Chapter 6: How to Get Along with Yourself

When we talk about *bad habits*, we usually mean things we do, not things we don’t do. So we’re talking about behavior we want to decrease. And in most practical cases, that will mean we want to either physically prevent the behavior, as in the *get thee behind me Satan* technique. For example, a colleague in our psych. department prevented himself from watching the boob tube by hurling that tool of Satan out the back door. Or else we arrange some sort of punishment contingency or an analog to a punishment contingency.

1. What are three bad habits you’d like to bust? (If you are so cool or so tolerant that you don’t have that many, list at least one but don’t fake it beyond that; don’t list habits you don’t really care about busting.) (**Real student examples:** Sample student problems included social smoking, slouching, procrastinating, leaving stuff all around the house, biting nails [especially bad for a guitar player], swearing, not hanging up clothes, watching sexually explicit videos, cracking knuckles, neck, and knees [I wonder what reinforcer supports this one.], sitting cross-legged which is bad for posture, whining, twirling my pen or pencil, chewing only on the left side of my mouth, leaving clothes on furniture, slouching, nose picking, leaving papers in piles, fast eating, picking and biting at my lips, picking my face, leaving bath towels on the floor, social smoking with a horrible after-smell the next morning, talking freely and outrageously in English in a foreign-language-speaking country where they can’t understand me and then speaking the same way when I return to the States, slouching, scratching my eyes, hitting the snooze bar of life.)

Now apply the three-contingency model of performance management (diagram on next page) to suppressing that bad habit. (Incidentally, *no guilt  do bad behavior  guilt*, is probably not the natural contingency, it is a sort of inferred, theoretical performance management contingency.) (Remember, you don’t need a deadline for a penalty analog, only for avoidance analogs, in the performance-management contingency.) (**Real student examples**: Don’t have to clench fist 10 times  picking nose  have to clench fist 10 times. [Incidentally, there is not normally a deadline for punishment contingencies.])



1. What’s some behavior you wish you were doing to have a good time, but you keep procrastinating on? (**Real student examples**. Though not necessarily listed here, half my grad students said they weren’t listening to music enough and one missed sewing; 80% had more than 5 books they wanted to read and 40% had more than 10 books they wanted to read.)

Please fill out this PM Contract where you use aversive control to have fun.

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| **Performance-Management Contract** |
| Who is the person whose behavior is being managed?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Who is helping manage the behavior?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| What’s the behavior?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| If you will show your performance manager some sort of permanent proof of accomplishment, what will it be (e.g., weight on the scales, a completed homework, a weekly postcard)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| How will changing the behavior affect this particular one of the 4 **H**’s? |
|  **H**appy\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Because you want to increase your behavior, what is the deadline (e.g., 5:00 pm Mon-Fri)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| What’s the outcome if you fail to do the behavior by the deadline (e.g., lose $1)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

1. List three features of your environment you wish you were more tuned in to (they needn’t be from nature, but might be cultural, or social). (**Real student examples:** know the local news, spend more time at Lake Michigan, go camping, do gardening, talk to my husband, listen to my husband, read more poetry, keep track of people’s birthdays, the nice things people do, what women want, the music I listen to).
2. Select one of them and specify the behavior that would need to occur for you to pick up on the reinforcers of being tuned in to that aspect, at least some of the time.

Think of a performance-management contingency and then apply the three-contingency model to this problem.



1. Don’t forget to type your paragraph (see instructions at beginning of homework).

Chapter 7: How to Eat Right and Have the Body Beautiful

Would you like to live 20 more good, healthy years than you are liable to if you continue your current high-fat, high-cholesterol, high-salt, high-protein, high-chemical, low-fiber, third-world rip-off diet?

* You bet, I would.
* I’ll discuss it, just as soon as I get back from the Dairy Queen.
1. What part of your diet do you think is doing the most damage? (**Real student examples:** One student said she’d really love to stop eating excessive salt, because she has a heavy hand on the salt shaker. She likes salt, and she would lie to her performance manager to avoid paying the fine. Well, the trick is to adjust the size of the fine so that it’s large enough to suppress the undesired behavior, but not so large that you’d lie to avoid paying the fine, on those occasions when you slip up. Like $100 would be a sufficiently large fine to suppress your shaking the salt shaker; but if you did shake it, you’d almost certainly lie to avoid the loss of the $100; in that case you’d need to decrease the size of the fine to a more reasonable level. It’s a delicate balance and you may have to adjust the size of the fine occasionally to maintain an effective performance-management contingency.)
2. What’s some heavy-duty sugar addiction you have, or if you prefer anonymity, an acquaintance of yours has?
3. How much of that junk food do you (or your ha-ha acquaintance) consume per week/day/hour?

