

Rewards and Punishments

Rewards and Punishments

Intrinsic Motivation versus Extrinsic Motivation

Setting up contingencies

- Do this and you'll get that
- You do — and then you are rewarded or punished.

Does it work?
Is it moral?

Control

Manipulation

Power over

Unspoken

- subtle
- everywhere
- negative inference

Alfie Kohn - Punished by Rewards

- Internal locus of evaluation
- Freedom
- Independence
- Self-Determination
- Knowing why I'm doing something matters!