



## Looking at External Motivation

- **Motivation** (*External*) – incentive or inducement

Please answer the following:

**Who is *requiring* you to get help at this time?**

**Why are they requiring you to get help? (Simply put - What happened?)**

**Beside those requiring you to get help, are there any other people who want you to change your behavior? (List – Family, friends, etc.)**

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**Are there any additional reasons that these people want you to get help beside the main reason that you listed above (Even if you don't agree with their reasons, what do you think they would they say?)**

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## **Clearly identify and clarify expectations and requirements**

Involved person 1 – (Primary person/agency **requiring** change)

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### **What is specifically expected of you by this person? What are the basic minimum requirements for this situation to be considered a success? –**

*(Basic change goals)*- be as specific as possible, in measurable language with time frames if possible. What are those external people in your life exactly requiring of you?

- *For example* – My probation officer is requiring me to “abstain from all non-prescribed substances for at least 10 weeks as evidenced by at least 5 clean random drug tests and 10 weeks of group therapy meetings”.
- *Another example would be* “My father is requiring me to show that I am clean for at least 3 months before he will give me my car keys back”

### **List the expectations required by others for you below to the best of your ability:**

1.

2.

3.

**Are there any additional (but not necessarily required) expectations or hopes by this person or others who want you to change? (For example, get a job, pass all classes on report card, etc.)**

1.

2.

3.

4.



**It is very important to clearly identify what is going to happen to you if you are unable to fulfill your basic minimum requirements listed above, particularly by the primary person requiring you to make changes.**

*What will likely happen if minimum basic goals are not met within identified time frames: (Consider the following examples. If you don't know for sure, take your best guess)*

*> Probation will be violated and I will be required to return to court*

*> I will be asked to move out*

*> I will have to attend a residential treatment program*

*> I will be fired from my place of employment*

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**Incentives – Are there any rewards that you can expect from any of the people that you listed who want you to change. (For example, “If I get clean, my father will give me a job in the family business” or “If I start showing I am not using my girlfriend will take me back”)**

1.

2.

3.

**Is there anything else you might be able to gain if you do what people are asking you to do? (List below – For example; consider specifically how others may trust you more)**

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**PROCESS/DISCUSSION** – After completing this exercise, discuss the following:

- 1. Of all the things you just listed, from a motivational perspective, which one or two things really stands out for you as something that could keep you moving in a positive direction?**
- 2. Did you ever have the experience where you ignored the consequences and then felt regret, wishing that you had chosen a different path?**
- 3. What do you think that you may need from other people in order to end up successfully doing what is expected of you? (How can the people asking you to change help you change?)**
- 4. What can you start doing today (even if it's just a little bit) in order to prevent some of the consequences that were discussed as a part of this exercise and instead take advantage of the incentives for changing?**