

Lesson Plans for adult educators/teachers/trainers which will be used for the FINE2WORK EDUCATIONAL PACK.

Module Name: Entrepreneurial competences	
Topic 3 Title: Motivation and perseverance	
Lesson Plan 2 – How to motivate yourself	
Duration: 45 minutes	
Aim	This lesson will introduce important concepts and methods of motivation and self-motivation, that can be used not only in professional, but in personal life as well.
Target Group	Adults (especially women)
Facility/ Equipment	<ul style="list-style-type: none"> • Classroom • Internet access • Personal device with internet access • Power point presentation • White board
Tools/ Materials	<ul style="list-style-type: none"> • Handout 1 • Handout 2
Main Tasks	<ol style="list-style-type: none"> 1. Task 1: Presenting the motivational ideas and techniques (20 mins) 2. Task 2: Presentation of self-motivation examples (see <u>Handout 1</u>) (5 mins) 3. Task 3: Presentation of self-motivation examples in business and professional life (see <u>Handout 2</u>) (5 mins) <p>3.1 Discuss the results (10 mins)</p> <ol style="list-style-type: none"> 4. Task 4: Wrap-up (10 mins)

HANDOUT 1: Self-motivation examples

- A man who goes to work every day only as a means to pay the bills, keep his family off his back, and please his boss is not self-motivated; a man who needs no external forces to make the trek into work every day and finds fulfillment in what he does is self-motivated
- The student who only completes her homework because her parents remind her or nag her, or because they ground her when she fails to complete it is not self-motivated; the student who completes her homework with no prodding because she wants to learn and succeed in school is self-motivated
- The woman who only goes to the gym when her friends drag her there or because her doctor is adamant that she needs to exercise to get healthy is not self-motivated; the woman who likes the way exercise makes her feel and schedules time at the gym whether or not anyone encourages her is self-motivated

HANDOUT 2: Motivation examples in business

Most entrepreneurs who start a business are motivated by two key factors: freedom and the ability to express their own ideas. There is a huge risk in running a business but the thought of working for someone else brings them more pain the risk of having their own business.

Or, some would argue that the pain of “never trying” is more than the pain of “failing”.

A small business owner most likely has put a tremendous amount of time, money, and energy into their endeavor. There’s no guarantee of success. An example of motivation within business is to keep the doors open and avoid having to return to the corporate world.

Another business owner might be motivated to increase revenue and therefore decides to invest more money in marketing. She might not really have the money for this, but the stronger the motivation to attract new customers, the more likely she will do what she can to let more people know her business exists.