

## LESSON 11: MOTIVATION



Motivation  
 Psychological needs  
 Maslow's hierarchy  
 Self-actualization  
 Deficiency  
 Growth needs  
 Intrinsic  
 Extrinsic  
 Incentive  
 Performance  
 Expectancy  
 Goal  
 Performance  
 Expectancy  
 Theory

### THE MOTIVATION

Leaders spend a great deal of time and effort studying the technical aspects of their jobs. However, in order to lead effectively, they must also know what makes people "tick." The leading human behavior, leaders study why people act and react in certain ways. Plus, leaders who care about their subordinates and are attentive to their needs are more able to influence them in accomplishing work goals. This lesson identifies three basic needs and explains how they can be satisfied.

### INTRODUCTION

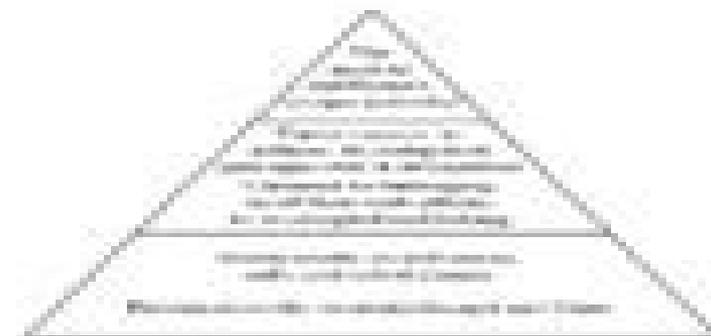
Studying human behavior helps leaders to acquire the knowledge they need to better understand themselves and those they lead.

It is important that leaders learn why human beings act and react in certain ways and to identify various types of behavior. They also

need to know how to influence the behavior of subordinates so that their personal goals **complement** or achieve the goals of management.

### MASLOW'S HIERARCHY OF NEEDS

According to psychologist Abraham H. Maslow, human beings are influenced by a progression of needs. In Maslow's theory, **human needs** develop from lower to higher needs over the lifetime of a person. Maslow believed that although virtually all people reach the top level, these needs do develop in all of us. So the question is the way we conduct our lives and our behavior, we must first satisfy the basic needs. The satisfaction of these basic needs motivates people to reach higher levels. It is important to remember that our person's needs are the same as those of another — they might vary in the degree of importance.



Thus, people generally behave in a way that first satisfies these needs for physical comfort and safety, then they satisfy their needs for social acceptance and self-actualization.

# Lesson 5 Motivation Must Learn How To Influence The

**Lei Huang**



## **Lesson 5 Motivation Must Learn How To Influence The:**

**Army JROTC leadership education & training** United States. Army. Cadet Command,2002     **Army JROTC Leadership Education & Training** ,2002     *Citizenship in Action and Leadership* United States. Army. Junior ROTC.,2005  
Advancing Formative Assessment in Every Classroom Connie M. Moss,Susan M. Brookhart,2019-05-13 Formative assessment is one of the best ways to increase student learning and enhance teacher quality But effective formative assessment is not part of most classrooms largely because teachers misunderstand what it is and don t have the necessary skills to implement it In the updated 2nd edition of this practical guide for school leaders authors Connie M Moss and Susan M Brookhart define formative assessment as an active continual process in which teachers and students work together every day every minute to gather evidence of learning always keeping in mind three guiding questions Where am I going Where am I now What strategy or strategies can help me get to where I need to go Chapters focus on the six interrelated elements of formative assessment 1 shared learning targets and criteria for success 2 feedback that feeds learning forward 3 student self assessment and peer assessment 4 student goal setting 5 strategic teacher questioning and 6 student engagement in asking effective questions Using specific examples based on their extensive work with teachers the authors provide Strategic talking points and conversation starters to address common misconceptions about formative assessment Practical classroom strategies to share with teachers that cultivate students as self regulated assessment capable learners Ways to model the elements of formative assessment in conversations with teachers about their professional learning What if scenarios and advice for how to deal with them and Questions for reflection to gauge understanding and progress As Moss and Brookhart emphasize the goal is not to do formative assessment but to embrace a major cultural change that moves away from teacher led instruction to a partnership of intentional inquiry between student and teacher with better teaching and learning as the outcome     *A Critical Analysis of Principles of Teaching as a Basic Course in Teacher-training Curricula* Samuel Andrew Krusé,1929     *Contribution to Education* ,1929     Contributions to Education ,1929     **Air Science: International tensions and security organizations** United States. Air Force ROTC.,1953     **Proceedings of the ... Annual Meeting of the North Central Association of Colleges and Secondary Schools** North Central Association of Colleges and Secondary Schools,1924     **Training Methodology: Planning and administration** National Communicable Disease Center (U.S.),1969     Proceedings of the Annual Meeting of the North Central Association of Colleges and Secondary Schools North Central Association of Colleges and Secondary Schools,1925     Public Health Service Publication ,1969     The Church School Journal ,1918     *Contemporary American Marketing* Bruce Rutter,1994     **Journal of Educational Method** ,1929     **Educational Psychology** Thomas Fetsco,John McClure,2005 I applaud the vision the authors had in synthesizing this information in a way that makes the reader more confident in their application of these theories and principles to their own classrooms The authors have wonderfully succeeded in their attempt to integrate this material in a

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## **Table of Contents Lesson 5 Motivation Must Learn How To Influence The**

1. Understanding the eBook Lesson 5 Motivation Must Learn How To Influence The
  - The Rise of Digital Reading Lesson 5 Motivation Must Learn How To Influence The
  - Advantages of eBooks Over Traditional Books
2. Identifying Lesson 5 Motivation Must Learn How To Influence The
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Lesson 5 Motivation Must Learn How To Influence The
  - User-Friendly Interface
4. Exploring eBook Recommendations from Lesson 5 Motivation Must Learn How To Influence The
  - Personalized Recommendations
  - Lesson 5 Motivation Must Learn How To Influence The User Reviews and Ratings
  - Lesson 5 Motivation Must Learn How To Influence The and Bestseller Lists
5. Accessing Lesson 5 Motivation Must Learn How To Influence The Free and Paid eBooks
  - Lesson 5 Motivation Must Learn How To Influence The Public Domain eBooks
  - Lesson 5 Motivation Must Learn How To Influence The eBook Subscription Services

- Lesson 5 Motivation Must Learn How To Influence The Budget-Friendly Options
- 6. Navigating Lesson 5 Motivation Must Learn How To Influence The eBook Formats
  - ePub, PDF, MOBI, and More
  - Lesson 5 Motivation Must Learn How To Influence The Compatibility with Devices
  - Lesson 5 Motivation Must Learn How To Influence The Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Lesson 5 Motivation Must Learn How To Influence The
  - Highlighting and Note-Taking Lesson 5 Motivation Must Learn How To Influence The
  - Interactive Elements Lesson 5 Motivation Must Learn How To Influence The
- 8. Staying Engaged with Lesson 5 Motivation Must Learn How To Influence The
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Lesson 5 Motivation Must Learn How To Influence The
- 9. Balancing eBooks and Physical Books Lesson 5 Motivation Must Learn How To Influence The
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Lesson 5 Motivation Must Learn How To Influence The
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Lesson 5 Motivation Must Learn How To Influence The
  - Setting Reading Goals Lesson 5 Motivation Must Learn How To Influence The
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Lesson 5 Motivation Must Learn How To Influence The
  - Fact-Checking eBook Content of Lesson 5 Motivation Must Learn How To Influence The
  - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
- 14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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