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Theory of Personality

Reference Page

Skinner, B. F. (1953). *Science and human behavior*. New York: Macmillan. This book provides a comprehensive overview of Skinner's operant analysis, including reinforcement schedules and their impact on behavior.

Cooper, J. O., Heron, T. E., & Heward, W. L. (2020). *Applied behavior analysis* (3rd ed.). New York: Pearson. This textbook provides a practical guide to the principles and practices of behavior analysis, including reinforcement schedules.

Neuringer, A. (2002). Reinforced variability in animals and people: implications for adaptive action. *American psychologist*, 57(9), 963-979. This article discusses the benefits of variable reinforcement schedules in promoting flexible and adaptive behavior.

Kohn, A. (1999). *Punished by rewards: The trouble with gold stars, incentive plans, A's, praise, and other bribes*. Houghton Mifflin Harcourt. This book challenges the traditional use of rewards and reinforces the idea that extrinsic rewards can undermine intrinsic motivation.

Madden, G. J., & Johnson, P. S. (2010). A delay-discounting primer. In *Impulsivity* (pp. 11-37). Springer, New York, NY. This chapter discusses the impact of delay-discounting on reinforcement schedules and how this can influence behavior.