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**Motivating Reluctant Learners**

Robyn Jackson  
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**What is Motivation?**

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Motivation is an investment decision

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**Currencies**

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-  Knowledge
-  Soft Skills
-  Social Skills
-  Networks

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### What currencies ?

- ✔ What currencies are most important if your students are going to be successful in your classroom?
  - Knowledge
  - Soft Skills
  - Social Skills
  - Networks

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### Currency and Motivation

- ✔ Motivation is an investment decision
- ✔ In order to motivate students, you must help them choose to invest their currencies in your classroom.

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### Steps to Motivating Students

1. Determine what investments you want students to make.
2. Remove classroom barriers to investing.
3. Address student barriers to investing.
4. Ask for the investment in the right way.
5. Shape the path to investing successfully.
6. Sustain the investment over time.

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**1. Determine the Investment**

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- ✔ What do we mean by “motivated?”
- ✔ What currencies do you value?
- ✔ What currencies do your students value?

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**Finding the Right Investment**

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- ✔ Specific
- ✔ Meaningful
- ✔ Observable
- ✔ Realistic
- ✔ Effort is worthwhile
- ✔ Small

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**2. Remove Classroom Barriers**

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- ✔ Our classroom climate and rules of engagement may unintentionally prevent students from investing.

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### 21<sup>st</sup> Century Learners

20 <sup>th</sup> Century Learning	21 <sup>st</sup> Century Learning
Single-tasking	Multi-tasking
Linear	Hyper-text
Independent	Collaborative
Owned	Shared
Stationary	Mobile
Deductive	Inductive
Hard Work	Leverage
What	Why
Text	Multi-media
Physical	Virtual
Local	Global
Routinize	Creative
Other-Directed	Self-directed
Predictable	Unpredictable

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### Three Classroom Barriers

- ☞ Requiring currencies students don't have.
- ☞ Not making it clear what currencies are required.
- ☞ Insisting on only one form of currency.

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### Remove Classroom Barriers

- ☞ Autonomy
  - Task
  - Time
  - Team
  - Technique
- ☞ Mastery
- ☞ Purpose
- ☞ Belonging

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### 3. Address Student Barriers

- ✔ Students may also carry internal barriers that prevent them from investing.
  - They do not have the currencies required.
  - They have the required currencies but do not choose to invest them in the classroom.

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### Student Barriers to Investing

- ✔ Fear of Failure
- ✔ Lack of Relevance and Value
- ✔ Lack of trust

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### Addressing Student Barriers

- ✔ Make failure a part of the process
- ✔ Help students revise their internal narratives
- ✔ Demonstrate relevance
- ✔ Demonstrate value in students' terms
- ✔ Build trust

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**4. Ask for the Investment**

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- ✔ Be private
- ✔ Be succinct
- ✔ Be specific
- ✔ Be positive
- ✔ Be quiet

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**5. Shaping the Investment**

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- ✔ Set specific goals
- ✔ Show students how to invest successfully

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**6. Sustain the investment**

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- ✔ Build habits, routines, and rituals
- ✔ Acknowledge incremental growth
- ✔ Build momentum
- ✔ Focus on what's working

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**Yes, but...**

- ✔ This feels like a lot of hard work.
- ✔ What if my students are just lazy?
- ✔ What about unmotivated parents?

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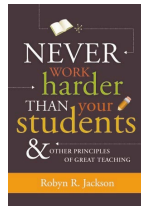
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**Shameless Self-Promotion!**

*Never Work Harder than Your Students and Other Principles of Great Teaching.*



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**Mastering the Principles of Great Teaching**

**How to Support Struggling Students**  
**How to Plan Rigorous Learning Units**  
**How to Motivate Unmotivated Students**

By Robyn R. Jackson  
 Published by ASCD and Mindsteps

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**For More Information**

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