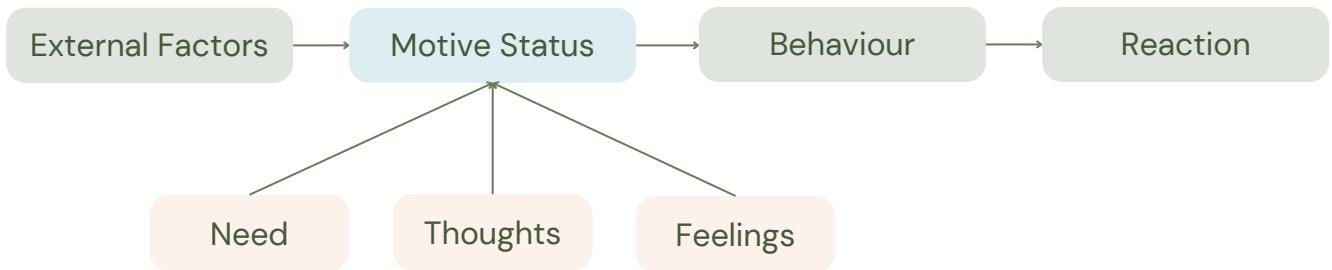




THE COACHING GROUP

# MOTIVATION

THIS EXERCISE IS DESIGNED TO HELP YOU UNDERSTAND HOW MOTIVATION WORKS. IT LOOKS AT THE DIFFERENT ASPECTS THAT AFFECT YOUR MOTIVATION SO THAT YOU CAN EXPLORE WHERE THERE IS ALIGNMENT AND WHERE THERE MAY BE CONFLICTS.



**Behaviour**  
(The thing you are trying to achieve, i.e., go to the gym)

**External Factors**  
(Environment, culture, social context, family, friends, relationships, etc.)

**Need**  
(Physiological, psychological, emotional, etc.)

**Thoughts**  
(Mental constructs, goals, mindset, expectations, beliefs, etc.)

**Emotion**  
(The way we feel)

**Reaction**  
(Consequences, incentives, pressure, etc.)

