Script:

This morning you all woke up. In fact, I woke up too. We all decided to get out of our warm, comfy blanket and bed, losing that sweet spot you know you’re going to have to find when you go to sleep later on. So, why did you get up? What caused you to get up? After all, you didn’t have to get up. Did something motivate us to get up? How does motivation affect the things we do? What is motivation? (1st slide)

Now, most of you will answer, motivation is motivation! That’s it, case solved. Well, motivation is a little more complicated than that. There is no straight answer to this question. The truth is, there’s over a thousand examples and evidence collected that all show how our understanding of motivation has evolved throughout the years.

In a way, motivation is a tool that we use without knowing. It’s not something you can see, it’s something natural.

The first type of motivation is Achievement Motivation, where a person will do anything they possibly can in order to fulfill their goal. Nelson Mandela himself said (2nd slide).

The second type is called Competence Motivation, this would be a person who doesn’t want to be with the crowd and tends to stand out. (3rd slide)

The third type is Power Motivation, this mostly applies to people who work or have a job. This is when people take control and move head on to achieving their goals. (4th slide)

The last type is Attitude Motivation, where it depends on how a person thinks or reacts. Attitude helps determine how well you do a certain task. (5th slide)

These four types of motivation (6th slide) are similar because they help a person succeed in accomplishing their goals. It also explains why everyone’s actions are different. Now, if you were to look up the definition of motivation on google, you would get ‘the reason one has for acting or behaving a particular way.’ (7th slide)

The truth is that motivation is the reason a person does a specific action. For example, lets say you got a good grade on your paper if the teacher comments on how great your paper was, chances are you are more confident when you have to do another paper.

Motivators play very big parts in this. What motivators do is something very interesting. They tell you a story. Not a bedtime story or anything like that but they try to get you to feel passionate about a specific topic. For example, Abraham Lincoln(8th slide), our 16th president was a great motivator because of his story. Lincoln failed at getting into law school, made a business bankrupt and lost the election at least eight times, eventually he became president and people still look up to him today because of his actions.

So, you don’t have to be a president to motivate people. People do it all the time. Some people, motivate others before taking a test. (Give another example)

No matter how good motivation may seem right now, there are several things you need to know about motivation that might change your opinion. Here are things you should not do to motivate people. (9th slide) Motivation is a tool you shouldn’t misuse.

A word from the wise, if you're trying to motivate someone, don’t reward them. In a Ted Talk, Dan Pink talked about how a scientist asked two groups of students to solve a problem for him. The scientist timed both groups. In one group, he didn’t reward them at all. For the second group the scientist told them he would pay students money if they had the highest time. The results were shocking. The group that wasn’t rewarded did much better than the rewarded group.

Motivation is creativity, it lets people do things they never thought they could do, it allows people to be creative. But, when rewarding people, it kills creativity. Sure, it will get you somewhere in life but it might change your actions in the long run.

But, motivating people isn’t all that bad though. It just only works in certain cases. For example, two scientists, Dr. Robert Rosenthal and Lenore Jacobson created the pygmalion theory. (10th Slide) A theory or effect where random teacher’s were asked which one of there students would be successful, students that displayed intellectual learning.

Eight months later, these students were tested and the test showed that the students, teacher’s thought would do great on solving multiple problems, had great results in the test given out. So motivation can work for specific occasions only. It’s been used for education purposes, government etc.

So scientifically speaking, motivation is the reason for a person’s actions.

So, the point of this talk? Motivation is complicated, there are too many factors to play with. But, the bottom line is, that motivation is the reason that gets people to do a certain action if used correctly. Thank you.

Goal: Rehearse

Make sure script makes sense, flows smoothly.