|  |  |  |  |
| --- | --- | --- | --- |
|  | Door 1 | Door 2 | Door 3 |
| Cognition |  |  |  |
| Behavior |  |  |  |
| Reality |  |  |  |

**Conceptualization:**

Develop a hypothesis as to why you think people are less likely to select the first and last door and are more likely to select the middle door? Explain your hypothesis.

**Application:**

Develop a practical application. If you know that people are more likely to select a middle option, how could you specifically use this information in your day-to-day life or career field?

|  |  |  |
| --- | --- | --- |
|  | Stay | Switch |
| Cognition |  |  |
| Behavior |  |  |
| Reality |  |  |

**Conceptualization:**

Develop a hypothesis as to why you think people have a strong tendency to stay with their first choice. Explain your hypothesis.

**Application:**

Develop a practical application. If you know that over 90% of people would rather stay with their original choice than switch to another option (assuming all things are equal), how could you specifically use this information in your day-to-day life or career field?