



# SIGN LANGUAGE

THE BENEFIT OF USING SIGN LANGUAGE TO TEACH MANDS AND  
OTHER VERBAL OPERANTS TO NON-VOCAL STUDENTS WITH AUTISM

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# A brief overview of “Verbal Operants” and why they are important.

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# SKINNER

(1957) DEFINED VERBAL BEHAVIOR AS:

*“Behavior that is reinforced through the mediation of other persons”*



# Skinner's Analysis of Verbal Behavior



Skinner's behavioral approach analyzes language by its formal and functional properties.

## FORMAL PROPERTIES

Formal properties consist of the physical description of specific response topographies (forms) such as: nouns, verbs, adjectives, and pronouns.

## FUNCTIONAL PROPERTIES

Functional properties of verbal behavior consist of circumstances under which a response occurs.

*Skinner distinguished between several different types of functional control.*

# SKINNER'S ANALYSIS OF VERBAL BEHAVIOR



This classification system allows for the identification of functionally different types of language.



It is the functional properties of language that are sometimes overlooked or downplayed in language programs.



By not taking the function of language into account, you often end up with a child who can receptively identify or label hundreds of objects and pictures but never uses them in a functional way or demonstrates the concept of the object or picture.







# SKINNER'S ANALYSIS OF VERBAL BEHAVIOR



One of the primary premises of verbal behavior is that the meaning of a word is found in its function, not in the word itself.



Therefore, it is not enough that a child can label or point to an item when asked.



It does not necessarily mean that he can use and react to the object in a functional way.



This is precisely why we want to teach each word/object across all functional relations.

# SKINNER'S ANALYSIS OF VERBAL BEHAVIOR



## Mand

Asking for reinforcers. Asking for "shoes" because you want your shoes.



## Echoic

Repeating what is heard. Saying "shoes" after someone else says "shoes".



## Intraverbal

Answering questions or having conversations where your words are controlled by other words. Saying "shoes" because someone else says, "what do you need to put on your feet?"



## Tact

Naming or identifying objects, actions, events, etc. Saying "shoes" because you see your shoes



## Imitation

Copying someone's motor movements (as they relate to sign language).



## Textual

Reading words. Saying "shoes" because you see the written word "shoes."



## Listener

Following instructions or complying with the mands of others. Touching a picture of shoes when asked "touch the shoes."



## Copying-a-text

Writing "shoes" because someone else writes "shoes"



## Transcription

Writing and spelling words spoken to you. Writing "shoes" because you hear "shoes" being spoken.

# Augmentative Communication



We talk about the importance of teaching all of these relations. That is, teaching a word across all functions (receptive, tact, intraverbal, mand etc.).

Well, what if the child can't vocalize or echo?

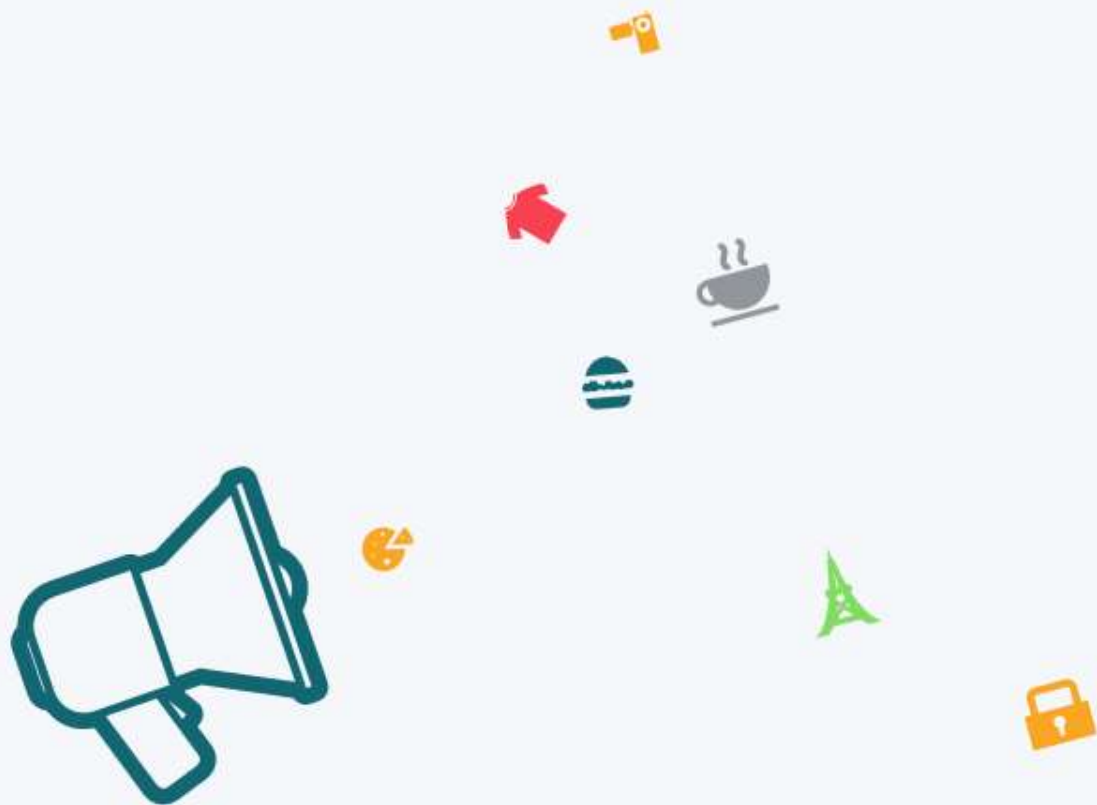


There is no problem when you are looking at the receptive repertoire. But how do you teach mands, tacts, and intraverbals if you don't have a response form?



In many cases the echoic or vocal repertoire eventually develops and the kids start to speak. This usually takes a long time.

What to do in the meantime?  
What happens if it doesn't develop?





# Augmentative Communication

...  
In many cases, you need to look at some type of augmentative communication system.

Criteria for deciding whether to stick with vocals or seek an alternative:



Unfamiliar  
Listener



Out of  
Context



With Back  
Turned

Once the decision is made, you still want to **always** work towards speech.



