

- Over the years, economics have developed an arsenal of mathematical formulas to predict and analyze the factors that influence economic behavior.
- The traditional premise of such calculations is that each person has a motive, namely ( 26 ), which encourages them to make a certain choice or take a particular course of action as means to further their own interests.
- In their popular book, *Freakonomics*, journalist Stephen Dubner and economist Steven Levitt attempt to broaden the traditional scope of economics by analyzing behavior that appears not to hinge on financial incentives alone.
- \*Choose the correct answer to fill in the blank from these choices.
- (26) 1 an instinct to avoid conflict                                    2 a need for acceptance  
3 the attainment of knowledge                                        4 the desire for money

### Further Questions& Sample Answers



USE & PRINTING outside of eTOC are strictly PROHIBITED.

- 1) What is the traditional premise of economics?  
*The traditional premise is that each person is motivated by the desire for money.*
- 2) What did Stephen Dubner and Steven Levitt analyze in *Freakonomics*?  
*They analyzed behavior that appears not to hinge on financial incentives alone.*
- As an example, Dubner and Levitt relate the story of an Israeli day-care center that took measures to combat the problem of parents picking up their children late. The day-care center instituted a fine equivalent to \$3 for every incident of lateness by a child's parents. As a result, the number of late pickups ( 27 ).  
Furthermore, once the fine was removed a few months later, late pickups did not return to their pre-fine levels, but remained at the levels brought about by the fine. Dubner and Levitt wanted to know why the policy, which was designed to provide an incentive for parents to be on time, had failed to achieve its desired effect.
- \*Choose the correct answer to fill in the blank from these choices.
- (27) 1 increased significantly    2 dropped to almost zero  
3 became difficult to record    4 showed no change overall

### Further Questions& Sample Answers



- 3) What did the Israeli day-care center do to try to get parents to pick up their children on time?  
*They instituted a fine of \$3 for every incident of lateness by a child's parents.*
- 4) Did parents pick their children up on time once the fine was instituted?  
*No, the number of incidents of lateness by children's parents significantly increased.*
- 5) After the fine was removed, what happened?  
*Once the fine was removed, late pickups did not return to their pre-fine levels.*
- Their conclusion was that the fine itself was a relatively trivial amount to pay for lateness. Moreover, and perhaps more significantly, it also ( 28 ) replacing a moral incentive with a financial one.

**Lesson1** This document is for use in eTOC training sessions, use outside of eTOC is strictly prohibited.

34. The more incentive, caused by the guilt parents felt about not picking up their children on time, was taken away once the day-care center introduced the fine.
35. Parents entered the mindset of having “paid their dues,” so that even after the removal of the fine, they continued to, in the words of Dubner and Levitt, “arrive late, pay no fine, and feel no guilt.” Traditional economic calculations, then, failed to account for the parents’ behavior. Dubner and Levitt believe that the analysis of social and moral behavior in economics, while it may pose a challenge to traditional assumptions, is vital as the incentives behind such behavior “are the cornerstone of modern life.”
36. \*Choose the correct answer to fill in the blank from these choices.
37. (28) 1 had the consequence of                      2 removed the possibility of
38.            3 discouraged parents from                4 prevented the day-care center from

### Further Questions & Sample Answers

39. 6) What did the fine do to the moral incentive of parents picking up their children on time?
40. *It replaced the moral incentive with a financial one.*
41. 7) What does the term “paid their dues” mean in this paragraph?
42. *It means that they have already been punished for being late, so they owed nothing more.*
43. 8) Why do Dubner and Levitt believe analysis of social and moral behavior is important in economics?
44. *While it may pose a challenge to traditional assumptions,*
45. *it is vital as the incentives behind such behavior “are the cornerstone of modern life.”*

### Review Questions

46. 1) What is the traditional premise of economics?  
*The traditional premise is that each person is motivated by the desire for money.*
47. 2) What did Stephen Dubner and Steven Levitt analyze in *Freakonomics*?  
*They analyze behavior that appears not to hinge on financial incentives alone.*
48. 3) What did the Israeli day-care center do to try to get parents to pick up their children on time?  
*They instituted a fine of \$3 for every incident of lateness by a child’s parents.*
49. 4) Did parents pick their children up on time once the fine was instituted?  
*No, the number of incidents of lateness by children’s parents significantly increased.*
50. 5) After the fine was removed, what happened?  
*Once the fine was removed, late pickups did not return to their pre-fine levels.*
51. 6) What did the fine do to the moral incentive of parents picking up their children on time?  
*It replaced the moral incentive with a financial one.*

52. 7) What does the term “paid their dues” mean in this paragraph?

