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A's, Praise, and Other
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Kohn, A. (1993).

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Makes the case against
using rewards with
students, children, and
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chapters offer
alternatives to
traditional carrot-and-
stick practices at school,

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at home, and at work.
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rewards at work, at
school, and at home.
"Do this and you'll get
that," (Kohn, 1993, p.

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Alfie Kohn challenges our reliance on carrot-and-stick psychology in *Punished by Rewards: The Trouble with Gold Stars, Incentive Plans, A's, Praise, and Other Bribes*. This is an intriguing indictment of rewards at work, at

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school, and at home.

"Do this and you'll get
that," (Kohn, 1993, p. 3)

summarizes the

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Kohn's book "Punished
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rewards is not that we hand them out too easily; it is that they are controlling, ultimately ineffective, and likely to undermine intrinsic interest. “ [The fault does not lie] with the use of poor techniques in administering incentive systems. . . .

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Kohn, A. (1993).

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(Houghton Mifflin
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Twenty years later, Alfie
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