

1. We try to motivate workers in the same way that we try to motivate our children.

True

False

2. In the Glucksberg experiment, the people who were offered a reward finished faster than people who were not offered one.

True

False

3. The people who were offered smaller rewards in Ariely's experiment performed better than those offered bigger rewards.

True

False

4. In Ariely's experiment, people were more creative when they were concentrating on achieving a goal.

True

False

5. In the future, jobs will require workers to be more creative.

True

False

6. People always work better when they start the day later and work into the night.

True

False

7. Rewards are not effective with complex activities.

True

False

8. People who choose how to work show better results.

True

False

9. Companies always give rewards to their employees.

True

False

10. Managers offer incentives when they want people to do faster and better.

True

False