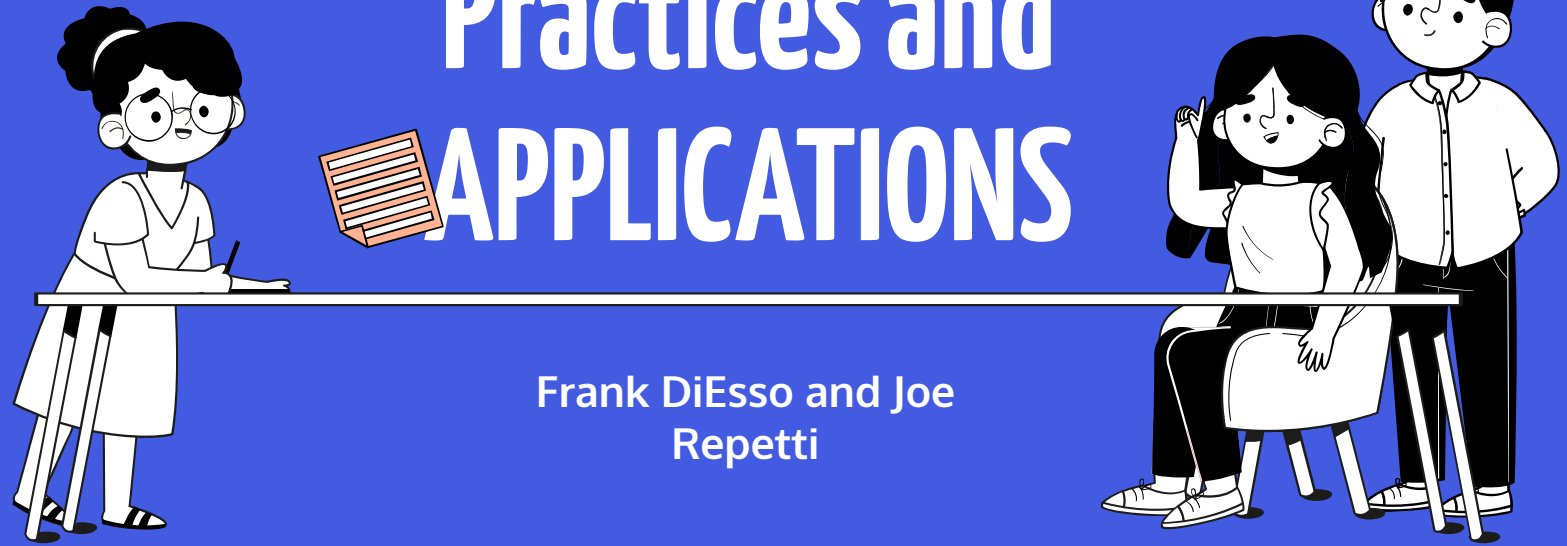
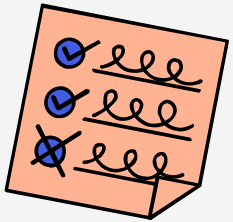
# MOTIVATION FOR Practices and APPLICATIONS



Frank DiEsso and Joe Repetti

# OUR TEAM



## Frank DiEsso

A business administration major (marketing concentration) and innovation & entrepreneurship minor





## Joe Repetti

business administration major (management and organization concentration)

# Contents of Presentation


01 What is and types of Motivation

02 How to improve Motivation

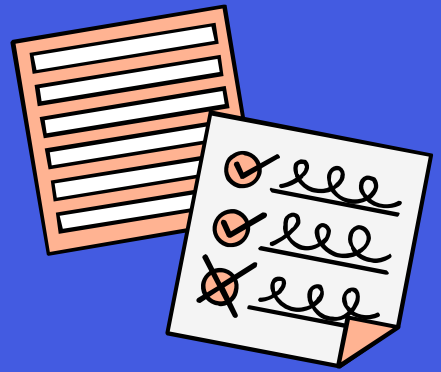
03 Personal Experiences

04 How to be a Good Motivator

01

# What is a time you felt especially Motivated?

Take 30 seconds to discuss with the person next to you



# WHAT IS MOTIVATION?

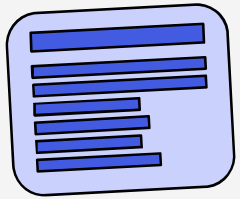
Motivation is a goal-oriented characteristic that helps a person achieve their objectives

