checklist:

7 Principles of Motivational Incentives

This checklist is designed to support the on-line learner in understanding and implementing the 7 Principles of Motivational Incentives.

1. Target Behavior

a. Is the selected behavior a problem for the patient and in need of change?

b. Is the selected behavior a problem for the organization and in need of change?

c. Is the target behavior consistent with the patient's treatment plan?

d. Can it be clearly described to the patient(s)? Is it specific?

e. Can it be observed frequently?

f. Can it be feasibly tracked and measured by the organization?

g. Is it easy for the patient to earn an incentive initially? (Is the target behavior a small enough step towards the goal?)

h. Does the patient consider the targeted behavior achievable?

i. Has the patient agreed to work on it?

j. If the patient is unwilling, can the target behavior be broken down into smaller increments/steps?

2. Choice of Target Population

a. How is the target population defined?

b. Were staff members involved in defining the target population?

c. Is it clear to the staff who is part of the defined population?

d. Is it clear to the patients who are part of the defined population?

e. Is there a plan to address the concerns of those not included – staff and patients?

3. Choice of Incentive / Reinforcer (and Contingent Link)

a. Has a type of incentive program been determined? (e.g., privileges or tangible goods)

b. Is there a connection (link to contingency) between the behavior and the reinforcer?

c. Is this connection clear to the target population?

d. Were members of the target population actively involved in the choice of incentives?

e. Do members of the target population find the incentives desirable?

f. Are criteria for earning incentives clear to patients and staff?

g. Has the financing and sustainability of this choice been considered?

4. Incentive Magnitude

a. Is the incentive powerful enough to motivate patients to change?

b. Is the incentive of sufficient value to patients?

5. Frequency of Incentive Distribution

a. How often will the incentive be earned?

b. How often will the incentive be distributed?

c. Is this compatible with target behavior and resources available?

d. What method will be used to determine incentive/reinforce earnings? (e.g., Fishbowl; vouchers)

6. Timing of Incentive

a. Can the incentive/reinforcer be delivered immediately following the exhibition of the target behavior?

b. If not, how soon can it be delivered?

c. If using points and/or vouchers (actual incentives delivered at a later date); can the token, point or voucher be delivered immediately following the exhibition of the target behavior?

7. Duration of Intervention

a. How long will the incentives be provided to motivate desirable behavior?

• Will duration be decided in advance (fixed duration)? OR

• Will duration be based on patient progress (variable duration)?

b. How will finances impact the incentive program duration?