

Malott Homework Set# 1 Chapter 24 A Theory of Rule-Governed Behavior

1. In performance management, it is important to put it in writing, have effective behavioral consequences, monitor performance at least once a week, and specify the contingencies clearly. (p.411)
~True or False?

2. A written rule statement describing the desired or undesired behavior, the occasion when the behavior should or should not occur, and the added outcome for the behavior. (p. 412)

- a. avoidance response
- b. performance contract
- c. respondent control
- d. operant control

3. The rule statement is an establishing operation that establishes noncompliance with the rule as an aversive motivating condition. (p.414)
~True or False?

4. The direct-acting contingency is the escape contingency based on the learned aversive condition that results from the rule. (p.414)
~True or False?

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MATCHING: Use each answer only once for questions 5-8.

- a. mythical cause of poor self-management
- b. real cause of poor self-management
- c. rules that are easy to follow
- d. rules that are hard to follow

5. Describe outcomes that are both sizable and probable. The delay isn't crucial. (p.417)

6. Describe outcomes that are either too small or too improbable. The delay isn't crucial. (p.417)

7. Poor self-management occurs because we can't delay our gratification, because immediate outcomes control our behavior better than delayed outcomes do. (p.415)

8. Poor self-management results from poor control by rules describing outcomes that are either too small or too improbable. The delay isn't crucial. (p.418)

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9. We need performance management when the natural contingencies do not support the appropriate behavior. (p.419)
~True or False?

10. In the three-contingency model of performance management, the three crucial contingencies are: the ineffective natural contingency, the effective, indirect-acting performance management contingency, the effective, direct-acting theoretical. (p.423)
~True or False?

11. Performance management contracts designed to increase or maintain behavior should specify outcomes that are: (p.425)

- a. small and improbable
- b. sizable and probable
- c. aversive and controlled
- d. ineffective and natural