# Augmentative Communication

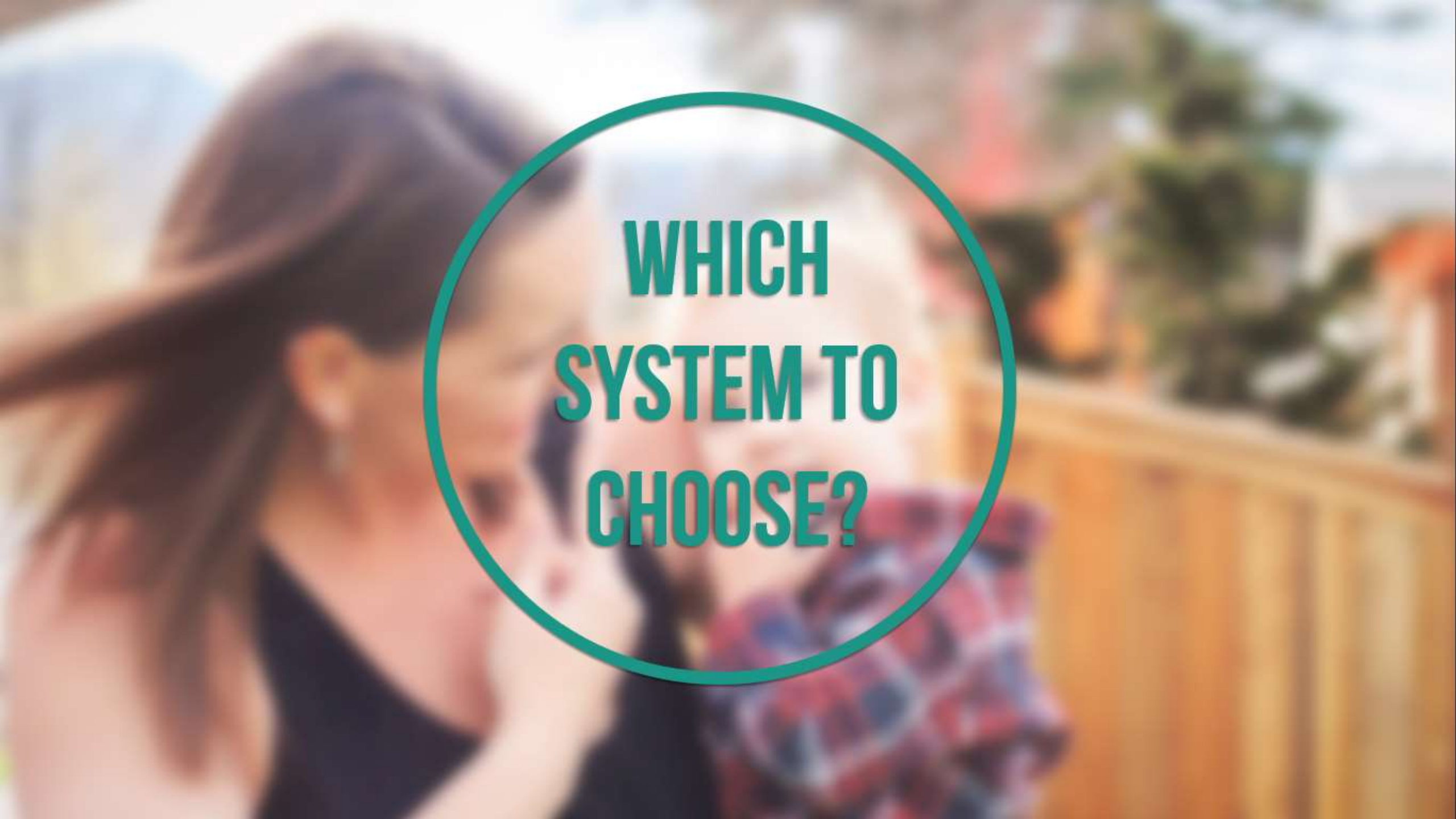
...

The hope is that the system will allow you to teach a verbal repertoire and promote speech.

Eventually the system can be discarded.

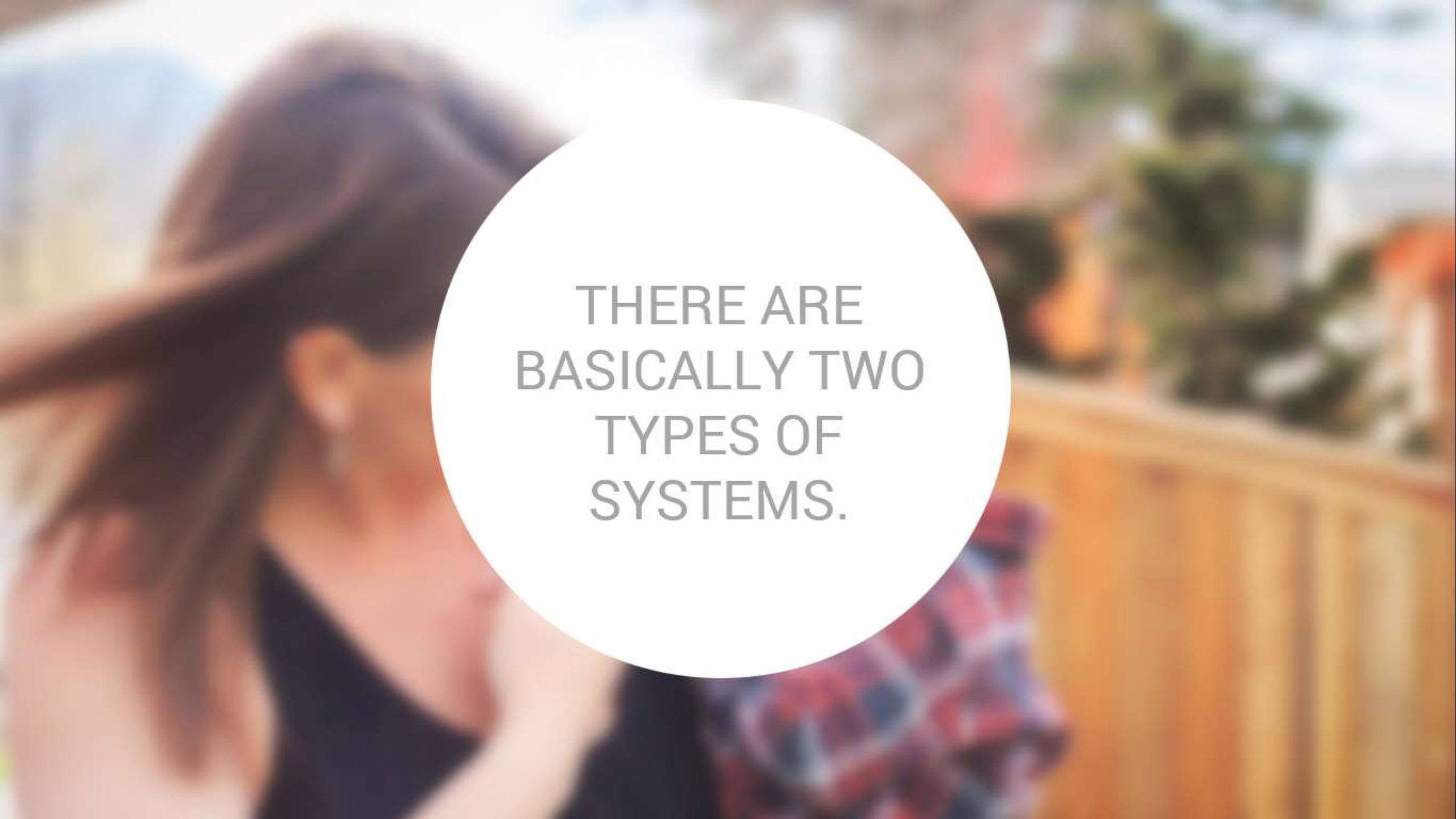
If the speech never really develops, then you have a system in place so that the child can communicate.





