

Alfie Kohn - Harvard Business Review

"Rewards do not create a lasting commitment. They merely, and temporarily, change what we do."

Examine True Costs of Incentive Program

1. Pay is not a motivator
2. Rewards punish
3. Rewards rupture relationships
4. Rewards ignore reasons
5. Rewards discourage risk-taking
6. Rewards undermine interest

Why Incentive Plans Cannot Work

Why Incentive Plans Cannot Work Harvard Business Review

JA Banks



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