**"The Motivational Breakthrough - Secrets to Turning on the Tuned-Out Child"**

**- Rick Lavoie**

- A student can be motivated one day, but not the next because...

- learning disability

- fear of failure

- inadequate skills

- mismatched teaching approach

- Student would rather be viewed as "bad" than "dumb"

- Many students suffer from chronic success deprivation

- They don't know what success is, feels, or looks like

- Don’t view as: If you tried harder, you would do better

- View as: If you did better, you would try harder

- Teachers need to invent opportunities for success

**Myths and Misconceptions**

1. The student isn’t motivated

- All human behavior is motivated

- A student is motivated to learn or motivated to not learn

2. One day the student is motivated, the next s/he is not

- Motivation is a constant thing

- Performance inconsistency: behavior and progress can change but motivation does not

- Example: You always love your spouse even if you fight every now and then

- On student's "good" days don't say "well now you can do it."  Instead, praise them for

being on task, having the correct answer, etc.

3. The student's too lazy, s/he just doesn't want to

- Learned Helplessness: looks just like laziness, can’t work because they don’t know

how without help

- Differentiated Diagnosis: Look at the symptoms of each student separately.  Don't

judge all students based on like actions.

**Motivation That Doesn’t Work**

1. Rewards

- Most common

- candy, recess, special privileges, etc.

- They teach the child to do the desired behavior simply for the reward, not because

they want to or need to.  They will relate the task with the reward.

- Doesn't last long term and you are typically only rewarding the students who are

already motivated.

2. Punishment

- Models aggression

- Doesn't generalize

- Won't motivate in different settings

- Only effective as long as threat of punishment exists

- Don't do desired behavior because they want to or need to, but because they don't

want to be punished

3. Disappointment

- The most damaging human emotion

- Never, ever use it with your students!!

- They will disappoint you, but tell them instead you're surprised, upset with their

actions

4. Competition

- The number one teaching tool

- We think it's important to teach because competition is part of the real world and is

motivating

- The only person who is motivated is the person who thinks they have a chance of

winning (the one who is already motivated)

- We do our best work not when we compete against others, but when we compete

against ourselves

- Myth #1: We do our best work in head-to-head competitions

- Damages the student's self-esteem

- Learn to celebrate each student's personal achievements

- Myth #2: The teacher has no options (the classroom is naturally competitive)

- Students learn to take delight in other students' failures

                           - Every lesson is one of three

1. Individualized: Success depends on you

2. Cooperative: Success depends on both of you

3. Competitive: Success depends on failure of others

- Myth #3: Our world is competitive so we have to prepare our students for that

- In real life, we only compete when we want to against peers

            - Races, sports, jobs

- Make competitions at school optional, don't force students to compete

in the classroom!

**Primary Needs: Maslow's Hierarchy of Needs**

- If needs aren't met, then students can't be motivated

- Primary Needs:

1. Hunger

2. Thirst

3. Air (space to move & personal space)

4. Rest

5. Bathroom

6. Escape from pain  (embarrassment, physical, mental, emotional, etc)

**Motivation That Works**

- Your personality is based on how motivated you are to the secondary needs

- Secondary Needs

1. Status

- the need of knowing other people's opinion of you

2. Inquisitiveness

- the need to know

3. Affiliation

- the need to be connected with something larger than you

4. Power

- the need to be in control

5. Achievement

- the need to be recognized

6. Aggression

- the need to assert

7. Gregariousness

- the need to be with others

8. Autonomy

- the need to

- 6 Ways to Reward a Child (Based on their personality/secondary needs)

1. Praise (Status)

2. Projects  (Inquisitiveness)

3. Prizes (Affiliation)

4. Power (Power)

- Student doesn't want your power, s/he just want her/his own

- Minor Choice Technique

      - Teacher: wants to write a 3 paragraph essay

- I want you to please write me a 3 paragraph essay, do you want

to use blue or green paper?

- Color of paper doesn't matter, but gives student power over

required assignment

5. Prestige (Achievement)

6. People (Gregariousness)

- Getting a Commitment (Boys: Ages 11-17)

- Around 4th and 5th grade, start viewing word as their bond

- I have a question for you, are you going to walk or run?

- Student  will say walk because that's the correct answer.

- Studies show that the student will walk anyway because s/he said they

would.

- Then if student does opposite, say you didn't do what you said you were

going to do.