

VIDEO	AUDIO
<p>We open to a slow pan across an empty classroom. The title opens fades in on the screen as the pan slowly continues across the room. It reads "Expectancy". Eventually the pan reaches a man sitting in a chair. The pan stops when he reaches the centre of the frame. The man is looking off into space, but turns to face the camera when the title fades out.</p> <p>Cut to a close-up of Vroom.</p> <p>Vroom stares intensely at the camera for a few seconds</p> <p>Cut back to previous framing</p> <p>Cut to a long shot of Vroom still sitting alone in the room. The words "Expectancy theory of Motivation" appear on screen in colourful text.</p> <p>Vroom looks away from the camera.</p> <p>CLOSE UP: Low angle. Vroom looks at the floor quickly and his eyes widen. He whispers quietly.</p> <p>Cut back to a mid-shot of Vroom in his chair</p> <p>We cut to a close-up of Vroom with space on the right of the frame for diagrams.</p>	<p><u>VROOM</u> Oh hello there. I'm Victor H Vroom.</p> <p><u>VROOM</u> And no I didn't invent the car.</p> <p><u>VROOM</u> I am, however, the originator of the Expectancy theory of Motivation</p> <p>Party horn sound effect plays.</p> <p><u>RANDOM VOICE</u> Boring.</p> <p><u>VROOM</u> Actually it's pretty interesting... and my life's work.</p> <p><u>VROOM</u> I'm not boring.</p> <p><u>VROOM</u> Allow me to explain what it is.</p> <p><u>VROOM</u> My theory of expectancy suggests that an individual can be motivated to act and behave in a certain manner due to what they expect the outcome of that selected behavior to be. I've broken it down into three parts. Expectancy, Instrumentality and Valence.</p>

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<p>A diagram showing the three parts appears on screen next to Vroom.</p> <p>We cut to a wide shot of two desks and Vroom. Two men are behind the desks, both are scribbling on notepads and look busy.</p> <p>Cut to a close-up of Subject A. He looks up from his work and faces the camera.</p> <p>Subject A slowly turns his head back down to his desk but doesn't continue working and is clearly staring off into space.</p> <p>Cut to a close-up of Subject B. He also looks up from his work.</p>	<p><u>VROOM</u> Expectancy is the individuals belief that effort will lead to an acceptable performance. Instrumentality is the individuals belief that an acceptable performance will lead to the desired outcome, and Valence is the individual's held value of the reward. These are the three ingredients of motivation. Now lets see it in action.</p> <p><u>VROOM</u> Here we have two subjects, one is an office worker looking for a raise and the other is a care-free student we can see how my theory works through both these subjects.</p> <p><u>SUBJECT A</u> I am very motivated in my job. My boss is offering a raise for whoever reaches their quota fastest this week. I believe putting effort into my work will lead to me reaching my quota quickly which in turn can lead me to gaining that promotion, which I value highly as I am going to need all the money I can get for a divorce attorney when my wife leaves me for her younger, more handsome yoga instructor who she has been cheating on me with for the last 3 months.</p> <p><u>VROOM(V.O.)</u> Subject A clearly follows my theory closely. Lets check out our other subject.</p> <p><u>SUBJECT B</u> I am not motivated. My Dad has already promised me a well paying job once I leave school, no matter my grades, so I don't see the point in trying. Fuck school.</p>

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<p>Subject B flips the table he was working on while screaming. We cut back to the previous wide shot. Subject A now has his head in his hands and is crying. Subject B is now just standing and looking around awkwardly, he slowly begins picking up the paper from the desk. Vroom is now facing the pair but turns back to face the camera</p> <p>Vroom's smile quickly turns to a frown before the camera cuts to black.</p>	<p><u>VROOM</u></p> <p>Subject B doesn't follow the theory as neatly. Without motivation he will have no desire to put effort into working well. However, hopefully you have managed to learn something today which has motivated you to work hard.</p> <p><u>RANDOM VOICE</u></p> <p>Nerd.</p>