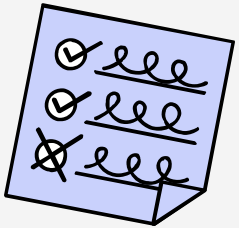


# Types of Motivation

## Intrinsic

Motivation that comes from within, where the individual engages in activities because they find them personally rewarding, enjoyable, or fulfilling.





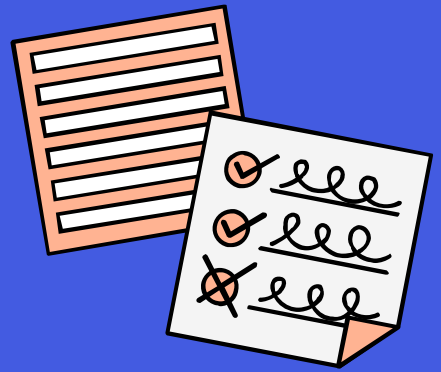
## Extrinsic

Motivation driven by external rewards, such as money, recognition, or avoiding punishment, rather than personal satisfaction or enjoyment of the task.

02

# Give an example of when you are motivated by each

Take 30 seconds with someone else and discuss if you find yourself to be more Intrinsically or Extrinsically motivated?



# WHY IS IT SO IMPORTANT TO BE MOTIVATED?



## Challenges

Overcoming unexpected setbacks and uncertainty requires resilience and adaptability.

## Action

Taking consistent and proactive steps towards goals, such as breaking tasks into manageable parts and regularly reviewing progress, ensures steady advancement and improvement.

## Goals

Set clear, measurable objectives that guide progress toward your vision.

# LEADERSHIP AND MOTIVATION



## Self-confidence

fostering belief in one's abilities to achieve goals and inspire others.



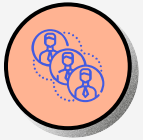
## Self-esteem

creating a strong sense of self-worth and confidence in decision-making.



## Self-discipline

promoting focus, consistency, and the ability to achieve long-term goals despite challenges.



## Job satisfaction

Fostering engagement, commitment, and a positive work environment.



## Work performance

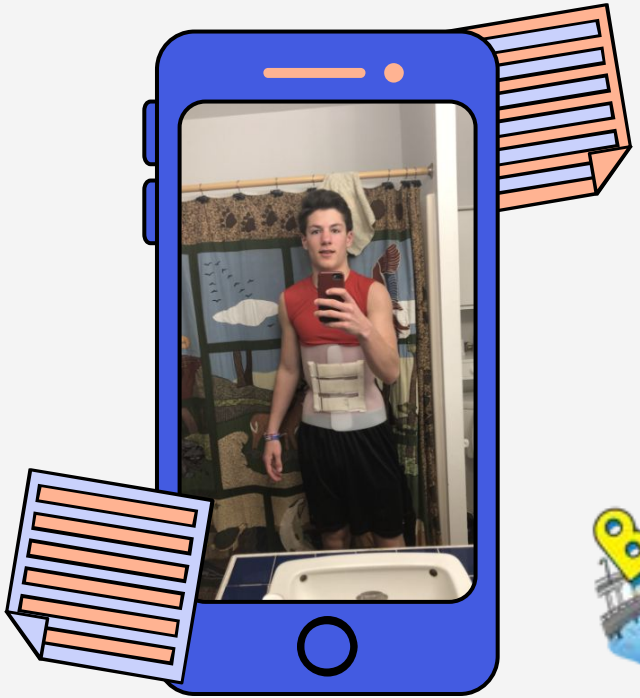
driving productivity, efficiency, and the achievement of goals.