*It means that they have already been punished for being late, so they owed nothing more.*

53. 8) Why do Dubner and Levitt believe analysis of social and moral behavior is important in economics?

*While it may pose a challenge to traditional assumptions, it is vital as the incentives behind such behavior “are the cornerstone of modern life.”*



解答: (26) 4 (27) 1 (28) 1

Not for use outside Flex English Community

日本語訳付

2[A] – Unexpected Economics Lesson1 G1 Chobun dokkai

G1 11-1

54. Over the years, economics have developed an arsenal of mathematical formulas to predict and analyze the factors that influence economic behavior.

進 (すす) めてきた 蓄積 (ちくせき)  
 数式 (すうしき) 予測 (よそく) する 分析 (ぶんせき) する 要因 (よういん)  
 影響 (えいきょう) を与える 経済 (けいざい) の 動 (うご) き

55. The traditional premise of such calculations is that each person has a motive, namely ( 26 ), which encourages them to make a certain choice or take a particular course of action as means to further their own interests.

前提 (ぜんてい) 予測 (よそく) 動機 (どうき)  
 具体的 (ぐたいてき) に言 (い) うと ~するように促 (うなが) す  
 行動 (こうどう) ~するための手段 (しゅだん) として ~を深 (ふか) める

56. In their popular book, *Freakonomics*, journalist Stephen Dubner and economist Steven Levitt attempt to broaden the traditional scope of economics by analyzing behavior that appears not to hinge on financial incentives alone.

経済学者 (けいざいがくしゃ) ~しようとしている 広 (ひろ) げる 範囲 (はんい)  
 ~ないようである ~に左右 (さゆう) される 金銭的 (きんせんてき) な  
 動機 (どうき)

57. \*Choose the correct answer to fill in the blank from these choices.

58. (26) 1 an instinct to avoid conflict 2 a need for acceptance  
 本能 (ほんのう) ~を避 (さ) ける 争 (あらし) い 承諾 (しょうだく)  
 獲得 (かくとく) 熱望 (ねつぼう)
59. 3 the attainment of knowledge 4 the desire for money

Further Questions& Sample Answers

60. 1) What is the traditional premise of economics?  
 61. 経済学で従来、前提となってきたことは何ですか。  
*The traditional premise is that each person is motivated by the desire for money.*

62. 2) What did Stephen Dubner and Steven Levitt analyze in Freakonomics?  
 63. スティーブン・ダブナーとスティーブン・レヴィットが「Freakonomics」という本の中で分析した事はどんな事ですか。  
*They analyzed behavior that appears not to hinge on financial incentives alone.*

64. As an example, Dubner and Levitt relate the story of an Israeli day-care center that took measures to combat the problem of parents picking up their children late.

説明 (せつめい) している イスラエルの  
 保育園 (ほいくえん) 対策 (たいさく) を取った ~を解決 (かいけつ) する  
 迎 (むか) えに来 (く) る

65. The day-care center instituted a fine equivalent to \$3 for every incident of lateness by a child's parents. As a result, the number of late pickups ( 27 ).
66. Furthermore, once the fine was removed a few months later, late pickups did not return to their pre-fine levels, but remained at the levels brought about by the fine.
67. Dubner and Levitt wanted to know why the policy, which was designed to provide an incentive for parents to be on time, had failed to achieve its desired effect.
68. \*Choose the correct answer to fill in the blank from these choices.
69. (27) 1 increased significantly 2 dropped to almost zero
70. 3 became difficult to record 4 showed no change overall

