**Directions: Answer the following questions based on the film. The questions are listed in the order they appear in the movie. Your answers do not need to be complete sentences, but your answers need to be complete.**

1. When real estate agents sell their own homes, do they make more or less than when they sell clients homes? Why is that?

1. What is “causality”?
2. What happened to the child that the mother inadvertently named “Temptress”?
3. What did Dr. Roland Fryer determine to be the cause of Temptress’s bad behaviors?
4. What was the conclusion of the experiment using identical resumes using both Black and White names?
5. What happened to Robert Lane’s sons Winner and Loser?
6. Why were the teachers in Chicago cheating for their students?
7. In Sumo wrestling, why is a Sumo wrestler with a 7/7 record more apt to cheat? How often do 7/7 Sumo wrestlers win?
8. Why are the Japanese people really not that interested in exposing the Sumo scandal?
9. As the 1980’s came to a close, what did most people think would happen to the crime rate of the United States? Why?
10. Why did Police Forces say that the crime rate went down in the 1990’s?
11. What surprising reason does economist Steven Levitt put forward as the real reason that crime rates went down in the 1990’s? What data does he use to support this idea?
12. What did Steven Levitt learn about incentives when he tried to potty train his daughter? Why are incentives GOOD and why are incentives BAD?
13. What does Levitt say not graduating from high school is like in a modern economy? Why do kids not really consider this?
14. In the experiment to get 9th graders to succeed in Chicago, how much money did they pay each kid monthly if they met their academic standards? What did Kevin’s mom offer to do if her son could meet these standards?
15. When they go over the data for the Chicago pay-for-performance project, which kids did it affect and which kids did it not?
16. Why does Kevin say that the money isn’t motivating him?
17. What were the final results of the program at the end of the semester? How many more kids did they get to pass? Do you think the results would have been different if more money would have been used?