Women wearing cosmetics are paid more

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Researchers have discovered there could be a good reason why women spend so long in the morning getting ready for work – they get paid more if they wear makeup and do their hair. Sociologists Jaclyn Wong and Andrew Penner concluded that attractive people get paid around 20 per cent more than what they called "average" people. They found that both physically attractive men and women tended to earn more than average-looking employees. They added that the more a woman cared about her looks, the more attractive she appeared. Ms Wong said: "For men, only about half of the effect of attractiveness is due to grooming….I think that we more readily judge women, and so presentation becomes important to them."

The study was conducted by the universities of Chicago and California. It will be published in the journal Research in Social Stratification and Mobility. The researchers analysed data from 14,000 participants who were questioned about their salary, job, education, personality, social behaviour and other characteristics. The interviewers were also asked to rate each participant on how attractive and well-groomed they were. Researchers said people were biased when it comes to beauty because of a 'halo effect'. People think someone who is attractive on the outside will also be beautiful on the inside. The researchers noted that the idea that humans are influenced by beauty bias is not new.

Sources: *Cosmopolitan.com / Medical Daily.com / Daily Mail*

Writing

Beauty in a person is more on the inside than the outside. Discuss.

Chat

Talk about these words from the article.

good reason / morning / getting ready / attractive / employees / grooming / judge / study / journal / data / salary / personality / behaviour / halo / beauty / bias

True / False

a) Researchers found a reason why women spend time getting ready. T / F

b) Attractive people get 20% more pay than people with 'average' looks. T / F

c) Attractive men don't get more pay than average-looking' men. T / F

d) A sociologist suggested people judge a woman by her looks more. T / F

e) Three universities took part in the study. T / F

f) Nearly 1,400 people took part in the research. T / F

g) The interviewers had to rate participants for attractiveness. T / F

h) The researchers said the idea about beauty bias is a new one. T / F

Synonym Match

1.	discovered	a.	seemed
2.	reason	b.	prejudiced
3.	average	c.	carried out
4.	appeared	d.	observed
5.	due to	e.	ordinary
6.	conducted	f.	found
7.	data	g.	traits
8.	characteristics	h.	because of
9.	biased	i.	cause
10.	noted	j.	figures

Discussion – Student A

a) What do you think about cosmetics?

b) What would life and society be like without cosmetics?

c) How might cosmetics trick people?

d) How well groomed are you?

e) How influenced are you by beauty?

f) Are attractive people always attractive on the inside?

g) How much do you think that 'beauty is in the eye of the beholder'?

h) What questions would you like to ask the researchers?

Phrase Match

1. there could be a good reason
2. getting
3. do
4. women tended
5. and so presentation becomes
6. It will be published
7. researchers analysed data from
8. behaviour and other
9. because of a
10. the idea that humans are influenced

a. 'halo effect'
b. to earn more
c. in the journal
d. why
e. 14,000 participants
f. by beauty
g. ready for work
h. important to them
i. characteristics
j. their hair

Discussion – Student B

a) What do you think about what you read?

b) Is it right that attractive people get paid more?

c) How long do you spend getting ready to go out?

d) How important is it that you look good?

e) What do you do to make yourself look better?

f) How is confidence related to looks?

g) Why is grooming less important for men?

h) How do you think 'average' people might feel about this news?

Spelling

1. sgiistocsool Jaclyn Wong and Andrew Penner
2. dcdnoucel that…
3. ylchayipls attractive
4. the more attractive she eprapeda
5. the fcfeet of attractiveness
6. we more readily geudj women
7. The study was ounccedtd by the universities
8. published in the lonurja
9. data from 14,000 tsiptpaaicnr
10. social behaviour and other acetsccirrtihsa
11. well odomreg
12. idlfeencun by beauty bias

Role Play

Role A – Qualifications
You think qualifications are most important in a job. Tell the others three reasons why. Tell them things that are wrong with their things. Also, tell the others which is the least important of these (and why): a sense of humour, leadership skills or experience.

Role B – A sense of humour
You think a sense of humour is most important in a job. Tell the others three reasons why. Tell them things that are wrong with their things. Also, tell the others which is the least important of these (and why): qualifications, leadership skills or experience.

Role C – Leadership skills
You think leadership skills is most important in a job. Tell the others three reasons why. Tell them things that are wrong with their things. Also, tell the others which is the least important of these (and why): a sense of humour, qualifications or experience.

Role D – Experience
You think experience is most important in a job. Tell the others three reasons why. Tell them things that are wrong with their things. Also, tell the others which is the least important of these (and why): a sense of humour, leadership skills or qualifications.

Speaking – Job

Rank these with your partner. Put the most important things for a job at the top. Change partners often and share your rankings.

- qualifications
- sense of humour
- team player
- experience
- determination
- leadership skills
- good listener
- can work long hours

Answers – Synonym Match

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

Answers – True False

a	T	b	T	c	F	d	T	e	F	f	F	g	T	h	F

Answers to Phrase Match and Spelling are in the text.