

Change Format

	Motivation	Enablement
Self	<p>Does this person enjoy doing what is being asked?</p> <p>Does this task bring satisfaction in and of itself?</p> <p>Do they take pride in their work and work habits?</p> <p>Is the wrong thing more enjoyable for this person?</p>	<p>Does this person have accurate and complete information?</p> <p>Is this person able to perform this task mentally? Physically?</p> <p>Does this person feel more capable doing the wrong thing?</p>
Others	<p>Does doing the job put them at odds with family or friends?</p> <p>Am I or are we pressuring, embarrassing, or provoking them into the wrong behavior?</p> <p>Am I doing something that discourages them?</p> <p>Am I failing to do something to encourage them?</p>	<p>Am I or are we withholding information that might help?</p> <p>Have I/we provided adequate permission or authority?</p> <p>Am I doing something that inhibits them from succeeding?</p> <p>Am I and are we providing help when needed?</p> <p>What help or resources should I be giving that would make it easier?</p>
Environment/ Culture	<p>Will doing the right thing cost them money?</p> <p>Does doing the right thing put their job at risk?</p> <p>Does doing the right thing put better jobs, assignments or working conditions at risk?</p> <p>Does the wrong thing bring them more money, enhance their career, or give them better working conditions?</p>	<p>Is the right thing part of their current job description/role?</p> <p>Are there policies, rules, or procedures that make the desired behavior difficult or impossible?</p> <p>Are there bureaucratic steps or barriers that hinder them?</p> <p>Is the physical environment a help or hindrance?</p> <p>Are their goals and priorities clear?</p>

