



## **Discussion Questions for “Cara is Unwilling to Help Mando at First ”**

1. In your own words, explain Non-Pecuniary Benefits and Incentives, shown in this clip:
2. Cara is unwilling to help Mando even after being offered a “handsome reward”; what finally changes Cara’s mind? Why may this be?
3. What does Cara’s willingness to take on this very risky job tell us about her preferences in terms of non-salary benefits?
4. Provide an example of Non-Pecuniary Benefits and Incentives in the real world: