

Malott Homework Set 2 Chapter 25 Pay for Performance

Questions #1-51 to #3-53 are based on the information provided as follows: A teacher stated that, “I will give you a point for each word you write in your stories, and later you can buy things with your points”. At the end of the class, the teacher would count the words and give the children their points. The results showed that the mean number of words each student wrote went up, and the students spent longer time in writing.

1-51. T/F The above intervention is an example of rule-governed behavior. (p.429-430)

2-52. T/F The above example does NOT involve a deadline. (p.431)

3-53. T/F The rule controlled the students’ writing behavior, because the statement of the rule established noncompliance with the rule as an aversive condition. (p.432)

4-54. What is not part of the “It is probably rule control rule” (p. 431)

- A) The person must know the rule
- B) The outcome is delayed
- C) The performance changes as soon as the person hears the rule
- D) The person’s target behavior increases or decreases after the delayed outcome

5-55. T/F Deadlines are redundant in most indirect-acting, performance-management contingencies; without deadlines, most indirect-acting, performance-management contingencies still will work excellently. (p.431)

6-56. T/F If an indirect-acting contingency is to increase or maintain performance, it should be an analog to avoidance. (p.431)

7-57. T/F If an indirect-acting contingency is to increase or maintain performance, it should involve a deadline. (p.431)

8-58. T/F Pay (usually with money or equivalent) is contingent on specific (usually agreed-upon) achievement. (p.433)

9-59. Which is most effective to get kids to complete tasks? (p.433)

- A) Pay money for attendance
- B) Give feedback
- C) Pay money for task completion
- D) Threaten non-task completion

10-60. T/F Some of the benefits of pay- for-performance are as follows: more productivity, higher quality, less waste, more profit, fewer absence, less turnover, better pay, and happier employers and employees. (p.438)