#### Lets complete a journey together.

# Next step

### Before getting into problems

- Any successful startup is built on recognition of its targeted users problems. We saw 2 nice problems which if be solved together our platform is born.
- We need to introduce a theory before getting into those 2 problems we have targeted to solve: "Motivational Needs Theory". Lets find out what this theory is all about.

### McClelland's Human Motivation Theory

McClelland's Human Motivation Theory focuses on three primary needs that drive human behavior: the need for achievement, the need for affiliation, and the need for power. Individuals with a high need for achievement seek success and set challenging goals. Those with a high need for affiliation value social interaction and teamwork. Individuals with a high need for power desire to influence and control others. Understanding these needs can help in designing effective motivational strategies.

## The problems

# Don't miss a path because you don't know about

• when you find yourself in the first years of your 20's, there's actually hundreds of paths you can spend your life in them. Even often a single goal can be achieved in many ways. This is your life and choice is yours but your decisions are based on your knowledge. It's obvious you will never choose something you haven't heard of! Even if you have an idea about something but haven't experienced yourself you may be loosing a wonderful journey! How do you think about a complete set of roadmaps showing you different ways and their steps and their goals? Thats just a part of our "RoadMaps"!

# keep consistency

Maybe you have experienced this: you start a new learning journey and you feel excited about it at the first few days. But then it turns out you really lack required motivation and passion to keep doing what you were doing. In this situation fighting with yourself may seem to be a solution but it also isn't going to work for too long! Instead of forcing yourself to do something you know is your best but you are not passionated, do a step-back. What if you turn doing it into something delightful?! Based on "Motivational Needs Theory", we have some solutions for you:

- Self development partnership.
- Interactive "Step" overviews.

Follow the details in next slides.

## Self development partner

 find someone who's passionated about what you're working on and help each other.

### Interactive "Step" overview

- Our "RoadMaps" are collections of "Steps". The steps are designed to take you from being a beginner to a pro. But its obviously not possible for us to just say a title! Each step is a collection on its own:
  - 1. A clear title
  - 2. A brief description about the step
  - 3. Its weight which is about its importance in your chosen RoadMap
  - 4. Suggested resources: you can learn the topic with these resources. Based on the topic it can be a high quality YouTube video or a free online book. It covers both comprehensive and brief resources and you can choose what you prefer
  - 5. Laboratory: it may make more sense if that's a technical topic like something in programming. You can find hand-picked, pre answered challenges to practice the topic more and more

## Data analysis

- When you track your progress using our platform, your data helps other people in the network to find you when they need someone with that skills.
- Also it can be used to export a "Resume". If someone's going to hire you, he/she can exactly find out your skills and interests.