EFFECTS OF REWARDS ON UNFAVORABLE TASKS

By: Chandler Horne, Cristine Jimenez, Lauren Francis, and Claire Paul
INTRODUCTION

• Purpose: The purpose of this study is to gain knowledge on how reward levels can impact willingness for participating in an unfavorable task.

• Hypotheses:
  • 1. The presence of a highly desired reward will increase willingness to participate in an unfavorable task more-so than in the presence of a low desired reward and absence of reward.
  • 2. The presence of any reward, high or low, will increase the willingness to participate in an unfavorable task more-so than an absence of reward.
INTRODUCTION

• Previous research done in this area supports the theory that reward increases willingness to participate in tasks.

• One study that provided students with a monetary reward for participation in class found that there was a significant increase in participation among the treatment classes (Chylinski, 2010).

• Another study that used a multi-component intervention to increase school-aged children's willingness to try new foods found that the treatment group displayed higher levels of motivation to eat new food (Laureati, Bergamaschi, & Pagliarini, 2014).

• A study done on the effect of reward on motivation in children with ADHD showed that reward had a positive effect on self-rated motivation (Carlson, Mann, & Alexander, 2000).

• Lastly, an article that was studying the effects of rewards found on intrinsic motivation in low and high interest and low and high structure tasks found that regardless on the type of task, participant's willingness to participate in the task again significantly increased when a reward was given (Daniel & Esser, 1980).
METHODS/PROCEDURE

• Participants (N=48, F=29, M=19, age range: 18-40, M_age=23.92) were recruited by convenience.

• Each participant was randomly assigned to a condition using a random integer generator. One being control (no reward). Two being low desired reward (pencil). Three being high desired reward (candy).

• Participants were given a highly difficult list of 10 anagrams to work on for 5 minutes.

• After 5 minutes participants were either given no reward, reward of pencil, or reward of candy.

• Participants were given a Likert scale of 1-5 on their willingness to participate in future.

Anagram Task

Age ______ Gender ________

Unscramble the words below:

1. hphniresaiczo ______________
2. conpxaeiilt ________________
3. aasitgmonn ________________
4. pttiiiocnaan ________________
5. yorrblotaa ________________
6. miaredecraa ________________
7. iimrcesne ________________
8. qnosinelaucet ______________
9. ounoesnsap ________________
10. sempoanipeh _______________
RESULTS

- Participants divided into conditions
  - Control: No Reward = 18
  - Low Level Reward: Pencil = 16
  - High Level Reward: Candy = 14

- A significant difference was found between control vs high reward and between low reward vs high reward
## RESULTS CONTINUED

### Tests of Between-Subjects Effects

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### Dependent Variable: Willingness

| (I) ExpCondition | (J) ExpCondition | Mean Difference (I-J) | Std. Error | Sig.  | 95% Confidence Interval for Difference
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Based on estimated marginal means

* The mean difference is significant at the .05 level.
• Hypotheses
  • The first hypothesis, the presence of a highly desired reward will increase willingness to participate in an unfavorable task more-so than in the presence of a low desired reward and absence of reward, was supported by evidence of a significant difference.
  • The second hypothesis, the presence of any reward, high or low, will increase the willingness to participate in an unfavorable task more-so than an absence of reward, was partially supported.
The results of the current study have been found to be concurrent with previous literature, such as the following:

- **Chylinski, (2010) Study:** Those presented with a monetary reward showed an increase in participation versus those with no reward. Such results are reflected in this study.

- **Laureati et al., (2014) Study:** Those with fruit options has a higher motivation to eat new foods, which if you think of fruit as the candy from this experiment the motivation/willingness also showed similar effects.

- **Carlson, at al., (2000) Study:** Those given a reward showed a higher rated positive motivation. Which relates to the increase in willingness when presented with reward.

- **Daniel. & Esser. (1980) Study:** Evidence in their study was concurrent with our study that showed a significant increase in willingness to participate in study when a reward was presented.
REFERENCES


