blood pressure. The tip of the nose is very sensitive to such changes and the increased pressure makes it itch.

Another gesture which gives liars away is what the writer Desmond Morris in his book *Manwatching* calls “the mouth cover”. He says there are several typical forms of this, such as covering part of the mouth with the fingers, touching the upper lip or putting a finger of the hand at one side of the mouth. Such a gesture can be interpreted as an unconscious attempt on the part of the liar to stop himself or herself from lying.

Of course, such gestures as rubbing the nose or covering the mouth, or squirming about in a chair cannot be taken as proof that the speaker is lying. They simply tend to occur more frequently in this situation. It is not one gesture alone that gives the liar away but a whole number of things, and in particular the context in which the lie is told.

Sample Summary:

The concept of lying is explored in the text. Is a lie simply saying something untrue, or is it more complex? For instance, consider a situation where a friend asks to borrow money, and you claim you're short on funds even though you're not. In this case, you avoid hurting your friend's feelings. Is this still considered a lie?

Research suggests that women are better at telling “white lies,” such as complimenting someone's dress even if they dislike it. On the other hand, men tend to tell more serious lies, often related to promises they don't intend to keep. Politicians and businessmen are skilled at such lies, hoping to gain something from them.

Interestingly, when people lie, their behavior changes subtly. For example, they may fidget in their chairs or touch their faces more frequently. These actions might be unconscious attempts to cope with the lie. However, no single gesture alone can definitively identify a liar; it's the overall context that matters.

Source:

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