

Agenda:

TIME	TOPIC	DESCRIPTION
2 MIN	Presenter Introduction (Slide 1, PPT)	Narrator: Introduce self with short story of something you enjoy in your role. Say your own top 3-5 motivations and connect them to what resonated with your motivation to do your role.
2 MIN	Call To Action	Narrator: Engaged the students cognitively by asking: <ul style="list-style-type: none"> <li>• What if you knew more about your own motivations and how they influence your engagement, decisions, and satisfaction?</li> <li>• What if you knew more about how your motivations and the impact they have on both you and those around you?</li> <li>• What if you could see the value of your motivations and how they can align to life and work.</li> </ul>
3 MIN	Student Video (Slide 2, PPT)	Narrator: Let's watch the video created by students who experienced TruMotivate and the various ways they applied their motivations.  In the Video <ul style="list-style-type: none"> <li>• Sam: Personal Branding Speed Selling Competition Top Finalist</li> <li>• Kianna: Job application and connect job descriptions with my motivations</li> <li>• Grace: Identify my unique gifts and be more confident in using motivations to apply towards career goals.</li> </ul>
5 MIN	VALUE OF TRUMOTIVATE AND POWER OF STORY (Slide 3 PPT)	Narrator: <ul style="list-style-type: none"> <li>• Discover the combination of motivations in your stories that stick with you. Your own unique combination drives your behavior, life satisfaction, and excellence in work. Using your own stories, you will see the specific way you are driven to achieve desired results.</li> <li>• By seeing your motivations at play, it provides insights to work roles and work environments that your motivations are most likely to thrive.</li> <li>• We uncover these core motivations by looking to certain stories, or activities. Not just any activities, or any stories, but activities and stories that left you with a sense of either <ul style="list-style-type: none"> <li>○ Accomplishment</li> <li>○ Satisfaction</li> <li>○ Joy</li> <li>○ Achievement</li> <li>○ Or simply at your best</li> </ul> </li> <li>• It is in THESE STORIES that we see your motivations in action and influencing your decisions and behavior. Activating your interest,</li> </ul>

keeping you engaged, and having that sense of satisfaction while you were engaged or seeing your results.

<p><b>5 MIN</b></p>	<p>The Sweet Spot (Slide 4 &amp; 5 PPT, student interview)</p> <p>Slide 4 Tennis Racket</p> <p>Slide 5 Bar Graph (page 28 in full report)</p>	<p>Explain Motivations: Using the “Tennis Racket Analogy”</p> <ul style="list-style-type: none"> <li>• The Racket was created to be used in a certain way and get a certain result. When you hit the ball in the corners of the racket what happens? It is valid to argue the outer corners are still valuable and get the ball somewhere, though, it may not be exactly where you wanted it to go. Now think about hitting the ball in the center of the racket, what happens? The ball is more likely to go where you wanted it. You see, the tennis racket has a sweet spot, a place on the racket that is meant to hit the ball and get the best result. We as humans have a sweet spot too. While we have many things we “can do” we have a “sweet spot” of what we naturally love to do. It is our core motivations that, when understood, reveal the sweet spot within us. These are things already present in us, revealed in the stories written in our lives. Knowing these core motivations, reveal that we are purposed to accomplish these things which then helps us navigate decisions and choices that can help us step into our “best stuff.”</li> </ul>
<p><b>10 MIN</b></p>	<p>DEMO Pair &amp; Share (Slide 6 PPT, Independent Reflection Handout)</p>	<p>Instructor Demo the Pair &amp; Share Activity</p> <ul style="list-style-type: none"> <li>• Ask for a student to volunteer to share and discuss one of their stories. It might be helpful to have this individual identified prior the session.</li> <li>• Optional Motivation Pair &amp; Share Handout is <a href="#">here</a>. This is a helpful handout for the activity which includes sample questions to guide discussion and the 27 motivations with their definitions.</li> </ul> <p>Demo Pair &amp; Share</p> <ul style="list-style-type: none"> <li>• First, ask the student to share their top five motivations.</li> <li>• Then facilitate the story discussion by first asking ‘How did you get involved in this story?’</li> <li>• Then use the guiding questions to help bring out the elements of the story that would likely encourage discovery of the activator, process, and result motivations to be revealed. See the sample questions for examples of question prompts.</li> <li>• Following the story discussion. Share an example of how you saw a motivation in their story and it’s value to the story.</li> <li>• Ask the other students to share where they may have seen any of the motivations appear in the story.</li> <li>• Quickly discuss how these motivations appear and how they add value to the story.</li> </ul> <p>Tips: Watch your clock and demonstrate how this exercise can be done within the expected time limit. We recommend allowing at least 6 – 10 minutes for each participant’s story. For example, if you have some paired</p>

in 2's and some paired groups of 3, allow 20 minutes for the activity. The pairs of 2 can use about 10 mins each and the pairs of 3 can use about 7 mins each story.

<p><b>20 MINS</b></p>	<p>Pair &amp; Share Activity (Slide 7 &amp; 8 PPT)</p>	<p>Narrator (after the student volunteer facilitator exercise above):</p> <ul style="list-style-type: none"> <li>• Optional Motivation Pair &amp; Share Handout is <a href="#">here</a>. This is a helpful handout for the activity which includes sample questions to guide discussion and the 27 motivations with their definitions.</li> <li>• Students that have not completed the assessment can still participate. (Unfortunately, in a classroom, you may have a student that didn't get their assessment completed on time.) Still have these students participate with the encouragement that the discovery of peers seeing their motivations in actions will encourage them to complete their assessment. It is recommended that they first hear and listen their partner's story and they can choose one of their own stories to share. Their partner(s) can then guess what motivations they think had an impact in their story.</li> <li>• Students may find it helpful to bring a printout of their Summary page which includes their top five motivations.</li> <li>• If you are doing a remote session, use breakout rooms and copy and paste the sample guiding questions into the chat for easy reference.</li> </ul>
<p><b>5 MINS</b></p>	<p>Group Debrief of Pair &amp; Share Activity (Slide 9 PPT)</p>	<p>Large Group Debrief following the Pair &amp; Share</p> <ul style="list-style-type: none"> <li>• Ask each group (if time allows or a couple volunteers) to share a motivations they heard from their partner and how that motivation provided value to the story. (Example: I saw my partner used their motivation excel to create the best..... or I saw my partner use establish to build lasting relationships that provide an encouraging environment for others to participate)</li> </ul>
<p><b>3 MINS</b></p>	<p>Wrap Up</p>	<p>Narrator:</p> <ul style="list-style-type: none"> <li>• Thank them for their time, honor their stories, and recognize their unique pattern of motivation.</li> <li>• Optional: Reflection to Action Activity using the Motivation 3-2-1 handout can be downloaded <a href="#">here</a></li> </ul>
	<p>What's next?</p>	<p>Congratulations on completing the first step in a student's journey as they learn the power of their story and their motivations.</p>

As you continue to build on the knowledge of motivations, we recommend the activity Creating Your Motivational Statement as the next step in a sequence of applying motivations in life and career.