

Reward Power- based on the perceived ability to give positive consequences or remove negative ones.



Contingent Reward- rewards those that meet their identified goals, provides positive feedback for a job well done.



Pawns-see themselves in a game controlled by others and powerless to determine their own destiny. deCharms used this analogy to compare people who have self-determination, and people who have other-determination.



Extrinsic Motivation- behavior that is driven by external rewards. We act to earn a good grade, or to receive an increase in pay. We are not interested in the activity for its own sake, but rather for what the activity will bring us.

Intersection Thought:

Reward Power uses Contingent Rewards for those pawns who are extrinsically motivated to complete tasks or who meet their goals.