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Running Head: **SHORT-TERM GOAL**

Strategies to Achieve Short-term Goals

Students Name

Institutional Affiliation

Due Date

Question 1: Describe your goal

My goal is to get more sleep at night within five days. I plan to sleep for eight hours each night. I will achieve this by ensuring that I sleep at the same time each night and wake up at the same time every morning within the five days. I will set a bedtime and wake-up time alarm whereby I will be going to bed at 10:00 P.M and waking up at 6:00 A.M. I will be recording the number of hours that I sleep each day to monitor whether I will be achieving my goal. I will also make 3 empirically-based strategies to help in achieving my goal. I decided to have this goal because I have had trouble during sleeping hours because I was so dependent to taking coffee in the late afternoon. This caused me to sleep for only 4 hours which is not enough.

Question 2 Strategy 1: Describe the first empirically-based strategy you used. Which authors/theory did your strategy come from and what specifically does the author/theory recommend you do?

The first empirically-based strategy that I used is goal-directed action. It is an important human life characteristic and with its absence people cannot achieve their value (Latham & Locke, 2006). This strategy comes from the goal-setting theory. The theory recommends that setting high goals lead to greater efforts, focus, and persistence than moderate or easy goals (Latham & Locke, 2006).

Question 3 Strategy 1: Review specific scientific evidence from the readings that support the use of this strategy.

Scientific evidence that supports the use of this strategy is that from the authors' research, people with sufficient understanding and ability have a direct correlation between the extent of difficult of the goal to their degree of commitment of achieving the goal and their consequent accomplishment (Latham & Locke, 2006). The authors also found that entering MBA students

who set certain difficult learning goals had higher satisfaction with their MBA and had better grade point averages than those who barely lay down their GPA goals when finalizing the year (Latham & Locke, 2006).

Question 4 Strategy 1: How specifically did you use this strategy in achieving your goal?

In other words, what specifically did you DO to enact this strategy in your goal setting?

I used this strategy to set high targets for my goal. I decided to double my sleeping hours which was a very difficult task for me. Quitting from taking my daily coffee to achieve my goal of getting more sleep was also a difficult task because I was dependent on it to start my day as well as in the evening hours. I applied this strategy to set a high goal that required greater efforts for I was so focused and determined to avoid craving for coffee so that I may get more sleep.

Question 5 Strategy 1: How did this strategy affect your goal? How helpful was this strategy?

This strategy affected the success of my goal in that it helped me put more focus and being persistent in avoiding coffee to get more sleep.

Question 6 Strategy 2: Describe the second empirically-based strategy you used. Which authors/theory did your strategy come from and what specifically does the author/theory recommend you do?

The second strategy is the implementation intention that high goes beyond the intention of reaching a goal by defining when, where, and how one intends to act to realize their goals (Gollwitzer, 2014). The author of this strategy is Peter M. Gollwitzer. Gollwitzer recommends the identification of goal-relevant contextual cues. For example, an excellent chance to react or a goal pursuing barrier, and relate it to a significant goal-oriented response (Gollwitzer, 2014).

Question 7 Strategy 2: Review specific scientific evidence from the readings that support the use of this strategy.

Scientific evidence that supports the use of this strategy is the empirical data collected in field studies and experimental lab which support the theory that implementation intentions assist in closing the gap between wishing to achieve a goal and actual attainment of the goal (Gollwitzer, 2014). A meta-analysis based on a hundred implementation intentions that provided that a medium to large effect on the increased rate of goal achievement (Gollwitzer, 2014). Another recent meta-analysis that focused on health related goals of having healthy diet and engaging in physical activity reported a moderate effect of establishing implementation intentions (Gollwitzer, 2014).

Question 8 Strategy 2: How specifically did you use this strategy in achieving your goal?

In other words, what specifically did you DO to enact this strategy in your goal setting?

I used this strategy to deal with the challenges that I encountered as I tried to attain my goal. Implementation intention helped to define the exact time that I wanted to sleep and how I was going to achieve the sleeping hours. I developed an implementation intention that, if I completed the eight hours of sleep on the first day, then I was going to proceed with the goal for the second, third, fourth, and fifth day. This implementation intention helped me to remember that I was supposed to be in my bed at 10:00 P.M and that I was supposed to wake up at 6 A.M.

