

1. **Operant Conditioning** is a type of learning where behavior is modified by its consequences. It involves the use of rewards and punishments to increase or decrease the frequency of a particular behavior. This type of learning is based on the principle of reinforcement, which states that behaviors followed by positive consequences are more likely to be repeated, while behaviors followed by negative consequences are less likely to be repeated. Operant conditioning is a powerful tool for shaping behavior in both humans and animals.

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**Shaping** is a process of operant conditioning where a behavior is gradually formed through successive approximations. It involves reinforcing a series of small steps that lead to the desired behavior. For example, if you want to teach a dog to sit, you might first reinforce the dog for sitting on its haunches, then for sitting with its back straight, and finally for sitting with its back straight and its head up. Shaping is a useful technique for teaching complex behaviors that cannot be learned through simple conditioning.

**Positive Reinforcement** is a type of reinforcement where a behavior is followed by a positive consequence, which increases the likelihood of the behavior being repeated. For example, if a child is praised for completing their homework, the praise acts as a positive reinforcement that encourages the child to complete their homework again. Positive reinforcement is a powerful tool for encouraging desired behaviors in both humans and animals.

3. **Extrinsic / Introjected Motivation** is a type of motivation where the behavior is driven by external rewards or punishments. In extrinsic motivation, the behavior is performed to receive a reward or avoid a punishment. In introjected motivation, the behavior is performed to avoid feelings of guilt or shame. Extrinsic and introjected motivation are both types of external motivation, as opposed to intrinsic motivation, which is driven by internal factors such as interest or enjoyment. Extrinsic and introjected motivation are often used in educational settings to encourage students to complete their work.

