



The Golden Circle Of Self-motivation

Rick Yvanovich FMCA CGMA FCPA

HCMC, 6th December 2017

Whilst we're waiting

Do the Quiz on the hand-out

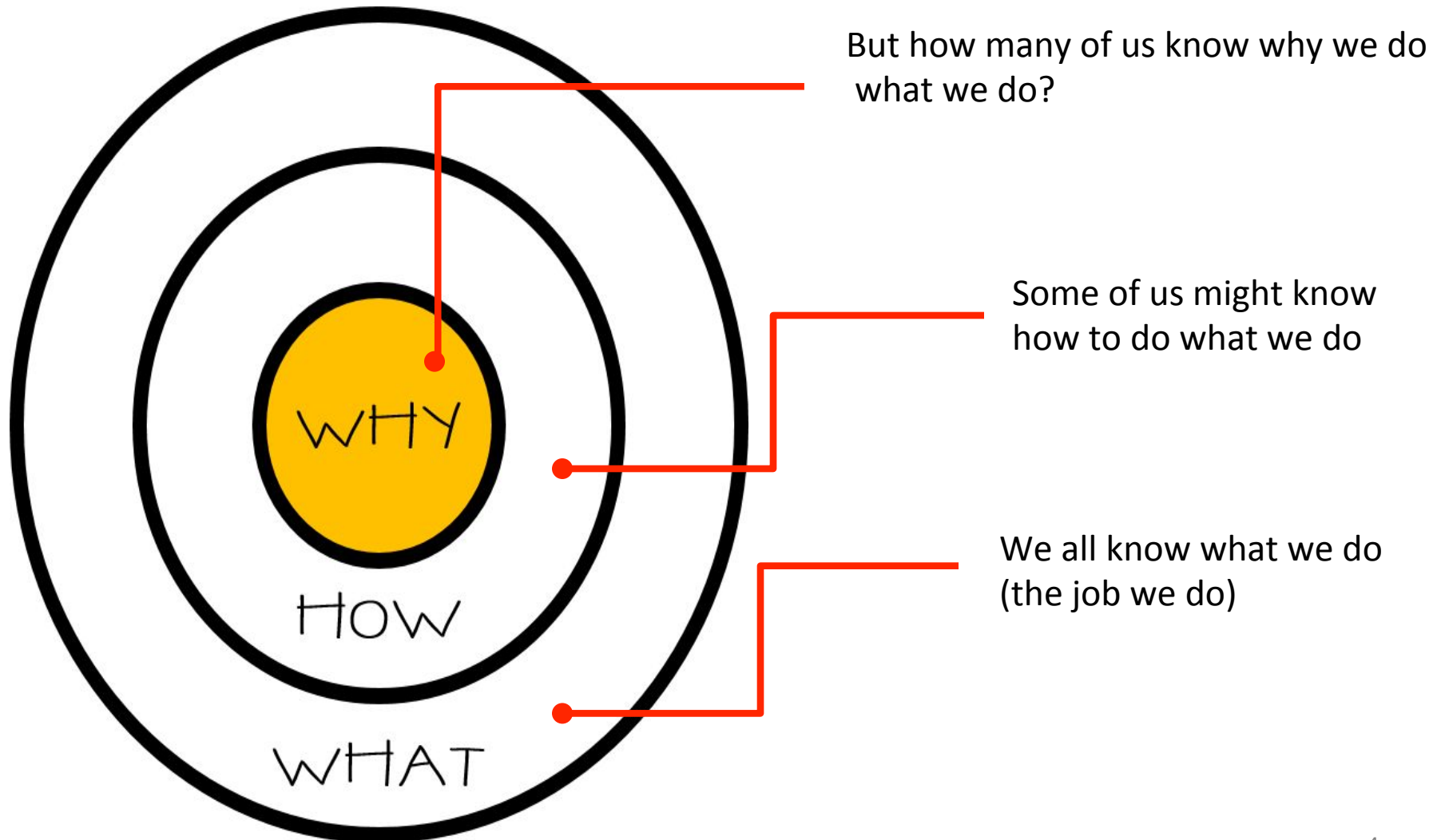


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Every Person / Organisation operates on 3 levels



Every Person / Organisation operates on 3 levels: ❌

We sell Paper

We offer the highest quality product at the best possible price.

