

that you think you can have incentives in the early part of your statement.

What incentives do you offer to the very poor or from a practical point of view, can be offered if money income is not sufficient motivation? You mentioned the taxing power as a way but that in itself is not enough.

Could you give us a more concrete example of the type of incentives that you have in mind?

Dr. BISHOP. Here you are referring to the passage where I indicated that some people may simply have low income by choice. They are not motivated by money income.

Mr. ROOSEVELT. And we must, therefore, give them different kinds of incentives?

Dr. BISHOP. Yes. I don't know how as a society we can appeal to those people to get more in gear with the market economy, let us say, but I do feel we can do this with their children.

If we can keep their children in school, if we can provide them with some incentives to keep their children in school, I think in this way we can begin to break out of this thing.

The other way that I would think that we could begin to attack this particular problem is through community actions. Community actions are important in our society in setting other certain norms.

We all live in accordance with certain norms of behavior and, I believe, through community action, we can develop a spirit of responsibility to help people to make a greater contribution in this way.

Mr. ROOSEVELT. Titles I and II now are aimed at that specific thing.

Dr. BISHOP. That is right.

Mr. BELL. Will you yield?

Mr. ROOSEVELT. I yield to the gentleman from California.

Mr. BELL. Dr. Bishop, if you are speaking of these people who aren't motivated, as you say, for more income, what kind of people are you talking about? Are you talking about people who just don't want—is that a nice way of saying that people just don't want to work?

Dr. BISHOP. Some people would rather fish and hunt.

Mr. BELL. No matter what you do, you can lead them to water, but they won't drink.

Dr. BISHOP. That is right. However, let me say this: I do not believe that this particular problem is nearly so important as some people attach to it in our society.

Mr. BELL. Don't you think there is a very small percentage of such people?

Dr. BISHOP. It has been our experience, at least in working with low-income people, especially in the mountain region, that once they see what kinds of opportunities exist, they are rather eager to take advantage of them.

It is hard to separate out in behavioral problems actions which are based on lack of information, where people didn't know what they could do, didn't know what they could produce, didn't know where they could sell it, these kinds of things, from the desire just to go fishing.

Mr. BELL. This kind of goes to a very important part there, this philosophical thing. I have heard many, many people say, "You give