MASTERING MOTIVATION

What is Motivation?
- The general desire or willingness of someone to do something.
- The reason(s) one has for acting or behaving in a particular way.
- Something that <u>moves</u> a person to action.
  - Note: it is largely based on individual needs and perception.

Eight Reasons We Can All Lose Motivation

1. _____

   ☐ Everyone needs a target. Is your *why* truly intrinsic?

2. _____

   ☐ Past does not predict future. Are you part of the problem?

3. _____

   ☐ Motivation is like the weather. Do you expect it to always be high?

4. _____

   ☐ Beliefs influence our actions. Do you think you can do it?

5. _____

   ☐ Plan your execution, execute your plan. How will I achieve my outcome?

6. _____

   ☐ Design issue, not a person issue. How can you reduce the costs?

7. _____

   ☐ To-do list and memory list. What is the number one thing on the list?

8. _____

   ☐ Reduce fear and remove the pride. Who can support you?

REFLECT: which <u>one</u> of these reasons impedes your motivation? What action can you (will you) do differently to keep motivation high?

Two Different Types of Motivation
a. <u>Intrinsic</u> - the behavior is motivated by an internal longing to do something. For example, to make difference in others lives or exercise to decrease anxiety
   ○ **Autonomy** - the urge to direct your own life
   ○ **Mastery** - the desire to get better at something that matters to you
   ○ **Purpose** - the impulse work towards something greater than yourself
b. <u>Extrinsic</u> - the behavior is motivated by an external factor that drives someone to do something in the hope of receiving a <u>reward or to avoid a less positive outcome.</u> For example, studying hard to earn a good grade or exercising to tone your body.

Predictors of Motivation

Interest and Enjoyment: Will it be fun?
Perceived Choice: Did you decide?
Perceived Competence: What is your skill level?
Pressure and Tension: How hard will it be?
Value and Usefulness: Does this behavior have value?
Effort: How much effort will it require?

Motivation Planning
Assess your new behaviors before you begin the behaviors

Drive Factor	IE	PC	PCE	PT	VU	E
Assessment						
New Behavior/Goal:						