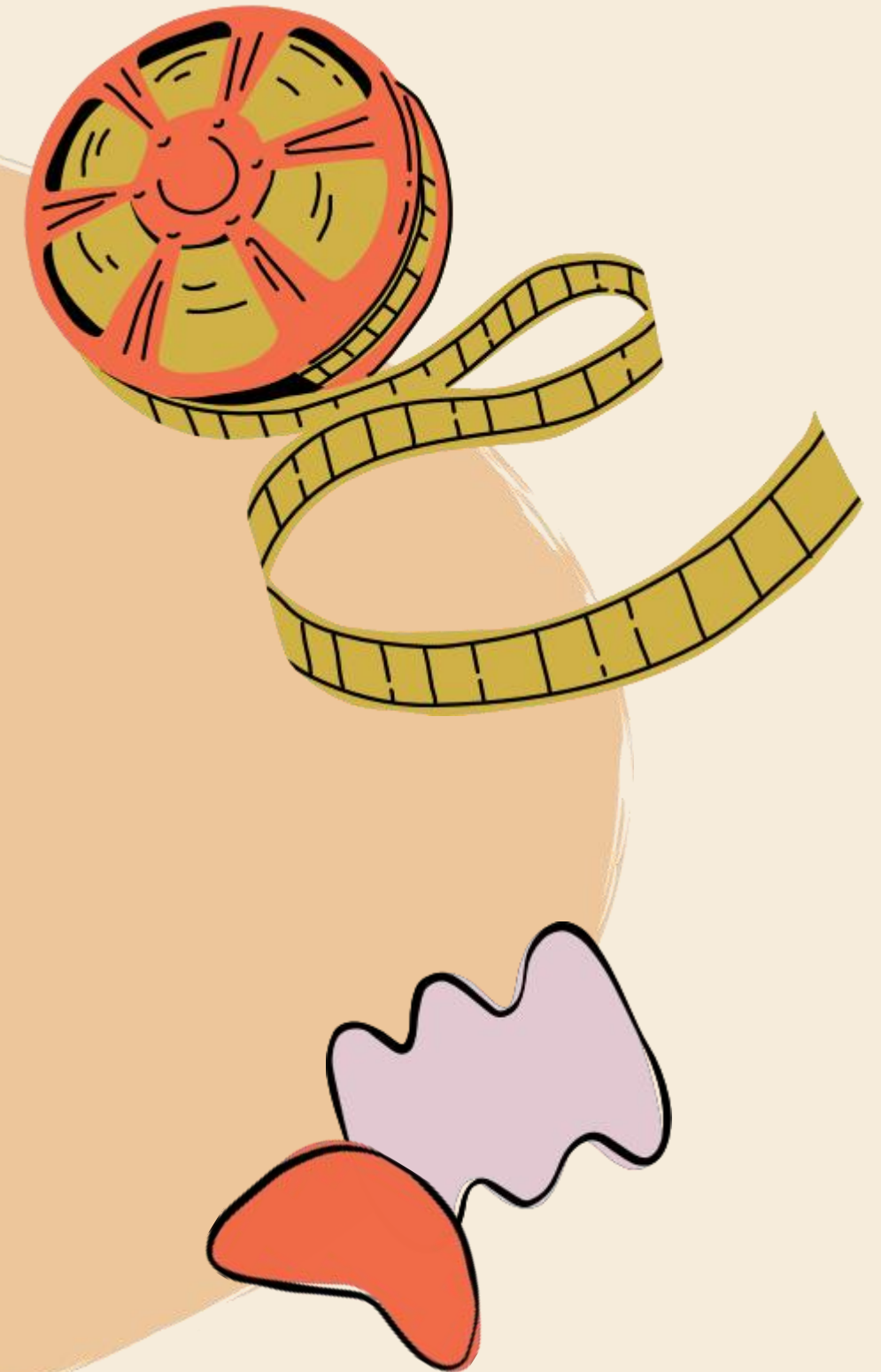
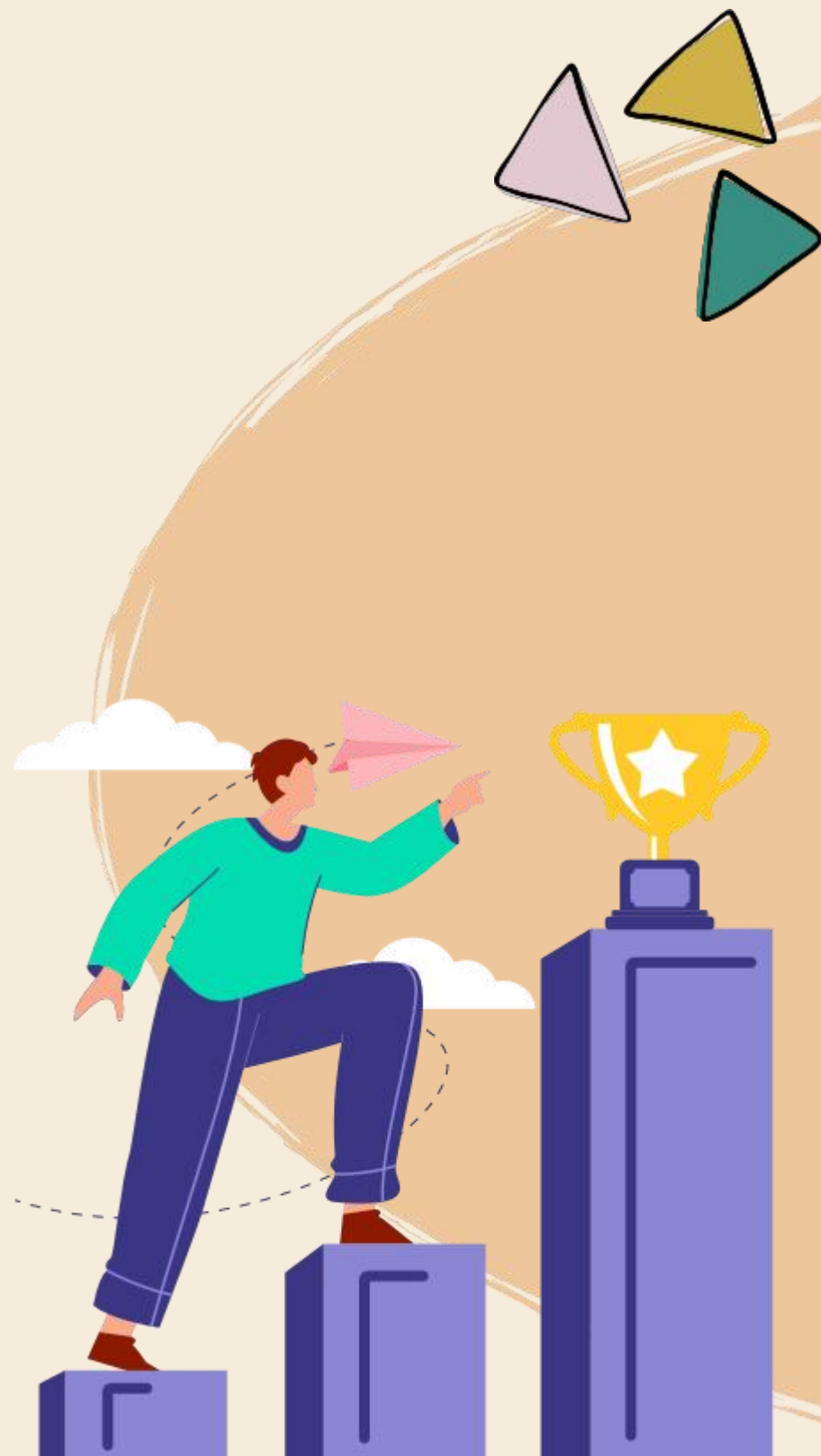


