

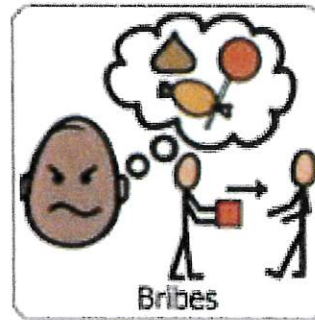


The Very Important, but Ever so Slight Difference, Between Deals and Bribes

Colleen S Larned MS, BCBA, COBA



versus



Deals are..	Bribes are..
Offered WITH the directive	Offered AFTER directive is stated
Discussed BEFORE any undesirable behavior occurs	Offered AFTER any undesirable behavior occurs
Reinforcers or rewards are stated using proactive, first-then language	Reinforcers or rewards are reactive and not even mentioned until after a child begins to show resistance or upset upon hearing any directive
Often stated with reasonable choices which naturally increases compliance	Often the child is told what to do and choices are provided when negative behavior occurs in an effort to regain compliance
<p>Keep those deals and choices coming and avoid those bribes!!</p>	



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Let's set the scene and take a look at what deals and bribes actually look like.... There are toys everywhere, you have company coming over soon, you're pretty stressed after a long day of work, and you need your child to clean up ASAP!

Example of using deals..	Example of using bribes..
<p>By using deals, you might say, <u>"Hey, I know you love crafts- do you want to paint or play with your playdoh after we clean up?"</u> (Choice #1 and Deal #1)</p> <p>Let's say they choose paints. I then say, <u>"Ok, you can play with paints but first we have to clean up 5 toys- do you want me to help you or can you do it?"</u> (Deal #2 and Choice #2)</p> <ul style="list-style-type: none"> • Clear choice is offered at the same time as the directive. • By using "we" it sends the message that the two of you are a team and cleaning up isn't all on the child alone. • By providing a concrete number of toys to clean up and with a clear end to cleaning up in sight, your child is more likely to engage in this non-preferred task without a fight and the task will seem much less daunting for both of you! • By offering to help or allowing the child to do it on their own, you're providing another opportunity for choice and yet another deal which continues to set the child up for success and decreases the chances of any undesirable behavior from ever even occurring! • Less struggle, less frustration, more success in both the short and long term! • Over time, your child will need fewer and fewer deals and they will be more intrinsically motivated to help you and follow directions the first time. 	<p>By using bribes, you might say, <u>"Hey, I need you to clean up these toys."</u> (No choice, directive given using YOU only language.)</p> <p>Not only are you telling them to clean up but you also are saying they have to do it all on their own which can seem daunting and overwhelming. Once the child starts to whine or say no, or even just stall, you say, <u>"Listen, if you clean up, then you can paint."</u> (Bribe #1)</p> <p>Although your child begins to clean up, they are still whining and going extra slow. You then might say, <u>"Listen, how about you just clean up 5 toys."</u> (Bribe #2) They may be more willing to clean up but still fuss and still drag their feet, holding out for more rewards and a decrease in work. You then might say, <u>"Do you want me to help you?"</u> (Bribe #3)</p> <ul style="list-style-type: none"> • During this process, your child most likely engages in undesirable behavior and delays completing the task. • You most likely have to offer up better and better rewards- including offering for them to do less work or to no longer even have to follow the direction- just to get the job done. • Over time, you will find this more and more frustrating and find it easier to just to do it yourself without even asking your child to help you just so you can avoid the fight. • Your children remain extrinsically motivated to help, always expecting something in return or an easier out.

Reinforcement Versus Bribery

Reinforcement

- Given immediately if the desired behavior occurs.
- Results in the behavior occurring in the future.
 - The adult is in control.
 - This is something the child wants.

Bribery

- Happens in the moment to stop problem behavior.
 - The child is in control.
- Only influences the behavior at that time, not in the future.