## Employee health

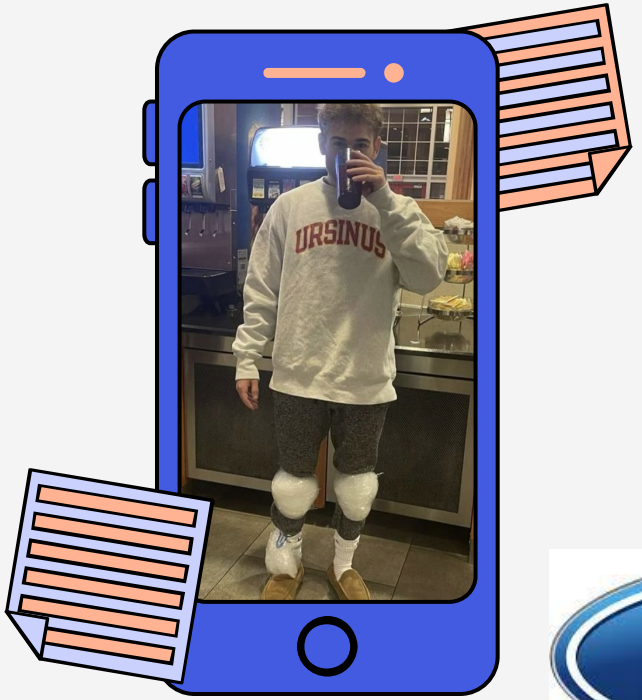
promoting well-being, reducing stress, and increasing overall productivity.

# Joe's Personal Motivational Experience

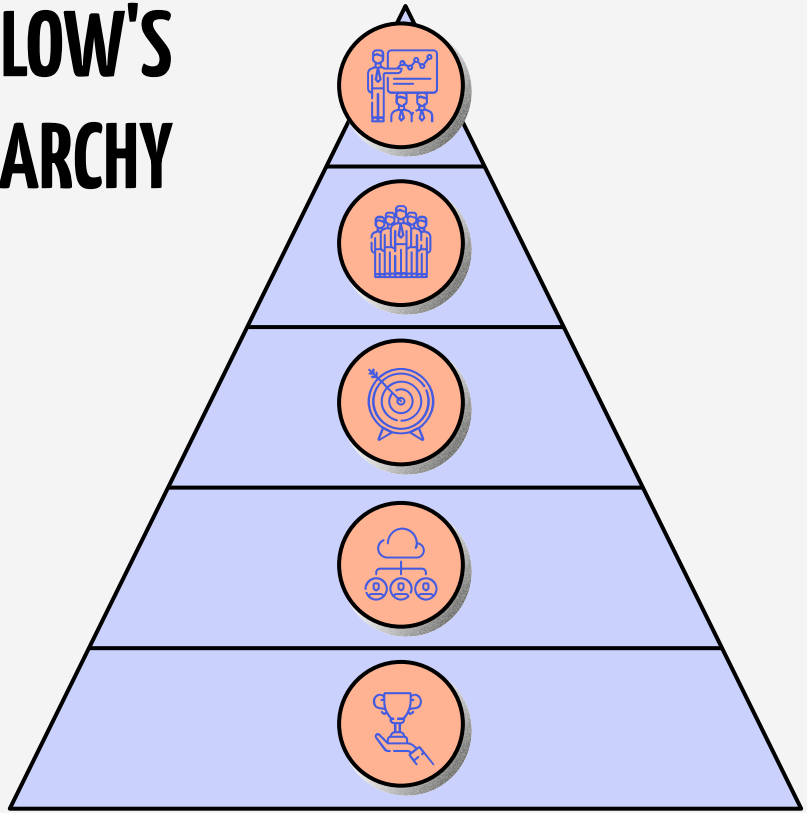


Beesley's Point
Since 1989
SEA-DOO
609-390-1113

# Frank's Personal Motivational Experiences



# MASLOW'S HIERARCHY



## Self actualization needs

Growth, advancement, creativity

## Self esteem needs

Positive self-image, prestige, status

## Social needs

Love, family, friendships

## Safety needs

Security, safety, comfort

## Physiological needs

Food, water, sleep

# Psychological Empowerment



the extent to which someone feels a sense of personal fulfillment and intent when carrying out tasks, along with the belief that their work contributes to some larger purpose.