Think of a performance-management contingency and then apply the three-contingency model to this problem. Please fill out this PM Contract to build a bad-food-free diet. (Note that this time you’re probably trying to **decrease** rather than increase behavior.)



1. Don’t forget to type your paragraph (see instructions at beginning of homework).

Chapter 8: How to Deal with Dope

Would you like to live 20 more good, healthy years than you are liable to if you continue your same old drug fiend ways? Or is there someone else you care enough about that you’d like to help (you know, that mythical friend)?

* You bet, I would.
* Just one more toke and I’ll let you know.
1. What’s the dangerous drug? (**Real student examples:** Drink one coke and I have to help my husband for 1 hour in his workshop, which I hate. Caffeine, because she feels like crap and is crabby after she drinks it. Her mother will be her performance manager because mother has been on her butt about it. And her husband will be the victim because she buys the Cokes and now there won’t be any in the house. Cigarettes; best to stay away from Satan who lurks in bars and parties. Alcohol so she can be conscious at parties and know what’s going on; she lives with her aunt who will be her manager and whose apartment she’ll vacuum if she drinks. Do a PM on a friend who smokes marijuana. Alcohol so she will stop dancing on tables and stop hitting friends with her Subway sandwich, or she has to clean her disastrous roommate’s room.)

Please fill out this PM Contract to build a drug-free body. (Note that this time you’re trying to **decrease** rather than increase behavior.)

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| **Performance-Management Contract** |
| Who is the person whose behavior is being managed?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Who is helping manage the behavior?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| What’s the behavior?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| If you will show your performance manager some sort of permanent proof of accomplishment, what will it be (e.g., weight on the scales, a completed homework, a weekly postcard)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| How will changing the behavior affect the 4 **H**’s? |
|  **H**ealthy\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
|  **H**elpful\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
|  **H**appy\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
|  **H**armless\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| If you want to use the *get thee behind me Satan* technique, how would you do so (e.g., remove all cigarettes from the house)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Because you want to **decrease** your behavior, what is the outcome if you **do** the undesirable behavior (e.g., do roommate’s dishes)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| When will that outcome occur (e.g., at the next meeting with your performance manager)\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| When will you report to your performance manager?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

1. Don’t forget to type your paragraph (see instructions at beginning of homework).

Chapter 9: How to Be a Good Student

1. What are some problem words you’ve seen others have trouble with? (**Real student examples:** double negatives, good vs. well, ain’t, do you know where her office is *at*, me vs. I, I seen.)
2. What are some problem words you have trouble with? (**Real student examples:** using *like* too often, affect vs. effect, anyways [which ain’t a word] vs. anyway, correctly answering the phone with *this is her*, rather than the erroneous *this is she,* and one woman has trouble saying“specifically,” now that she has a tongue ring[[1]](#footnote-1)).

Design a **realistic** intervention to help you or someone else get their good talking act together. Fill in part of this self-management contract to get yourself to talk better. (Or a friend or family member, if you’ve already got it wired personally.)

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| **Performance-Management Contract** |
| Who is the person whose behavior is being managed?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Who is helping manage the behavior?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| What’s the behavior?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| If you will show your performance manager some sort of permanent proof of accomplishment, what will it be (e.g., weight on the scales, a completed homework, a weekly postcard)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| How will changing the behavior affect the 4 **H**’s? |
|  **H**ealthy\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
|  **H**elpful\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
|  **H**appy\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
|  **H**armless\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| If you want to **increase** your behavior, what is the deadline (e.g., 5:00 pm Mon-Fri)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| What’s the outcome if you **fail** to do the behavior by the deadline (e.g., lose $1)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| If you want to **decrease** your behavior, what’s the outcome if you **do** the behavior (e.g., lose $1)?\_\_\_\_\_\_\_\_\_\_\_ |

1. What is your biggest study problem, like you don’t go to class, you don’t take good lecture notes, you don’t review the notes, you don’t read the book, or whatever (it need not be anything mentioned in the book). (**Real student examples:** I have trouble focusing on reading [many students report this problem]. I have trouble paying attention in lecture. I procrastinate reading chapters until the night before the test. Sometimes I spend too much time on assignments and could do the same work in less time. I procrastinate too much before starting to study, so I don’t do work of the quality I want.)