MOTIVATION

*Motivation: The Key to Taking
Action and Achieving Success*



Today, we'll learn about:



“
What is Motivation
and its importance.
”

“
Two Types of
Motivation
”

“
Four Stages from
Motivation to
Demotivation
”

“
Factors of
Motivation and
Demotivation
”



What is Motivation?



- Motivation is the driving force that encourages action and inspires change. It has the power to persuade, convince, and propel individuals toward success.
- Coming from a desire to achieve, motivation brings excitement and fulfillment to life, while its absence can lead to imbalance and lack of enjoyment.

Why is Motivation important?



- **Helps You Take Action –**
Motivation gives you the push to start and keep going, so you don't get stuck or give up.
- **Keeps You Going Through Hard Times –** It helps you stay strong and not quit, even when things get tough.
- **Helps You Grow and Succeed –** With motivation, you keep learning, improving, and reaching your goals.

TWO TYPES OF MOTIVATION

EXTERNAL MOTIVATION

External motivation comes from outside, such as money, societal approval, fame or fear.

INTERNAL MOTIVATION

Internal motivation is the inner gratification, not for success or winning, but for the fulfilment that comes from having done it.

TWO TYPES OF EXTERNAL MOTIVATION

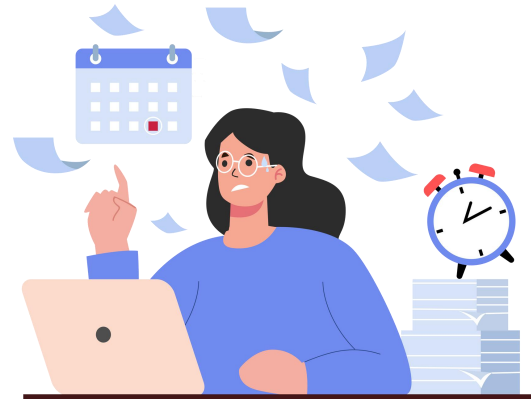
FEAR MOTIVATION

Fear motivation is a type of external motivation that compels individuals to take action due to the fear of negative consequences, such as punishment, job loss, or reprimands.

INCENTIVE MOTIVATION

Incentive motivation is an external form of motivation driven by rewards such as money, bonuses, commissions, or recognition. People are motivated to achieve goals because of the tangible benefits they receive in return.

FOUR STAGES OF MOTIVATION TO DEMOTIVATION



1. Motivated Ineffective

Meaning: Someone who really wants to do something but can't do it well. They try hard, but the results aren't good.



2. Motivated Effective

Meaning: Someone who wants to succeed and also does well. They work hard and get good results.



3. Demotivated Effective

Meaning: Someone who doesn't feel motivated but still does their job well. Even though they're not excited, they can still do good work.



4. Demotivated Ineffective

Meaning: Someone who doesn't feel motivated and also doesn't do their job well. They don't try or can't do things right.

FACTORS OF MOTIVATION AND DEMOTIVATION

MOTIVATION



Some of the motivating factors are:

- Give recognition
- Give respect
- Make work interesting
- Be a good listener
- Throw a challenge
- Help but don't do for others what they should do for themselves

DEMOTIVATION



Some of the demotivating factors are:

- Failure or fear of failure
- Public humiliation
- Low self-esteem
- Negative self-talk
- Unfair treatment

END OF SLIDE.
THANKYOU!

