

Part 3:
Acknowledgement

Payment per sheet:

1:	\$0.55
2:	\$0.50
3:	\$0.45
4:	\$0.40
5:	\$0.35
6:	\$0.30
7:	\$0.25

Name: _____

Find the Pairs

Circle the pairs of letters in the block of random letters below.

Each pair must appear on the same row.

Turn your sheet in to the experimenter at the table.

Example

e l h y p v l a
a b **s** s a y x s
h b y e l c h m
r h b w p x **b** b

s s b v c g u g e k u r p a n u l t y f
q m n l z c b m y d r a j s s q i n i y
y v c t v x v m o x a k s s r q a e a c
g l m p b h o t y d q j d a g g w x g r
c k e c x f h q a b z p f a r f p t g w
g j o b i g b g l f r n z h e m p s s
k w c m y k y k k n l m m s s j h q s r
w m g w d x q f e n t a o y u f v r f p
q j l j t b y o a g c g w d i h q h k l
y m v t t e e l g z v e s s x r p h p o
i s s f j c h s c v m n d k d t w t g c
t i m o q x e z u h b n j b y d r z v h
t e e i y c z v u j v l e k d v l o g q
v t j d c t w z h n u p p c b t s s u t
w r g f s s l y a d n c m t d l s e c c



A-ha...

Conditions:

1) acknowledged



Conditions:

- 1) acknowledged
- 2) ignored



Conditions:

- 1) acknowledged
- 2) ignored
- 3) shredder

Pairs of Letters Experiment



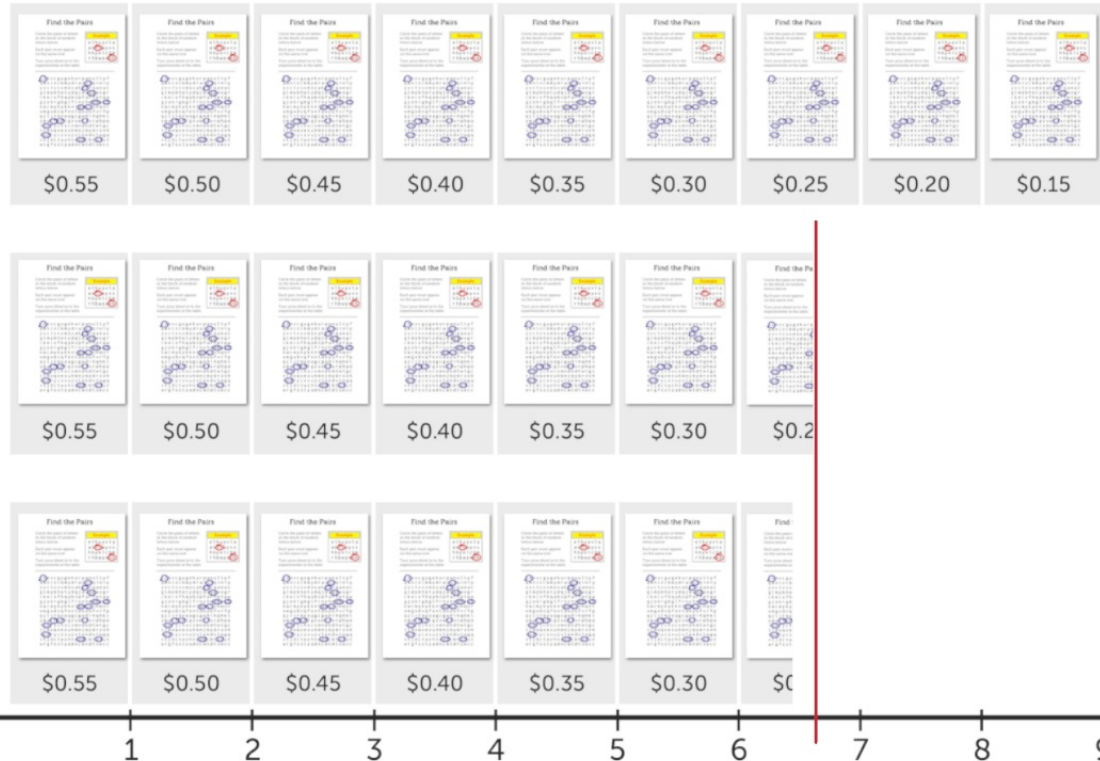
acknowledged



ignored



shredder



amount paid

\$3.01

\$2.60

\$2.42

average number of sheets completed

- 1) It's relatively easy to
make people feel good
about their work.
- 2) In contrast, simply
ignoring people can be
almost as demotivating
as destroying their work.