

**SPEAKER 1:** Now we're going to do something that I hope will be fun. We're here with Abigail.  
And Abigail is-- how old are you, Abigail?

**ABIGAIL:** I'm four.

**SPEAKER 1:** Four. OK. Tell me the name of one of your friends.

**ABIGAIL:** There's Ronnia.

**SPEAKER 1:** Ronnia?

**ABIGAIL:** Yeah.

**SPEAKER 1:** OK. That would be fine. Now, look at this Abigail. If you saw that, what would you think was inside the box?

**ABIGAIL:** Purple.

**SPEAKER 1:** OK. Purple what?

**ABIGAIL:** Purple shirt.

**SPEAKER 1:** OK. And what do we put in boxes like this?

**ABIGAIL:** Crayons.

**SPEAKER 1:** Crayons. Uh huh. I have to surprise for you. Look inside. Uh oh.

**ABIGAIL:** Straws.

**SPEAKER 1:** There aren't any crayons. There's just straws. Well that was a surprise. Now--

**ABIGAIL:** I kind of expected it to be crayons at my house.

**SPEAKER 1:** Yes. Yeah, we think that there would be crayons. Now, what if Rhonda came in and we showed her this box, and we said to her, "what do you think is in this box?"  
When do you think she would say?

**ABIGAIL:** A crayon?

**SPEAKER 1:** She probably would. Uh huh. Why? Because it looks like--

**ABIGAIL:** Crayons.

**SPEAKER 1:** It looks like crayons. Yes.

**ABIGAIL:** But inside there's straws.

**SPEAKER 1:** That was the big surprise. Right?

**ABIGAIL:** Yeah.

**SPEAKER 1:** Tell me the name of a good friend of yours.

**LOGAN:** Sydney.

**SPEAKER 1:** Sydney. OK. Now, do you know what this that I have?

**LOGAN:** Yeah.

**SPEAKER 1:** What is it?

**LOGAN:** Crayons.

**SPEAKER 1:** Crayons? You think? It's going to be a surprise. What's in there?

**LOGAN:** Straws.

**SPEAKER 1:** Those aren't crayons. Now, what if your friend Sydney came into the room right now and he saw this box? What would Sydney think was in the box?

**LOGAN:** Crayons.

**SPEAKER 1:** He would think that they were crayons. I think you're right. Do you think it would fool him? I do.

**LOGAN:** Yeah.

**SPEAKER 1:** Yeah.

**SPEAKER 1:** Tell me the name of a friend that you'd like to play with.

**MAILE:** Amelia.

**SPEAKER 1:** Amelia. OK. See this box? What do you think is inside this box?

**MAILE:** Crayons.

**SPEAKER 1:** Crayons? I've got a surprise for you. What happens when we take this up? Look what's inside. [LAUGHING] What are those?

**MAILE:** Straws.

**SPEAKER 1:** They're straws. That was a surprise. Now, imagine that Amelia just came into the room and I showed her this box. What would Amelia think is in the box?

**MAILE:** Crayons.

**SPEAKER 1:** She would think they were crayons, because she hadn't seen what was inside. So you know, but she doesn't. Good job.