**WHICH  
SYSTEM TO  
CHOOSE?**





THERE ARE  
BASICALLY TWO  
TYPES OF  
SYSTEMS.



**SELECTION-BASED**  
**(SB)**

Such as PECs

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**TOPOGRAPHY-BASED**  
**(TB)**

Such as ASL

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# ADVANTAGES OF SIGN LANGUAGE



Motor imitation may already be strong in the child's repertoire. If not it is easier to shape than vocals



Teachers can use, then fade, physical prompts to teach the sign.



The stimulus and the response often resemble each other (an iconic relation), providing a built in prompt.



Signs are free from environmental support. They are portable.



# ADVANTAGES OF SIGN LANGUAGE



Sign language constitutes a topography-based language, making it conceptually similar to speech.



Signs may avoid a negative emotional history associated with speech.



Sign language can be rapid. Signs can generally be formed much more quickly, especially in succession, than pictures can be selected.



Signs can be used easily while participating in other activities (e.g., manding for a ball while in the pool).

# ADVANTAGES OF SIGN LANGUAGE



It is much easier to carry on a conversation with signs than with picture selection.



Signs can be formed quickly. There is less tendency for a learner to stop communicating.

# ADVANTAGES OF SELECTION-BASED SYSTEMS

...



The listener does not need special training because many of the pictures are easy to understand, and the English word typically accompanies the symbols or pictures.



May avoid negative emotional history involved with speech.



The response may already be strong in the person's repertoire (pointing or giving)







## WHICH SYSTEM TO CHOOSE?

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All things being equal, we prefer to teach sign language for a number of conceptual and practical reasons.

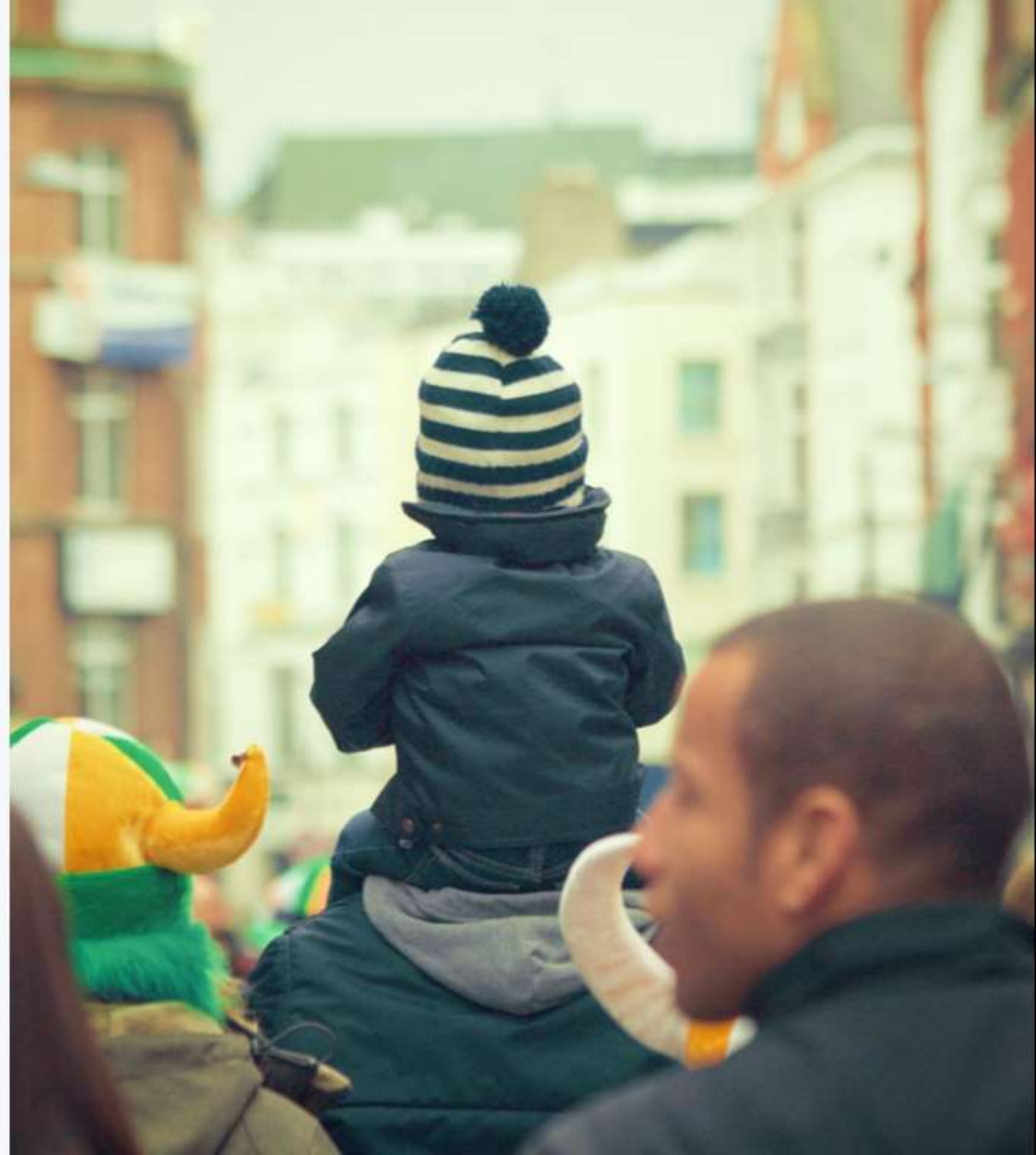
The main disadvantage of sign language is that staff, teachers, and parents have to learn it.

