

UNIT 22 REVIEW TEST LISTENING SCRIPT

Diana Morken: Welcome back to our show, Mind and Body. My next guest is Dr. Anthony Kapp, a psychologist who has just written a new book, *Trust Yourself: What You Have That Makes You Successful*. Dr. Kapp, welcome.

Dr. Kapp: Thank you, Diana.

Diana Morken: Dr. Kapp, in your book, you talk about intuition. Tell me about that.

Dr. Kapp: Well, intuition refers to understanding or knowing something because of a feeling rather than solely by considering the facts. If a person has an idea about what is true or correct in a certain situation without having logical reasons for the idea, that's intuition. In other words, intuition means that you know what you should do in a given situation even if you can't explain why. I believe that if we all paid more attention to our intuitive feelings, we would do better in life.

Diana Morken: Can you give us an example?

Dr. Kapp: Sure. Let's say you're looking for a job. You wish you could find something that you're really excited about. Then you are offered a position that seems perfect for you, and at first you're really excited. But a little later you get a feeling that you shouldn't take the job, even though you don't really know why. So you start to worry: If you don't take that job, will you find another one? You convince yourself that if you don't accept the job, you'll wish you had. So you take the job. Three months later, you realize that you've made a mistake. You don't enjoy your work. Of course, you wouldn't have taken the job if you had had a logical reason not to. But you didn't have a real reason. And now you think, "If only I had listened to my intuition! If I hadn't taken this job, I would be doing something that I loved right now." Successful people follow their intuition and trust themselves to make the right decisions, even though they might be wrong from time to time.

Diana Morken: So you're saying if you follow your intuition, you won't end up in bad situations.

Dr. Kapp: Sort of. I'm saying that you should trust your intuition, especially if the feeling is strong.

- Diana Morken:** You also devote a very long chapter in your book to *determination*. It's a bit different from intuition. Could you explain?
- Dr. Kapp:** Determination is the commitment to achieving your goals or purpose without giving up. So many people in this world fear failure, so much so even, that some people convince themselves that they'll fail before they start a new endeavor. If you don't try, how are you going to do anything that might make you happy or feel fulfilled down the road?
- Diana Morken:** And you give examples of numerous people in that chapter.
- Dr. Kapp:** Yes, I use those examples to make things more tangible. One is Bill Gates. Did you know that when he was young he once exploited a computer company's IT system so that he could get himself more free time coding? The company found out and banned him from using their complementary access service for students. Also, his first business, called Traf-O-Data, was financially unsuccessful. Imagine if he had given up after these two incidents—it might have taken years before Windows made computer-use easy. I also include less famous entrepreneurs, like a friend of mine from college who spent two years learning to code in his free time so that he could develop software to facilitate his law practice. With his new software, he can more efficiently track cases, and he's even sold thousands of subscriptions to other firms. Now he mostly does free, pro-bono work for people who can't afford legal representation. If he hadn't been determined to make a product for himself, hundreds of people would not have had access to his talents.