

Consulting Fee Bonus



In your LINKS event, each firm receives an automatic consulting fee bonus of 300,000 during a game run when decision inputs (at least some new decisions and/or at least some research study orders) are received on time from a firm. This bonus is expressed as -300,000 since consulting fees are an expense on the Corporate P&L Statement and a negative consulting fee is a bonus.

These on-time input submission bonuses reward LINKS firms for completing their inputting in a timely fashion (i.e., before a scheduled game run submission deadline). Of course, firms not submitting inputs in a timely fashion are also implicitly penalized in two other ways, beyond not receiving the -300,000 consulting fee bonus: their previous decisions remain in effect (unchanged from the previous LINKS round) and no research studies are ordered. Research studies must be ordered in each LINKS round, as there are no "standing-order" LINKS research studies.

Why give a bonus for expected/required behavior? Perhaps because it's better to reward "good" behavior (even if expected/required) than to explicitly punish "bad" behavior. This is consistent with the parenting motto: "catch them doing good."