# WHICH SYSTEM TO CHOOSE?

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However, decisions on teaching methodology should not be based on what is easiest for the teacher. Decisions should be based on what is best for the learner.

All you have to do is learn the signs as fast as the child.





Why Sign Programs May

**FAIL**

● First signs are not mands

● First signs are too complex

- Please
- Yes
- No
- Help
- Thank you
- More
- Toilet



# Why Sign Programs May Fail



- *Specific problems with “more” and “please”*



They are too general and it is difficult to move beyond them.

# Why Sign Programs May Fail



- *Specific problems with “more” and “please”*



They often become a generic sign for “I want something but I am not going to tell you what it is.”

# Why Sign Programs May Fail



- *Specific problems with “more” and “please”*



The child can get frustrated because the sign does not get the item that matches the motivation.



# Why Sign Programs May Fail

...

- *First signs may resemble each other too closely*



Eat



Drink

# Why Sign Programs May Fail



FIRST SIGNS MAY INVOLVE A COMPLEX RESPONSE FORM



TRAINING IS CONDUCTED UNDER MULTIPLE SOURCES OF CONTROL AND PROMPTS ARE NOT FADED SO SPONTANEOUS RESPONSES CAN OCCUR



Motivation

Picture or object

Physical prompt

Imitation prompt

Verbal prompt

# Why Sign Programs May Fail

...

- Individual verbal operants are never established (i.e., mands, tacts, intraverbals), responses remain multiply controlled
- Stuck at one level too long, not a progressive curriculum in place
- Sign verbal operant focused on almost exclusively (e.g., tacts, but limited intraverbal or mand training)





# Why Sign Programs May Fail



FAILURE TO ESTABLISH A SIGNING VERBAL COMMUNITY



FAILURE TO TEACH SIGNS TO EVERYONE INVOLVED WITH THE CHILD



FAILURE TO REQUIRE SIGNS OUTSIDE OF THE TRAINING SESSION



FAILURE TO GENERALIZE TO NOVEL STIMULI, STAFF, SETTINGS, TIMES, ETC.

# Why Sign Programs May Fail



NOT ENOUGH TRAINING TRIALS ARE PROVIDED



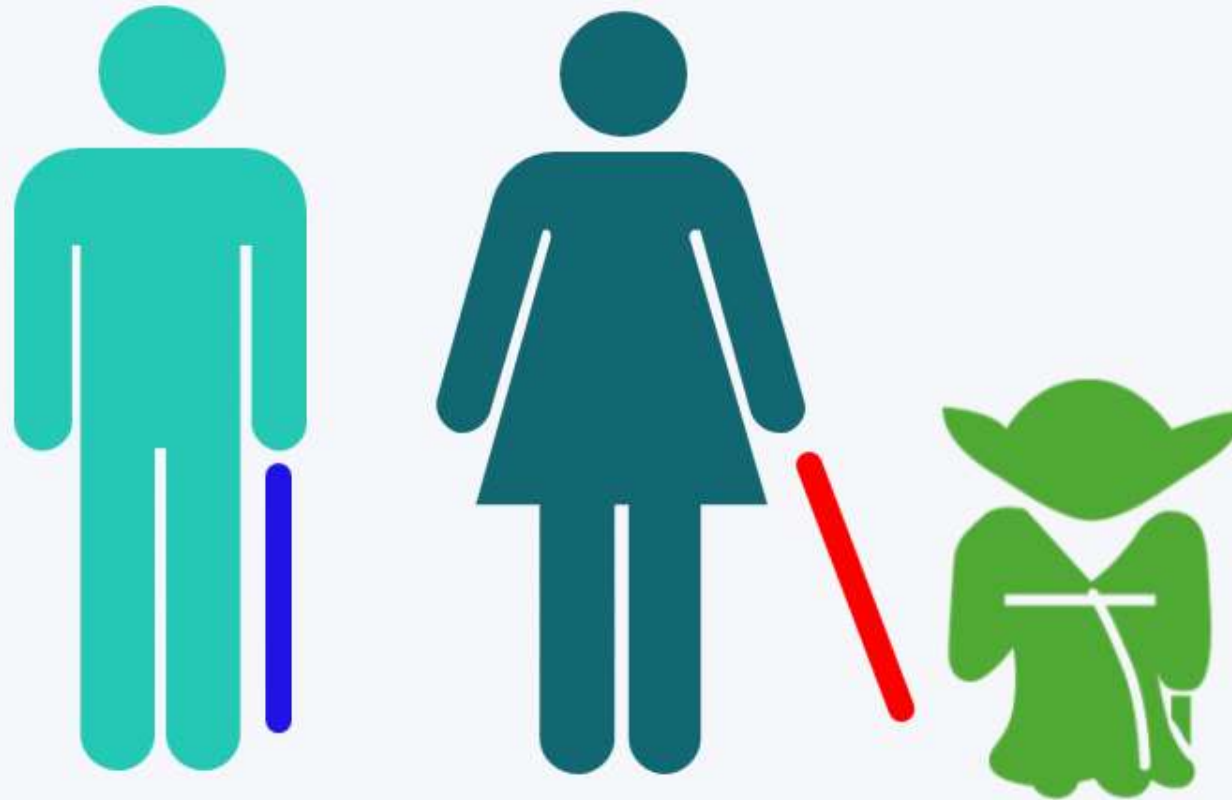
POOR SHAPING SKILLS ON THE PART OF TRAINER



# The Motivating Operation (MO)

The motivating operation is one of the most critical principals to consider.

