# What motivates you?

It is often believed that the best way to motivate ourselves and others is with the “carrot and stick” approach, and, in particular, for the reward to be money-related.

***From your experience so far, what do you think has worked best in motivating you?***

***And what de-motivates you?***

Research from **MIT** (Massachusetts Institute of Technology) has shown that the “carrot and stick” approach can only have a limited influence in today’s world.

Daniel Pink’s video on **“Drive: The Surprising Truth About What Motivates Us”** <http://www.youtube.com/watch?v=u6XAPnuFjJc> examines what he calls the three elements of true motivation.

***What are these three elements?***

***Can you think of a time that you have been motivated through each of these three elements?***