
Ben Benson

Founder & CEO

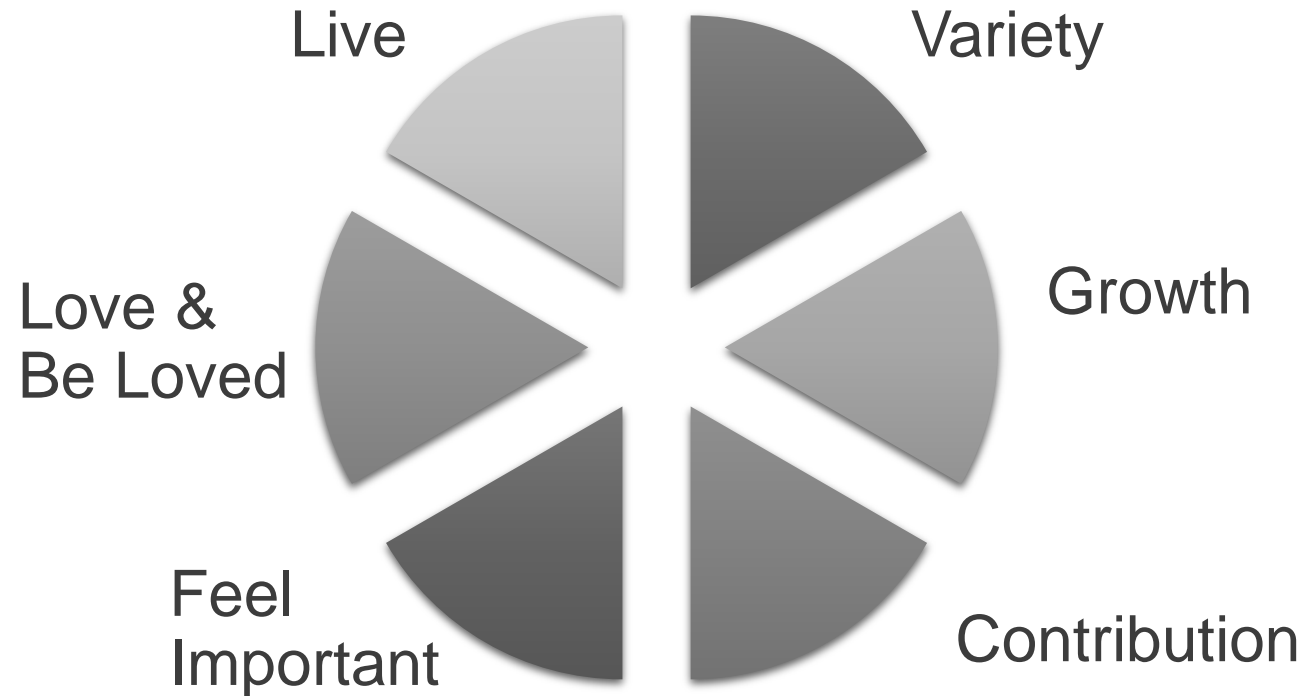
*Motivation & Demotivation:
Gearing Your Team
Up for Success*



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Number 1 for People Development

