



should be simple, quick, and easy to execute. For example, if an ad for cheap air fare to Hawaii catches my eye, then I will turn the page without reading it, or if I start to feel bored, then I will not thumb through a travel magazine but get out of my chair and walk to the drinking fountain. The plan should take your attention away from the temptation. (As with any new habit, practice will help it stick).

Perhaps the most important conclusion of the Marshmallow Test is that willpower is not an inborn trait. The children who couldn't wait and ate the marshmallows simply had not learned the skills the other children used. Once they learned them, they got better at delaying thumb through the papers.