

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 9 – How to motivate others	
Duration: 45 minutes	
Aim	This lesson will introduce important concepts and methods of motivation and useful information about what can motivate others and how to do it.
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
Main Tasks	<ol style="list-style-type: none"> 1. Task 1: Presenting the Dos and Don'ts of motivation (20 mins) 2. Task 2: Understanding the Maslow's need hierarchy (<u>see Handout 1</u>) (10 mins) <p>2.1 Discussion and self-reflection – where do you stand on the Maslow's pyramid of needs? (15 min)</p> <ol style="list-style-type: none"> 3. Task 3: Wrap-up (10 mins)

HANDOUT 1: Maslow's hierarchy of needs

American psychologist Abraham Maslow suggested that human needs could be put into five levels.

1. **Basic needs.** These include things such as breathing, food, water, and sleep.
2. **Safety needs.** This includes things such as feeling physically safe in your environment. It includes feeling healthy. It includes feeling that you have enough money and supplies to keep you alive and well.
3. **Social belonging.** People need to feel love, and they need to feel that they belong in society. Partners could include husbands, wives, girlfriends, or boyfriends.
4. **Self-esteem.** To have esteem, you need to be confident in yourself. Also, you feel like others think that you are important.
5. **Self-actualization.** This complicated idea is expressed as “What a man can be, he must be”. This level is about a person having the opportunity to use their talent, and a chance to go where those talents might lead.

