

A guide to setting up and using a working for deal card

Why use a working for deal card?

- To enable a pupil to change his or her behaviour in some way to complete a task.
 - The deal starts with the pupil indicating what is wanted before the teacher issues an instruction.
 - The pupil needs to know what they can 'earn' before they find out what they need to do.



Practical tips:

- The pupil should choose their reward before being asked to do work/a task. The pupil should have access to a selection of reward symbols to choose from.
- The rewards must be **highly** motivating for the pupil.
- Place the symbol on the working for card.
- To start with or for younger pupils the working for card should have one dot.
- Tell the pupil what their work/task is.
- Once the pupil has completed the work/task you should give them a token straight away which they then place on the dot on the deal card. You must be in charge of giving the pupil the token – do not let them decide whether they have earned one.
- The pupil should then hand the completed deal card to you and you should immediately give them the reward they have chosen as part of the deal.
- To start with the work/task should be very easy in order that the pupil succeeds and gets their reward. This will help to motivate them when using it again.
- You can increase the number of dots/tokens that a pupil has to earn. This way pupils that are able to can complete more tasks or work for longer periods of time before earning their reward.
- The deal can only be cashed in when all the tokens are earned.
- Never remove tokens for bad behaviour or non-compliance.
- Remember to verbally and visually reinforce the deal to the pupil as they complete their task (simply point or gesture to the reward symbol or “work then” etc)

What is the key element in a good working-for deal card?

- The selection of the reward that the pupil will earn by completing the deal (work) is vital to the success of the deal.
 - If the pupil does not engage with the deal then the motivator (reward) for the lesson/task is not working.
 - You should then renegotiate with the pupil to reset the deal (choose a new motivator/reward).
 - If a new motivator is set then a new deal is set and any previously earned tokens should not be counted (removed from the card).