We're cheaper than any of our competitors.

Wanna buy some ?

Every Person / Organisation operates on 3 levels: 

What good is an idea if it can't be shared? Our company was founded to help spread ideas. The more ideas shared, the greater the likelihood those ideas will impact on the world. There are many ways to share ideas; one is the written word.

That's where we come in. We make paper for those words. We make paper for those ideas.

Wanna buy some ?

START WITH WHY

HOW GREAT LEADERS INSPIRE EVERYONE TO TAKE ACTION

READ BY THE AUTHOR SIMON SINEK UNABRIDGED



Every Person / Organisation operates on 3 levels: 

We sell computers

We make great computers. They're beautifully designed, simple to use and user-friendly

Wanna buy one ?

Every Person / Organisation operates on 3 levels: 

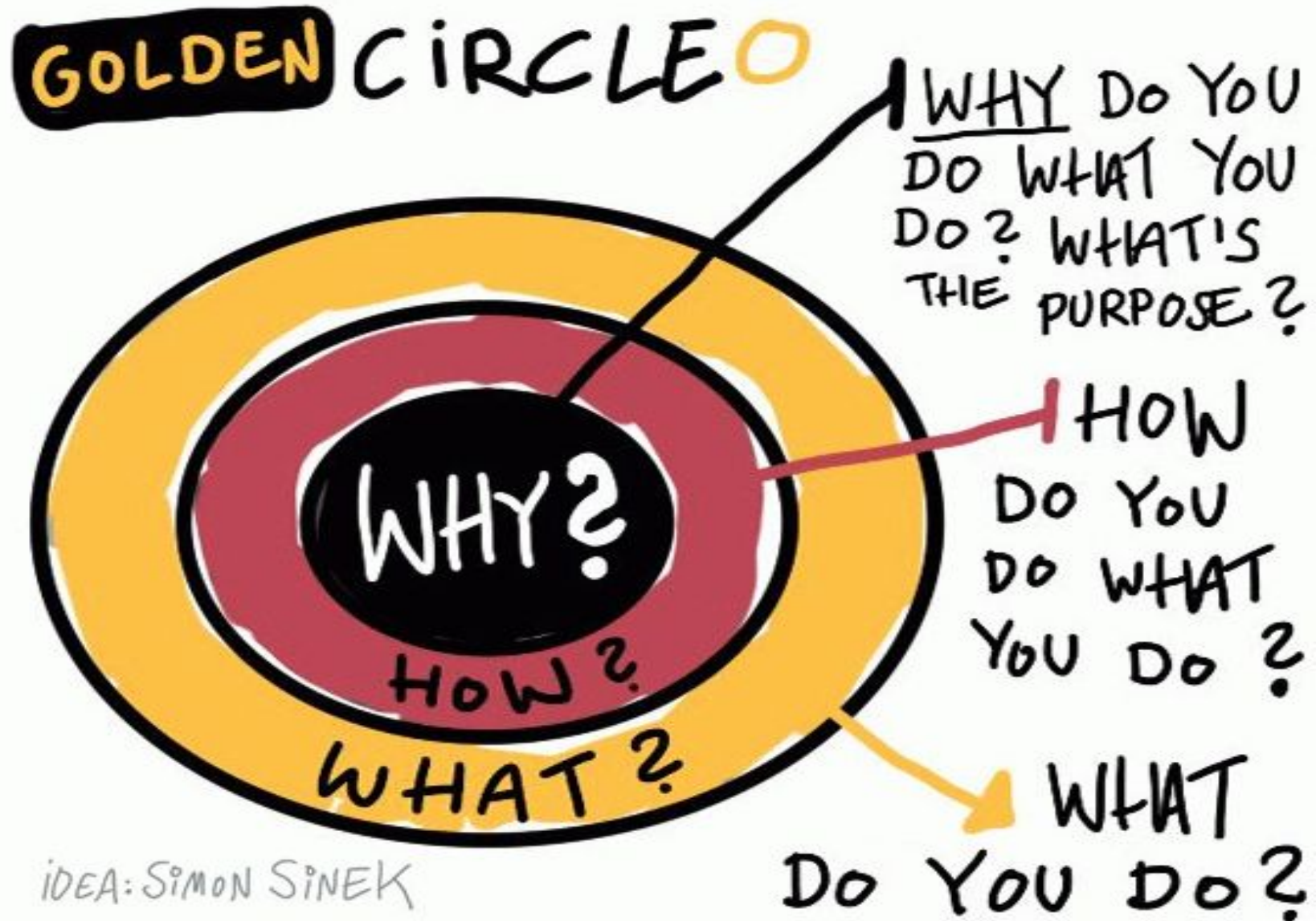
Everything we do, we believe in challenging the status quo. We believe in thinking differently.

