

MOTIVATION.

At the end of this unit, you will be able to:

1. Explain what motivation is
2. Describe how you are motivated
3. Explain what is meant by “success happens by choice and not by chance”
4. Name the reasons for low motivation
5. Describe what you can do to increase your own motivation

PROCESS OF MOTIVATION

1. **Need** - You need something!
2. **Drive** - It makes you do something
3. **Goal** - The end result, what you achieve.

INTERNAL AND EXTERNAL MOTIVATION

Internal comes from inside you. It means that you are motivated by your **heart**. People who are motivated by their hearts want to do good. For example teachers, pastors and nurses are motivated by their hearts.

External comes from outside you. It means you are motivated by your **head**. People who are motivated by their heads look at things around them to motivate them. For example, sales people are motivated by money.

REASONS FOR LOW MOTIVATION

1. You are afraid of failing
2. You have family or relationship problems
3. You find the subject boring
4. Heavy workload:
5. You do not understand the work

**STUDENTS NEED TO FORM THEIR OWN
UNDERSTANDING OF THESE REASONS AND
APPLY THEM IN THEIR DAILY LIVES CONTEXTS**