

**A motivational strategy:**

## **No Carrot No Stick**

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# Structure

- Why GIVE
- What is Give
- Best of Give
- Case study
- Result



# GET motivations



# Give vs Get



Vs.



# Principles

- Stephen P. Robbins Behavioral theory :

People prefer to feel they have control over their actions, so anything that makes a previously enjoyed task feel more like an obligation than a freely chosen activity will undermine motivation.

- Dornyei (2001):

Motivation can be a matter explaining why people decide to do something, how they are willing to sustain the activity and how hard they are going to pursue it.

- John Dewey, philosopher, psychologist, and educational reformer:

Education is not preparation for life; education is life itself.

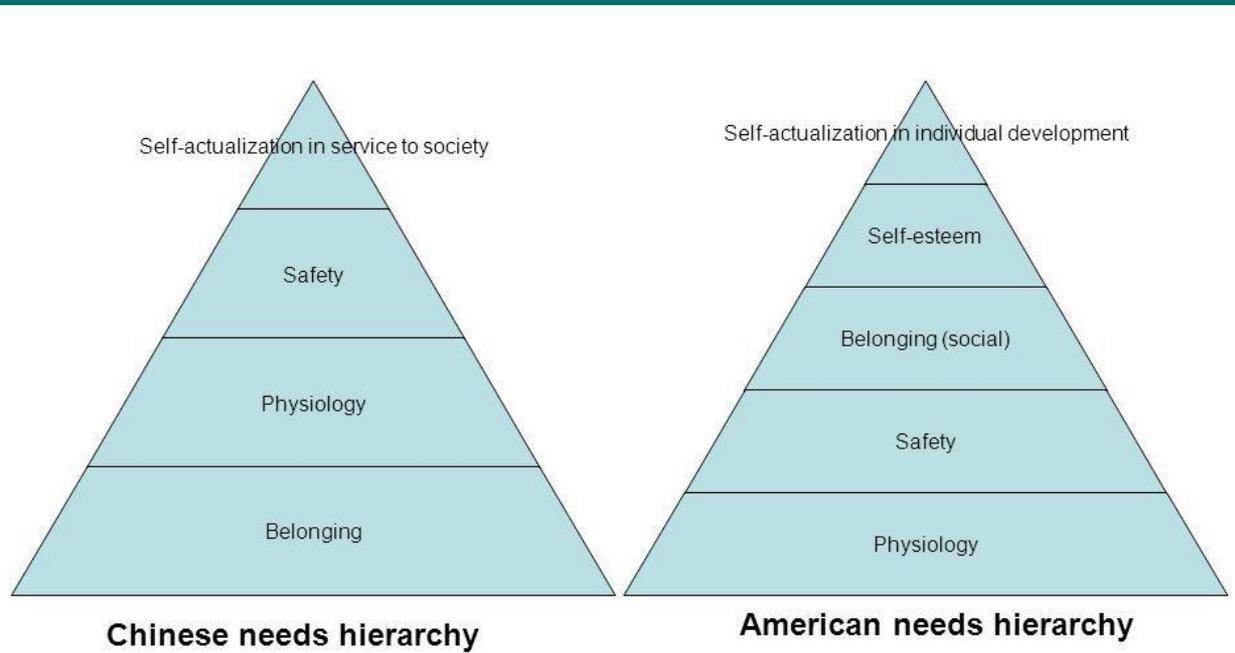
# Best of GIVE

- ✓ *Kill two birds with one stone* benefit
- ✓ Continuous



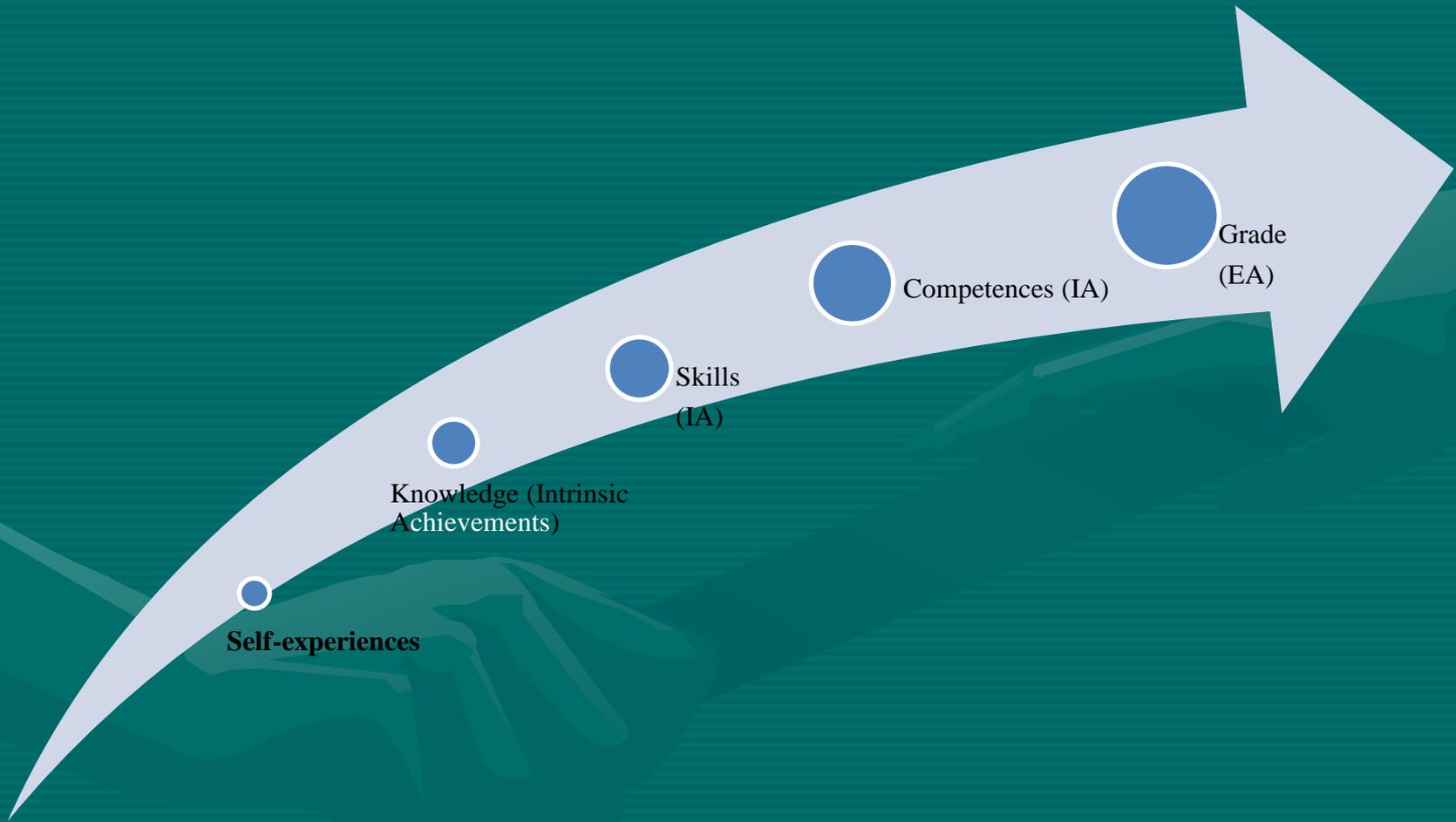
# Need destination

## Self-Actualization (Malow, 1970)



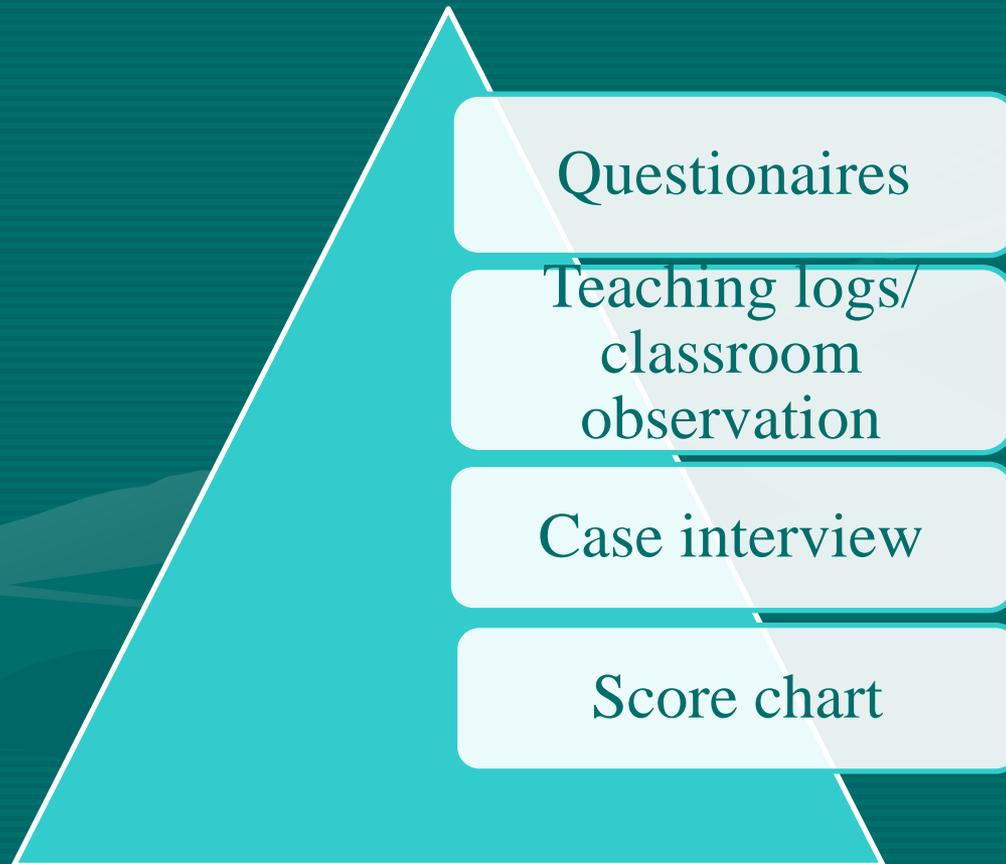
Source: Psychology, by Jane S. Halonen and John W. Santrock, 2/e, p.455