The way we challenge the status quo is by making our products beautifully designed, simple to use and user-friendly.

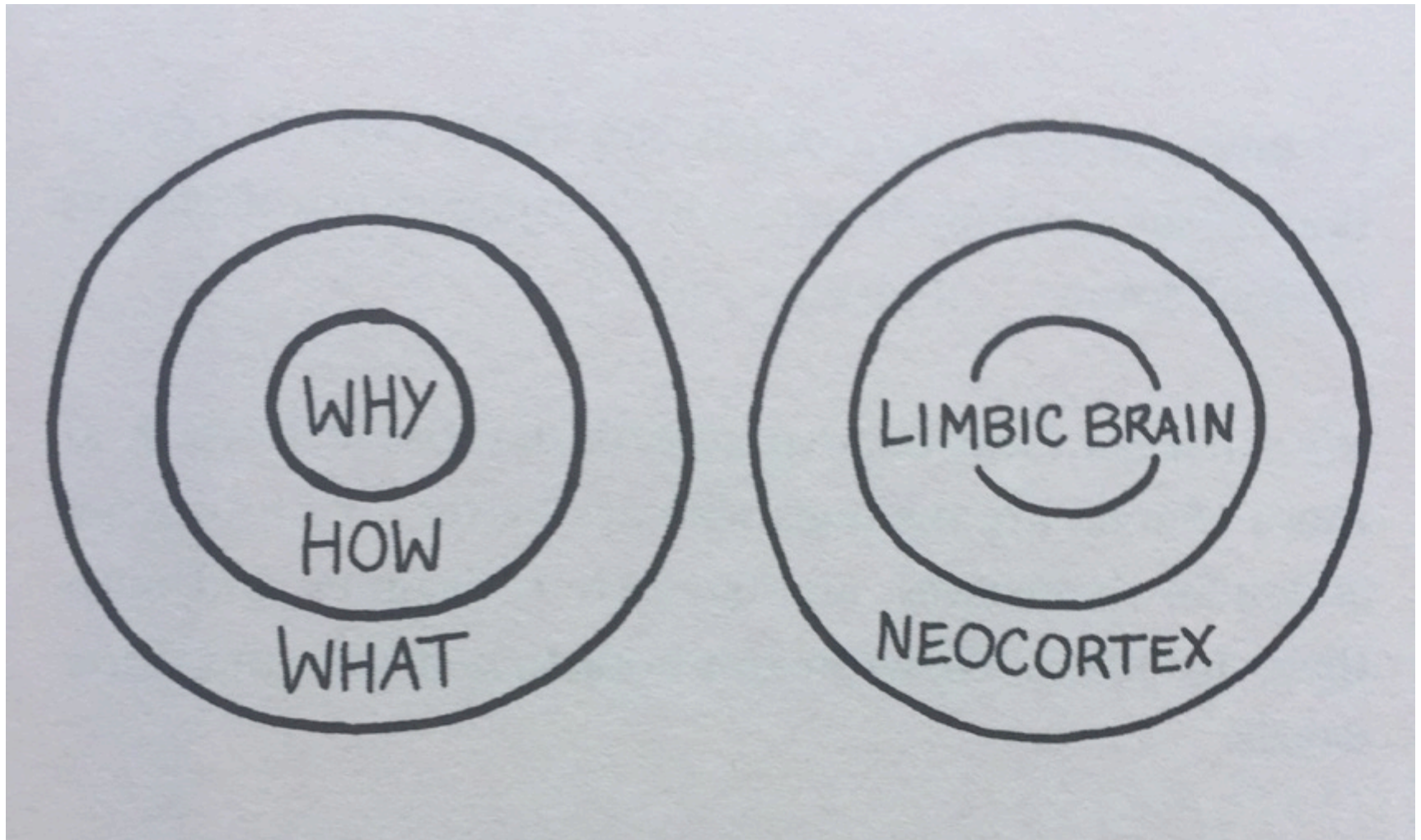
And we happen to make great computers

Wanna buy one ?