If you can master the concept of the MO, you will become a master of taking advantage of and creating motivational situations for your students.







- 
- A reinforcer is only a reinforcer if it's related to what the person wants at any given time.
  - Most things that can serve as reinforcers are not always serving as reinforcers.
  - A motivating operation increases the reinforcing effectiveness of a given stimulus, and increases the likelihood you will behave in ways which resulted in you getting that stimulus in the past.

# THE MOTIVATING OPERATION

In simpler terms, an MO makes you:



Want something



Behave in ways to get it.

Is pizza reinforcing?



What would you do if you wanted pizza?



What would you do if you just had 6 pieces?

# Example

...

## MO → You eat salty pretzels

Reinforcer (What is now valuable that was not valuable before)

- Water
- Juice
- Beer
- Etc.

Behavior Evoked:



Go to the  
refrigerator



Go to the  
sink



Flag down  
the waitress





# Example

## MO → You get out of the shower

Reinforcer (What is now valuable that was not valuable before)

- A towel

Behavior Evoked:



Reach for a  
towel



Look in the  
cabinet



Call for  
someone



# Example

...

MO → You go to your car and it is covered with snow

Reinforcer (What is now valuable that was not valuable before)

- A snow brush

Behavior Evoked:



Look in your  
back seat



Look in  
your trunk



Look in the garage,  
closet, etc.



# Example

MO → A waiter brings you black coffee

Reinforcer (What is now valuable that was not valuable before)

- Sugar
- Cream

Behavior Evoked:



Look around  
the table



Look at the  
next table



Ask the waiter





# Example

MO → Somebody tells you about a ...  
website that you are really  
interested in.

Reinforcer (What is now valuable that  
was not valuable before)

- Paper
- Pencil
- Pen

Behavior Evoked:



Look in your  
pocket



Look in  
your purse



Ask  
someone



What is critical here is that all of these items are only reinforcing under certain conditions.



Would you work now for a  
towel?



A pack of sugar?



# The Motivating Operation (MO)

The MO is really just a more technical, specific and useful way to talk about motivation.

If you look at motivation as an internal process it is easy to get lost.

If you look at the environmental factors you can capture and manipulate them to your advantage (to the student's advantage)



# Contriving and Capturing MO's to Teach the Mand



Not only is the notion of the MO relevant to all teaching, it is particularly relevant to the mand.



By definition the mand is a type of verbal relation where the form of the response is controlled by a motivational variable (MO) and the consequence for the mand is specific reinforcement related to the motivation.



**MO**

You have not had anything to  
drink for 6 hours



**Response**

You say "water please"




**Specific Reinforcement**

You get water

*We like to start with mand training because it is the only form of language that directly  
benefits the speaker (the child).*





**The mand is the first type of communication that humans naturally acquire.**

*Most of an infant's first forms of language are mands for reinforcers that are caused by different types of motivation.*

*By developing a mand repertoire first, it will be easier to develop all of the other types of verbal behavior such as tacts, receptive responding, and intraverbals.*





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**In addition,** teaching the mand repertoire teaches the learner that verbal behavior is valuable.

When the child sees the teacher he will be more likely to approach this person because it results in an opportunity to mand.

Mand training is likely to replace many problem behaviors.

# Teaching the Mand

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Sources of control for a sign mand



MO (Motivation)



Physical (physical prompt to make the sign)



The presence of the item (e.g. hold up candy)



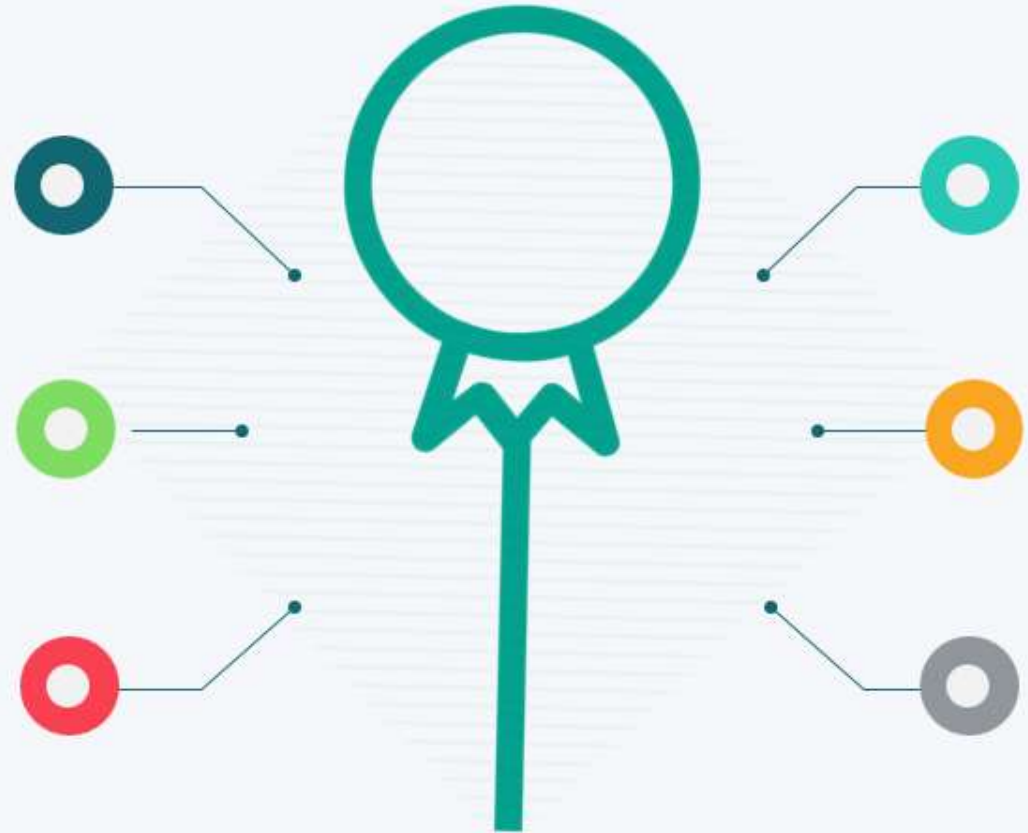
Echoic ("candy")



Imitation (demonstration)



Intraverbal ("What do you want?")



