

THINKING  
LEADERS

# TAKING ACTION

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## Your Motivation

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## MOTIVATION AND YOU

Motivation is the fuel that will drive your performance.

How do you motivate yourself to do the doing to achieve what you want?

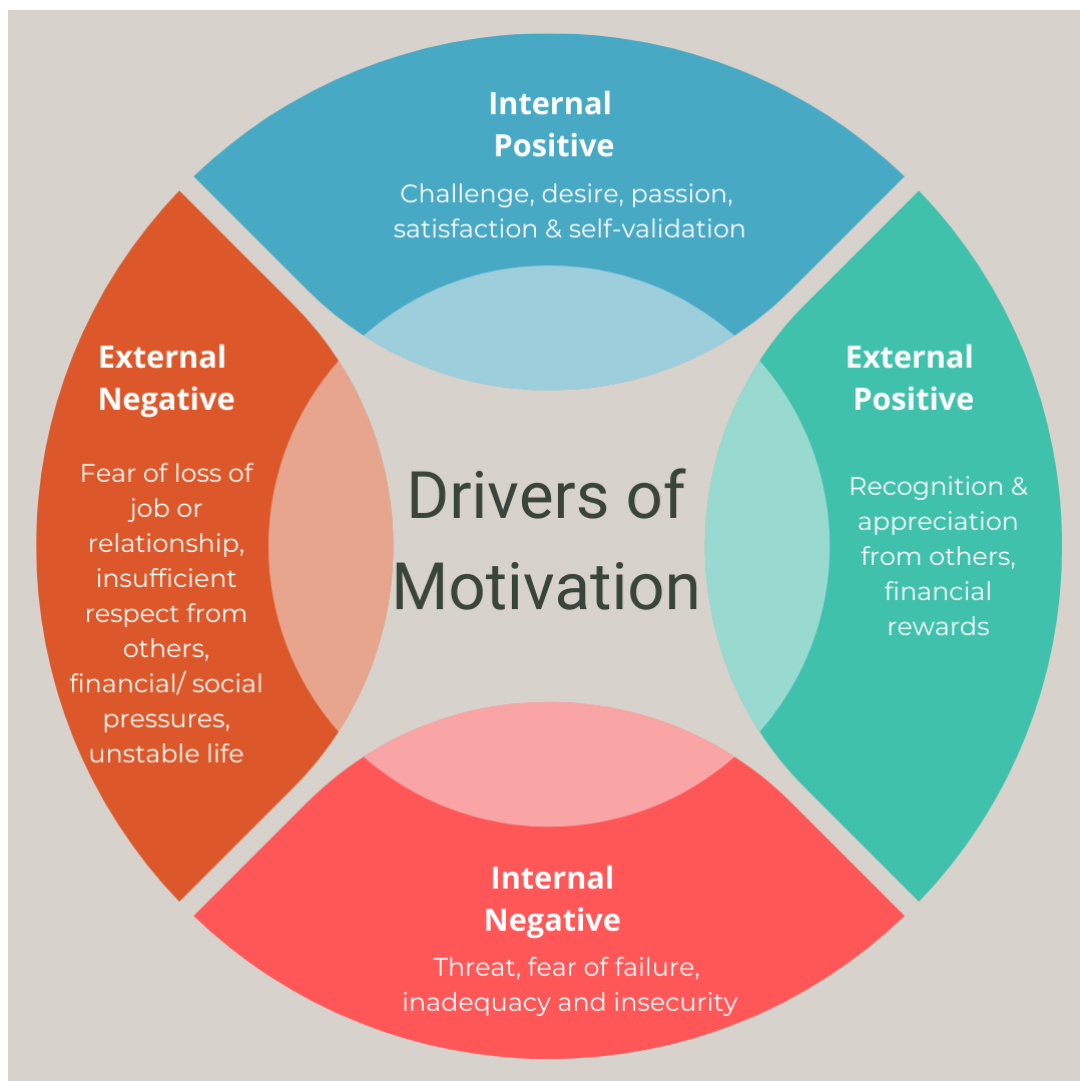
It is the force that drives you forward – getting up to go the gym, to work, to study at night.

And if it was simple, we would always be highly motivated in all areas of our lives.

But it's not simple.

For some people, the motivators for change come out of fear and some of out of positivity.

They can be internally driven or externally driven.





## WHAT MOTIVATES YOU?

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What are your drivers? What motivates you?

Think of a time recently when you were motivated to achieve something.  
What was it that caused you to be motivated?

Did it come from within or was it driven by an external reward?

Was it moving towards and positive?

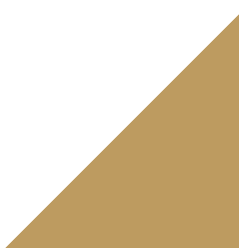
Or was it moving away and negative?

Were you motivated out of fear or driven towards success?

Who were you being in taking that action?

Now, reflect on other situations, both personal and professional.  
What has motivated you to take action?

Is there a pattern?

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# SELF-DETERMINATION THEORY

There are three factors that impact our motivation:

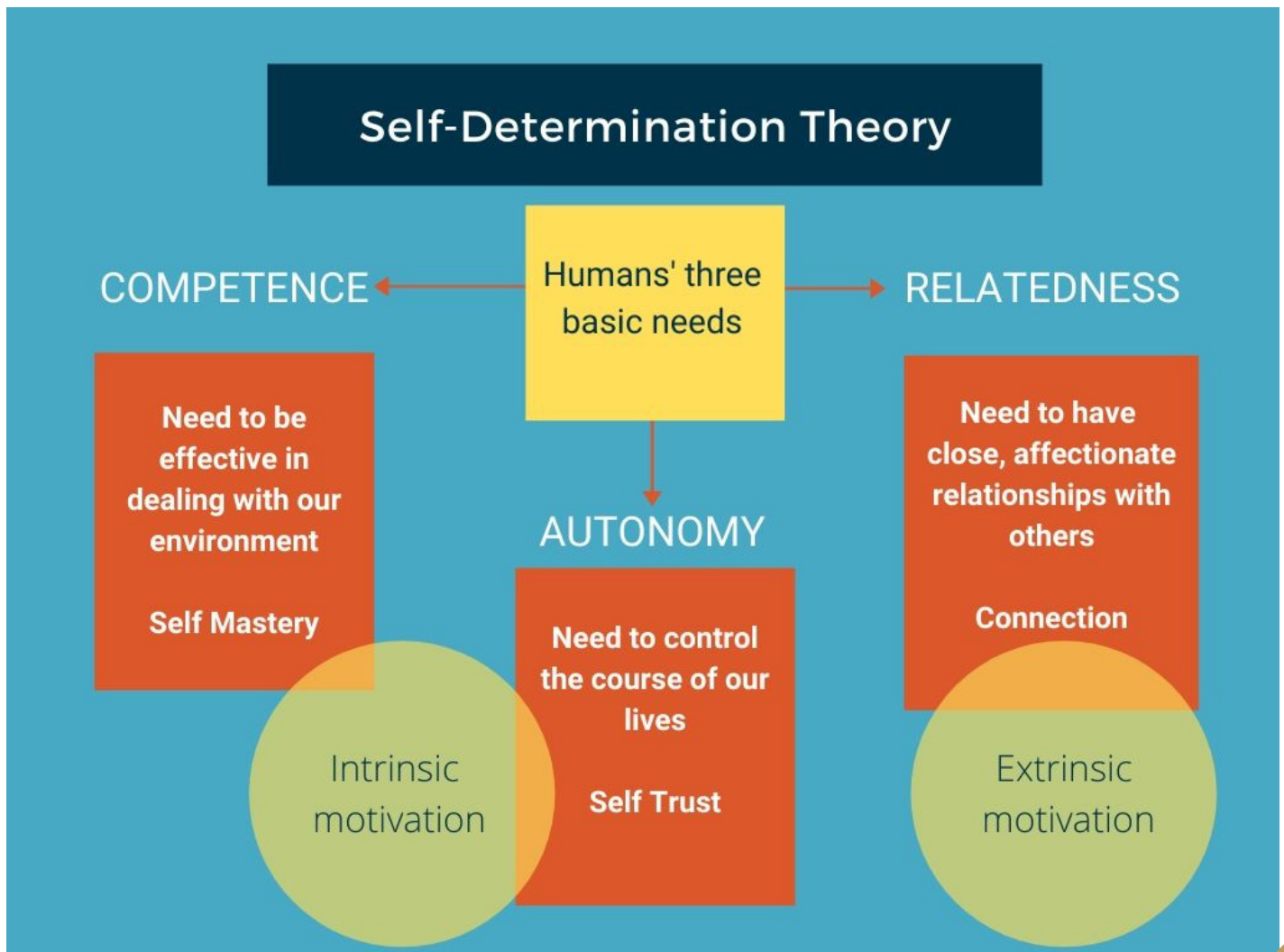
1. Mastery or Competence 2. Autonomy and 3. Relatedness or Connection.

Reflecting on what motivates you, consider are you intrinsically (internally) or extrinsically (externally) driven?

Are you competent at the action you are undertaking?

Can you do it on your own? Do you have self trust?

Do you need to connect with others to be motivated?



## ABOVE AND BELOW THE LINE

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Let's revisit the 'above and below the line' model.

When you are making decisions and being motivated towards taking action, are you above or below the line?

When you are taking action and being motivated, you above or below the line?

### ABOVE AND BELOW THE LINE

<b>ABOVE THE LINE</b>	100% Responsible	Feedback	Ownership
	Clarity	Abundance	Action
	Solution focussed	Curious	Respect
	Respond	Results	Accountable
<b>CHOICE</b>	<hr/>		
<b>BELOW THE LINE</b>	Procrastination	Denial	Victim
	Excuses	Blame	Failure
	React	Fear	Stuck
	Problem	Vagueness	Overwhelm

## NOW ASK YOURSELF...

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Do you have control over your life?

Do you have high self-motivation?

Are your actions based upon your goals & behaviours?

Do you take responsibility for your results?

## GOLD STANDARD BENCHMARK FOR SELF DETERMINATION

### 4. TAKE RESPONSIBILITY

Live "above the line". Celebrate and take credit for your successes. Acknowledge and accept responsibility for your failures. Take the key learnings and keep going.

### 1. HAVE CONTROL OVER YOUR LIFE

You can only control what is in your sphere of control & influence. You can overcome challenges with determination, tenacity, good choices & hard work.

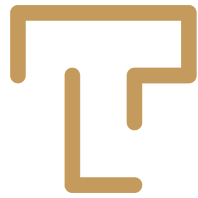
YOU

### 3. ACTIONS BASED UPON GOALS & BEHAVIOURS

Bring intention to your actions. You know your actions will move you towards achieving the results and goals you set.

### 2. HIGH SELF-MOTIVATION

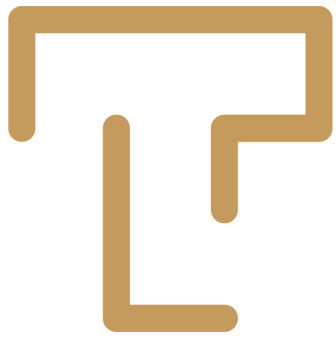
Rely on internal rewards not external ones to take action. You live your life in alignment with your values. You set goals and implement strategies to achieve them. You are being the person you need to be to achieve the results you want.



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## NOTES

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