

# THE ANTECEDENT, BEHAVIOR AND CONSEQUENCE MODEL

**LILE Ramona, PANTEA Vasile Voicu**  
Universitatea „Aurel Vlaicu” din Arad  
[ramonalile@yahoo.com](mailto:ramonalile@yahoo.com), [miofp75@yahoo.com](mailto:miofp75@yahoo.com)

**Key words:** antecedent, behavior, consequence

## ABSTRACT

The ABC Model, known as the three-term contingency - Antecedent, Behavior and Consequence refers to the fact that every behavior is affected by something that comes before it and by what it produces. Antecedents start behavior. Consequences maintain behavior. The two operating together establish the strongest conditions for individual and business success. The ABC is a chain of interwoven events. Consequences for one action can quickly become an antecedent for another action. This interplay in real time is within moments of one another.

## REFERENCE:

1. **Abrudan Ioan, Gabriela Lobonțiu, Mircea Lobonțiu**, *I.M.M.-urile și managementul lor specific*, Ed. Dacia, Cluj-Napoca, 2003;
2. **Abrudan Ioan**, *Premise și repere ale culturii manageriale românești*, Ed. Dacia, Cluj-Napoca, 1999;
3. **Aubrey C. Daniels, James E. Daniels**, *Performance Management. Changing Behavior That Drives Organizational Effectiveness*, Fourth Edition, Revised, 2006;
4. **Burduș e. (coord)**, *Managementul schimbării organizaționale*, Ed. Economică, București, 2000;
5. **Ionescu GH.Gh., Andrei Toma**, *Cultura organizațională și managementul tranziției*, Ed. Tribuna Economică, București, 2001;
6. **Ionescu Gh.Gh., Emil Cazan, Adina Letiția Negrușă**, *Modelarea și optimizarea deciziilor manageriale*, Ed. Dacia, Cluj-Napoca, 1999;
7. **Ionescu Gh. Gh., Lile R.** *Management general*, Ed UAV, Arad, 2007.