Question 9 Strategy 2: How did this strategy affect your goal? How helpful was this strategy?

This strategy helped in the success of my goal. It helped me overcome the challenges of getting started and the temptations and distractions of friends influencing me to sleep at late hours as I did in the past.

Question 10 Strategy 3: Describe the third empirically-based strategy you used. Which authors/theory did your strategy come from and what specifically does the author/theory recommend you do?

The third strategy that I used to attain my goal of getting more sleep was Reinforcement and Punishment. Reinforcement is a repercussion that escalates the possibility of a certain behavioral feedback while punishment is a repercussion that reduces the possibility of a certain feedback (Skinner, 1971). The strategy comes from the theory of operant conditioning that was initially established by Edward L. Thorndike and later initiated by B.F Skinner. Skinner recommended that reinforcement escalates the likelihood of repeating a behavior while punishment decreases the likelihood of repeating the behavior (Skinner, 1971).

Question 11 Strategy 3: Review specific scientific evidence from the readings that support the use of this strategy.

Skinner conducted studies on reinforcement investigations on domestic pigeons and lab rats that exhibited the fundamental concepts of operant conditioning (Skinner, 1971). His research was mostly conducted in a special cumulative recorder (Skinner box) by presenting positive and negative reinforcements or adverse stimuli (punishment) at different intervals to produce certain target behaviors (Skinner, 1971).

Question 12 Strategy 3: How specifically did you use this strategy in achieving your goal? In other words, what specifically did you DO to enact this strategy in your goal setting?

I used this strategy by developing positive reinforcement and positive punishment. For example, avoiding friends who influenced me to sleep late was like a punishment to me. However, this avoidance of such friends was a reinforcement to achieve my goal of getting more sleep.

Question 13 Strategy 3: How did this strategy affect your goal? How helpful was this strategy?

This strategy helped my goal to be successful because I developed a positive reinforcement and a positive punishment that controlled my behavior. The positive reinforcement helped to increase my behavior of getting more sleep while the positive punishment decreased my behavior of hanging out with the influential friends.

Question 14 Describe your data collection method, then share the results of your data collection.

My data collection method involved recording the number of hours that I slept per night for the five days. I used my phone to set a bedtime and wake-up alarm for each of the five days. I recorded my results as follows:

Days	Bedtime (PM)	Wake-up time (AM)	Hours
Monday	10:30	6:00	7 hours, 30 minutes
Tuesday	10:11	6:09	7 hours, 58 minutes
Wednesday	10:00	6:00	8 hours
Thursday	10:00	6:05	8 hours, 5 minutes
Friday	10:00	6:05	8 hours, 5 minutes

Question 15 Did data collection help you in attempting to achieve your goal? Why or why not?

Data collection helped me in attempting to achieve my goal. This is because it helped to keep a record of how many hours I slept on a particular so that I could improve on the next day in case of deviations.

Question 16 5 Points Would you say you were successful in your goal achievement? Why or why not?

I would say that I was successful in achieving my goal because:

1. I finally achieved my goal of sleeping for eight hours at night
2. I created a sleeping plan and I followed it
3. I held myself accountable for a few lapses that occurred and tried to rectify them
4. I feel satisfied with the results I obtained
5. I made use of the three strategies that I had selected to help in achieving my goal.

Question 17 How do you see your goal progressing after this week?

I see myself maintaining my sleeping pattern even without the use of an alarm because I have conditioned and conformed myself to it.

Question 18 Add your APA-style reference list below.

Latham, G. P., & Locke, E. A. (2006). Enhancing the benefits and overcoming the pitfalls of goal setting. *Organizational dynamics*, 35(4), 332-340.

Gollwitzer, P. M. (2014). Weakness of the will: Is a quick fix possible?. *Motivation and Emotion*, 38(3), 305-322.

Skinner, B. F. (1971). Operant conditioning. *The encyclopedia of education*, 7, 29-33.

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