


WHAT MOTIVATES **YOU?**



THIS IS WHAT I WILL COVER

- ✓ **Why the interviewer is asking you this question.**
- ✓ **3 IMPORTANT TIPS for answering this interview question to IMPRESS the interviewer!**
- ✓ **3 BRILLIANT ANSWERS!**

Why Is The Interviewer Asking This Question?



1. They want to hear that **your work is important to you.**

2. Those people who have **GOALS** are far more likely to be **HIGH PERFORMERS!**

**“What
Motivates
You?”**

**3 ESSENTIAL TIPS for
answering this question
with confidence**

**TIP #1: DO NOT
say the
following...**

**“Doing a good job for my
employer motivates me!”**



TIP #2: Good things to say that MOTIVATE YOU include:

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- A group of business professionals are seated around a white conference table in a bright, modern office. A man with a beard and short hair is seen from the side, looking towards the center. Behind him, another man and a woman with glasses are partially visible. To the right, a woman with curly hair and glasses is looking down at a document on the table. The background shows large windows with a view of greenery outside. The overall atmosphere is professional and collaborative.
- **Doing a job to a very high standard.**
 - **Supporting other people to achieve their own goals.**
 - **Learning a new skill or improving an existing one.**
 - **Coming up with new and creative ways to help the business grow.**
 - **Analysing complex information to solve problems.**
 - **Working as part of a team to achieve a common goal.**

TIP #3: Talk about how your performance at work is linked to you achieving your goals outside of work!

“If I perform well at work, I will be able to achieve my personal goals!”



Brilliant Answer! #1

**“What Motivates
You?”**

“What Motivates You?”

“Lots of things motivate me because I am currently saving up for a house and if I don’t perform well in my work, I won’t achieve that goal.

I am motivated by learning new skills because that means I am continually improving, and I am not sitting still. I enjoy the thrill of completing challenging tasks when I am under pressure.

I also love giving good service to customers because it makes you feel proud that you’ve made a positive impact on their day.

I’d like to think I am a highly self-motivated person and I never feel unhappy in my work. I believe it’s up to me to make the most out of my time whilst I am at work!”

Brilliant Answer! #2

**“What Motivates
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“What Motivates You?”

“Three things motivate me. The first one is carrying out my work to a high standard and on time. Whilst I am not saying I am a perfectionist; I do genuinely want to do things properly because it makes me feel proud.

The second thing is working as part of a team motivates me. I enjoy collaborating with other people and bouncing ideas around.

I am also motivated by coming up with creative ideas for the team. It's a great feeling when the idea you put forward has a positive impact on the business.”

MANAGEMENT AND LEADERSHIP ROLES!

Brilliant Answer #3

**“What Motivates
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“What Motivates You?”

“As a manager, I am motivated by getting my team to be the best they possibly can be. If I see my team improving, developing and growing collectively, this makes me feel proud.

I am also motivated by difficult and challenging targets. If I have several different goals to work towards, and I feel slightly under pressure, this really motivates me to make sure I am organized, I plan ahead and I meet all challenges head on with passion and determination.”