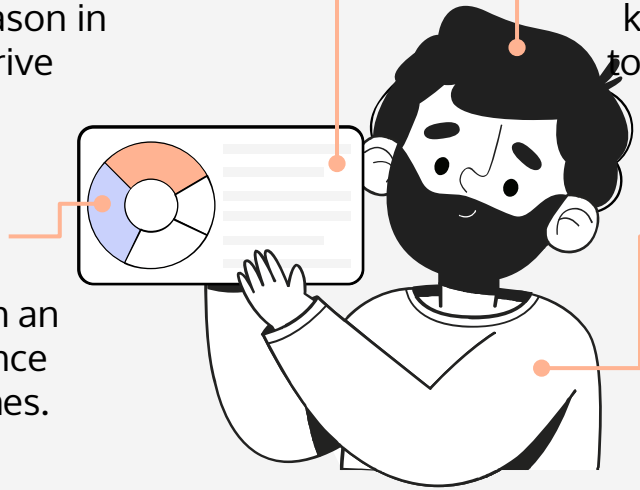
# Psychological Empowerment

## Meaningfulness

having a significant role or reason in your drive

## Self-determination

making use of one's skills, knowledge, and strengths to make choices and initiate work tasks.



## Impact

is the degree to which an individual can influence work-related outcomes.

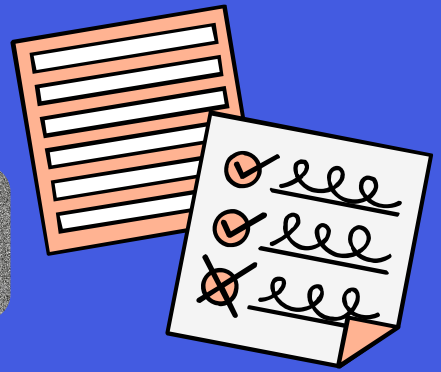
## Competence

the ability to perform work tasks successfully

03

# Role Play!

Activity: Describe briefly a personal situation you were in on a piece of paper in which someone around you needed some type of motivation, but you weren't exactly sure what to do or say





# HOW TO BE A GOOD MOTIVATOR

# Being a good motivator involves understanding people's needs, goals, and weaknesses. Some good motivator attributes include

01

## Belief

showing confidence in their abilities and encouraging them to trust in their potential.

02

## Understanding

understanding others by empathizing with their perspectives, recognizing their challenges, and supporting their unique needs.

03

## Leading by Example

demonstrating the behaviors, work ethic, and attitudes you expect from others to inspire and guide them.

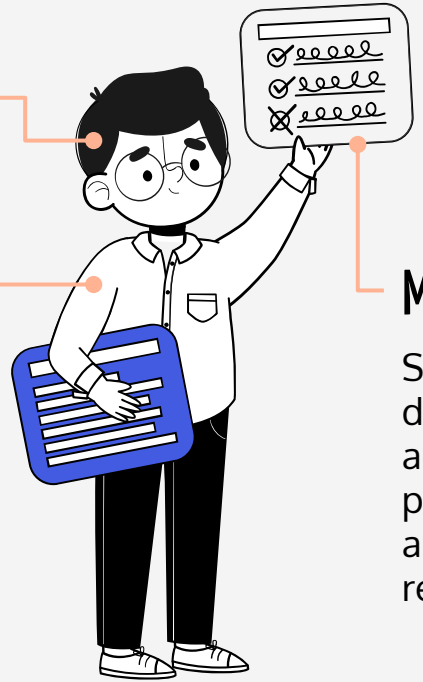
# Theories of motivation

## Self-Determination Theory

Says people are most motivated when they feel autonomous, competent, and connected to others.

## Expectancy Theory

States that motivation is driven by the belief that effort leads to performance, performance leads to rewards, and the rewards are valued.



## McClelland's Theory of Needs

Suggests that motivation is driven by three key needs: achievement (desire to excel), power (desire to influence), and affiliation (desire for relationships).



# Who MOTIVATES YOU? HOW?

04

Free Write and Discuss
with a new partner!

# THANKS

Always remember to be the captain of your own ship!