### Further Questions & Sample Answers



71. 3) What did the Israeli day-care center do to try to get parents to pick up their children on time?
72. 親が自分の子供を時間通りに迎えにくるように、イスラエルの保育園が行ったことは何ですか。  
*They instituted a fine of \$3 for every incident of lateness by a child's parents.*
73. 4) Did parents pick their children up on time once the fine was instituted?
74. 罰金が設けられると、親たちは自分の子供を時間通りに迎えにくるようになりましたか。  
*No, the number of incidents of lateness by children's parents significantly increased.*
75. 5) After the fine was removed, what happened?  
*Once the fine was removed, late pickups did not return to their pre-fine levels.*
76. Their conclusion was that the fine itself was a relatively trivial amount to pay for lateness.
77. Moreover, and perhaps more significantly, it also ( 28 ) replacing a moral incentive with a financial one.
78. The more incentive, caused by the guilt parents felt about not picking up their children on time, was taken away once the day-care center introduced the fine.
79. Parents entered the mindset of having "paid their dues," so that even after the removal of the fine, they continued to, in the words of Dubner and Levitt, "arrive late, pay no fine, and feel no guilt."
80. Traditional economic calculations, then, failed to account for the parents' behavior.



分析 (ぶんせき)

81. Dubner and Levitt believe that the analysis of social and moral behavior in economics, while it may pose a challenge to traditional assumptions, is vital as the incentives behind such behavior “are the cornerstone of modern life.”

～をもたらす

仮定 (かてい)

非常 (ひじょう) に重要 (じゅうよう) な

要 (かなめ)

82. \*Choose the correct answer to fill in the blank from these choices.

結論 (けつろん)

取 (と) り除 (のぞ) いた

可能性 (かのうせい)

83. (28) 1 had the consequence of 2 removed the possibility of  
84. 3 discouraged parents from 4 prevented the day-care center from

阻止 (そし) した

防 (ふせ) いだ

### Further Questions & Sample Answers



85. 6) What did the fine do to the moral incentive of parents picking up their children on time?

86. 罰金 (ばつぎん) は、親 (おや) が子ども (こども) たちを時間 (じかん) 通りに迎え (むか) にくるといふ道徳 (どうとく) 上の動機 (どうぎ) に対してどう作用 (さよう) しましたか。

*It replaced the moral incentive with a financial one.*

87. 7) What does the term “paid their dues” mean in this paragraph?

88. このパラグラフにおいて、“paid their dues”とはどういう意味 (いみ) ですか。

*It means that they have already been punished for being late, so they owed nothing more.*

89. 8) Why do Dubner and Levitt believe analysis of social and moral behavior is important in economics?

90. ダブナーとレヴィットが、経済学 (けいぎがく) において社会的 (しゃかいてき) で道徳的 (どうとくてき) な行動 (こうどう) の分析 (ぶんせき) が重要 (じゅうよう) だと信じているのはなぜですか。

*While it may pose a challenge to traditional assumptions, it is vital as the incentives behind such behavior “are the cornerstone of modern life.”*

### Review Questions



91. 1) What is the traditional premise of economics?

*The traditional premise is that each person is motivated by the desire for money.*

92. 2) What did Stephen Dubner and Steven Levitt analyze in *Freakonomics*?

*They analyze behavior that appears not to hinge on financial incentives alone.*

93. 3) What did the Israeli day-care center do to try to get parents to pick up their children on time?

*They instituted a fine of \$3 for every incident of lateness by a child’s parents.*

94. 4) Did parents pick their children up on time once the fine was instituted?

*No, the number of incidents of lateness by children’s parents significantly increased.*

95. 5) After the fine was removed, what happened?

*Once the fine was removed, late pickups did not return to their pre-fine levels.*

96. 6) What did the fine do to the moral incentive of parents picking up their children on time?

*It replaced the moral incentive with a financial one.*

97. 7) What does the term “paid their dues” mean in this paragraph?

*It means that they have already been punished for being late, so they owed nothing more.*

98. 8) Why do Dubner and Levitt believe analysis of social and moral behavior is important in economics?

*While it may pose a challenge to traditional assumptions, it is vital as the incentives behind such behavior “are the cornerstone of modern life.”*



解答: (26) 4 (27) 1 (28) 1

Not for use outside Flex English Community