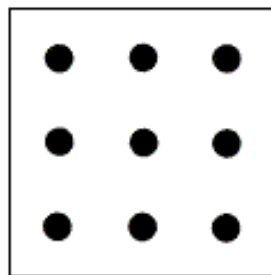


### Discussion questions – Topic 4

1. Complete a free IQ test available on the web at: <http://www.free-iqtest.net/>
2. Try to resolve the lateral thinking exercises presented in class.
3. Games that stimulate creativity.
  - 3.a. Draw four straight lines through the nine dots without retracing and without lifting your pen from the paper.



- 3.b. Add one line to the roman numeral **XI**, and end up with the number ten. Try for at least three different solutions.
- 3.c. The name of what color is concealed in each sentence?
  1. Newspaper editors decided to go on strike.
  2. The cab lacked proper brakes to stop at the intersection.

Now try these:

1. A big, old, hungry dog appeared at our door every morning.
2. The cop persuaded him not to create a disturbance.
3. The Brazilian student Paulo lives around the corner from us.
4. You shouldn't let an upstart like him bother you.
5. He let out a big yell, owing to the injuries he received when he fell.
6. La Jolla vendors decided to cut their prices in half.
7. Long rayon fabrics were loaded on the truck.
8. The Austrian physicist Wolfgang Pauli lacked the requisite documents to enter the U.S.
9. You shouldn't sell this fossil very cheaply because it is a rare specimen.
10. The new law hit everybody's pocketbook pretty hard.



# Consumer Behavior

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