# TEACHING THE MAND



## In the beginning,

the response most likely will be multiply controlled. That is, the child signs candy because of any one of or a combination of the following:

- He is physically guided (and/or)
- He is imitating the therapists sign
- He sees the candy
- He hears the vocal "candy" by the therapist
- He hears "what do you want?"
- He is motivated for candy



# TEACHING THE MAND



These are all good sources of control or prompts to **initially** get the response to occur.

However, eventually all but one need to be faded until the child is signing only because he "**wants**" the item (or action).

- He doesn't **need** to be asked what he wants (although that can be useful)
- He doesn't **need** to see the item (although that is ok)
- He doesn't **need** to be told or shown what to sign (this is a **must** fade)
- He doesn't **need** physical guidance to sign (a **must** fade)



# Ask yourself: “Why is my student signing candy?”

...



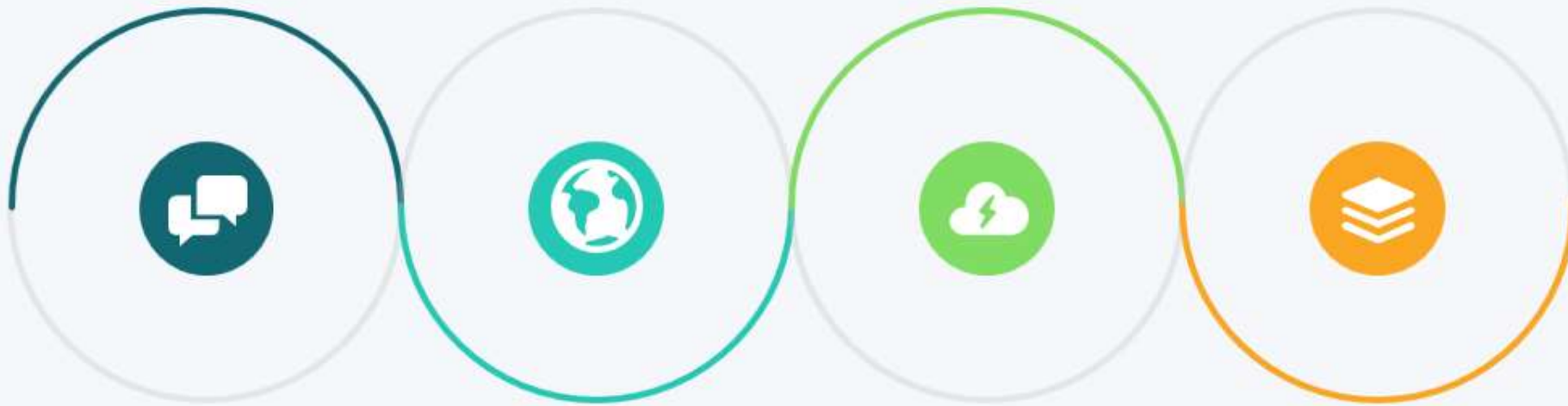
- 1 Because he imitated the sign?
- 2 Because you guided his hands?
- 3 Because you said “candy”?
- 4 Because you held up candy
- 5 Because you said “What do you want?”

*These are all additional sources of control that need to be faded until the response occurs as a result of the MO alone.*

# CONTRIVING & CAPTURING MO'S TO TEACH THE MAND

*Regardless of where you are with your child or the students you are working with, if the child is not manding hundreds of times per day under various motivational conditions with various response forms, then mand training will most likely need to be a primary target.*

# MAND ANALYSIS



If you do an analysis of mands you will find that they comprise a large part of our **verbal behavior**. They occur across many **settings** and **conditions** and are of various **types**.

# Types of Mands



## **MANDS FOR ACTION:**

Jump, stand, open, push, stop, go



## **GENERAL MANDS FOR HUMAN CONTACT OR TO INTERVENE FOR A SPECIFIC PURPOSE:**

Look...tap arm...raise hand...state name ("Mom", "Bob") look at me...watch me... listen to me



## **MANDS FOR THE REMOVAL OF AN AVERSIVE:**

Go away...don't...stop...give that back...leave me alone...take it...help



## **MANDS FOR MOVING PHYSICAL OBJECTS TO OR FROM SPECIFIC LOCATIONS (PREPOSITIONS):**

"I want the one on top of the shelf:..."put it in the car"..."give me the one behind the door"..."put it under the tray"



# Types of Mands



## **MANDS FOR ADVERBS:**

"Run faster" ... "jump high" ... "hit it harder"



## **MANDS FOR PRONOUNS:**

"my turn" ... "you do it" ... "give it to me"



## **MANDS FOR INFORMATION:**

"what is that?" ... "who is that?" ... "where are my shoes?" ... "what's in the box?" ... "when are we going?" ... "How did you do that?" ... "Why did you do that?"



## **MANDS FOR PERMISSION**

"can I?" ... "may I?" ...



Once you have several mands it is important to set up the environment to promote mand usage.





# Where is my Motivation?

- Much mand training can be conducted by manipulating or capturing the MO.
- There are two ways to use the MO to make the child motivated to engage in a language trial.



# Capturing the MO



## Capturing

- Once you master the concept of the MO you will learn to be an effective observer of your child. You will learn to recognize that situations occur throughout the day where the child has an EO for something.
- For example, you see the child reaching for or pointing to the cupboard, the toy closet, the video shelf. Right there, the child is telling you that he is motivated for something (there is an MO).
- This is the perfect chance to conduct a mand trial.

# Contriving the MO



## Contrive

- Capturing MOs offer great opportunities but they don't occur frequent enough to really get in enough mand trials.
- Contriving MOs may allow for more frequent training trials, as well as provide opportunities for a greater variety of mands.
- This takes a little thought, but once you get the hang of it and practice it the idea will flow.

