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Moreover, the use of rewards actually undermines the quality of people's work or learning - and causes them to lose interest in whatever they've been bribed to do. Seasoned with humour and familiar examples - and updated to include a wealth of recent research, Punished by Rewards presents an argument unsettling to hear but impossible to dismiss.

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What is likely to be far more surprising and disturbing is the further point that rewards, like punishments, actually undermine the intrinsic motivation that promotes optimal performance. ” . Alfie Kohn, Punished by Rewards: The Trouble with Gold Stars, Incentive Plans, A's, Praise, and Other Bribes. 2 likes.

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Punished by Rewards : The Trouble With Gold Stars, Incentive Plans, A's, Praise, and Other Bribes, Paperback by Kohn, Alfie, ISBN 132845052X, ISBN-13 9781328450524, Brand New, Free P&P in the UK. Modern society has been conditioned into the behaviorist thinking of B. F. Skinner, contends Kohn, and rewards like incentive plans and candy actually undermine efforts to teach students, manage workers, and raise children.

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