MOTIVATE ME



Activity One – **Survey** – Questions *(Ask the questions to a partner/ discuss).*

What motivates you at work?	
What de-motivates you at work?	
Are you good at motivating other people?	
How do you stay motivated long-term?	
How does a good manager/teacher know how to motivate his team?	
What motivates you to get up in the morning?	

Activity Two – **Motivational Quotes. Choose the appropriate sentence from the choices below to describe the quotations.**

1. Believe in yourself
2. Lead by example
3. Motivation isn't everything
4. Motivation is a state of mind
5. If you are not motivated you cant be happy
6. Motivation is the secret of success
7. Be strong

"Really great people make you feel that you, too, can become great."	
Mark Twain	
"Success is not final, failure is not fatal: it is the courage to continue that counts."	
Winston Churchill	
"He is able who thinks he is able."	
Buddha	
"Most folks are about as happy as they make their minds up to be."	
Abraham Lincoln	
"People who are unable to motivate themselves must be content with mediocrity, no matter how impressive their other talents."	
Andrew Carnegie	
Motivation alone is not enough. If you have an idiot and you motivate him, now you have a motivated idiot.	
Jim Rohn	
Be miserable. Or motivate yourself. Whatever has to be done, it's always your choice. Wayne Dyer	

Activity Three – **Motivational Slogans**. - What are they? Why do we use them?

In the English language, apart from using idioms and proverbs we also often quote slogans.

Slogans were popularized through their use in advertising and then on posters, t-shirt, car bumper stickers, mugs and other publicity items.

The word slogan originally means 'battle cry'. derived from 'slogorn', which was an Anglicisation of the Scottish Gaelic sluagh-ghairm.

A slogan is a memorable motto or phrase used in a political, commercial, religious and other context as a repetitive expression of an idea or purpose.

Slogans vary from the written and the visual to the chanted and the vulgar. Their simple rhetorical nature leaves little room for detail and they serve as a social expression of unified purpose. This familiar repertoire of social reference allows people to unite behind an idea, which they understand easily. This makes them very useful for motivational thoughts.

- Live your life
- Attitude is everything
- Alive and kicking
- Failure is not an option
- Be yourself
- Believe and achieve
- Yes we can
- No guts no glory
- No pain no gain
- Refuse to lose
- Whatever it takes
- Don't worry be happy
- Never give up
- Reach for the stars
- Don't sweat the small stuff
- No worries
- Shit happens



Which of the above expressions do you like the best?	
Do you use motivational slogans yourself?	
Which of these slogans would apply best to your beliefs?	
Which would you use to motivate other people?	
Can you find your own slogans?	

Activity Four – Being Concise.

Slogans work well for motivating people because they are concise and easy to understand.

In general in English we prefer to express ourselves with shorter sentences than the French. This is particularly true in any kind of business communication. We are concise and to the point but always polite.

French is an abstract language whereas English is very concrete. French people are all educated to be analytical, (France is the only European country where philosophy is a mandatory course part of the high school program.)

As an obvious result of their education, French people translate an action using **nominal forms** revealing their analytical minds. They attach more importance to conceptual notions. On the other hand, Anglo-Saxons are pragmatic thinkers: they chronologically describe actions, this shows that they value facts. **English has short sentences and simple syntax** using the repetition of a word or a group of words (using pronouns such as it, they, this, that, etc.) at the beginning of several consecutive sentences. French usually has long sentences with complicated syntax, which involves the use of **relative clauses** (subordination) and also a lot of **connectors**, unlike English.

Think about it – which sentence **hits** harder?

- In life those who abandon their goals will not achieve them even when they might have been able to which is why you should not give up on your objectives until you succeed.

- Never give up!

With your partner make a long sentence for each of the slogans.

Activity Five – Motivating other people through communication.

