

Synopsis:

"Host Dave Coyne leads viewers through an exploration of what behavioral economics reveals about why we spend, save (or don't save) and the way we think about money. Dave meets with innovative thinkers who mix economics with psychology. Their experiments and insights into our financial behavior teach us to recognize how our brains and the marketplace can trick us into spending money we shouldn't."

[Movie Website](#)

Key Terms:

- **401(k)** - A retirement account to which employee and employer contribute, on which taxes are deferred until withdrawal, and for which the employee usually selects the types of investments
- **Payday loan** - A small loan, offered through a business, lent at a high interest rate, and meant to be paid as soon as you receive your next paycheck

**Thinking Money: The Psychology Behind
Our Best and Worst Financial Decisions**

While You Watch

Name:

Period:

While You Watch:

1. Today, Americans carry a collective credit card debt of _____.

2. What three factors/changes does Professor Lusardi point out to explain financial fragility?

3. During Professor Shiv's wine experiment, when was the brain "happiest?"

4. What does "the illusion of invulnerability" describe?

5. What are examples of apps that help users with their financial habits?

Discussion Questions:

- 6. Reflect on your own financial habits. Are you a “spender” or a “saver?”**

- 7. What types of people and mindsets are most vulnerable to fraud and being conned?**

- 8. Reflect on the wine tasting experiment. In your experience, are people happiest with more expensive items, regardless of the quality?**

- 9. What can one do to combat using the emotional brain when making financial decisions?**

- 10. What is something that can be taken away from this documentary to facilitate better financial habits?**