

Carrots And Sticks Unlock The Power Of Incentives To Get Things Done Ian Ayres

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Positive incentives (rewards) are the carrots, and negative incentives are the sticks. Using the collected wisdom of economics and behavioral economics, the author provides an in-depth discussion of the topic -- without the text becoming academic or boring. Overall, I found the book a good read and easy to listen to -- much easier than

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In Carrot and Sticks, Ian Ayres, the New York Times bestselling author of Super Crunchers, applies the lessons learned from behavioral economics--the fascinating new science of rewards and punishments--to introduce readers to the concept of "commitment contracts": an easy but high-powered strategy for setting and achieving goals already in use by successful companies and individuals across ...

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The phrase "carrot and stick" is a metaphor for the use of a combination of reward and punishment to induce a desired behavior. In politics, "carrot or stick" sometimes refers to the realist concept of soft and hard power. The carrot in this context could be the promise of economic or diplomatic aid between nations, while the stick might be the threat of military action. Origin. The earliest ...

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