# GIVE Landscape



# Case study

## Data bases



# Questionnaires

1. Your score in mini –speech?
2. You agree/ disagree with GIVE
3. You are (not) influenced by GIVE when preparing for another speech.
4. Time spent on preparation: ... hours
5. From your self-learning experience, which items of GIVE you agree/ disagree
6. GIVE helps you build autonomy at class and at home?
7. GIVE helps you accomplish the task aware of double- benefit?

# Case interviews

We conducted **deep interviews via email** with students who had **best progress** in the course.

1. What motivates you to have performed so well? (Grade, self-experience, personal growth, potential, respect...)
2. Has GIVE made any contribution to your success?

We received **6 emails** including 2257 words in Vietnamese (about **4 A4** pages).

# Score chart

- ✓ 17 of 32 students achieved grade 8 or more, of which 5 students achieved 9 or more.
- ✓ 4 students were given 6.5. Those had low class attendance, so had little access to GIVE.

# Teaching logs

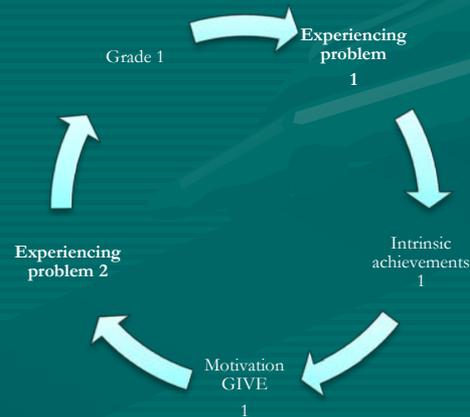
## A male student scored impressively

**Midterm:** He had prepared a speech on topic X. Then he fell ill. When recovered, he decided to give up X and chose a new topic of health care. He expected that the latter was practical and useful to audience. Unusually for him, he became outstanding with a heart-touching speech and it was also voted the most favorite.

**Final:** He spent three weeks thinking about what to say, then so much time and effort on Jump-Start introduction which became one of the most impressive and strategic ones. The Jump start included his personal story illustrated by series of self-drawn pictures, followed by a popular fairy tale, further supported by a video. It was as logical and fascinating as a film.

# Result

- ✓ sustainable
- ✓ more comprehensive
- ✓ source of self-motivation



## *Condition*

- ✓ well- oriented learners
- ✓ Inspirer - teacher

# President Obama

*"We understand that greatness is never a given. It must be earned. Our journey has never been one of short-cuts or settling for less. It has not been the path for the faint-hearted -- for those who prefer leisure over work, or seek only the pleasures of riches and fame. Rather, it has been the risk-takers, the doers, the makers of things"*

Thank you for listening!

