**Open your Class with This Today**

**Nudge**

**Directions:** Provide half of the students with ***Handout #1*** and the others with ***Handout #2***. Handout #1 underestimates the numbers for each respective question while Handout #2 overestimates. Each number on their handout should serve as an anchoring heuristic for answers that students are unlikely to know without any research. They will likely rely on the information provided and not move too far away from this number. The results will likely be that the individuals with Handout #1 will underestimate the correct response while those with Handout #2 will overestimate.

**Please find correct responses below.**

1. The number of hurricanes that occurred in 2014 is 6.
2. The number of College athletes in NCAA sports is 460,000.
3. The number of blades of grass in a square foot is 3,000.
4. The number of bridges in the United States is 607,380.
5. The number of Cokes people drink around the world in a second is 10,450.
6. The number of books written about Abraham Lincoln is 15,000.
7. The number of farms in the State of Illinois is 76,000.
8. The number of countries in Africa is 54.
9. The shoreline of Lake Michigan is 1,640 miles long.
10. The longest river in Europe (Volga) is 2,294 miles (3,692 kilometers) long.