

WATCH THE VIDEO AGAIN AND CHOOSE THE CORRECT OPTION.

The “endowment effect” describes our tendency to:

- ☐ **A** Value objects less once we own them
- ☐ **B** Give things away after we’ve grown bored of them
- ☐ **C** Value objects more highly just as soon as we own them
- ☐ **D** Want things that belong to someone else

Researchers demonstrated children’s magical thinking about their toys by showing that they:

- ☐ **A** Were excited to see their favorite toy duplicated
- ☐ **B** Were unwilling to swap their original toy for a perfect copy
- ☐ **C** Believed their toy could talk
- ☐ **D** Preferred a perfect copy of their toy to the original

On average, compared with control participants, those who used a golf putter belonging to a champion, perceived the putting hole to be:

- ☐ **A** 1cm bigger
- ☐ **B** 1cm smaller
- ☐ **C** 1mm bigger
- ☐ **D** 1mm smaller

The fact that the Hadza people of Northern Tanzania don’t show the endowment effect is important because:

- ☐ **A** It suggests that the endowment effect is innate and the same all over the world
- ☐ **B** It suggests that the endowment effect is not entirely innate and is to some extent influenced by culture
- ☐ **C** It suggests that the endowment effect is not real
- ☐ **D** It suggests that the experiment wasn’t done properly