

Expectations influences outcomes

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United Press International:

Suggestion — a rabbit's foot or a lucky coin — can influence how people perform on learning and memory tasks, New Zealand and U.S researchers said.

Maryanne Garry and Robert Michael of Victoria University of Wellington, New Zealand, and Irving Kirsch of Harvard Medical School in Boston said the powerful and persuasive effect that suggestion has relies on a person's "response expectancies," or the ways in which people anticipate responses in various situations.

These expectations set people up for automatic responses that actively influence how people get to the outcome expected, the researchers said.

"Once we anticipate a specific outcome will occur, our subsequent thoughts and behaviors will actually help to bring that outcome to fruition," the researchers said in the study.

Read the whole story: [United Press International](#)