

CARROTS AND STICKS PLAN

For any desired behavior, there are many tactics you can use to make the behavior easier and more likely (carrots) and ones that will make not doing it harder and less likely (sticks). Pick the most important behavior that you want to encourage and identify below ten carrots and ten sticks. Think not so much in terms of punishment, but of gentle barriers that will block not doing the right thing.

Behavior I want to encourage _____

CARROTS

1 _____

2 _____

3 _____

4 _____

5 _____

6 _____

7 _____

8 _____

9 _____

10 _____

STICKS

1 _____

2 _____

3 _____

4 _____

5 _____

6 _____

7 _____

8 _____

9 _____

10 _____

Carrots and sticks also work for stopping unwanted behaviors, though it is generally better to focus on positive changes (what you will do rather than what you will not).

Behavior I want to discourage _____

CARROTS

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____
- 6 _____
- 7 _____
- 8 _____
- 9 _____
- 10 _____

STICKS

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____
- 6 _____
- 7 _____
- 8 _____
- 9 _____
- 10 _____