

C1 Level (text adapted from *English Now* – Upper intermediate - OUP)

The Sixth Sense

You might expect to find people using intuition in the arts or love affairs. You might not expect it to have any place in tough, top-level decisions made in heavy industry. Yet that is where you do find it. We talked to high-ranking businessmen and to lawyers, salespeople, and weather forecasters. Those at the top almost always said, "Sure, I use it." But what is 'it'? Call it a hunch, gut feelings, ESP or intuition.

Intuition can lighten the (decision-making) load in whatever you do, from archaeology to xerography. **Chester Charlton**, the lawyer who invented Xerox, was very interested in intuition and funded research into ESP at the New Jersey Institute of Technology – the fourth largest engineering school in the United States.

When everything was totalled up – education, intelligence, experience – what is the X-factor that makes the difference between doing something well and doing it superlatively? Researchers believed the answer might be ESP, in particular the ability to pre-know. They tested more than 7,000 executives for precognition. Education, reason and experience were of no help to answer their questions. However, many men and women scored above chance, and most interesting was the performance of forty company presidents. Twenty-one of the twenty-three CEOs who had more than doubled their firms' profits over the last five years scored very high above chance on the precognition test whereas thirteen out of the seventeen of those whose firms had not done well scored below chance.

Intuition is part of the whole person. It undoubtedly helps us to create more successful lives for ourselves and others, no matter where we are. In any of life's decisions, from rearing kids to buying a house, it makes sense to use all our abilities to make a choice.

WORDS: 290

Additional Vocabulary: *financier – canoeing – jewellery – jeopardize - cheetah*