

Motivation and Self- Actualisation

1. Brainstorming

- What is Motivation?
- Who is your Motivator?
- What motivated you to be what you are today?

2. Objectives

- To understand the meaning of motivation and self actualization.
- To find out the necessity of motivation for self improvement
- To have a positive thinking which may give birth to right type of motivation.
- To actualize ourselves to the maximum.
- To identify the transformation that takes place.

3. Definition:

Motivation

- ❖ “ Motivation is all about finding out the need inside a person”
- ❖ “ Motivation is the willingness of an individual to do something”

4. DIMENSIONS OF MOTIVATION

✓ 1. **Types of Motivation**

1) **Internal Motivation** : Internal motivation comes from within, such as pride, a sense of achievement, responsibility and belief.

2) **External Motivation** : External motivation comes from outside, such as money, societal approval, fame or fear.

3) **Push and pull Motivation**: Our behavior is energized by certain inner forces called needs or motives , are labeled as push and pull motives.

4) **Personal Motivation** :

5) **Incentive Motivation** : External motivation can also take the form of incentives, bonuses, commission, recognition, etc.,

✓ 2. **Stages of Motivation (The 4 stages from motivation to demotivation)**

1) **Motivated ineffective**

2) **Motivated effective**

3) **Demotivated effective**

4) **Demotivated ineffective**

Demotivating factors

- ❖ Unfair criticism
- ❖ Negative criticism
- ❖ Public humiliation
- ❖ fear of failure
- ❖ Low self esteem
- ❖ Negative self talk
- ❖ Hypocrisy, etc.,

Motivators

- The greatest motivator is belief.
- We have to inculcate in ourselves the belief that we are responsible for our actions and behavior

A few steps to motivate others

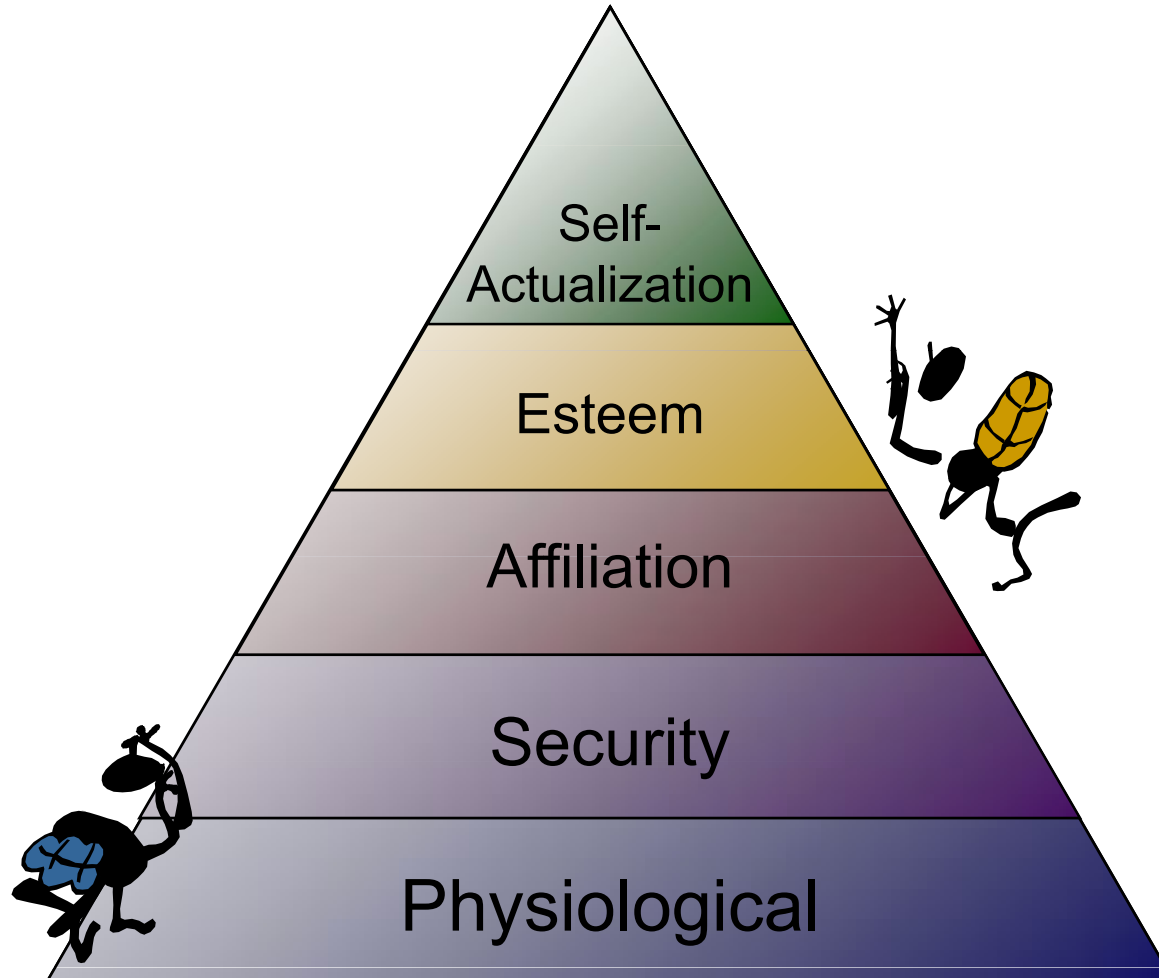
- Give recognition
- Give respect
- Make work interesting
- Be a good listener
- Throw a challenge

1. Needs of Motivation

Maslow's Hierarchy

- Each individual has needs, or feelings of deficiency that drive their behavior
- Once a need is satisfied, then it is no longer motivating
- Needs are in a hierarchy that an individual moves up as they satisfy levels of needs

Maslow's Hierarchy



Levels of Needs

- **Physiological/Survival needs**
 - Food, Clothing, Shelter, Air
- **Security**
 - Feel safe, absence of pain, threat, or illness
- **Affiliation**
 - friendship, company, love, belonging
 - first clear step up from physical needs

Need levels (cont.)

- Esteem Needs

- self-respect, achievement, recognition, prestige
- cues a persons worth

- Self-Actualization

- personal growth, self-fulfillment, realization of full potential
- Where are YOU on the hierarchy???

Types of Needs

- N Achievement-motive to meet some standard of excellence or to compete
- N Affiliation-motive to develop and maintain close and meaningful relationships
- N Power-desire to influence and control others and the environment

5. Activities

□ Analysis through

- ❖ **Case study**
- ❖ **Role Play**
- ❖ **Sharing of ones own experiences**
- ❖ **Related videos**
- ❖ **Group Discussion**

Why is Motivation requires?

- Many Times, in order to survive we have to start a change process.
- And that change process will comes with proper Motivational skill.
- We sometimes need to get rid of old memories, habits and other past traditions.
- Only freed from past burdens, can we take advantage of the present.

6. Outcome of the Unit

- Comes to know the meaning of motivation
- Learns to respond positively to the situation
- finds out the necessity of motivation for self improvement
- Gain confidence
- actualize themselves to the maximum.
- identify the transformation that takes place

7. Life skill Diary

- ✓ Who is your motivator?
- ✓ What is your goal in life?
- ✓ What is the greatest motivator? Is it recognition? Acceptance by those we love?
- ✓ Why we need to be motivated?
- ✓ Do we act mostly from inner forces?
- ✓ Have you ever motivated others?

The End



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