

Understanding Hot Buttons

To Motivate Yourself and Others

Hot Buttons to Motivate Yourself & Others

Motivator		Hot Buttons	Motivating People
Searcher		Purposeful Work & Making a Difference	Link clear objectives to purpose and provide
Spirit		Freedom & Independence	Create boundaries and simplify admin
Creator		Innovation & Change	Provide opportunities to innovate
Expert		Expertise & Subject Mastery	Offer Development, Mentoring and Knowledge
Builder		Money & Material Satisfaction	Set Goals & Targets and Provide Rewards
Director		Power & Influence	Provide More Responsibility
Star		Recognition & Respect	Offer High Visibility Projects and Recognition
Friend		Belonging & Friendship	Create Opportunities for Social Inclusion
Defender		Security & Predictability	Communicate Often and Emphasise Security