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## CHAPTER 9

# The Effect of Expectations

### *Why the Mind Gets What It Expects*

Suppose you're a fan of the Philadelphia Eagles and you're watching a football game with a friend who, sadly, grew up in New York City and is a rabid fan of the Giants. You don't really understand why you ever became friends, but after spending a semester in the same dorm room you start liking him, even though you think he's football-challenged.

The Eagles have possession and are down by five points with no time-outs left. It's the fourth quarter, and six seconds are left on the clock. The ball is on the 12-yard line. Four wide receivers line up for the final play. The quarterback hikes the ball and drops back in the pocket. As the receivers sprint toward the end zone, the quarterback throws a high pass just as the time runs out. An Eagles wide receiver near the corner of the end zone dives for the ball and makes a spectacular catch.

The referee signals a touchdown and all the Eagles players run onto the field in celebration. But wait. Did the receiver get both of his feet in? It looks close on the Jumbotron; so the