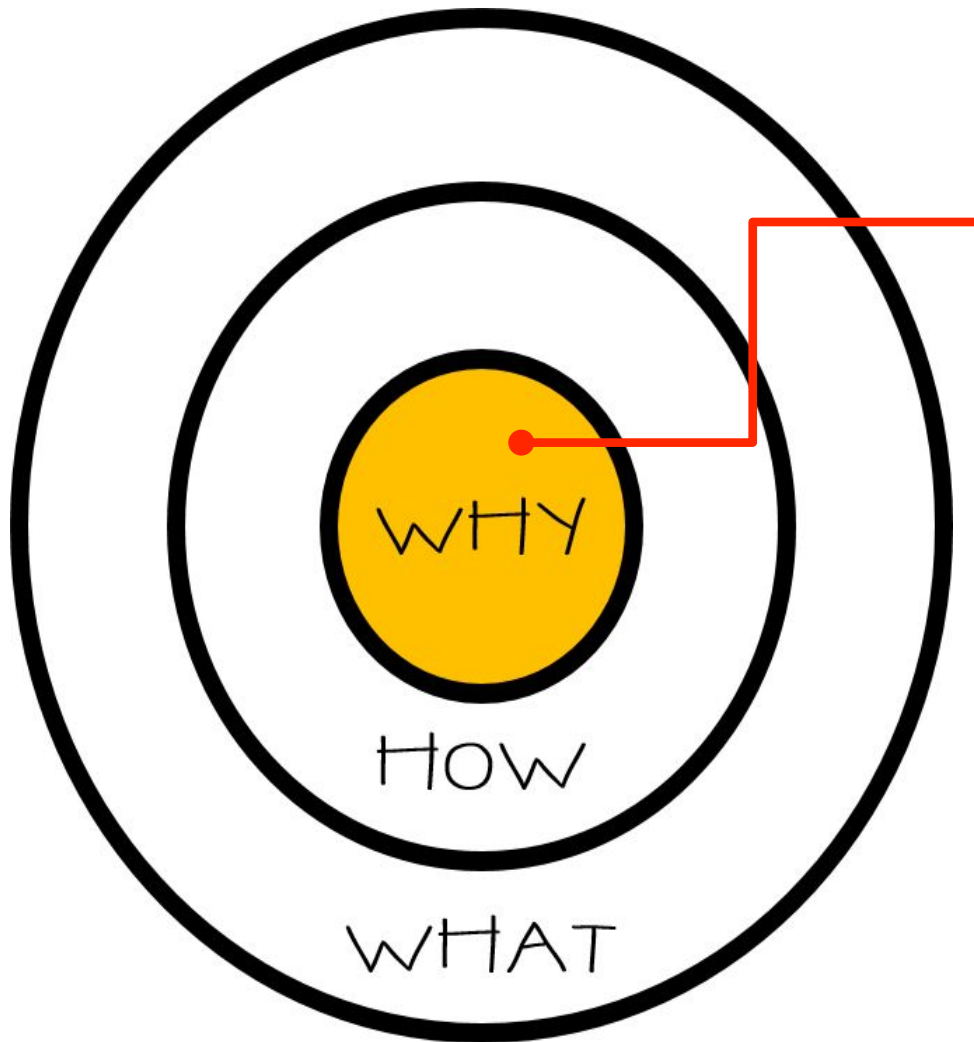
Simon Sinek's Golden Circle



The power of WHY is not opinion it's Biology



Start with WHY –Job Interview



I strive to help people be the best versions of themselves. That's what inspires me.

Based on your website I sense that this is precisely what you believe in too and is why I want to work in your organisation.

We have to find your WHY!

