


[Not Available for Download](#) Add Paper to My LibraryShare:    

Propositions About the Effects of Performance-Contingent Monetary Incentives on Task Performance

Posted: 2 Sep 1999

Sarah E. Bonner (https://papers.ssrn.com/sol3/cf_dev/AbsByAuth.cfm?per_id=17355)
University of Southern CaliforniaGeoffrey B. Sprinkle (https://papers.ssrn.com/sol3/cf_dev/AbsByAuth.cfm?per_id=35966)
Indiana University - Kelley School of Business - Department of Accounting

Date Written: May 1999

Abstract

In this paper, we develop sixteen testable propositions about variables that moderate a positive relation between monetary incentives and task performance. The propositions are derived from a comprehensive review of the literatures in accounting, economics, finance, management, psychology, and other areas. We organize the propositions into four sections: person variables, task variables, environmental variables, and incentive-scheme variables. In addition, our focus is on moderators that are of significance to accounting researchers and accounting-related tasks as well as to organizations in general. Finally, we discuss possible directions for future research on the efficacy of monetary incentives for improving task performance.

JEL Classification: J33, M40, M46[Suggested Citation](#) >[Show Contact Information](#) >[Not Available for Download](#)

0 References

0 Citations

[Fetch Citations](#)

Do you have a job opening that you would like to promote on SSRN?

[Place Job Opening \(https://www.ssrn.com/index.cfm/en/Announcements-Jobs/\)](https://www.ssrn.com/index.cfm/en/Announcements-Jobs/)

Paper statistics

ABSTRACT VIEWS

2,121

PlumX Metrics



We use cookies that are necessary to make our site work. We may also use additional cookies to analyze, improve, and personalize our content and your digital experience. For more information, see our [Cookie Policy \(https://www.elsevier.com/legal/cookiepolicy\)](https://www.elsevier.com/legal/cookiepolicy)

(https://plu.mx/ssrn/a/?

ssr

[Cookie Settings](#)[Accept all cookies](#)

Follow



USC Marshall School of Business Research Paper Series (https://papers.ssrn.com/sol3/JELJOUR_Results.cfm?form_name=journalBrowse&journal_id=907288)

Follow



View more >

Feedback

Submit a Paper > (<https://hq.ssrn.com/submission.cfm>)

SSRN Quick Links

SSRN Rankings

About SSRN

(<https://www.facebook.com/SSRNcommunity/>)

([https://www.linkedin.com/company/493409?](https://www.linkedin.com/company/493409?trk=tyah&trkInfo=clickedVertical%3Acompany%2CentityType%3AentityHistoryName%2CclickedEntityId%3Acompany_493409%2Cidx%3A0)

[trk=tyah&trkInfo=clickedVertical%3Acompany%2CentityType%3AentityHistoryName%2CclickedEntityId%3Acompany_493409%2Cidx%3A0](https://www.linkedin.com/company/493409?trk=tyah&trkInfo=clickedVertical%3Acompany%2CentityType%3AentityHistoryName%2CclickedEntityId%3Acompany_493409%2Cidx%3A0)

(<https://twitter.com/SSRN>)

(<http://www.elsevier.com/>)

Copyright (<https://www.ssrn.com/index.cfm/en/dmca-notice-policy/>)

Terms and Conditions (<https://www.ssrn.com/index.cfm/en/terms-of-use/>)

Privacy Policy (<https://www.elsevier.com/legal/privacy-policy>)

All content on this site: Copyright © 2023 Elsevier Inc., its licensors, and contributors. All rights are reserved, including those for text and data mining, AI training, and similar technologies. For all open access content, the Creative Commons licensing terms apply.

We use cookies to help provide and enhance our service and tailor content.

To learn more, visit [Cookie Settings](#).



(<http://www.relx.com/>)

(<https://papers.ssrn.com/sol3/updateInformationLog.cfm?process=true>)