Design a **realistic** intervention to help you or others get their academic act together. Fill in part of this performance-management contract for improving your academic performance. (Or a friend or family member, if you’ve already got it personally wired

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| **Performance-Management Contract** |
| Who is the person whose behavior is being managed?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Who is helping manage the behavior?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| What’s the behavior?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| If you will show your performance manager some sort of permanent proof of accomplishment, what will it be (e.g., weight on the scales, a completed homework, a weekly postcard)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| How will changing the behavior affect the 4 **H**’s? |
|  **H**ealthy (*probably not relevant to these behaviors*)\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
|  **H**elpful\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
|  **H**appy\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
|  **H**armless (*probably not relevant to these behaviors*)\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| If you want to **increase** your behavior, what is the deadline (e.g., 5:00 pm Mon-Fri)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| What’s the outcome if you **fail** to do the behavior by the deadline (e.g., lose $1)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

1. If you are a grad student, what are some of the biggest problems you had to deal with, to get into grad school? Or if you are an undergrad, what are some of the biggest problems you might anticipate dealing with, in terms of getting into grad school? (If you’re more concerned about getting a job, rather than getting into grad school, then answer these questions in terms of getting a job, and underline this sentence, so we will know what you’re talking about.) (**Real student examples:** No professors know me well enough to write letters of recommendation. Don’t know proper interviewing techniques for grad school or jobs, and she needs to practice interviews; the university might provide a seminar on interviewing. Should have studied harder and gotten higher grades; the university advising system didn’t stress the importance of grades. Should get some GRE prep books and start studying. Should have signed up for more practica and research opportunities; it would have helped if the university had made the importance clearer. Find out what qualifications are needed for various jobs, but she doesn’t know what job she wants.)
2. What are things you could have done or could do to cope with those problems?
3. What are things the university could have done or could do to help you cope with those problems?
4. Don’t forget to type your paragraph (see instructions at beginning of homework).

Chapter 10: How to Do a Self-Management Project

After reading this chapter carefully, select a self-management project you might want to implement for this term. Then fill out the diagram for the three-contingency model.



Finally, please fill out the following detailed contract for your own self-management project, the project you will actually be implementing for this course, if this course is requiring an actual project.

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| **Performance-Management Contract** |
| Who is the person whose behavior is being managed?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Who is helping manage the behavior?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| What’s the behavior?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| If you will show your performance manager some sort of permanent proof of accomplishment, what will it be (e.g., weight on the scales, a completed homework, a weekly postcard)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| How will changing the behavior affect the 4 **H**’s? |
|  **H**ealthy\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
|  **H**elpful\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
|  **H**appy\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
|  **H**armless\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
|  Other contributions to the good life\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| If you want to use the *get thee behind me Satan* technique, how would you do so (e.g., remove all cigarettes from the house)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| If you want to **increase** your behavior, what is the deadline (e.g., 5:00 pm Mon-Fri)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| What’s the outcome if you **fail** to do the behavior by the deadline (e.g., lose $1)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| If you want to **decrease** your behavior, what’s the outcome if you **do** the behavior (e.g., lose $1)?\_\_\_\_\_\_\_\_\_\_\_ |
| When will the outcome occur (e.g., the next meeting with performance manager)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| When will you report to your performance manager (e.g., 5:00 pm every Sunday)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Where will you report to your performance manager (e.g., at breakfast, on the phone, by email)?\_\_\_\_\_\_\_\_\_\_\_ |
| When will you implement this contract (e.g., January 1)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| When will you evaluate your program to see if you need to revise and recycle (e.g., at the last meeting of each month)?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| What will be your benefit measure (e.g., weight, pages written, GRE score)?\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Any other considerations?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

Don’t forget to type your paragraph (see instructions at beginning of homework).

**Real Student Examples:**

* Write 5 Christmas cards per week, so she can maintain her self-esteem.
* Thirty minutes per day of Bible study: 15 minutes of prayer and read the devotional with a verse and commentary, or after church on Sunday, or she will pay her roommate $1 for each day of not studying.
* Running 4 times/week, for better health and happiness, or pay $4 to roommate for each day of failure.
* Lifting weights for 40 min, 3 times / week, with Aunt Irene as the performance manager, so she can survive snow board crashes.
* Decrease insulin to lose weight and feel better. Will show record to performance manager . Wants to decrease from 50 or 60 to 40 units per day. To do this, she needs to eat less sugar and exercise more.
* Take a vitamin every day or do 200 crunches. (I was a little skeptical about whether she would be able to enforce that harsh contingency, but she never needed to as she always did her vitamins.)
* Drink 32 oz of water daily.
* Every time she eats bad food she must eat a heaping spoonful of mustard. Every day she fails to eat what she should, she must scarf down more mustard. (Two PM contingencies.)
* Pay $1 for every time I drink pop with caffeine in it. I will evaluate every month for possible revision.
* Decrease nap taking during study time.
* Becky will pay $2 for biting her nails any day. Her benefit measure is to see the whites of her nail.
* One student would give her $ fine to her exboyfriend.
* If Moira smokes more than 11 cigarettes in a day, she will eat mushrooms with mustartd, both of which she hates. She will also make a mark with a permanent marker on her hand for each cigarette she smokes.
* Increasing writing and decreasing smoking may be the two most difficult goals in the world.
1. Real data: Psy 460. Two out of six women in one small section have tongue rings (33.3%). [↑](#footnote-ref-1)