

## **Contracts with Individual Students**

1. Probe values of the student.
  - a. Establish reasons for change
  - b. Secure a commitment to change
2. Select potential target behaviors.
3. Collect baseline information for the contract rationale in a maintenance environment.
4. Present the student with a sample contract with desired behaviors stated positively (incompatible behavior technique).
5. Negotiate changes in the contract terms with the student.
6. Develop a contract that details:
  - a. Clearly defined desired target behaviors
  - b. Strengthening of incompatible behaviors
  - c. Specifically stated goals
  - d. Accomplishment, not obedience
  - e. Reward-payoff rates
  - f. Bonus clause
  - g. Exchange rates
  - h. Aversive consequences for nonfulfillment
  - i. Responsibilities of all parties
  - j. Date of expiration or renegotiation of the contract
  - k. Date to be recorded
7. Implement the contract plan.
8. Collect data on the student's performance and discuss with the student. Provide appropriate evaluative feedback.
9. Negotiate changes as necessary.
10. Summarize data on completion of the contract and share with the student, parents and other staff.
11. Reward the student's accomplishments.

Frank H. Wood, January 1985