



CAMBRIDGE

International Education

Cambridge IGCSE™ Psychology 0266

Lesson 4: Motivation and needs 5.3 Positive reinforcement in education

Learning objective	To gain knowledge and understanding of positive reinforcement in education
Lesson objectives	By the end of the lesson, learners will be able to: • Define positive reinforcement • Explain the influence of external rewards on motivation • Describe the process of shaping behaviour
Vocabulary	Positive reinforcement: adding a pleasant stimulus after a behaviour, to increase the change of the behaviour happening again.
Previous learning	Learners have studied Key concepts in Motivation and needs as well as Hull's drive reduction theory of motivation.

Plan

Activities		Resources
Beginning (5 mins)	Check prior learning about intrinsic and extrinsic motivation in starter sorting activity.	Positive reinforcement video: www.youtube.com/watch?v=K6SjPGpTcwk
Middle (50 mins)	• As a class, review answers to the starter activity and discuss the difference between the two types of motivation. Explain that positive reinforcement is extrinsic motivation. • Share video on positive reinforcement. The first 1 minute of the video is specific to positive reinforcement. • Explain the process of positive reinforcement and the effect of external rewards on behaviour using the novel scenario/example. • Learners work in pairs to identify three examples of positive reinforcement. Ask them to explain one of their ideas to the rest of the class. (Ensure that learners do not use or refer to punishment as this is a different type of operant conditioning). • Describe shaping behaviour including the worked example.	

End (5 mins)	Learners check understanding through writing their own four-step shaping procedure using the novel scenario of guitar-playing.	
Reflection and evaluation		
Reflection:		
Summary evaluation:		
What two things went really well? (Consider both teaching and learning.)		
1.		
2.		
What two things would have improved the lesson? (Consider both teaching and learning.)		
1.		
2.		
What have I learned from this lesson about the class or individuals that will inform my next lesson?		

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