

do family tragedies generally occur during the last two weeks of the semester?)

After I'd been teaching at MIT for a few years, my colleague Klaus Wertenbroch (a professor at INSEAD, a business school with campuses in France and Singapore) and I decided to work up a few studies that might get to the root of the problem, and just maybe offer a fix for this common human weakness. Our guinea pigs this time would be the delightful students in my class on consumer behavior.

As they settled into their chairs that first morning, full of anticipation (and, no doubt, with resolutions to stay on top of their class assignments), the students listened to me review the syllabus for the course. There would be three main papers over the 12-week semester, I explained. Together, these papers would constitute much of their final grade.

"And what are the deadlines?" asked one of them, waving his hand from the back. I smiled. "You can hand in the papers at any time before the end of the semester," I replied. "It's entirely up to you." The students looked back blankly.

"Here's the deal," I explained. "By the end of the week, you must commit to a deadline date for each paper. Once you set your deadlines, they can't be changed." Late papers, I added, would be penalized at the rate of one percent off the grade for each day late. The students could always turn in their papers before their deadlines without penalty, of course, but since I wouldn't be reading any of them until the end of the semester, there would be no particular advantage in terms of grades for doing so.

In other words, the ball was in their court. Would they have the self-control to play the game?

"But Professor Ariely," asked Gaurav, a clever master's student with a charming Indian accent, "given these instruc-