

# What Matters to Me?

Keystone Principle #5 – Incentives produce “predictable” responses

## Monthly Teaching Theme #5 Student Assessment *(Primary Grades)*

Name \_\_\_\_\_

Date \_\_\_\_\_

Mark the following statements with a “T” if they are true and a “F” if they are false.

\_\_\_\_ Only positive incentives affect people’s choices.

\_\_\_\_ We can predict all the outcomes of people’s choices.

\_\_\_\_ For an incentive to be effective, people must receive money.

\_\_\_\_ A possible serious punishment will probably stop me from breaking the rules.

## Monthly Teaching Theme #5 Student Assessment *(Elementary Grades)*

Name \_\_\_\_\_

Date \_\_\_\_\_

- I. Read the following statement. Identify the incentive in the statement. Identify the predictable response to the incentive. Is there a negative incentive in the statement? If so, what is it?

**“I focus on positive things I want in the future  
to help me make good choices today.”**

### II. Vocabulary

Match each word with its definition.

- \_\_\_\_\_ 1. Incentive
- \_\_\_\_\_ 2. Disincentive
- \_\_\_\_\_ 3. Subsidize
- \_\_\_\_\_ 4. Penalize

- a. To reward behavior that you want to see increase.
- b. A factor, often a monetary policy or a disadvantage, that discourages people from doing something.
- c. To punish behavior that you want to see decrease.
- d. Any reward or benefit, such as money, advantage, or good feelings, that motivates people to do something.