Money Money Money

OBJECTIVE

The student will be able to list three reasons for money's importance and state its significance as a reinforcer.

ACTION

1. To prepare for this activity, ask students to research the use and history of money on the Internet or in the library. Some popular books are Money, by Harry Edward Neal; Monies in Societies, by Walter C. Neale; and The Story of Paper Money, by Fred Reinfeld.

2. Discuss the importance of money to people and the reasons behind its importance. Use the following questions to begin the discussion:
   • Of what value is paper money on its own? • What does money represent to us?
   • Why do we use money? • Why don't we trade or barter for most goods?
   • Where does money come from?
   • Are there any people in the world who don't use money?
   • How would people who don't use money react if you gave them a large sum of money?
   • How would you react if someone gave you a lot of money?

3. Discuss the significance of money as a reinforcer:
   • Do you get money for doing certain behaviors? What are the behaviors? (For example: mowing the lawn, washing the car, baby-sitting, etc.)
   • How does receiving money increase the frequency of you performing these behaviors?
   • Is money always an appropriate reinforcer? What else is a reinforcer for you? (For example: hearing “good job!” from parent, seeing a clean car, playing with kids while babysitting.)

4. Using information from the discussion above, have students create and write a story about a society in which money does not exist. Have them go into detail about how government and business would operate without money.

Or, have students investigate how the promise of riches and fortune has influenced people's behavior throughout history (for example, the California gold rush in 1848). Students describe human action, response, and reinforcement.