Finding our WHY is finding the internal force
that drives us to do things...

aka Self-Motivation

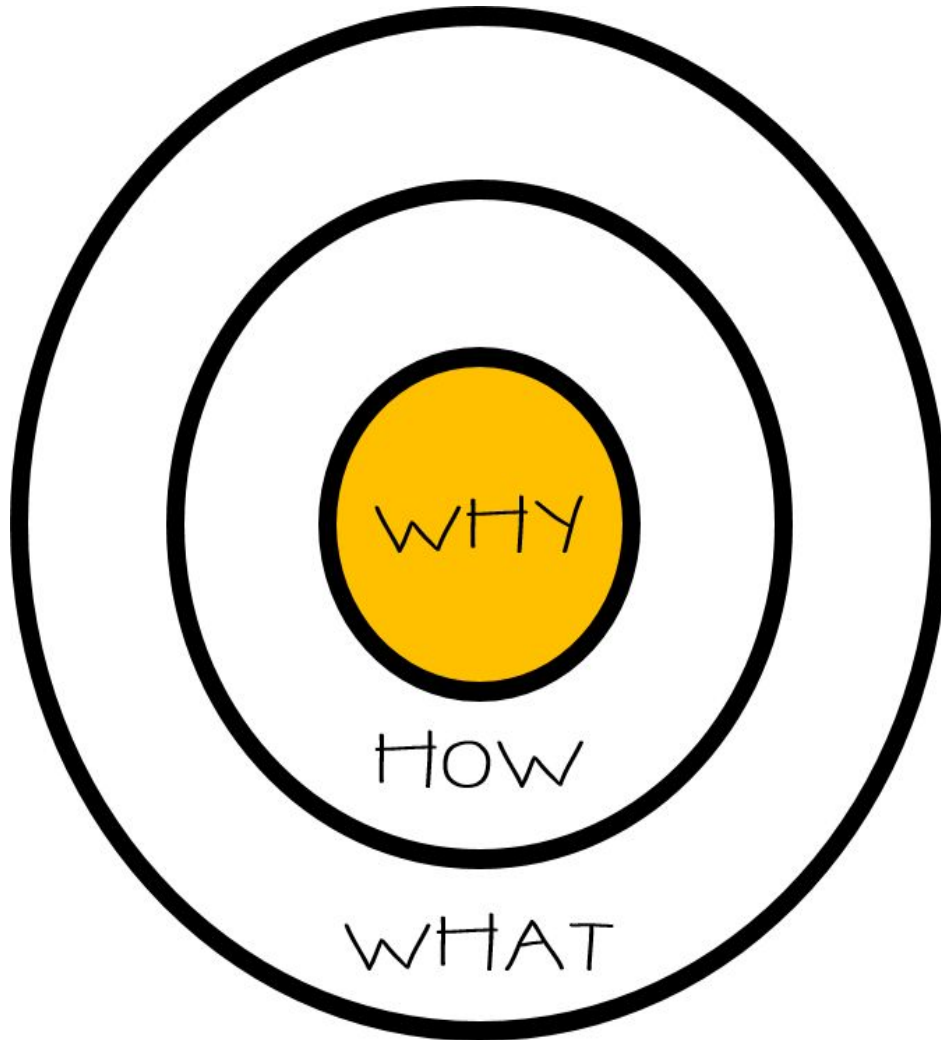
The opportunity is not to discover the perfect company for ourselves.

Find your WHY: if you haven't found it yet, keep looking!

- What do you love doing?
- What would you be happy to do for free?
- What motivates you to get up in the morning?
- What are you really good at?
- When are you happy?
- Why do you long for what you long for?
- What keeps you going even when the going is tough?
- What frustrates you?
- What do you want to change and why?

