| **1) DESCRIPTION OF THE TOOL** |
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| **Activity: “Help a friend with low motivation”**  You see a coworker that struggles to work and is often on its phone. What are you going to tell them to motivate them to do their work ? |

| **2) OBJECTIVES OF THE TOOL** |
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| • Understand low motivation origin.  • Find motivation pillars.  • Adapt each motivation speech to someone. |

| **3) CONNECTION OF THE TOOL WITH THE SKILL** |
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| Motivating someone requires understanding this person’s perspective and needs. And then to adapt the motivational speech to the pillar/reason that will have the greatest impact. |
| **4) MATERIAL RESOURCES** |
| • Scenarios of low motivation  • Groups of two |

| **5) HOW TO APPLY THE TOOL** |
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|  In groups of two.   One is the receiver/low motivation person.   The other is the motivational speaker.   After the speech both discuss the adaptability of the arguments on the receiver.. |

| **6) WHAT TO LEARN** |
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| Adaptability is a must to motivate people. Motivation pillars works every time |

| **7) EXTRA MATERIALS - LINKS** |
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| <https://positivepsychology.com/motivation/> |