# Contrived Mand Examples



Stopping a child when swinging



Giving the child DVD player without a DVD



Giving the child Mr. Potato head with no eyes



Giving the child a juice box with no straw



Ask the child to draw a picture with no crayon



Give hotdog with no condiments

# Contrived Mand Examples



Give the child a puzzle with a piece missing



Tell child to brush teeth but toothbrush is missing



Bed has pillow missing



Give the child an un-inflated balloon



# MAND CHAINS



*Start as a backwards chain*



Require shoes  
before outside

Inside behind  
door

A few feet  
from swing

Child in front  
of swing

Child mands  
"shoes" and gets  
shoes

Child mands "open"  
and the door is  
opened

Child mands "walk"  
and walks to swing

Child mands  
"swing" and gets  
swing

# MAND CHAINS



*Example 2*



# MANDING DURING NATURAL EVENTS

## Making a hotdog



What do we need to do (open)



What do we need? (hotdogs)



What do we put the hotdog in (pan)



Where do we get the pan (cupboard)



Now what do we put in the pan? (water)

Repeat with utensils, drink, condiments, etc.

# More Contrived EO Examples

...



Give child a straw  
but no juice box



Give the child a  
juice box but don't  
open it.



Give paper with no  
marker (ask him to  
draw)



Marker with no  
paper



Bowl of ice cream  
with no spoon



Bowl with no ice  
cream (give him  
one spoonful at a  
time & repeat)





# More Contrived EO Examples



Give him a toothbrush but no toothpaste



Set the table with missing plate (cup, fork, spoon, etc.)



Bed has a pillow, missing blanket or sheet



Give cereal without milk



Put needed items out of reach in bedroom or bath



Put desired items in closed see through container



# More Contrived EO Examples

...



Don't get out of the  
care at McDonald's



Tell child to get in  
the car but it is  
locked



Dip the bubble  
wand but don't  
blow



Put toys in high  
places



Give him a locked  
box with no key  
(toy inside)



Peanut butter  
without a knife





# More Contrived EO Examples



Peanut butter and  
jelly with no bread



Bread...no peanut  
butter and jelly



Chip, no drink



Computer with no  
mouse



TV with no remote  
control



Game gear with no  
batteries



# MOs for Action

...



Stand in front of  
the door without  
opening it



Sit in the car  
without starting it



Tickle and stop



In store (or anywhere,  
reinforcing) pause from  
time to time while  
walking



Turn off the water  
periodically when  
filling the tub



Push child in a  
swing, wagon,  
etc.... And stop



Play jump games  
then stop....jump



Socks are wet....off



Mud on  
hands....water,  
towel



Friends outside....  
Shoes, coat



# Issues to Consider when Picking the First Words as Mands



Select words that are for reinforcers (existing motivation). Especially for those reinforcers that adults can easily control the access to and have the ability to use the items as reinforcers.

- Reinforcers that are consumable (food or drink)
- Reinforcers that easily allow for short duration of contact (bubbles or tickles)
- Reinforcers that are relatively easy to remove from the student (music or video)
- Reinforcers that can be delivered on multiple occasions (e.g., small candies, sips of juice, a small piece of cookie)
- Reinforcers that always seem strong (stim toy or outside)

# Issues to Consider when Picking the First Words as Mands



For vocal children, start with words that involve a relatively short and easy response.

For signing children, start with words that are iconic, that is the signs look like the object (ball or book)

Select words that are salient and relevant to the child in his daily life and are heard many times (ball may be heard more often than elephant).

Select items that all trainers can agree upon naming.

# Issues to Consider when Picking the First Words as Mands



Avoid selecting words or signs that sound or look alike (e.g. the sign for eat and drink are very similar).

Avoid words and signs that might have a negative or aversive history (bed, toilet, no)

Select a set of words that will eventually be associated with a variety of motivators. For example, don't select all foods as the first set of mands or progress will stop when the child is not hungry.



# FOCUSING ON ONE CATEGORY



- Be careful about teaching too many signs in one category.
- If a child has 50 signs and 30 of them are animals, that likely won't be very useful. Don't teach signs that are not likely to be used.
- How important is it for a child with 20 signs or words to be able to tact goat?
- I see kids who can label 30 animals but can't ask for shoes, socks, toys, tickles, fun activities, etc.





# TEACHING THE TACT

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Using a sign to teach a tact is done the same way you would teach a mand except the controlling stimulus is the item or picture rather than an MO to receive the item.

# TEACHING THE TACT

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Using sign to teach a tact is done the same way as with a vocal tact.

However, you have the added advantage of a physical prompt.



# Prompts Include:

...

- The nonverbal stimulus (the object or event)
- Physical
- Imitation
- Intraverbal (“what is it?” or “sign cat”)



# TEACHING THE INTRAVERBAL

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- Using a sign to teach an intraverbal is also similar to teaching a sign tact or a vocal intraverbal
- With intraverbals you have the added advantage of a tact prompt
- Teaching intraverbal. The sign is equivalent to the vocal.
- You can say "you sleep in a \_\_\_\_" and the child can sign bed.



# Prompts Include:

...

- The verbal stimulus (e.g., "You sleep in a \_\_\_\_\_")
- Physical
- Imitation
- Tact

# Can children with autism sign?

- What about poor motor coordination?
- Poor hand eye coordination?
- Auditory processing delay?
- Problems with fine motor?
- Etc.