Human Motivation

Basic Needs

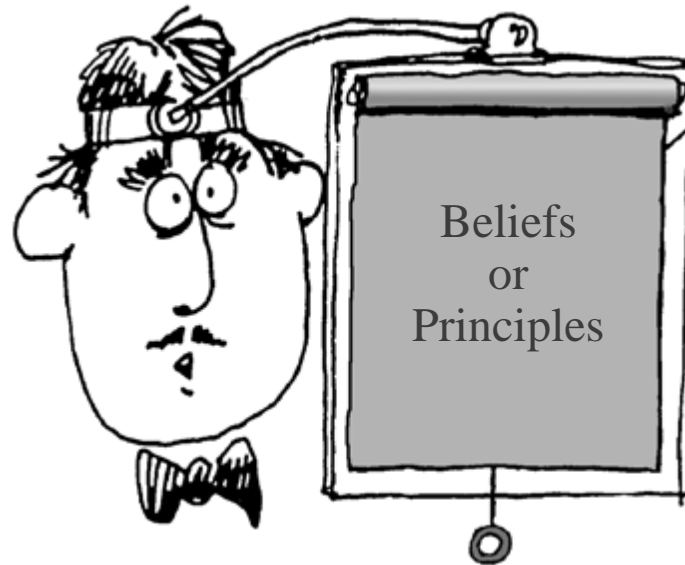


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Belief Window

Tom's Principles



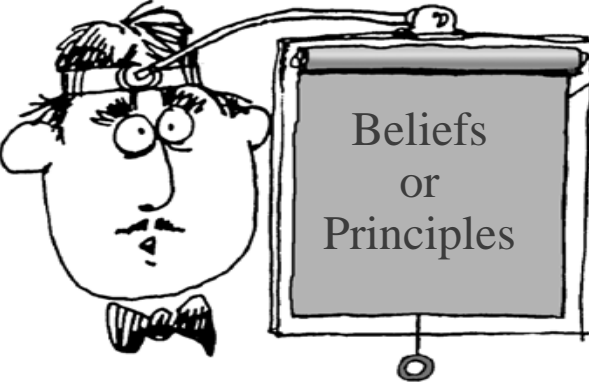
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Human Motivation

& Why We Do What We Do

Needs Wheel



Human Motivation

& Why We Do What We Do

Needs Wheel

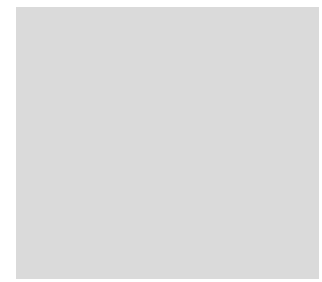


General

General Beliefs or Principles

Specific

“If then Rules”



