A solution to should/want conflict

(Toastmaster's Introduction)
In our life, we often need to make a choice between something that we know we *should* do and something that we *want* to do. Such choices range from whether to watch a documentary or an action movie, to whether to eat a greasy yet fulfilling pizza or a healthy salad. Today, Tom Tan is going to share with us what he finds useful in making such tough decisions.

(Opening)
(Attention catcher) On Netflix, I often struggle to make a choice about what movie to watch. On the one hand, I know that I will enjoy an action-packed blockbuster. (FAST) The actors' crouching and flying will raise my eyebrow; the boom coming out of Dolby system will make my heart tremble. On the other hand, (SLOW) I know that watching a BBC-narrated documentary about Roundheads and Cavaliers will equip me with enough knowledge to impress the Queen when I meet her in the near future. My choice, I believe similar to yours, is to watch the action movie now and to put the documentary to the Watch-list.

(Topic) This struggle between something that we know we should do and something that we want to do is called should/want conflict in decision science. Today I am going to share with you what I find useful in making a better decision in this conflict so as to have an enlightened and entertained life.

(Main point 1) First, why do we need to be aware of the should/want conflict? The things that we know we should do (or the "*shoulds"*) are usually associated with "cognitive," "utilitarian," "virtuous," "meaningful," and "necessary" options. Examples include learning, working, and doing housework. The "*shoulds"* generally have long-term values, but people do not like doing them, and tend to postpone them. (PAUSE) By contrast, the things that we want to do are typically related to "affective," "hedonistic," "interesting", "leisure," and "luxury" options. The examples of such options include entertainment, pursuing a hobby, and shopping. These *"wants"* tend to have short-term benefits. Not surprisingly, numerous studies have found that people tend to prefer *want* options to *should* options, causing them to make near-sighted decisions and have bitter regret in the long run. Imagine a CEO of an important global company. He often makes near-sighted decisions of indulging in greasy fast food, and going to play golf in Florida, instead of making sensible strategic decisions to safeguard the interests of the company.

(Main point 2) Then, how do we cope with this should/want conflict? (PAUSE) (High volume) Turn all the things we should do to the things we want to do, and turn all the things we want to do to the things we should do. (Low volume) In other words, turn the enlightening to the entertaining, and turn the entertaining to the enlightening. (PAUSE)

(Main point 3) When doing the things that we should do, we can treat it as if it were something that we enjoy. For example, my course has a lot of math. It is typically not fun to teach and learn. In the past five years of teaching, I have learnt to "have fun" in the classroom. I designed some Super Mario bonus questions and gave out Mario figures to the people who got them right (SOUND EFFECT OF MARIO). Gamifying the teaching and the learning turned something

instructive to something interesting. Another example is my father's doing housework. People generally dislike doing housework, especially some young ladies (Look at my fingernails). For example, home cooking usually takes so much time from shopping, to cooking, to cleaning the dishes, but eating happens so quickly. However, my father really enjoys it. He often hums when cutting the vegetables on the cutting board (Vocal variety, "do do do" (cutting sound), demonstration). He also says that if one extends the arms and legs to the fullest when cleaning the table, it is like doing Yoga. (Demonstrate, Vocal Variety). (PAUSE)Turning the should to the want gives the should more short-term benefits and increases the chance of getting done early.

Similarly, when doing the things that we want to do, we can try to turn it to something more meaningful. For example, when spending our leisure time, we Toastmasters are not couch potatoes (Simile). Instead, we organize our ideas, write speeches, and provide valuable feedback to peers to hone our creativity and communication skills. In addition, a colleague of mine really enjoys crocheting and knitting. She donates a lot of her handmade hats to preemies, who need them. (PAUSE) (SLOW) Turning the want to the should increases the lon- term value to the want.

(Conclusion) (Pause, breathe) Our life is full of the should/want conflicts. Our bias is often prioritizing the wants over the shoulds, leading us to near-sighted decisions and long-term regrets. To reduce this bias, we can try to turn the enlightening to the entertaining, and turn the entertaining to the enlightening. When mastering this art of life, we will live a happy, healthy, and fun-packed life. Are you ready to be a bit more creative to make your necessary activities a bit more entertaining, and your indulgence a bit more meaningful?