

AI-01312 Rewards Before or After

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Which is a better approach, “I tell the person what I want and reward him vs I gave the person something of a reward and then tell him what I want?

Find a Marcus Aurelius meditation closely related to my inquiry.

List 20 examples

The Two Approaches: A Stoic Perspective

The Stoic philosopher Marcus Aurelius would likely offer a nuanced perspective on these two approaches. While he emphasized the importance of clarity in communication and the value of gratitude, he also cautioned against manipulation and undue influence.¹

The Stoic Approach

- **Direct and Honest Communication:** Clearly stating your needs and desires is essential. This promotes transparency and mutual understanding.
- **Intrinsic Motivation:** Aim to inspire others through reason and persuasion, rather than relying solely on external rewards.
- **Gratitude and Reciprocity:** Expressing gratitude for what others do, even small acts, fosters positive relationships and encourages goodwill.
- **Avoid Manipulation:** Using rewards as a means of control can undermine trust and create resentment.

Choosing the Best Approach

The optimal approach depends on the specific situation and the relationship with the person involved. However, a combination of direct communication and

genuine appreciation is often the most effective.

Marcus Aurelius Meditation

Here's a meditation from Marcus Aurelius' *Meditations* that aligns with this inquiry:

"When you wake up in the morning, tell yourself: Today I shall face people who are meddling, ungrateful, arrogant, dishonest, envious, and surly. I can withstand them all, for they have faults of their own, just as I have. I will not let their actions damage me, nor will I become angry with them, for they know not what they do."

This meditation encourages us to approach others with empathy and understanding, recognizing their flaws and avoiding resentment. It aligns with the Stoic principle of focusing on what we can control (our own thoughts and actions) rather than what we cannot (the behavior of others).

20 Examples of the Two Approaches

Reward-First Approach:

1. Giving a gift to a colleague before asking for a favor.
2. Offering a promotion to an employee before assigning a challenging task.
3. Buying a dinner for a friend before asking for advice.
4. Offering a discount to a customer before pitching a new product.
5. Giving a bonus to a salesperson before setting a higher sales target.
6. Providing a free sample to a potential client before making a sales pitch.
7. Offering a complimentary service to a customer before upselling.
8. Giving a small gift to a child before asking them to do a chore.
9. Offering a raise to an employee before increasing their workload.
10. Buying a round of drinks for a group of friends before asking for help with a project.

Request-First Approach:

1. Directly asking a colleague for help with a task.
2. Clearly communicating expectations to an employee.
3. Directly asking a friend for advice.

4. Directly pitching a product to a customer.
5. Setting a clear sales target for a salesperson.
6. Directly presenting a sales pitch to a potential client.
7. Directly upselling to a customer.
8. Directly asking a child to do a chore.
9. Directly assigning additional tasks to an employee.
10. Directly asking a group of friends for help with a project.

Remember, the most effective approach will depend on the specific situation, the relationship between the individuals involved, and the cultural context.