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Human Motivation

& Why We Do What We Do

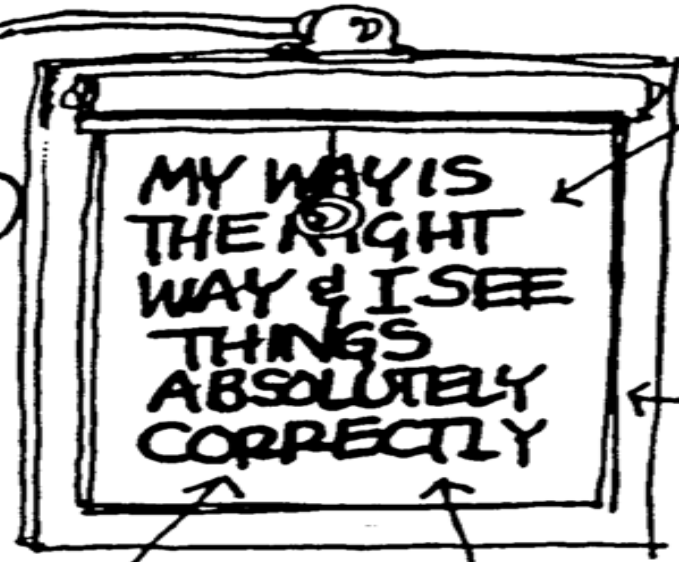


Needs



Principles

Beliefs



World View

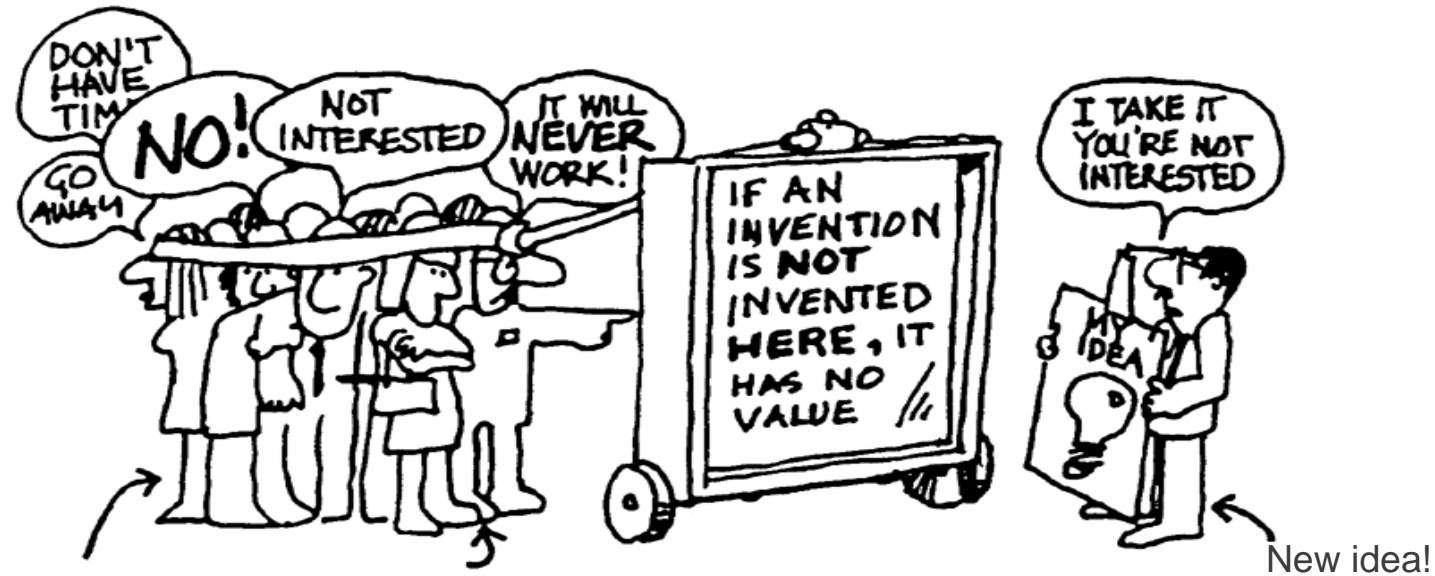
Rules

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Human Motivation

Belief Window



Even groups have them...

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No. 1 for People Development

Belief Window

Tom's Principles



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General

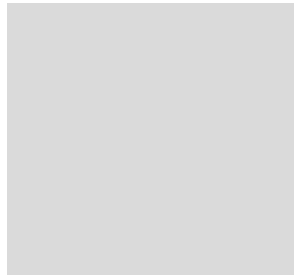
General Beliefs or Principles

Specific

“If then Rules”

Action

Behaviour



Human Motivation

& Why We Do What We Do

Needs Wheel



General

General Beliefs or Principles

Specific

“If then Rules”

Action

Behaviour

Outcome

Results



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Needs Wheel



General

General Beliefs or Principles

Specific

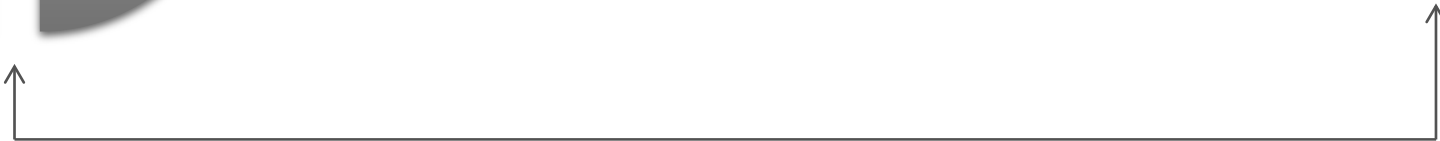
“If then Rules”

Action

Behaviour

Outcome

Results



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Human Motivation

Why We Do What We Do

1. If the results of your behaviour do not meet your needs, there is probably an incorrect principle in your Belief Window
2. Results take time to measure
3. Growth is the process of changing principles on your Belief Window
4. If your self-worth is dependent on anything external, you are in big trouble
5. Addictive behaviour is often the result of unmet needs
6. The mind will naturally seek harmony when presented with two opposing principles or beliefs
7. When the results of your behaviour *do* meet your needs you feel motivated and engaged