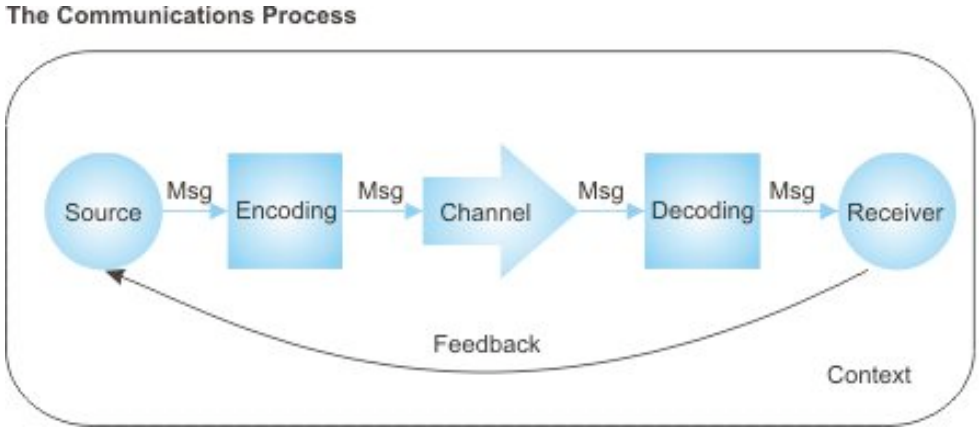
To motivate a team or indeed to motivate your team mates, you will need to understand their needs, find what motivates them and then communicate to them that they will get the results they desire through a certain course of action. Being concise makes your message much clearer.

Let's read an article about communicating clearly. (*Inspired by Mind Tools*.) Pay attention to your intonation and pronunciation.

Effective Communication

Effective communication is all about conveying your messages to other people clearly and unambiguously. It's also about receiving information that others are sending to you, with as little distortion as possible.

Problems with communication can arise at every stage of the communication process (which consists of the **sender, encoding,** the **channel, decoding,** the **receiver, feedback** and the **context** – see the diagram below). At each stage, there is the potential for misunderstanding and confusion. You will never be ale to motivate people if you can't communicate your ideas clearly.



To be an effective communicator and to get your point across without misunderstanding and confusion, **your goal should be to lessen the frequency of problems at each stage of this process, with clear, concise, accurate, well-planned communications.** We follow the process through below:

Source - As the source of the message, you need to be clear about why you're communicating, and what you want to communicate.

Message - The message is the information that you want to communicate.

Encoding - This is the process of transferring the information you want to communicate into a form that can be sent and correctly decoded at the other end. Your success in encoding depends partly on your ability to convey information clearly and concisely.

Channel - Messages are conveyed through channels, with verbal channels including face-to-face meetings, telephone and videoconferencing; and written channels including letters, emails, memos and reports.

Different channels have different strengths and weaknesses.

Decoding - Just as successful encoding is a skill, so is successful decoding (involving, for example, taking the time to read a message carefully, or listen actively to it.)

Receiver - Your message is delivered to individual members of your audience. No doubt, you have in mind the actions or reactions you hope your message will get from this audience. Keep in mind, when using communication to motivate others, that each of these individuals enters into the communication process with different ideas of what motivates them. To be successful, you should

consider these before delivering your message.

Feedback - Your audience will provide you with feedback, as verbal and nonverbal reactions to your communicated message. Pay close attention to this feedback, as it is the only thing that can give you confidence that your audience is motivated by your message.

Context - The situation in which your message is delivered is the context. This may include the surrounding environment or broader culture (corporate culture, international cultures, and so on).

Activity Six – Situations.

Simulate the following situations – first prepare your communication – explain the message you want to convey, the channel you are going to use and the context. Take into consideration the receiver. Use at least one motivational quotation and one slogan.

1. You write an e-mail to warn an employee not to be late any more. (They are an important and valued member of your team but they have a problem with time keeping.)
2. You meet with a team member who seems to have lost motivation.
3. You are a sales manager in a company and you organise a meeting with your whole team in order to fix their objectives for the new season.
4. You try to motivate a colleague who is feeling that they are not getting anywhere in their career.
5. You write an e-mail to your boss to express your motivation and determination to succeed in your new job.
6. You talk to the team you manage to say how pleased your are with their results and their work.