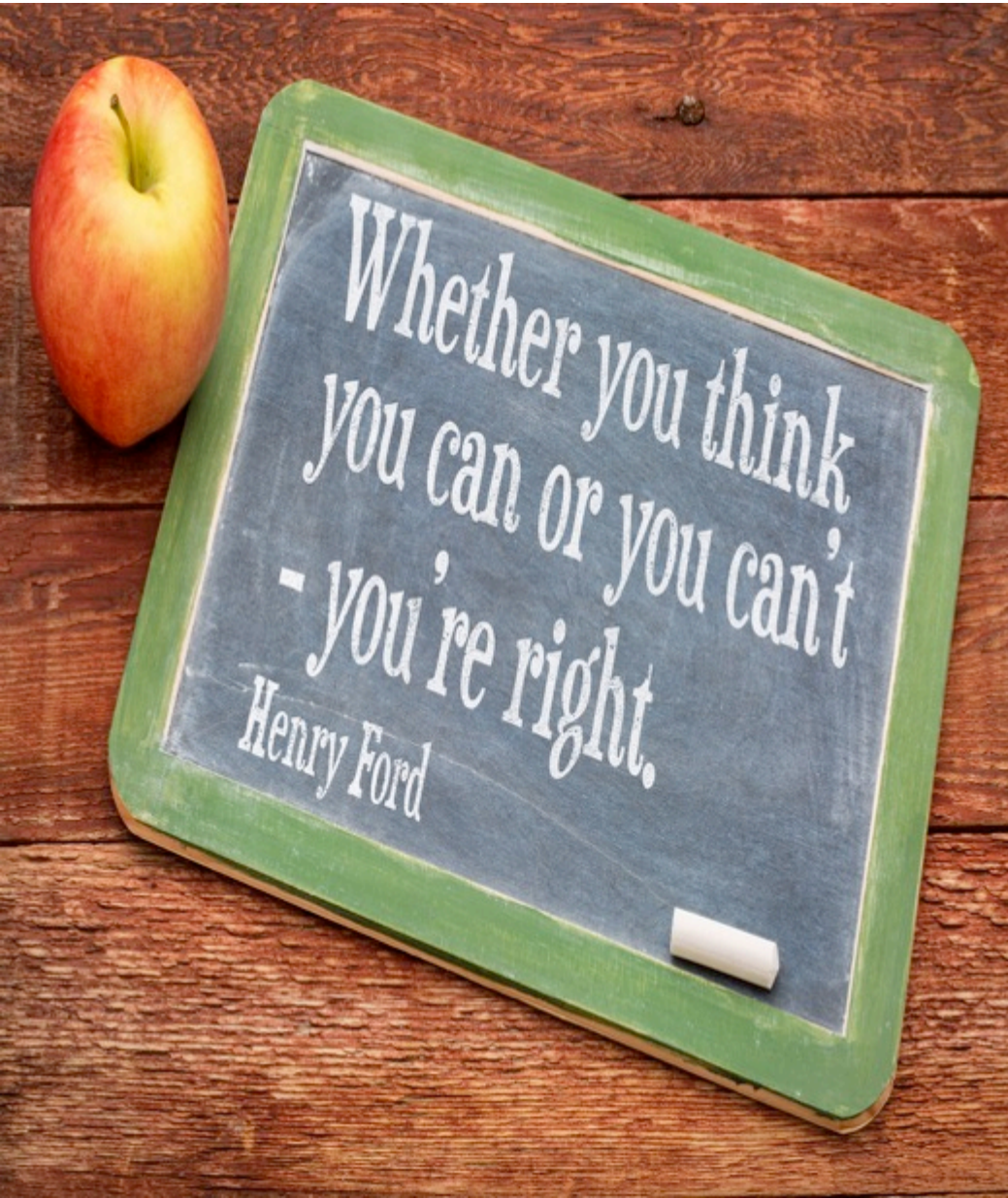
WHY drives you ...
can anything else help ?

Focus & strong Goals



- A clear direction
- A promise to yourself
- A challenge for yourself
- An inspiration for your action
- Focus (1-3)

Self-Confidence / Self-Efficacy



Self-confidence = Trust in yourself and your abilities

Self-efficacy = A belief in our own ability to succeed

Believe in yourself!

Likeable Me – Part 1 : build Self-Confidence

3 minutes ... write down:

- 3 things you like about yourself + 3 you don't
- 3 achievements + 3 disappointments/ failures
- 3 challenges you have overcome
- 3 skills / talents that you have

Handout = Likeable Me 1

Likeable Me – Part 2 : build Self-Confidence

Share with someone next to you what you wrote down:

3 Positive

3 Negative

Do you feel
UNCOMFORTABLE
with telling people what you like
about **YOURSELF?**

DISCUSS

How did you feel and what were the reactions

- when you talk to others about your positives?
- when you talk to others about your negatives?