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Human Motivation

Why We Do What We Do



Human Motivation

Why We Do What We Do





Human Motivation

Why We Do What We Do

Petronas Towers

Height: 1483 feet

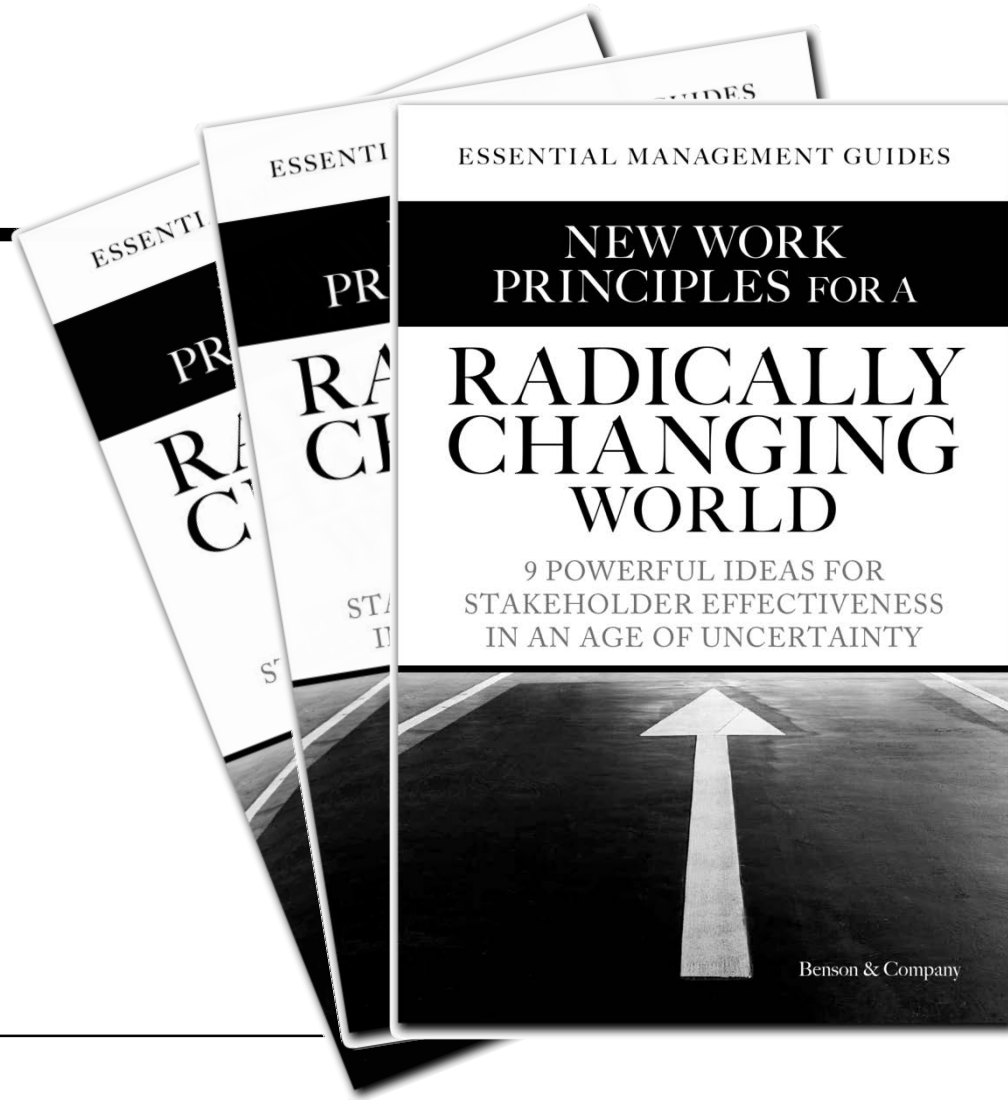
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