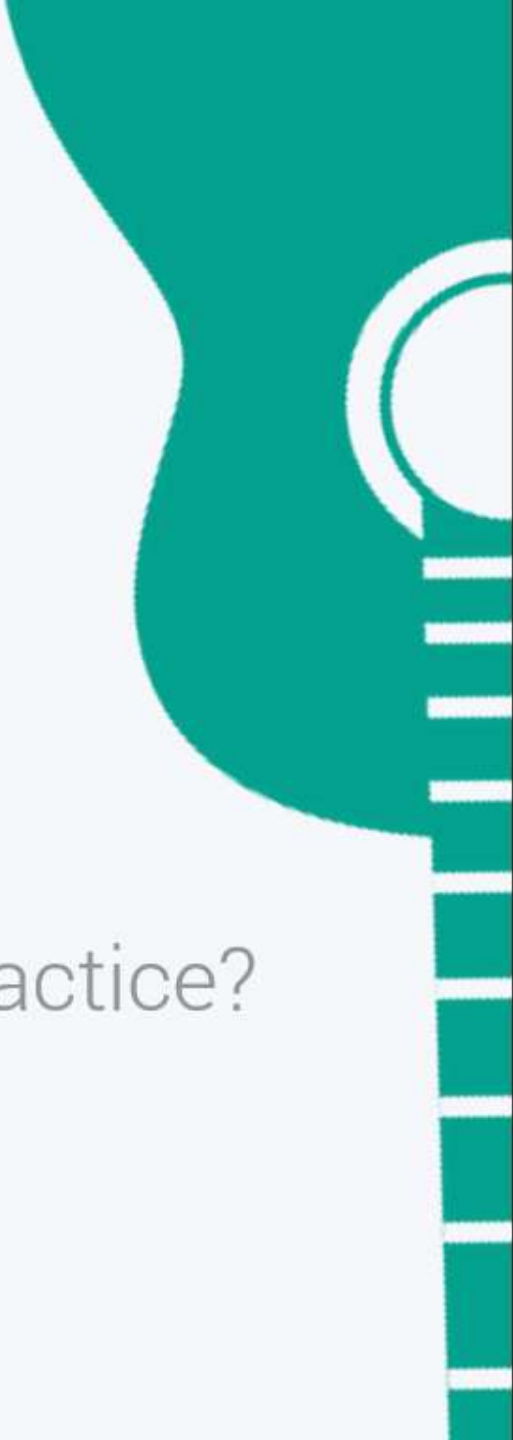
We say it is hard for our kids to move their muscles in a way to make signs.

**But isn't it also hard for adults or typical kids to learn how to play guitar or piano?**

- ♥ How do you get your fingers to move that way?
- ♥ It takes a lot of practice.

**With some kids, teaching them how to work their muscles to make signs and to perform other gross and fine motor activities may be like teaching a typical child to play piano or violin.**



- 
- 
- Is it easy?
    - Not really
  - Is it possible?
    - In many cases it is.
  - Does it take a lot of work and practice?
    - Absolutely.



- How many hours per day does it take to be good?
  - Many
- How many hours did it take Eric Clapton to learn how to play like he does?
- How many hours a day do our kids get to practice fine and gross motor skills (in a systematic fashion like one would learn how to play piano)?
  - Probably not enough.

# Why?

Because it is often thought that they can't do it.

# Further,

Since they “don’t have what it takes”, alternative, less useful ways of teaching are substituted.

Often the strengths of the child are emphasized to the point where the weaknesses are abandoned prematurely.

# Getting Better Motor Responding



## Practice

### Break it down

- Teach the components
- Strengthen the foundation

### Practice with physical prompts

- The student may benefit from more physical guidance to help teach the muscles how to move the right way.



# Getting Better Motor Responding



Find other ways to get the response you are looking for then transfer/fade.

- E.g. putting a cylinder shaped block in the student's hand may help him close his fist
- Taping two fingers on the table is easier than holding two fingers in the air.
- Grabbing a broom stick to get the students arms up/out

Prompt from behind

Video Modeling

## OT exercises

- Pulling tokens out of play dough
- Picking up chips
- Stringing beads
- Clothespins
- Etc.

## Fine motor activities

- Puzzles
- Form boxes
- Cutting
- Keyboard
- Mouse click



Getting Better Motor  
Responding

# Getting Better Motor Responding

...

Many different ways to prompt.

- Some mass trials are ok

Shaping

Demonstrate shaping exercise

# Can you combine systems?

- Some suggest you can't or shouldn't.
- However, you can if it is done systematically and one system is the main system.
- We all use both systems. Primarily we are talkers (topography based system) but often we look at menus.



# Can you combine systems?

- You can teach some signs that will lead to specific choice options much like teaching to ask for a menu.
- For example, there may be a particular box that contains many items that the child finds reinforcing.



The items are not yet taught as specific mands.

- Either because there are too many to teach at once or they change too frequently.
- By the time you teach the mand, the toy is no longer a favorite and is replaced by another one.



In this case, we might teach the child to sign something like “box” as a way to gain access to the grab bag of items.

- At least one of which is most likely going to currently be reinforcing.



We may also teach a sign for a specific shelf or closet that contains a variety of items that have not yet been taught specifically.



- If one is repeatedly selected, we would teach a sign for it.
- We would also say and sign the item (if we have the sign) and perhaps do an echoic or sign prompt while we are delivering the choice.







easel



ball bounce



knot ball



guitar



phone



fridge magnets



blocks



markers



big wheel



math desk



puzzle



ball maze



push n pop



etch-a-sketch



color sorter



basketball



cassette recorder



skittles



chanukah set



lacing shoe

The child could also sign for a menu of activities that are not yet learned as signs.

This way, the kids learn that if they have the specific sign, they will use it. If not, they can sign for some choice options.



ball bounce

knot ball

guitar



phone



fridge magnets



blocks



big wheel



puzzle



ball maze



push n pop



etch-a-sketch



color sorter



basketball



cassette recorder



chanukah set



lacing shoe

Once the child learns the specific sign, then the sign for the choice options (e.g. box of toys, dessert menu) they will most likely discard the general sign.

Why would we go through the trouble of asking for a menu if we know we want the filet, loaded mashed potatoes, green beans and house salad with ranch?

Do you need to look at the menu in order to select Pepsi or Tea?



# How to add selection systems later for non signing audiences.

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Teach the student to discriminate

# SIGNS FOR STUDENTS WHO ARE FLUENT AT PECS

...



Why not?



Don't take away the PECS



Simply try teaching a few mand signs for most preferred reinforcers



Typically once the students learns a sign he will use the sign rather than flip through the PECS book.



If they don't have a sign they will use the PECS





- If I know what I want, I am going to ask for it before I will ask for a menu.
- If I am not sure what is offered, I will look at a menu.
- If I can't pronounce the food I think I want, I will ask for a menu and point to the selection (to save embarrassment).

Why stand in the ticket line if you can get  
on the ride for free?





# THANK YOU



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