A 3D rendering of a large crowd of white, stylized humanoid figures. In the center of the crowd, a single figure is colored red. This red figure is holding a white rectangular sign with both arms raised. The sign has the text "PROUD TO BE ME!" written on it in a bold, red, hand-drawn font. The figures are arranged in a dense, somewhat chaotic pattern, with some in the foreground and others receding into the background. The lighting is soft, creating subtle shadows on the ground and between the figures.

**PROUD TO
BE ME!**

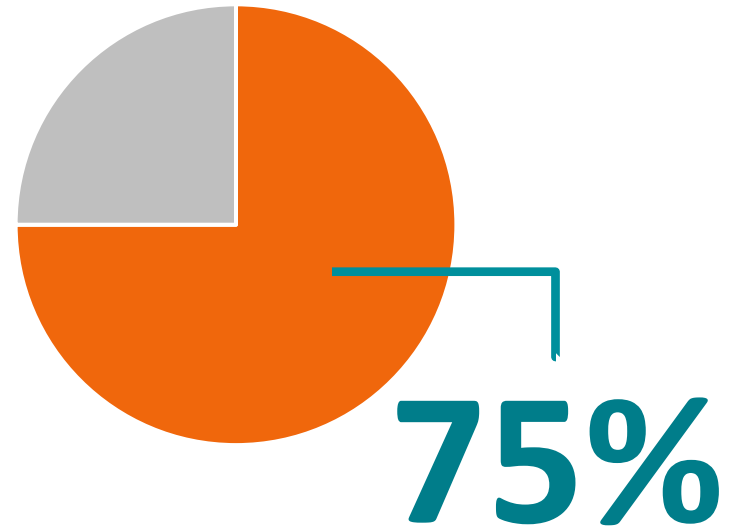
Positive Thinking



- See opportunity in every situation
- Overcome hardships
- Be happy and relaxed

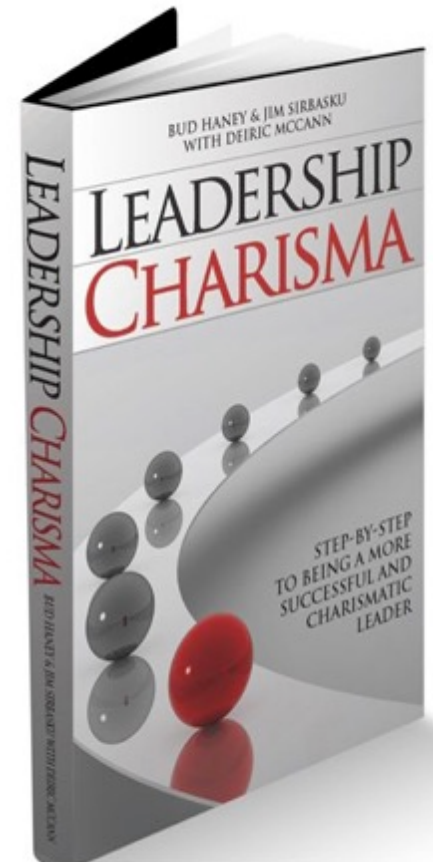
The truth is...

WE HAVE OVER
600K
THOUGHTS A DAY



OF WHICH ARE NEGATIVE

How to get rid of those 75%?





Motivating Environment

- External motivational source
- Positive input and mentoring
- Role model for yourself

Likeable You : build a Motivating Environment

- 3 minutes
- Split into pairs
- Write 3 positive things you notice about your partner
- Share your thoughts with your partner
- Note each others reactions

Do you feel
COMFORTABLE
with telling people what you like
about **THEM**?

We all crave POSITIVE recognition. Take action encourage it!



*“There is more hunger
for love and appreciation
in this world than for
bread.”*

Mother Teresa

Foster a positive and motivating culture to
help realise your WHY as well as others'



Kudos (praise)

- Use Kudos gifts to recognise someone for something they accomplished today
- Anyone can give a gift
- It must be given by a brief and *specific* explanation why

Quiz - How Self-Motivated are you?

