

Facilitating Performance, Coaching, & Documentation Motivation & De-Motivation Worksheet

MOTIVATION

- Career Development/Success
- Comfort/Relaxation
- Health/Balance/Energy
- Influence/Leadership
- Learning/Knowledge/Discovery
- Materials/Possessions
- Recognition/Praise
- Security/Money/Home
- Social/Affiliation/Popularity/Acceptance
- Status/Prestige/Stand Out/Reputation
- Task Accomplishment/Problem Solving/Achievement
- Teaching/Guiding Others
- Vitality/Energy

DE-MOTIVATION

- Politics
- Unclear expectations
- Unnecessary rules
- Poorly designed work
- Unproductive meetings
- Lack of follow-up
- Constant change
- Internal competition
- Dishonesty
- Hypocrisy
- Being taken for granted
- Discouraging responses

