**The surprising truth about what motivates us**

**Vocabulary: Find synonyms or paraphrase the word**

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| --- | --- |
| 1. freaky 2. reward 3. behaviour 4. to punish 5. to incentivise 6. cognitive 7. to fund 8. to defy | 1. salary 2. issue 3. skilled work 4. insane 5. transcendent 6. unmoored 7. crappy 8. flourishing |

**Questions:**

1. What was the result of the test done by the M.I.T (Massachusetts Institute of Technology)
2. Who funded the test?
3. Where did they repeat the test? What was the result then?
4. What is a fact about money as a motivator? However, how should money as a motivator be used?
5. What are the factors which lead to better performance and personal satisfaction? Explain them in your own words.
6. Which example is mentioned about?
   1. Autonomy:
   2. Mastery:
   3. Purpose:
7. What happens when the profit motive is unmoored from the purpose motive?
8. When are companies flourishing? Which examples are mentioned?

9. What is your personal experience about motivation in **your** company? (Which things motivate

you and your colleagues in your job/ in school?)

10. What is your opinion on the main message of the movie (high motivation through autonomy,

mastery, purpose)? How can it be guaranteed that employees/ students do the best in their

jobs/ are most motivated?

300 words for questions 9 and 10 (together) to be graded!

Mind your handwriting and spelling!