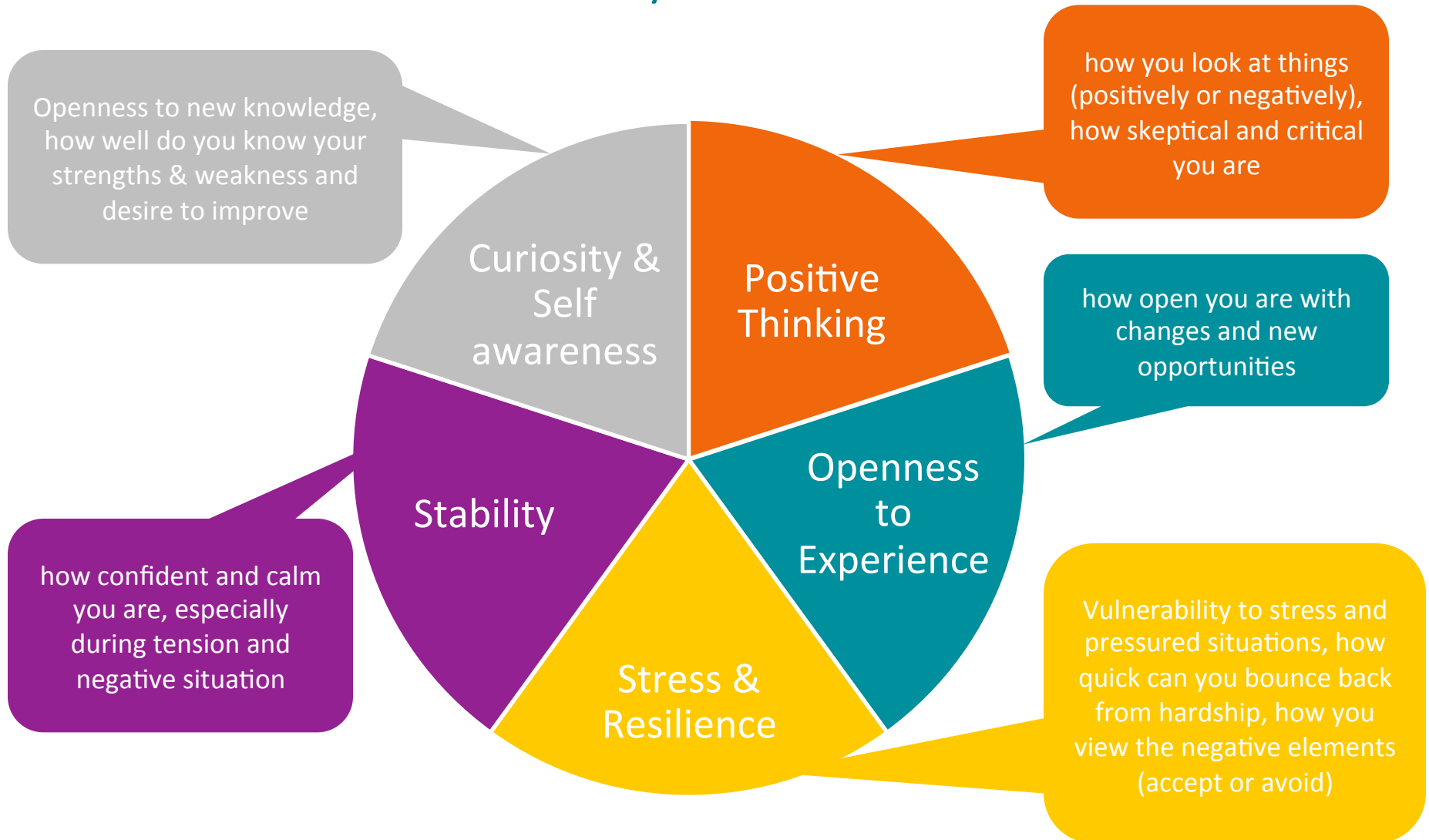
How strong is your drive to
achieve develop & succeed?

Quiz - How Self-Motivated are you?

Score the Quiz

How to know if you and others are self-motivated?

Use **ASSESSMENTS** to identify **BEHAVIOURS**



Wanna try a free assessment?

If yes please contact TRG Talent

Summary

- Always start with WHY
- Find your WHY
- Help others find their WHY
- Believe in yourself
- Build Self-confidence / self-efficacy
- Look for the positive in everything
- Build a Motivating environment

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