Motivation (Dan Pink, *Drive: The Surprising Truth about What Motivates Us*)
1.0 – Maslow
2.0 – Skinner
3.0 – Internal Motivation

Rewards (learn more by reading Alfie Kohn, *Punished by Rewards*)

Problems:
1. backfire
2. narrow focus
3. addictive
4. drown out other voices
5. change relationships

Solutions:
1. put praise in its place
2. Tom Sawyer the tasks
4. stress the vine
5. appropriate challenge (Mihály Csíkszentmihályi, *Flow* and Edward L. Deci & Richard M. Ryan *Motivation and Self-Determination in Human Behavior*)
6. know difference between obsession and motivation
7. allow boredom
Stories:
1. Fermat/Wiles
2. Goodyear
3. Scott (Ranulph Fiennes, Race to the Pole; Liz Gogerly, Amundsen and Scott’s Race to the South Pole)

The Trifecta
2. Optimism/The Stockdale Complex (Jim Collins, Good to Great; Tali Sharot, The Optimism Bias: a Tour of the Irrationally Positive Brain)

Take Aways:
- grade school – continue to explore interest-based ideas
- secondary – career/college-based interests (let that propel)
- model finding other values in the task:
  i. “I love the way I feel inside when I...”
  ii. “The house feels so much more welcoming when it’s clean. It’s a nice place to have friends over.”
  iii. “This isn’t my favorite thing to do, but I feel good about how I’m better at it than I was.”
- Have a long-term goal yourself (language, skill, sport, instrument, craft)
- Use quotations
- Use the news to observe grit/optimism/self-concept
- Help child set goals (objective-based)
- Use rewards spontaneously, intermittently, and avoid peer pressure (adult)

More reading:
- Josh Aronson, Improving Academic Achievement: Impact of Psychological Factors on Education
- Carol Dweck, Mindset and bit.ly/dweck-praise