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# Title

Encouragement via bonuses

# Short Description

The introduction of new directives may happen much faster if there is some kind of bonus or benefit promised when implementing it.

# Why?

Sometimes new directives are slowly accepted and remain inefficient for longer time. Often, the new directives require significant cultural change, or cahnge of habits developed over decades. Also, various valid or invalid personal or group interests may block the spread of the new directive.

# Intended Outcome

The bonus offered may be direct such as a funding or faster career, and indirect such as prestige or visibility. So people or companies applying the new directive should feel this benefit in a short term.

# Relationship to PSI-Directive

# Possible Approach

For example researchers tend to protect their data, so that they have priority in harvesting the fruits from their data. Many players are reluctant to open up their data. However, if researchers get more citations because of sharing data, they might have a faster career, so they feel the incentive of sharing their data. If companies gain reputation or better visiblity, they might get the incentive to open up data.

# How to Test

See the effect and evaluate it.

# Evidence

When DFG said that there should be a plan for sharing research data in research proposals, it had a fast effect, as proposals with better data sharing received more funding. Thus, repositories emerged serving the needs of these proposals.

# Tags

bonus, encouragement

# Status

Draft

# Intended Audience

politicians, decision makers

# Related Best Practice

# Contact

micsik@sztaki.hu